

H2O Retailing Corporation, Monthly Sales Summary(Fiscal Year ending March 31, 2012)

From April to September

(% : year on year)

	April	May	June	July	August	September
Consolidated Sales	112.5	107.8	108.6	104.9	103.3	105.0
Department Store Business	113.8	108.3	107.5	104.3	102.7	103.1
Supermarket Business	99.6	99.7	100.0	101.0	98.0	103.0

< Department Store Business >

(% : year on year)

Sales of each store		April	May	June	July	August	September
Hankyu Umeda Flagship Store		101.6	95.5	93.9	93.7	92.8	94.3
Hanshin Umeda Flagship Store		103.0	95.4	96.8	94.1	92.5	91.5
Branch Stores		139.2	134.4	130.3	123.9	120.2	127.2
Store Business Total		114.9	109.0	107.7	104.4	102.8	103.6
Total	1	113.9	108.3	107.5	104.3	102.7	103.1
Same-store sales	2	101.4	96.3	97.5	95.6	94.7	94.5

1 Corporate sales division is included.

2 From April to June, 2011 : Shijyokawaramachi Hankyu, Hakata Hankyu, Oi Hankyu Food Hall and Corporate sales division are excluded.

From July to August, 2011 : Shijyokawaramachi Hankyu, Hakata Hankyu, Oi Hankyu Food Hall, Yurakucho Hankyu and Corporate sales division are excluded.

September, 2011 : Hakata Hankyu, Oi Hankyu Food Hall, Yurakucho Hankyu and Corporate sales division are excluded.

(% : year on year)

Number of customers		April	May	June	July	August	September
Total		100.6	96.8	97.0	96.4	94.7	94.2

(% : year on year)

Sales of each category		April	May	June	July	August	September
Mens clothing		116.0	107.8	104.3	100.7	93.8	105.8
Ladies clothing		113.0	107.6	106.5	103.7	98.2	100.1
Childrens clothing		98.3	92.7	103.7	105.5	104.5	106.8
Other clothing		98.8	86.0	109.4	98.5	98.1	82.6
Clothing		110.3	103.3	106.1	102.6	97.9	99.5
Accessories, bags and others		121.3	115.9	108.4	107.1	102.2	133.3
Household merchandise		107.5	105.5	97.1	99.0	93.2	103.8
Foods		118.5	113.6	112.0	105.8	110.6	111.7
Restaurant & café		106.9	102.6	98.6	97.5	95.9	94.2
General merchandise		109.7	103.9	107.2	106.4	98.2	73.2
Service		93.6	84.8	87.2	86.8	83.0	69.6
Other		106.7	101.7	107.2	92.3	106.2	108.9
Total		113.9	108.3	107.5	104.3	102.7	103.1

(% : year on year)

[Same-store sales 3]		April	May	June	July	August	September
Mens clothing		104.0	98.7	97.1	94.1	90.9	101.5
Ladies clothing		101.9	95.7	98.8	94.5	94.7	94.0
Childrens clothing		104.8	94.7	95.4	96.2	94.5	98.4
Other clothing		101.2	84.0	105.4	94.6	94.7	81.9
Clothing		102.5	94.7	98.9	94.6	93.9	94.2
Accessories, bags and others		103.9	99.0	98.5	96.0	94.8	120.0
Household merchandise		100.5	96.5	92.1	93.8	87.2	96.2
Foods		100.1	97.9	96.3	96.3	97.4	98.2
Restaurant & café		94.9	92.1	90.3	89.5	87.9	87.3
General merchandise		100.8	94.8	99.2	98.8	92.9	68.1
Service		97.1	88.0	90.7	91.8	88.5	89.6
Other		99.3	90.5	99.7	87.0	97.8	101.0
Total		101.4	96.3	97.5	95.6	94.7	94.5

3 From April to June, 2011 : Shijyokawaramachi Hankyu, Hakata Hankyu, Oi Hankyu Food Hall and Corporate sales division are excluded.

From July to August, 2011 : Shijyokawaramachi Hankyu, Hakata Hankyu, Oi Hankyu Food Hall, Yurakucho Hankyu and Corporate sales division are excluded.

