

## H2O Retailing Corporation, Monthly Sales Summary(Fiscal Year ending March 31, 2014)

### From April to September

(% : year on year)

|                           | April        | May          | June         | July         | August       | September    |
|---------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Consolidated Sales</b> | <b>107.1</b> | <b>111.3</b> | <b>118.2</b> | <b>107.6</b> | <b>113.4</b> | <b>113.9</b> |
| Department Store Business | 110.1        | 114.3        | 125.7        | 109.6        | 118.9        | 119.7        |
| Supermarket Business      | 104.1        | 106.3        | 105.0        | 105.0        | 106.1        | 107.3        |

### < Hankyu Hanshin Department Stores, Inc. >

#### Sales of each store

(% : year on year)

|                          | April        | May          | June         | July         | August       | September    |
|--------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Hankyu Umeda Main Store  | 155.8        | 162.9        | 179.4        | 146.8        | 176.5        | 176.4        |
| Hanshin Umeda Main Store | 80.4         | 84.0         | 95.7         | 84.3         | 87.5         | 85.7         |
| Branch Stores            | 95.1         | 99.5         | 107.2        | 96.2         | 100.1        | 102.8        |
| <b>Total</b>             | <b>110.3</b> | <b>114.6</b> | <b>126.0</b> | <b>109.7</b> | <b>119.1</b> | <b>119.9</b> |

#### Branch stores

(% : year on year)

|                         | April | May   | June  | July  | August | September |
|-------------------------|-------|-------|-------|-------|--------|-----------|
| Senri Hankyu            | 95.2  | 99.5  | 107.4 | 94.4  | 100.1  | 102.4     |
| Sakai Kitahanada Hankyu | 95.2  | 98.1  | 103.8 | 96.0  | 99.6   | 94.9      |
| Kawanishi Hankyu        | 93.2  | 97.7  | 101.8 | 94.1  | 95.1   | 97.4      |
| Takarazuka Hankyu       | 99.8  | 98.2  | 104.8 | 97.0  | 99.1   | 98.9      |
| Nishinomiya Hankyu      | 93.4  | 100.7 | 112.1 | 94.8  | 103.2  | 98.7      |
| Sanda Hankyu            | 98.9  | 98.3  | 101.8 | 95.0  | 110.4  | 94.7      |
| Hakata Hankyu           | 100.9 | 106.0 | 113.3 | 101.9 | 103.1  | 108.2     |
| Hankyu Men's Tokyo      | 96.1  | 100.8 | 121.0 | 107.6 | 115.5  | 111.2     |
| Oi Hankyu Food Hall     | 99.0  | 103.5 | 101.3 | 101.2 | 102.9  | 103.5     |
| Tsuzuki Hankyu 1        | 66.7  | 68.0  | 75.5  | 61.6  | 69.7   | 115.6     |
| Amagasaki Hanshin       | 91.3  | 99.7  | 104.4 | 99.2  | 97.3   | 97.2      |
| Hanshin Nishinomiya     | 96.6  | 99.5  | 97.3  | 102.0 | 98.2   | 100.0     |
| Hanshin Mikage          | 97.4  | 101.1 | 104.4 | 97.7  | 95.7   | 104.1     |

1 Second, third and fourth floor of Tsuzuki Hankyu was remodelled into the shopping center on October 3, 2012.

#### Number of customers

(% : year on year)

|              | April        | May          | June         | July         | August       | September    |
|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total</b> | <b>102.7</b> | <b>104.7</b> | <b>108.8</b> | <b>104.6</b> | <b>107.8</b> | <b>108.2</b> |

#### Sales of each category

(% : year on year)

|                              | April        | May          | June         | July         | August       | September    |
|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Mens clothing                | 95.6         | 104.0        | 118.8        | 96.5         | 113.7        | 112.2        |
| Ladies clothing              | 101.5        | 109.9        | 137.5        | 107.0        | 115.3        | 117.9        |
| Childrens clothing           | 95.2         | 103.0        | 131.6        | 89.2         | 111.9        | 113.5        |
| Other clothing               | 100.9        | 112.5        | 120.1        | 106.1        | 115.7        | 110.7        |
| <b>Clothing</b>              | <b>99.3</b>  | <b>108.0</b> | <b>129.6</b> | <b>102.5</b> | <b>114.7</b> | <b>115.3</b> |
| Accessories, bags and others | 119.5        | 126.0        | 148.1        | 122.6        | 137.2        | 127.0        |
| Household merchandise        | 115.4        | 112.1        | 126.7        | 114.6        | 124.4        | 118.4        |
| Foods                        | 110.8        | 110.1        | 108.4        | 105.7        | 109.5        | 115.4        |
| Restaurant & café            | 168.1        | 162.9        | 177.8        | 174.0        | 172.5        | 169.9        |
| General merchandise          | 119.0        | 122.3        | 123.1        | 119.5        | 126.0        | 125.2        |
| Service                      | 94.6         | 98.7         | 100.4        | 100.7        | 103.7        | 84.6         |
| Other                        | 105.7        | 111.4        | 120.1        | 78.1         | 110.7        | 117.1        |
| <b>Total</b>                 | <b>110.3</b> | <b>114.6</b> | <b>126.0</b> | <b>109.7</b> | <b>119.1</b> | <b>119.9</b> |

