

H2O Retailing Corporation, Monthly Sales Summary (Fiscal Year ending March 31, 2020)

<Consolidated results>

(% : year on year)

| | April | May | June | July | August | September |
|---------------------------|-------------|-------------|-------------|-------------|--------------|--------------|
| Consolidated Sales | 99.8 | 99.7 | 99.3 | 97.8 | 100.7 | 115.3 |
| Department Store Business | 101.0 | 100.2 | 101.8 | 101.0 | 102.5 | 121.6 |

<Hankyu Hanshin Department Stores, Inc.>

●Sales of each store

(% : year on year)

| | April | May | June | July | August | September |
|--|--------------|--------------|--------------|--------------|--------------|--------------|
| Hankyu Main Store | 104.6 | 100.4 | 107.6 | 103.8 | 106.7 | 129.5 |
| Hanshin Umeda Main Store | 84.9 | 100.5 | 79.1 | 95.9 | 96.4 | 121.7 |
| Branch Stores | 101.2 | 99.7 | 102.0 | 97.9 | 97.8 | 107.2 |
| Total stores | 101.0 | 100.2 | 101.8 | 101.0 | 102.5 | 121.3 |
| Total (not including Hanshin Umeda Main Store) | 103.4 | 100.1 | 105.4 | | | |

◆Branch stores

(% : year on year)

| | April | May | June | July | August | September |
|---------------------|-------|-------|-------|-------|--------|-----------|
| Senri Hankyu | 99.3 | 97.2 | 99.4 | 96.1 | 96.3 | 111.9 |
| Kawanishi Hankyu | 99.8 | 97.8 | 99.6 | 96.3 | 93.2 | 109.7 |
| Takarazuka Hankyu | 101.8 | 99.1 | 100.3 | 100.6 | 98.2 | 104.0 |
| Nishinomiya Hankyu | 103.2 | 100.2 | 107.0 | 98.4 | 101.9 | 116.6 |
| Sanda Hankyu | 100.5 | 106.0 | 95.0 | 100.5 | 101.3 | 105.8 |
| Hakata Hankyu | 105.0 | 104.1 | 103.2 | 101.0 | 96.3 | 105.2 |
| Hankyu Men's Tokyo | 87.3 | 87.4 | 99.0 | 88.0 | 101.1 | 100.1 |
| Oi Hankyu Food Hall | 102.9 | 102.7 | 100.0 | 99.5 | 100.6 | 100.4 |
| Tsuzuki Hankyu | 102.7 | 97.0 | 97.7 | 94.5 | 99.2 | 99.3 |
| Amagasaki Hanshin | 103.8 | 101.7 | 102.4 | 99.7 | 97.5 | 102.1 |
| Hanshin Nishinomiya | 100.5 | 99.3 | 101.2 | 100.0 | 98.4 | 106.0 |
| Hanshin Mikage | 100.2 | 99.5 | 89.1 | 108.9 | 96.3 | 102.6 |

●Number of customers

(% : year on year)

| | April | May | June | July | August | September |
|--------------|-------|-------|------|------|--------|-----------|
| Total stores | 101.8 | 102.6 | 90.5 | 96.0 | 95.7 | 103.2 |

●Sales of each category

(% : year on year)

| | April | May | June | July | August | September |
|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Men's clothing | 102.4 | 98.7 | 107.9 | 96.8 | 109.5 | 114.3 |
| Women's clothing | 96.7 | 94.1 | 101.0 | 99.8 | 95.5 | 115.8 |
| Children's clothing | 99.6 | 93.2 | 100.7 | 100.0 | 102.6 | 115.0 |
| Other clothing | 85.8 | 90.3 | 100.6 | 94.6 | 100.7 | 115.6 |
| Clothing | 97.6 | 95.1 | 103.2 | 98.3 | 100.9 | 115.2 |
| Accessories, bags and others | 103.3 | 102.1 | 106.2 | 102.3 | 103.1 | 133.3 |
| Household merchandise | 74.6 | 92.9 | 101.7 | 101.4 | 106.3 | 132.5 |
| Foods | 102.9 | 101.7 | 97.0 | 101.5 | 98.8 | 103.0 |
| Restaurant & café | 105.8 | 106.9 | 94.2 | 97.1 | 98.2 | 107.5 |
| General merchandise | 105.9 | 103.9 | 102.6 | 102.9 | 111.0 | 147.0 |
| Service | 102.9 | 105.2 | 109.7 | 124.2 | 118.4 | 156.4 |
| Other | 98.4 | 112.8 | 87.4 | 79.1 | - | - |
| Total | 101.0 | 100.2 | 101.8 | 101.0 | 102.5 | 121.3 |

<Izumiya Co., Ltd.>

(% : year on year)

| | April | May | June | July | August | September |
|-----------------|-------|------|------|------|--------|-----------|
| Total stores | 96.4 | 99.5 | 99.6 | 90.4 | 97.9 | 101.1 |
| Existing stores | 94.6 | 97.2 | 96.5 | 87.9 | 95.7 | 99.2 |

<Hankyu Oasis Co., Ltd.>

(% : year on year)

| | April | May | June | July | August | September |
|-----------------|-------|------|------|------|--------|-----------|
| Total stores | 94.4 | 93.6 | 94.7 | 92.7 | 95.6 | 97.2 |
| Existing stores | 97.0 | 94.9 | 94.1 | 91.6 | 92.2 | 94.0 |

