

DATA BOOK

1 March 2004~31 August 2005

	Page
1. Financial Summary and Forecast	1
2. Sales Breakdown by Brand Category	2
3. Sales Breakdown by Goods Category	3
4. Number of stores opened/closed by Brand Category	4
5. Sales,Number of customers and Ave.spending per customer	5
6. Major Financial Data	6
7. Selling,General and Administrative Expenses	7

POINT INC.

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

1. Financial Summary and Forecast

(Unit:¥millions)

	8/2003			2/2004			8/2004			2/2005			8/2005			2/2006		
	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY
Net sales	12,728	100.0	37.4	27,860	100.0	34.7	17,396	100.0	36.7	37,795	100.0	35.7	22,444	100.0	29.0	45,600	100.0	20.7
Gross profit	7,276	57.2	38.4	16,043	57.6	37.7	10,549	60.6	45.0	22,813	60.4	42.2	13,789	61.4	30.7	27,600	60.5	21.0
SG&A expenses	5,431	42.7	35.8	11,745	42.2	33.6	7,219	41.5	32.9	15,309	40.5	30.3	9,177	40.9	27.1	18,600	40.8	21.5
Operating income	1,845	14.5	46.6	4,298	15.4	50.3	3,330	19.1	80.5	7,503	19.9	74.6	4,611	20.5	38.5	9,000	19.7	19.9
Recurring income	1,826	14.4	47.8	4,256	15.3	51.6	3,328	19.1	82.3	7,494	19.8	76.1	4,610	20.5	38.5	9,000	19.7	20.1
Net income	918	7.2	32.6	2,256	8.1	46.7	1,811	10.4	97.3	4,089	10.8	81.2	2,559	11.4	41.2	4,800	10.5	17.4
Capital stock	1,406	-	207.6	2,446	-	76.9	2,505	-	78.1	2,614	-	6.9	2,660	-	6.2	-	-	-
Number of shares issued	13,013	-	74.6	14,178	-	66.2	25,649	-	97.1	25,891	-	82.6	25,990	-	1.3	-	-	-
Total assets	13,608	-	50.2	17,777	-	45.0	19,676	-	44.6	23,196	-	30.5	24,428	-	24.1	-	-	-
Equity	6,625	-	108.9	10,034	-	71.1	11,608	-	75.2	13,532	-	34.9	14,885	-	28.2	-	-	-
Capital expenditures	664	-	-36.9	1,329	-	△ 26.6	802	-	20.9	1,468	-	10.5	763	-	-4.9	-	-	-
Depreciation expenses	98	0.8	84.6	212	0.8	67.4	112	0.6	13.7	237	0.6	12.0	139	0.6	24.6	-	-	-
Cash flows from operating activities	1,028	-	23485.3	3,772	-	-	1,799	-	-	6,238	-	-	1,807	-	-	-	-	-
Cash flows from investing activities	△ 947	-	-	△ 1,366	-	-	△ 275	-	-	△ 799	-	-	△ 1,651	-	-	-	-	-
Cash flows from financing activities	△ 42	-	-	1,534	-	-	△ 366	-	-	△ 833	-	-	△ 1,221	-	-	-	-	-
Cash and cash equivalents at end of year	4,032	-	215.7	7,934	-	98.7	9,090	-	125.5	12,539	-	58.0	11,472	-	26.2	-	-	-
Number of Stores	177	-	28.3	205	-	54	220	-	43	246	-	41	278	-	58	295	-	49
Total floor space(m ²)	29,553	-	32.2	33,667	-	10,759	37,969	-	8,416	40,778	-	7,111	46,683	-	8,714	-	-	-
Number of employees(full-time)	499	-	27.6	557	-	130	608	-	109	683	-	126	766	-	158	-	-	-
Number of employees(part-time)	580	-	43.9	638	-	179	807	-	227	938	-	300	1,129	-	322	-	-	-

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

Sales by Business units

(Unit:¥millions)