## H2O Retailing Corporation, Monthly Sales Summary(Fiscal Year ending March 31, 2014)

### From October to March

(% : year on year)

|                           | October      | November     | December     | January      | February     | March        |
|---------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Consolidated Sales</b> | <b>109.6</b> | <b>102.3</b> | <b>102.4</b> | <b>104.0</b> | <b>105.3</b> | <b>125.4</b> |
| Department Store Business | 113.6        | 101.6        | 102.4        | 104.6        | 102.9        | 125.9        |
| Supermarket Business      | 107.0        | 110.8        | 108.1        | 105.1        | 110.2        | 110.6        |

### < Hankyu Hanshin Department Stores, Inc. >

#### Sales of each store

(% : year on year)

|                          | October      | November     | December     | January      | February     | March        |
|--------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Hankyu Umeda Main Store  | 149.2        | 100.7        | 104.2        | 108.7        | 112.8        | 134.5        |
| Hanshin Umeda Main Store | 86.6         | 98.2         | 95.1         | 97.0         | 83.2         | 133.2        |
| Branch Stores            | 100.2        | 105.0        | 104.6        | 104.9        | 105.1        | 112.9        |
| <b>Total</b>             | <b>113.7</b> | <b>101.7</b> | <b>102.6</b> | <b>105.0</b> | <b>103.5</b> | <b>126.5</b> |

#### Branch stores

(% : year on year)

|                         | October | November | December | January | February | March |
|-------------------------|---------|----------|----------|---------|----------|-------|
| Senri Hankyu            | 97.8    | 103.1    | 100.2    | 99.5    | 103.3    | 114.1 |
| Sakai Kitahanada Hankyu | 95.3    | 97.8     | 100.1    | 97.4    | 101.7    | 101.0 |
| Kawanishi Hankyu        | 95.4    | 102.5    | 98.6     | 99.7    | 102.5    | 111.8 |
| Takarazuka Hankyu       | 97.4    | 97.3     | 99.6     | 102.1   | 102.5    | 76.9  |
| Nishinomiya Hankyu      | 100.1   | 107.1    | 105.7    | 105.2   | 106.5    | 119.4 |
| Sanda Hankyu            | 93.1    | 103.0    | 92.9     | 98.2    | 103.7    | 111.4 |
| Hakata Hankyu           | 103.0   | 107.6    | 111.3    | 109.8   | 107.9    | 119.3 |
| Hankyu Men's Tokyo      | 105.5   | 113.3    | 109.4    | 112.0   | 106.1    | 125.5 |
| Oi Hankyu Food Hall     | 100.7   | 103.2    | 103.5    | 104.9   | 104.0    | 105.0 |
| Tsuzuki Hankyu 1        | 105.6   | 109.9    | 103.2    | 108.1   | 104.0    | 109.0 |
| Amagasaki Hanshin       | 101.3   | 104.3    | 103.3    | 102.4   | 102.0    | 106.1 |
| Hanshin Nishinomiya     | 105.9   | 98.6     | 100.8    | 102.5   | 106.0    | 101.2 |
| Hanshin Mikage          | 94.1    | 94.9     | 102.2    | 95.4    | 96.7     | 95.8  |

1 Second, third and fourth floor of Tsuzuki Hankyu was remodelled into the shopping center on October 3, 2012.

#### Number of customers

(% : year on year)

|              | October      | November    | December    | January     | February    | March        |
|--------------|--------------|-------------|-------------|-------------|-------------|--------------|
| <b>Total</b> | <b>101.8</b> | <b>91.6</b> | <b>97.5</b> | <b>98.9</b> | <b>97.6</b> | <b>105.7</b> |

#### Sales of each category

(% : year on year)

|                              | October      | November     | December     | January      | February     | March        |
|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Mens clothing                | 104.7        | 106.0        | 104.0        | 106.1        | 106.2        | 117.8        |
| Ladies clothing              | 112.6        | 101.4        | 98.8         | 100.4        | 103.4        | 115.0        |
| Childrens clothing           | 101.1        | 99.0         | 99.0         | 99.1         | 103.0        | 109.8        |
| Other clothing               | 112.6        | 100.1        | 95.3         | 101.6        | 102.6        | 127.6        |
| <b>Clothing</b>              | <b>109.4</b> | <b>102.5</b> | <b>100.2</b> | <b>101.9</b> | <b>104.0</b> | <b>116.4</b> |
| Accessories, bags and others | 123.9        | 109.4        | 109.8        | 113.5        | 97.1         | 159.7        |
| Household merchandise        | 132.4        | 109.6        | 99.7         | 108.6        | 107.7        | 125.2        |
| Foods                        | 108.3        | 96.7         | 100.4        | 103.3        | 103.1        | 104.4        |
| Restaurant & café            | 123.8        | 78.1         | 84.1         | 87.0         | 86.5         | 96.3         |
| General merchandise          | 121.2        | 110.7        | 112.0        | 113.0        | 115.8        | 170.2        |
| Service                      | 107.2        | 97.3         | 97.5         | 99.4         | 106.8        | 123.8        |
| Other                        | 107.0        | 96.7         | 103.4        | 107.3        | 164.9        | 113.6        |
| <b>Total</b>                 | <b>113.7</b> | <b>101.7</b> | <b>102.6</b> | <b>105.0</b> | <b>103.5</b> | <b>126.5</b> |