H2O Retailing Corporation, Monthly Sales Summary (Fiscal Year ending March 31, 2020)
<Consolidated results>

(% : year on year)

| | October | November | December | January | February | March |
|---------------------------|-------------|-------------|-------------|-------------|-------------|-------|
| Consolidated Sales | 90.9 | 97.1 | 97.0 | 97.6 | 94.1 | |
| Department Store Business | 86.3 | 94.5 | 95.5 | 98.3 | 87.1 | |

<Hankyu Hanshin Department Stores, Inc.>
●Sales of each store

(% : year on year)

| | October | November | December | January | February | March |
|--|-------------|--------------|--------------|--------------|-------------|-------|
| Hankyu Main Store | 84.2 | 94.1 | 94.5 | 98.6 | 81.9 | |
| Hanshin Umeda Main Store | 84.9 | 93.4 | 94.2 | 97.5 | 80.1 | |
| Branch Stores | 124.7 | 133.7 | 136.1 | 132.1 | 135.8 | |
| Total stores | 97.5 | 107.4 | 108.0 | 110.2 | 98.2 | |
| Total (not including Hanshin Umeda Main Store) | | | | | | |
| Existing stores (not including Kobe Hankyu and Takatsuki Hankyu) | 85.5 | 94.6 | 95.4 | 98.2 | 85.7 | |

◆Branch stores

(% : year on year)

| | October | November | December | January | February | March |
|---------------------|---------|----------|----------|---------|----------|-------|
| Senri Hankyu | 88.8 | 95.9 | 94.8 | 94.3 | 94.9 | |
| Takatsuki Hankyu | - | - | - | - | - | |
| Kawanishi Hankyu | 84.8 | 93.8 | 94.8 | 94.0 | 95.4 | |
| Takarazuka Hankyu | 91.5 | 98.5 | 99.9 | 96.3 | 99.6 | |
| Nishinomiya Hankyu | 89.1 | 95.9 | 96.2 | 95.6 | 98.7 | |
| Sanda Hankyu | 93.9 | 103.2 | 93.6 | 95.3 | 102.2 | |
| Kobe Hankyu | - | - | - | - | - | |
| Hakata Hankyu | 88.5 | 96.2 | 98.7 | 99.6 | 88.9 | |
| Hankyu Men's Tokyo | 77.1 | 91.2 | 90.5 | 96.6 | 117.9 | |
| Oi Hankyu Food Hall | 96.4 | 101.7 | 101.5 | 98.9 | 106.1 | |
| Tsuzuki Hankyu | 91.7 | 96.5 | 115.3 | 114.0 | 70.3 | |
| Amagasaki Hanshin | 96.1 | 99.6 | 98.0 | 100.4 | 102.2 | |
| Hanshin Nishinomiya | 92.2 | 98.8 | 101.1 | 101.3 | 101.9 | |
| Hanshin Mikage | 95.6 | 103.9 | 98.1 | 103.5 | 102.4 | |

●Number of customers

(% : year on year)

| | October | November | December | January | February | March |
|-----------------|---------|----------|----------|---------|----------|-------|
| Total stores | 111.7 | 112.2 | 112.2 | 112.4 | 104.2 | |
| Existing stores | 93.2 | 94.1 | 94.5 | 95.5 | 87.5 | |

●Sales of each category

(% : year on year)

| | October | November | December | January | February | March |
|------------------------------|-------------|--------------|--------------|--------------|-------------|-------|
| Men's clothing | 85.2 | 96.9 | 93.6 | 100.9 | 97.6 | |
| Women's clothing | 90.7 | 103.0 | 99.0 | 102.6 | 87.3 | |
| Children's clothing | 95.7 | 105.2 | 101.3 | 104.3 | 87.3 | |
| Other clothing | 78.5 | 95.5 | 92.6 | 96.7 | 85.4 | |
| Clothing | 88.3 | 100.4 | 96.6 | 101.7 | 90.3 | |
| Accessories, bags and others | 86.7 | 98.4 | 96.4 | 105.5 | 83.1 | |
| Household merchandise | 90.8 | 101.6 | 104.2 | 97.5 | 82.4 | |
| Foods | 111.8 | 112.5 | 114.9 | 115.4 | 110.0 | |
| Restaurant & café | 95.9 | 103.3 | 101.0 | 101.0 | 84.6 | |
| General merchandise | 85.5 | 97.8 | 95.5 | 105.8 | 87.7 | |
| Service | 100.9 | 119.5 | 116.0 | 120.4 | 95.6 | |
| Other | - | - | - | - | - | |
| Total | 97.5 | 107.4 | 108.0 | 110.2 | 98.2 | |

<Izumiya Co., Ltd.>

(% : year on year)

| | October | November | December | January | February | March |
|-----------------|---------|----------|----------|---------|----------|-------|
| Total stores | 88.1 | 93.2 | 92.1 | 91.1 | 100.5 | |
| Existing stores | 86.5 | 93.1 | 90.8 | 90.7 | 99.6 | |

<Hankyu Oasis Co., Ltd.>

(% : year on year)

| | October | November | December | January | February | March |
|-----------------|---------|----------|----------|---------|----------|-------|
| Total stores | 95.5 | 99.2 | 98.0 | 98.1 | 103.0 | |
| Existing stores | 92.5 | 95.2 | 94.1 | 94.2 | 99.3 | |