# GEO Group Shop Monthly Data for FY ending March 31, 2014

Monthly Sales for Retail business and Number of stores for Fiscal Year ending March 31, 2014 (from April 1, 2013 to March 31, 2014)

## ■Net Sales

### Entertainment Media products shop (GEO Shop)

| | 04/2013 | 05/2013 | 06/2013 | 07/2013 | 08/2013 | 09/2013 | 1st Half | 10/2013 | 11/2013 | 12/2013 | 01/2014 | 02/2014 | 03/2014 | 2nd Half | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total Sales of DMS | 99.2% | 97.4% | 95.2% | 103.4% | 104.0% | 124.3% | 103.9% | 115.5% | 105.3% | 89.9% | 101.7% | | | 101.5% | 102.8% |
| Average Sales of Existing Stores | 93.9% | 92.0% | 90.2% | 98.1% | 95.8% | 115.7% | 97.5% | 108.1% | 98.5% | 84.4% | 95.2% | | | 95.1% | 96.4% |

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

| | 04/2013 | 05/2013 | 06/2013 | 07/2013 | 08/2013 | 09/2013 | 1st Half | 10/2013 | 11/2013 | 12/2013 | 01/2014 | 02/2014 | 03/2014 | 2nd Half | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total Sales of DMS | 107.0% | 111.8% | 112.4% | 105.5% | 119.9% | 110.8% | 111.0% | 110.9% | 121.4% | 110.1% | 115.0% | | | 114.3% | 112.6% |
| Average Sales of Existing Stores | 97.6% | 101.9% | 103.2% | 95.9% | 108.3% | 101.3% | 101.1% | 99.9% | 109.3% | 99.3% | 104.0% | | | 103.1% | 102.1% |

In the media shop business, the sales of new game software grew due to several popular game software launch, while the rental and used media product sales were lackluster. Therefore, the monthly entertainment media business results were shown in the table below.
As for the reuse shop business, the existing reuse shop sales were well over the ones in the previous year partly because many more customers visited our retail outlets during the first week of January (by January 5th) and partly because the New-Year Sale conducted between January 10th and January 13th was a great success.

## ■Number of stores (DMS)

| | | 04/2013 | 05/2013 | 06/2013 | 07/2013 | 08/2013 | 09/2013 | 1st Half change | 10/2013 | 11/2013 | 12/2013 | 01/2014 | 02/2014 | 03/2014 | 2nd Half change | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| month end | Entertainment Media products | 1,034 | 1,035 | 1,039 | 1,046 | 1,074 | 1,075 | 48 | 1,077 | 1,083 | 1,085 | 1,078 | | | 3 | 51 |
| | Reuse materials | 309 | 304 | 308 | 311 | 315 | 318 | 12 | 322 | 322 | 324 | 323 | | | 5 | 17 |

## ■Number of stores (FC, Distributor)

| | | 04/2013 | 05/2013 | 06/2013 | 07/2013 | 08/2013 | 09/2013 | 1st Half change | 10/2013 | 11/2013 | 12/2013 | 01/2014 | 02/2014 | 03/2014 | 2nd Half change | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| month end | Entertainment Media products | 200 | 199 | 198 | 198 | 197 | 197 | -3 | 196 | 189 | 189 | 187 | | | -10 | -13 |
| | Reuse materials | 40 | 40 | 40 | 40 | 40 | 40 | 0 | 41 | 41 | 41 | 41 | | | 1 | 1 |

（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.
*We have been in the process of converting "Family Book Co., Ltd." shops into GEO Shops since January, 2014.
Thus, both Net Sales and the Number of Stores in the table above takes the effect of the conversion of Family Book shops as soon as each conversion is completed.
(Two former Family Book shops were converted to GEO Shops in this month.)
The number of GEO Shops in January was intentionallly reduced in preparation for the conversion of Family Book shops by merging some of existing GEO Shops neighboring the Family Book shops.
*These figures above are not audited by an auditing company

*The original disclosure in Japanese was released on Feb 7, 2014 at 16:00 (GMT+9)