	8/2003			2/2004			8/2004			2/2005			8/2005			2/2006(Forecast)		
	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY
RAGEBLUE	788	6.2	2.1	2,015	7.3	19.2	1,067	6.2	35.4	2,531	6.8	25.6	1,558	7.0	46.1	3,520	7.8	39.0
GLOBAL WORK	2,987	23.6	41.8	6,646	24.1	49.4	4,634	27.0	55.1	10,653	28.5	60.3	6,949	31.3	50.0	14,000	31.0	31.4
LOWRYS FARM	7,039	55.6	42.2	14,829	53.7	32.9	8,813	51.3	25.2	18,288	48.9	23.3	10,023	45.1	13.7	19,700	43.6	7.7
JEANASIS	513	4.1		1,356	4.9	218.3	1,083	6.3	111.2	2,410	6.4	77.7	1,608	7.2	48.5	3,560	7.9	47.7
HEATHER	477	3.8	-1.2	1,080	3.9	4.2	714	4.2	49.8	1,546	4.1	43.2	809	3.6	13.2	1,800	4.0	16.4
HARE	108	0.9	25.8	396	1.4	157.7	308	1.8	184.2	890	2.4	124.3	626	2.8	103.2	1,340	3.0	50.5
AGREA	47	0.4		167	0.6	-	113	0.7	138.6	208	0.6	24.7	41	0.2	-63.2	80	0.2	△ 61.6
DLX													38	0.2	-	80	0.2	-
NINE BLOCKS	469	4	24.6	885	3.2	10.7	449	3	△ 4.3	850	2.3	△ 4.0	571	3	27.2	1,120	2.5	31.7
OTHERS	1		195.8	2	0.0	33.6	3	0	180.0	5	0.0	152.0	-	0	-86.9	0	0.0	△ 100.0
Total	12,667	100.0	36.7	27,619	100.0	33.6	17,188	100.0	35.7	37,386	100.0	35.4	22,229	100.0	29.3	45,200	100.0	20.9

Note: Others includes wholesale business.

3. Sales Breakdown by Goods Category

(Unit:¥millions)

		8/2003			2/2004			8/2004			2/2005			8/2005		
		amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY	amount	str%	YtoY
	Men's bottoms	450	3.6	15.0	891	3.2	24.3	607	3.5	34.9	1,185	3.2	32.9	982	4.4	61.8
	Men's tops	1,566	12.4	25.9	3,907	14.1	33.9	2,034	11.8	29.9	5,257	14.1	34.6	3,130	14.1	53.9
	Men's Subtotal	2,016	15.9	23.2	4,798	17.4	32.0	2,642	15.4	31.1	6,443	17.2	34.3	4,113	18.5	55.7
	Lady's bottoms	2,134	16.9	13.9	4,437	16.1	22.5	3,150	18.3	47.6	6,448	17.2	45.3	3,907	17.6	24.0
	Lady's tops	6,591	52.0	59.6	14,191	51.4	42.2	8,608	50.1	30.6	18,278	48.9	28.8	10,740	48.3	24.8
	Lady's Subtotal	8,725	68.9	45.3	18,628	67.4	37.0	11,759	68.4	34.8	24,727	66.1	32.7	14,648	65.9	24.6
	Miscellaneous others	1,924	15.2	18.4	4,193	15.2	21.8	2,786	16.2	44.8	6,215	16.6	48.2	3,467	15.6	24.4
	Total	12,667	100.0	36.7	27,619	100.0	33.6	17,188	100.0	35.7	37,836	100.0	35.4	22,229	100.0	29.3

