GEO Group Shop Monthly Data for FY ending March 31, 2017
Monthly Sales for Retail business and Number of stores for Fiscal Year ending March 31, 2017 (from April 1, 2016 to March 31, 2017)

## -Net Sales

Entertainment Media type shop
Entertainment Media type shop

|  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $04 / 2016$ | $05 / 2016$ | $06 / 2016$ | $07 / 2016$ | $08 / 2016$ | $09 / 2016$ | 1st <br> Half |
| Total Sales of DMS | $97.9 \%$ | $100.6 \%$ | $94.2 \%$ | $95.6 \%$ | $89.4 \%$ | $92.4 \%$ | $94.9 \%$ |
| Average Sales of Existing Stores | $99.0 \%$ | $101.7 \%$ | $95.0 \%$ | $96.4 \%$ | $89.9 \%$ | $92.6 \%$ | $95.6 \%$ |


|  | $10 / 2016$ | $11 / 2016$ | $12 / 2016$ | $01 / 2017$ | $02 / 2017$ | $03 / 2017$ | 2nd <br> Half |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Sales of DMS |  |  |  |  |  |  |  |
| Total |  |  |  |  |  |  |  |
| Average Sales of Existing Stores |  |  |  |  |  |  |  |

## Reuse type shop

|  | $04 / 2016$ | $05 / 2016$ | $06 / 2016$ | $07 / 2016$ | $08 / 2016$ | $09 / 2016$ | 1 st <br> Half |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total Sales of DMS | $117.9 \%$ | $116.8 \%$ | $121.2 \%$ | $123.3 \%$ | $112.7 \%$ | $108.9 \%$ | $116.7 \%$ |
| Average Sales of Existing Stores | $100.9 \%$ | $99.5 \%$ | $103.5 \%$ | $105.6 \%$ | $97.0 \%$ | $95.6 \%$ | $100.3 \%$ |


|  | $10 / 2016$ | $11 / 2016$ | $12 / 2016$ | $01 / 2017$ | $02 / 2017$ | $03 / 2017$ | 2nd <br> Half | Total |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Sales of DMS |  |  |  |  |  |  |  | $116.7 \%$ |
| Average Sales of Existing Stores |  |  |  |  |  |  |  | $100.3 \%$ |


|  |  | 04/2016 | 05/2016 | 06/2016 | 07/2016 | 08/2016 | 09/2016 | 1nd Half change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| month end | DMS | 1,428 | 1,429 | 1,431 | 1,438 | 1,439 | 1,445 | 28 |
|  | Distributor | 93 | 93 | 94 | 96 | 98 | 99 | 5 |
|  | FC | 129 | 128 | 125 | 125 | 124 | 125 | -1 |


|  |  | $10 / 2016$ | $11 / 2016$ | $12 / 2016$ | $01 / 2017$ | $02 / 2017$ | $03 / 2017$ | 2nd Half <br> change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| month <br> end | DMS | Total |  |  |  |  |  |  |

## New Open (September 2016)

| <GEO> Kanazawa-Kuratsuki | <2nd Street> <br> Sendai-Nishitaga <br> Yurihonjo <br> Shirone <br> Chukantsurumi <br> Yawata | <A.Q.-ANTIQULOTHES-> Cocoon City <br> <WAREHOUSE> <br> Marugame | <GEO Mobile > Osaka station 3 building Kichijoji |
| :---: | :---: | :---: | :---: |

(Note) * Monthly sales in the table above are based on preliminary figures and subject to change going forward.
*Our existing stores are defined as the GEO group stores that have been conducting retail outlet operation for over 12 full months.
*Entertainment Media shop and Reuse shop in same location are counted together as a single store.
*These figures above are not audited by an auditing company.

