

DATA BOOK

1 March 2005 ~ 28 February 2006

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POINT INC.
point

<http://www.point.co.jp>

1. Financial Summary and Forecast(Consolidated)

(Unit:¥millions)

	2/2002			2/2003			2/2004			2/2005			2/2006		
	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY
Net sales	15,603	100.0	28.4	20,679	100.0	32.5	27,860	100.0	34.7	37,795	100.0	35.7	49,073	100.0	29.8
Gross profit	8,473	54.3	40.3	11,649	56.3	37.5	16,043	57.6	37.7	22,813	60.4	42.2	29,690	60.5	30.1
SG&A expenses	6,535	41.9	25.2	8,790	42.5	34.5	11,745	42.2	33.6	15,309	40.5	30.3	19,716	40.2	28.8
Operating income	1,937	12.4	136.2	2,859	13.8	47.6	4,298	15.4	50.3	7,503	19.9	74.6	9,973	20.3	32.9
Recurring income	1,930	12.4	149.4	2,808	13.6	45.5	4,256	15.3	51.6	7,494	19.8	76.1	9,957	20.3	32.9
Net income	728	4.7	100.7	1,538	7.4	111.1	2,256	8.1	46.7	4,089	10.8	81.2	5,551	11.3	35.7
Capital stock	457	-	1.7	1,383	-	202.5	2,446	-	76.9	2,614	-	6.9	2,660	-	1.7
Number of shares issued	3,727	-	1.6	8,531	-	128.9	14,178	-	66.2	25,891	-	82.6	25,990	-	0.4
Total assets	7,821	-	23.6	12,260	-	56.7	17,777	-	45.0	23,196	-	30.5	29,160	-	25.7
Equity	2,545	-	37.7	5,864	-	130.4	10,034	-	71.1	13,532	-	34.9	16,847	-	24.5
Capital expenditures	517	-	△ 3.1	1,810	-	250.1	1,329	-	△ 26.6	1,468	-	10.5	2,631	-	79.2
Depreciation expenses	99	0.6	18.6	126	0.6	26.9	212	0.8	67.4	237	0.6	12.0	301	0.6	26.9
Cash flows from operating activities	1,731	-	-	2,235	-	-	3,772	-	-	6,238	-	-	7,744	-	-
Cash flows from investing activities	△ 328	-	-	△ 1,705	-	-	△ 1,366	-	-	△ 799	-	-	△ 3,073	-	-
Cash flows from financing activities	△ 602	-	-	1,942	-	-	1,534	-	-	△ 833	-	-	△ 2,338	-	-
Cash and cash equivalents at end of year	1,521	-	111.0	3,993	-	162.4	7,934	-	98.7	12,539	-	58.0	14,872	-	18.6
Number of Stores	114	-	30	151	-	37	205	-	54	246	-	41	296	-	50
Total floor space(m ²)	19,072	-	2,196	22,908	-	3,836	33,667	-	10,759	40,778	-	7,111	49,011	-	8,233
Number of employees(full-time)	328	-	57	427	-	99	557	-	130	683	-	126	847	-	164
Number of employees(part-time)	305	-	86	459	-	154	638	-	179	938	-	300	1,329	-	391

Notes 1. Number of shares issued is end of the fiscal year.

2. Number of part-time employees is converted into a regular working hours per day(8 hours)

2. Sales Breakdown by Brand Category(Non-consolidated)

Sales by Business units

(Unit:¥millions)

	2/2002			2/2003			2/2004			2/2005			2/2006		
	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY
RAGEBLUE	2,072	13.3	△ 35.6	1,691	8.2	△ 18.4	2,015	7.2	19.2	2,531	6.8	25.6	3,741	7.7	47.8
GLOBAL WORK	3,309	21.2	21.1	4,448	21.5	34.4	6,646	24.1	49.4	10,653	28.5	60.3	14,597	30.1	37.0
ENUFIROH	1,155	7.4	69.1	965	4.7	△ 16.5	238	0.8	△ 75.3	-	-	-	-	-	-
LOWRYS FARM	7,750	49.7	62.2	11,156	53.9	43.9	14,829	53.6	32.9	18,288	48.9	23.3	21,297	43.8	16.5
JEANASIS	-	-	-	426	2.1	-	1,356	4.9	218.3	2,410	6.4	77.7	4,047	8.3	67.9
HEATHER	330	2.1	-	1,036	5.0	213.9	1,080	3.9	4.2	1,546	4.1	43.2	1,819	3.7	17.6
HARE	151	1.0	-	154	0.7	2.0	396	1.4	157.7	890	2.4	124.3	1,764	3.6	98.1
AGREA	-	-	-	-	-	-	167	0.6	-	208	0.6	24.7	79	0.2	△ 62.0
APART BY LOWRYS	-	-	-	-	-	-	-	-	-	-	-	-	1	0.0	-
DLX	-	-	-	-	-	-	-	-	-	-	-	-	86	0.2	-
NINE BLOCKS	832	5.3	25.0	799	3.9	△ 4.0	885	3.2	10.7	850	2.3	△ 4.0	1,134	2.3	33.5
OTHERS	1	0.0	△ 97.8	0	0.0	△ 56.4	2	0.0	33.6	5	0.0	152.0	0	0.0	△ 100.0
Total	15,603	100.0	28.5	20,679	100.0	32.5	27,619	100.0	33.6	37,386	100.0	35.4	48,570	100.0	29.9

