

Sales, number of retail customers, average spend per customer for FY ending Feb. 2013(Y o Y)

Feb 1,2013

(%)

		Mar	Apr	May	Jun	Jul	Aug	1H	Sep	Oct	Nov	Dec	Jan	Feb	2H	FY
Existing stores	Same store sales	123.2	103.8	98.7	97.8	96.0	101.8	102.6	92.7	90.7	108.4	96.8	94.2		96.9	99.7
	Number of retail customers	114.3	99.4	95.3	93.9	92.0	100.6	98.1	92.5	89.0	101.1	93.3	91.3		93.4	95.9
	Ave. spend per retail customer	107.7	104.4	103.6	104.2	104.4	101.2	104.6	100.3	101.9	107.3	103.7	103.2		103.7	104.0
Company totals	Total company sales	117.0	98.6	93.8	93.0	91.2	96.8	97.5	88.3	87.4	104.9	94.7	92.1		93.9	95.7
	Number of retail customers	109.0	94.6	90.8	89.6	87.7	95.8	93.5	87.6	85.4	97.5	91.0	89.0		90.3	92.0
	Ave. spend per retail customer	107.4	104.2	103.3	103.8	104.0	101.0	104.3	100.8	102.3	107.7	104.0	103.4		104.1	104.1
Number of stores	New stores	4	1	1	1	1	1	9	2	4	5	1	0		12	21
	Store closure	4	1	4	0	2	3	14	2	1	2	0	4		9	23
	Number of stores at month end	482	482	479	480	479	477	477	477	480	483	484	480		480	480