4. Number of stores opened/closed by Brand Category

	2/2003			2/2004				2/2005				8/2005			
	Opened	Closed	YE	Opened	Closed	Changed	YE	Opened	Closed	Changed	YE	Opened	Closed	Changed	YE
RAGEBLUE	2	2	11	4	3	2	14	4	1	1	18	1	1	-	18
GLOBAL WORK	10	1	28	24	1	-	51	23	4	-	70	12	2	-	80
LOWRYSFARM	14	2	69	12	-	-	81	14	3	-	92	4	-	1	97
JEANASIS	9	-	9	11	1	-	19	4	-	-	23	6	-	-1	28
HEATHER	11	2	16	4	3	-1	16	3	-	-	19	3	-	-	22
HARE	-	-	3	1	1	3	6	3	-	-	9	2	-	-	11
AGREA	-	-	-	4	1	1	4	-	2	-1	1	-	-	-	1
DLX												3	-	-	3
NINEBLOCKS	3	1	7	-	-	-	7	1	-	-	8	3	-	-	11
Total	49	12	151	60	13	-	198	52	10	-	240	34	3	-	271

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

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			124.4				124.4	128.6	
	Existing Stores	104.0	106.9	107.6	106.2	112.0	119.6	99.8	112.6	109.4	106.6			106.6				106.6	109.0	
Customers	Total	113.3	119.8	122.0	118.6	123.2	136.4	119.2	128.3	123.9	125.0			125.0				125.0	124.0	
	Existing Stores	97.3	100.3	101.2	99.7	104.1	115.8	101.7	109.2	104.8	107.4			107.4				107.4	105.1	
Spending	Total	108.1	107.3	106.5	107.2	107.3	102.9	97.2	102.5	104.4	99.5			99.5				99.5	103.7	
	Existing Stores	106.8	106.6	106.3	106.5	107.6	103.3	98.1	103.1	104.4	99.2			99.2				99.2	103.7	

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	2001/2	2002/2	2/2003	2/2004	2/2005	8/2005	
1	Return on total assets	%	12.8	27.3	27.8	28.3	36.5	19.3
2	Return on equity(ROE)	%	23.7	33.5	36.5	28.4	34.7	18.0
3	Net income to Total assets(ROA)	%	6.0	10.3	15.3	15.0	19.9	10.8
4	Gross profit ratio	%	49.6	54.2	56.2	57.4	60.2	61.3
5	SG&A expenses ratio	%	43.0	41.9	42.5	42.0	40.3	40.7
6	Shareholders' equity ratio	%	29.1	32.4	47.8	56.4	58.4	61.0
7	Total assets turnover	times	2.0	2.2	2.1	1.8	1.8	0.9
8	Earning per share (EPS)	¥	108.93	196.16	193.32	163.32	156.08	99.06
9	Book value per share (BPS)	¥	499.64	679.12	684.76	701.45	521.86	578.25
10	Dividends per share (DPS)	¥	8.00	11.00	18.00	20.00	20.00	10.00

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)

	8/2003			2/2004			8/2004			2/2005			8/2005		
	amount	str%	YoY	amount	str%	YtoY	amount	str%	YoY	amount	str%	YtoY	amount	str%	YtoY
Advertising and promoting costs	226	1.8	35.1	519	1.9	31.8	362	2.1	59.6	676	1.8	30.1	426	1.9	17.7
Personal expenses	2,006	15.8	41.6	4,136	15.0	34.0	2,416	14.1	20.4	5,102	13.6	23.3	3,073	13.8	27.2
Rent	1,925	15.2	34.0	4,188	15.2	31.1	2,575	15.0	33.7	5,618	15.0	34.1	3,390	15.3	31.7
Lease	279	2.2	30.6	631	2.3	38.5	417	2.4	49.5	888	2.4	40.8	542	2.4	30.0
Depreciation	94	0.7	78.0	200	0.7	58.7	106	0.6	13.4	228	0.6	13.9	135	0.6	26.6
Others	849	6.7	19.6	1,918	6.9	25.6	1,227	7.1	44.6	2,564	6.9	33.7	1,491	6.7	21.5
Total	5,382	42.5	34.6	11,596	42.0	32.0	7,106	41.4	32.0	15,079	40.3	30.0	9,060	40.8	27.5