Note: Others includes wholesale business.

3. Sales Breakdown by Goods Category(Non-consolidated)

(Unit:¥millions)

	2/2002			2/2003			2/2004			2/2005			2/2006		
	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY
Men's bottoms	859	5.5	△ 11.7	717	3.5	△ 16.5	891	3.2	24.3	1,185	3.2	32.9	2,035	4.2	71.7
Men's tops	2,925	18.8	△ 2.6	2,918	14.1	△ 0.2	3,907	14.1	33.9	5,257	14.1	34.6	7,633	15.7	45.2
Men's Subtotal	3,784	24.3	△ 4.8	3,635	17.6	△ 3.9	4,798	17.4	32.0	6,443	17.2	34.3	9,669	19.9	50.1
Lady's bottoms	2,769	17.7	44.7	3,622	17.5	30.8	4,437	16.1	22.5	6,448	17.2	45.3	8,208	16.9	27.3
Lady's tops	5,970	38.3	62.8	9,977	48.3	67.1	14,191	51.4	42.2	18,278	48.9	28.8	22,645	46.6	23.9
Lady's Subtotal	8,739	56.0	56.6	13,599	65.8	55.6	18,628	67.4	37.0	24,727	66.1	32.7	30,854	63.5	24.8
Miscellaneous others	3,077	19.7	22.0	3,442	16.6	11.9	4,193	15.2	21.8	6,215	16.6	48.2	8,047	16.6	29.5
Total	15,603	100.0	28.5	20,679	100.0	32.5	27,619	100.0	33.6	37,836	100.0	35.4	48,570	100.0	29.9

4. Number of stores opened/closed by Brand Category(Non-consolidated)

	2/2002			2/2003			2/2004				2/2005				2/2006			
	Opened	Closed	YE	Opened	Closed	YE	Opened	Closed	Changed	YE	Opened	Closed	Changed	YE	Opened	Closed	Changed	YE
RAGEBLUE	-	2	11	2	2	11	4	3	2	14	4	1	1	18	6	1	-	23
GLOBAL WORK	4	1	19	10	1	28	24	1	-	51	23	4	-	70	15	2	-	83
LOWRYSFARM	17	-	57	14	2	69	12	-	-	81	14	3	-	92	8	-	-	100
JEANASIS	-	-	-	9	-	9	11	1	-	19	4	-	-	23	13	-	-1	35
HEATHER	7	-	7	11	2	16	4	3	-1	16	3	-	-	19	5	1	-	23
HARE	4	1	3	-	-	3	1	1	3	6	3	-	-	9	2	-	1	12
AGREA	-	-	-	-	-	-	4	1	1	4	-	2	-1	1	-	-	-	1
DLX	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3	3	-	-
APART BY LOWRYS	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	1
NINEBLOCKS	-	1	5	3	1	7	-	-	-	7	1	-	-	8	3	1	-	10
ENUFIROH	3	-	12	-	4	8	-	3	-5	-	-	-	-	-	-	-	-	-
Total	35	5	114	49	12	151	60	13	-	198	52	10	-	240	56	8	-	288

5. Sales.Number of customers and Ave.spending per customer(Compared with same month of previous year)(Non-consolidated)

2/2006

(Unit: %)

		1st half									2nd half									Full-term
		1st quarter			2nd quarter			3rd quarter			4th quarter									
		Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb							
Sales	Total	122.5	128.6	129.9	127.1	132.1	140.4	115.9	131.5	129.3	124.4	126.2	133.8	128.2	131.1	133.9	131.8	132.5	130.4	129.9
	Existing Stores	104.0	106.9	107.6	106.2	112.0	119.6	99.8	112.6	109.4	106.6	108.3	114.9	110.0	112.7	114.7	114.2	113.9	112.1	110.9
Customers	Total	113.3	119.8	122.0	118.6	123.2	136.4	119.2	128.3	123.9	125.0	128.7	135.1	129.5	136.3	136.9	135.0	136.4	133.2	128.5
	Existing Stores	97.3	100.3	101.2	99.7	104.1	115.8	101.7	109.2	104.8	107.4	110.5	116.5	111.5	118.0	118.0	117.6	117.9	115.0	109.9
Spending	Total	108.1	107.3	106.5	107.2	107.3	102.9	97.2	102.5	104.4	99.5	98.1	99.1	99.0	96.1	97.8	97.6	97.2	97.9	101.1
	Existing Stores	106.8	106.6	106.3	106.5	107.6	103.3	98.1	103.1	104.4	99.2	98.0	98.6	98.7	95.5	97.2	97.1	96.5	97.4	100.9