September, 2011 : Hakata Hankyu, Oi Hankyu Food Hall, Yurakucho Hankyu and Corporate sales division are excluded.

From October to March

(% : year on year)

	October	November	December	January	February	March
Consolidated Sales	109.9	109.3	112.9	110.5	114.7	105.8
Department Store Business	107.6	107.8	110.7	108.4	112.0	99.5
Supermarket Business	100.8	99.9	99.1	101.2	105.9	101.5

< Department Store Business >

Sales of each store

(% : year on year)

	October	November	December	January	February	March
Hankyu Umeda Flagship Store	94.4	94.8	95.7	91.8	94.0	97.2
Hanshin Umeda Flagship Store	94.1	94.7	97.0	95.3	97.3	103.2
Branch Stores	135.3	134.9	142.6	136.7	147.3	102.0
Store Business Total	107.8	107.9	110.9	108.6	112.4	100.7
Total 1	107.6	107.8	110.8	108.5	112.1	99.5
Same-store sales 2	95.6	97.3	99.7	96.4	100.2	102.7

1 Corporate sales division is included.

2 October, 2011 : Hakata Hankyu, Oi Hankyu Food Hall, HANKYU MEN'S TOKYO and Corporate sales division are excluded.

From November, 2011 to February, 2012 : Hakata Hankyu, Oi Hankyu Food Hall and Corporate sales division are excluded.

March, 2012 : Kobe Hankyu, Hakata Hankyu, Oi Hankyu Food Hall and Corporate sales division are excluded.

Number of customers

(% : year on year)

	October	November	December	January	February	March
Total	95.4	99.0	99.6	96.4	100.6	102.0

Sales of each category

(% : year on year)

	October	November	December	January	February	March
Mens clothing	130.4	129.3	136.4	125.6	135.6	127.4
Ladies clothing	101.1	100.8	105.3	98.6	102.7	95.4
Childrens clothing	102.6	104.5	108.6	104.4	104.1	76.1
Other clothing	93.9	95.5	101.9	100.7	101.5	86.8
Clothing	106.6	107.5	113.8	105.5	109.5	98.2
Accessories, bags and others	117.0	121.9	120.3	116.1	118.3	104.8
Household merchandise	97.3	99.3	110.2	106.5	113.2	97.8
Foods	109.0	106.7	107.9	112.2	113.8	99.8
Restaurant & café	97.4	98.7	100.6	100.7	103.3	90.1
General merchandise	102.4	102.2	104.0	103.1	108.5	97.9
Service	93.6	94.7	92.1	111.6	92.2	92.3
Other	103.4	110.7	102.6	101.9	102.3	116.8
Total	107.6	107.8	110.8	108.5	112.1	99.5

[Same-store sales 3]

(% : year on year)

	October	November	December	January	February	March
Mens clothing	100.5	120.0	126.5	116.9	124.3	131.6
Ladies clothing	95.8	90.4	92.6	86.0	90.5	97.3
Childrens clothing	94.8	97.5	101.0	96.9	102.6	101.5
Other clothing	91.3	91.6	98.0	94.8	96.9	92.9
Clothing	96.2	98.4	103.4	95.0	99.5	104.3
Accessories, bags and others	95.6	105.1	102.2	97.7	104.2	108.5
Household merchandise	89.9	93.9	104.4	99.1	105.7	96.3
Foods	96.2	95.6	98.0	99.0	99.6	101.2
Restaurant & café	89.8	91.1	93.1	92.2	95.4	99.3
General merchandise	95.4	93.1	93.6	93.0	98.1	98.3
Service	97.5	91.4	89.9	108.4	89.0	95.6
Other	95.5	102.2	94.6	94.8	95.2	118.1
Total	95.6	97.3	99.7	96.4	100.2	102.7

3 October, 2011 : Hakata Hankyu, Oi Hankyu Food Hall, HANKYU MEN'S TOKYO and Corporate sales division are excluded.

From November, 2011 to February, 2012 : Hakata Hankyu, Oi Hankyu Food Hall and Corporate sales division are excluded.

March, 2012 : Kobe Hankyu, Hakata Hankyu, Oi Hankyu Food Hall and Corporate sales division are excluded.