# GEO Group Shop Monthly Data for FY ending March 31, 2013

Monthly Sales for Retail business and Number of stores for Fiscal Year ending March 31, 2013 (from April 1, 2012 to March 31, 2013)

## ■Net Sales

### Entertainment Media products shop (GEO Shop)

| | 04/2012 | 05/2012 | 06/2012 | 07/2012 | 08/2012 | 09/2012 | 1st Half | 10/2012 | 11/2012 | 12/2012 | 01/2013 | 02/2013 | 03/2013 | 2nd Half | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total sales of DMS | 101.6% | 106.1% | 109.2% | 100.3% | 101.4% | 95.9% | 102.2% | 101.2% | 104.2% | 101.2% | 96.7% | 104.9% | 98.5% | 100.8% | 101.5% |
| Average Sales of existing Stores | 96.2% | 100.3% | 103.5% | 95.4% | 96.1% | 90.9% | 96.9% | 95.9% | 98.7% | 95.8% | 91.3% | 99.3% | 93.3% | 95.4% | 96.1% |

### Reuse materials shop (Second Street, Jumble Store)

| | 04/2012 | 05/2012 | 06/2012 | 07/2012 | 08/2012 | 09/2012 | 1st Half | 10/2012 | 11/2012 | 12/2012 | 01/2013 | 02/2013 | 03/2013 | 2nd Half | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total sales of DMS | 107.0% | 103.6% | 104.6% | 106.5% | 103.3% | 102.4% | 104.7% | 107.4% | 119.5% | 98.7% | 108.3% | 100.8% | 112.0% | 107.7% | 106.3% |
| Average Sales of existing Stores | 100.7% | 98.6% | 98.6% | 99.2% | 95.6% | 94.3% | 97.8% | 99.7% | 112.2% | 92.9% | 102.2% | 94.6% | 101.7% | 100.5% | 99.2% |

Year-on-year average sales of our existing GEO Shops and the total direct-managed media shop sales decreased by 6.7% and 1.5% respectively for the month of March 2013 because our continued satisfactory-game-software sales including "One Piece: Pirate Warriors 2"(for PS3)and "Luigi's Mansion: Dark Moon" (for 3DS) were not able to make up for the lower rental sales. This is mainly because there were fewer overseas popular rental titles launched, compared to the number of domestic hit titles launched in this month.
On the other hand, year-on-year average sales of our same reuse shops and the total direct-managed reuse shop sales increased by 1.7% and 12% respectively due to our good used-spring-wear sales as spring has come earlier than usual.

## ■Number of stores (DMS)

| | | 04/2012 | 05/2012 | 06/2012 | 07/2012 | 08/2012 | 09/2012 | 1st Half change | 10/2012 | 11/2012 | 12/2012 | 01/2013 | 02/2013 | 03/2013 | 2nd Half change | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| month end | Entertainment Media products | 962 | 963 | 969 | 979 | 980 | 993 | 37 | 1,001 | 1,013 | 1,019 | 1,019 | 1,022 | 1,027 | 34 | 71 |
| | Reuse materials | 285 | 284 | 287 | 290 | 291 | 295 | 14 | 297 | 297 | 301 | 302 | 301 | 306 | 11 | 25 |

## ■Number of stores (FC, Distributor)

| | | 04/2012 | 05/2012 | 06/2012 | 07/2012 | 08/2012 | 09/2012 | 1st Half change | 10/2012 | 11/2012 | 12/2012 | 01/2013 | 02/2013 | 03/2013 | 2nd Half change | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| month end | Entertainment Media products | 213 | 213 | 210 | 205 | 206 | 205 | -2 | 201 | 202 | 204 | 202 | 200 | 200 | -5 | -7 |
| | Reuse materials | 42 | 42 | 42 | 41 | 41 | 41 | -1 | 43 | 43 | 42 | 41 | 40 | 40 | -1 | -2 |

（注）*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.
*Sales of the rental sector of WAREHOUSE CO., Ltd. that has become a consolidated subsidiary of GEO Corporation since July 2010 and the number of former WAREHOUSE stores are not included in the table above.
*These figures above are not audited by an auditing company.