2/2005

(Unit: %)

		1st half									2nd half									Full-term
		1st quarter			2nd quarter			3rd quarter			4th quarter									
		Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb							
Sales	Total	122.3	137.2	141.6	133.5	130.4	142.5	140.3	137.9	135.7	138.5	139.9	126.1	134.6	137.8	143.3	114.7	135.6	135.1	135.4
	Existing Stores	97.6	109.0	111.4	106.1	100.8	115.0	110.8	109.2	107.6	111.3	115.6	102.9	109.7	113.5	118.6	95.5	112.4	111.1	109.5
Customers	Total	131.0	146.7	149.8	142.5	136.8	146.5	132.6	140.0	141.1	136.8	138.0	127.0	133.9	144.0	145.8	108.5	137.3	135.7	138.4
	Existing Stores	106.2	117.9	119.2	114.6	107.1	120.5	106.0	113.0	113.7	110.2	114.6	103.7	109.5	119.2	120.4	91.3	114.2	112.0	112.9
Spending	Total	93.4	93.6	94.5	93.7	95.3	97.3	105.9	98.5	96.2	101.3	101.4	99.3	100.5	95.7	98.3	105.7	98.8	99.5	97.8
	Existing Stores	91.9	92.4	93.5	92.5	94.2	95.4	104.6	96.6	94.6	101.0	100.9	99.2	100.2	95.2	98.5	104.7	98.4	99.2	97.0

6. Major Financial Data(Non-consolidated)

	Unit	Memo	2002/2	2/2003	2/2004	2/2005	2/2006
1	%	Return on total assets Average of 2years	27.3	27.8	28.3	36.5	37.7
2	%	Return on equity (ROE) Average of 2years	33.5	36.5	28.4	34.7	36.2
3	%	Net income to Total assets(ROA) Average of 2years	10.3	15.3	15.0	19.9	21.0
4	%	Gross profit ratio	54.2	56.2	57.4	60.2	60.3
5	%	SG&A expenses ratio	41.9	42.5	42.0	40.3	40.1
6	%	Shareholders' equity ratio	32.4	47.8	56.4	58.4	57.8
7	times	Total assets turnover	2.2	2.1	1.8	1.8	1.9
8	¥	Earning per share (EPS) Number of shares of common stock(YE)	196.16	193.32	163.32	156.08	212.90
9	¥	Book value per share (BPS) Number of shares of common stock(YE)	679.12	684.76	701.45	521.86	654.01
10	¥	Dividends per share (DPS) Number of shares of common stock(YE)	11.00	18.00	20.00	20.00	40.00

Notes 1. One common stock was splitted in 2 stocks as of April 19 2002.

2. One common stock was splitted in 1.5 stocks as of April 18 2003.

3. One common stock was splitted in 1.2 stocks as of April 20 2004.

4. One common stock was splitted in 1.5 stocks as of August 20 2004.

7. Selling, General and Administrative Expenses (Non-consolidated)

(Unit: ¥millions)

	2/2002			2/2003			2/2004			2/2005			2/2006		
	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY
Advertising and promoting costs	310	2.0	50.3	394	1.9	27.1	519	1.9	31.8	676	1.8	30.1	887	1.8	31.2
Personal expenses	2,409	15.4	25.3	3,088	14.9	28.2	4,136	15.0	34.0	5,102	13.6	23.3	6,545	13.5	28.3
Rent	2,230	14.3	27.2	3,196	15.5	43.3	4,188	15.2	31.1	5,618	15.0	34.1	7,320	15.1	30.3
Lease	348	2.2	6.0	456	2.2	30.8	631	2.3	38.5	888	2.4	40.8	1,166	2.4	31.3
Depreciation	99	0.6	19.5	127	0.6	28.0	200	0.7	58.7	228	0.6	13.9	288	0.6	26.2
Others	1,140	7.3	23.0	1,528	7.4	34.0	1,918	6.9	25.6	2,564	6.9	33.7	3,250	6.7	26.7
Total	6,536	41.9	25.2	8,788	42.5	34.5	11,596	42.0	32.0	15,079	40.3	30.0	19,458	40.1	29.0