

Monthly Flash for Investors

Monthly data compared to the same month, previous year(%)

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Store Sales

| | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR | Accumulate |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-----|-----|------------|
| Same store: PW | 4.05 | -0.04 | 3.83 | 3.20 | 0.63 | 4.43 | 2.64 | 1.85 | 2.07 | | | | 2.23 |
| Same store: HC | 1.89 | -5.04 | 1.33 | 2.03 | -2.03 | 4.45 | 5.34 | -3.87 | -0.22 | | | | 0.44 |
| Same store: H&G | 0.21 | -6.17 | -1.97 | -1.43 | -3.20 | -1.55 | 9.33 | -7.03 | -4.52 | | | | -2.06 |
| Same store: Total | 1.44 | -4.66 | 0.28 | 0.68 | -2.02 | 1.56 | 6.43 | -4.08 | -1.66 | | | | -0.37 |
| All PWs | 15.05 | 10.09 | 15.29 | 11.90 | 8.73 | 16.30 | 14.60 | 12.39 | 11.21 | | | | 12.20 |
| All HCs | 4.29 | -2.53 | 3.88 | 5.84 | 0.48 | 4.40 | 6.05 | -3.11 | 0.76 | | | | 2.24 |
| All H&Gs | 0.13 | -6.37 | -2.32 | -1.50 | -3.13 | -1.63 | 9.14 | -7.31 | -4.92 | | | | -2.25 |
| All stores | 4.34 | -1.95 | 3.38 | 3.84 | 0.59 | 4.16 | 9.23 | -1.64 | 0.47 | | | | 2.32 |

Number of Transactions

| | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR | Accumulate |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-----|-----|------------|
| Same store: PW | 3.75 | -3.29 | 1.84 | 1.02 | -2.29 | 1.69 | 1.45 | -1.07 | 0.22 | | | | 0.06 |
| Same store: HC | 0.41 | -6.78 | -2.15 | -1.85 | -4.26 | 0.33 | 3.39 | -5.94 | -2.86 | | | | -2.19 |
| Same store: H&G | -0.44 | -6.93 | -4.16 | -3.67 | -4.99 | -3.66 | 7.58 | -7.79 | -5.79 | | | | -3.47 |
| Same store: Total | 0.37 | -6.39 | -2.71 | -2.44 | -4.39 | -1.76 | 5.37 | -6.25 | -3.99 | | | | -2.58 |
| All PWs | 13.95 | 6.28 | 12.39 | 8.48 | 5.42 | 12.22 | 13.56 | 9.14 | 8.85 | | | | 9.36 |
| All HCs | 2.67 | -4.45 | 0.23 | 1.53 | -2.09 | 0.80 | 4.02 | -5.51 | -2.27 | | | | -0.56 |
| All H&Gs | -0.57 | -7.18 | -4.58 | -3.83 | -5.02 | -3.83 | 7.37 | -8.05 | -6.20 | | | | -3.71 |
| All stores | 2.37 | -4.56 | -0.78 | -0.44 | -2.68 | -0.17 | 7.22 | -4.73 | -2.72 | | | | -0.85 |

Per Customer Transaction

| | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR | Accumulate |
|-------------------|------|------|------|------|------|------|------|------|------|-----|-----|-----|------------|
| Same store: PW | 0.26 | 3.36 | 1.97 | 2.14 | 2.98 | 2.67 | 1.18 | 2.97 | 1.84 | | | | 2.18 |
| Same store: HC | 1.48 | 1.84 | 3.57 | 3.97 | 2.30 | 4.12 | 1.85 | 2.16 | 2.73 | | | | 2.69 |
| Same store: H&G | 0.65 | 0.82 | 2.28 | 2.32 | 1.87 | 2.16 | 1.65 | 0.83 | 1.34 | | | | 1.48 |
| Same store: Total | 1.09 | 1.84 | 3.09 | 3.20 | 2.48 | 3.37 | 1.01 | 2.34 | 2.40 | | | | 2.25 |
| All PWs | 0.97 | 3.56 | 2.56 | 3.13 | 3.15 | 3.66 | 0.89 | 2.95 | 2.17 | | | | 2.59 |
| All HCs | 1.57 | 1.99 | 3.62 | 4.24 | 2.62 | 3.58 | 1.99 | 2.55 | 3.10 | | | | 2.78 |
| All H&Gs | 0.65 | 0.88 | 2.40 | 2.44 | 1.99 | 2.28 | 1.65 | 0.83 | 1.34 | | | | 1.48 |
| All stores | 1.95 | 2.71 | 4.15 | 4.30 | 3.35 | 4.31 | 1.87 | 3.25 | 3.25 | | | | 3.20 |

Note: The row "Accumulated" shows the comparison of accumulated data since April 1st, the beginning of fiscal year.

: All the data above are prepared for a prompt report, and subject to update.

Supplement;

New store opening in Dec; PW : 1 HC : 1 H&G : 0 AT : 0

Store closing in Dec; PW : 0 HC : 0 H&G : 0 AT : 0

Excluding kerosene sales, same store sales went up by -0.26% in Dec.