IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Application No. 76/372,550 ARDENBEAUTY.

THE WET SEAL, INC.,	§	
	§	
Opposer,	§	
	§	
v.	§	Opposition No. 91,157022
	§	
FD MANAGEMENT, INC.,	§	
	§	
Applicant.	§	

NOTICE OF RELIANCE PURSUANT TO 37 C.F.R. § 2.122(e)

Opposer The Wet Seal, Inc. gives notice of its reliance on the attached Declarations and supporting exhibits:

1. Declaration of Patrick Dredden and attached business records produced by Opposer in this Opposition (all pages relevant).

2. Declaration of Vicki Martin and attached exhibits:

    1) Search results from the USPTO TESS database (all pages relevant);

    2) Notice of Opposition filed in Opposition No. 91,112906, Unopco Sub, Inc. and Conopco, Inc., dba Elizabeth Arden Co. v. The Wet Seal, Inc. (all pages relevant); and

    3) Notice of Opposition filed in Opposition No. 91,112592, Unopco Sub, Inc. and Conopco, Inc., dba Elizabeth Arden Co. v. The Wet Seal, Inc. (all pages relevant).

Patrick Dredden's Declaration and attached exhibits are submitted and relied on to show the geographic scope, sales, and general use of the ARDEN B. mark since its inception in 1997.

Vicki Martin's Declaration and attached exhibits are submitted and relied on to show the

opposition history of the ARDEN B. mark and Elizabeth Arden's previous claims of similarity between the ELIZABETH ARDEN and the ARDEN B. marks.

Dated: February 24, 2005

Respectfully submitted,

Cara Foos Pierce

John M. Cone
Cara Foos Pierce
AKIN GUMP STRAUSS HAUER & FELD, LLP
1700 Pacific Ave., Ste. 4100
Dallas, Texas 75201
Telephone: (214) 969-4214
Facsimile: (214) 969-4343

ATTORNEYS FOR OPPOSER
THE WET SEAL, INC.

CERTIFICATE OF SERVICE

I hereby certify that on this 24 day of February 2005, the foregoing Notice of Reliance was served upon the following counsel of record for Applicant via UPS overnight mail:

Joseph R. Dreitler
Jones Day
325 John H. McConnell Blvd., Ste. 600
Columbus, Ohio 43215-6113

Cara Foos Pierce

#5682807

Certificate of Mailing Under 37 C.F.R. § 1.8

Date of Deposit: Feb. 24, 2005

I hereby certify that the papers enclosed herein are being deposited with the United States Postal Service on the date indicated above in an envelope and addressed to: Assistant Commissioner for Trademarks, Box TTAB – No Fee, 2900 Crystal Drive, Arlington, VA 22202-3513.

Cara Foos Pierce
(Typed or printed name of person mailing paper or fee)

Cara Foos Pierce
(Signature of person mailing paper or fee)

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Application No. 76/372,550 Ardenbeauty.

THE WET SEAL, INC.,	§	
	§	
Opposer,	§	
	§	
v.	§	Opposition No. 91,157022
	§	
FD MANAGEMENT, INC.,	§	
	§	
Applicant.	§	

DECLARATION OF VICKI MARTIN

I VICKI MARTIN, hereby declare as follows:

1. I am over the age of 21 years and am competent to make this Declaration.

2. I am a Paralegal with the law firm of Akin Gump Strauss Hauer & Feld, LLP, attorneys for Opposer in this Opposition proceeding.

3. The document attached hereto as **Exhibit A** is a true and correct copy of the Notice of Opposition filed in Unopco Sub, Inc. and Conopco, Inc., dba Elizabeth Arden Co., Opposition No. 91,112906.

4. The document attached hereto as **Exhibit B** is a true and correct copy of the Notice of Opposition filed in Unopco Sub, Inc. and Conopco, Inc., dba Elizabeth Arden Co., Opposition No. 91,112592.

5. The documents attached hereto as **Exhibit C** are true and correct copies of search results for the query term "ARDEN B." obtained from the U.S. Patent and Trademark TESS and

TARR databases, and produced to Applicant in this Opposition proceeding as bates numbers WS 000907 through WS 000917.

Vicki Martin

VICKI MARTIN

Signed on this 23rd day of February 2005.

01-06-1999
U.S. Patent & TMOfc/TM Mail Rcpt Dt. #26

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Application Serial No. 75/394,241 Published September 15, 1998	
UNOPCO SUB, INC. and CONOPCO, INC., dba ELIZABETH ARDEN CO. Opposers, v. THE WET SEAL, INC. Applicant.	Opposition No. 112,906

NOTICE OF OPPOSITION

Opposers Unopco Sub, Inc., a corporation organized and existing under the laws of the State of Delaware, with its address at 501 Silverside Road, Wilmington, Delaware 19809, and Conopco, Inc. dba Elizabeth Arden Co., a corporation organized and existing under the laws of the State of New York, with offices located at 1345 Avenue of the Americas, New York, New York 10105 (hereinafter referred to collectively as Opposers), hereby oppose registration of the mark ARDEN B. that is the subject of application Serial No. 75/394,241 published in the Official Gazette of September 15, 1998, and request that registration to Applicant be refused.

As grounds for opposition, it is alleged that:

1. Opposer Unopco Sub, Inc. and its exclusive licensee Conopco, Inc. dba Elizabeth Arden Co., by themselves and through their licensees, for many years and since long prior to any date of first use upon which Applicant can rely, have adopted and used the trademark ELIZABETH ARDEN and variants thereof (hereinafter referred to as the Arden Marks), for a variety of products and services, including cosmetics, fragrances, skin and hair care products, eyeglass frames, as well as spa and retail store services.

2. Opposer Unopco Sub, Inc. is the owner of the following trademark registrations for the Arden Marks issued by the United States Patent and Trademark Office:

> ELIZABETH ARDEN, No. 1,073,947 for eyeglass frames, dated September 27, 1977;
>
> ELIZABETH ARDEN, No. 1,656,519 for luggage and umbrellas, dated September 10, 1991;
>
> ELIZABETH ARDEN, No. 1,835,108 for cosmetic bags containing eau de toilette, body lotion, bath and shower gel, sold together as a unit, dated May 10, 1994;
>
> ELIZABETH ARDEN, No. 1,775,644 for home fragrance products, namely, scent sachets and potpourri, and scented candles, dated June 8, 1993;
>
> ELIZABETH ARDEN, No. 1,579,710 for toilet lotions; skin creams; perfumes; face, dusting and talcum powders; make-up

foundations; nail preparations; oils, creams and ointments for the alleviation and prevention of sun burn; sachets in powdered form; rouge; lip pencils, salve; eyebrow pencils; eye shadow; mascara; ointments; shampoos; bath salts and oils; depilatories; and deodorants, dated May 8, 1990;

ELIZABETH ARDEN, No. 1,594,803 for toilet lotions; skin creams; perfumes; face, dusting and talcum powders; make-up foundations; nail preparations; oils, creams and ointments for the alleviation and prevention of sun burn; sachets in powdered form; rouge; lip pencils, salve; eyebrow pencils; eye shadow; mascara; ointments; shampoos; bath salts and oils; depilatories; and deodorants, dated May 8, 1990;

ELIZABETH ARDEN, No. 1,577,216 for skin moisturizers, skin lotions, skin creams and perfumery, dated January 16, 1990;

ELIZABETH ARDEN, No. 545,890 for facial and bath soaps, dated July 31, 1951;

ELIZABETH ARDEN, No. 557,022 for face, body and hair make-up and care, consisting of: face treatment - namely, massages, application of cosmetics, eyelash and eyebrow dyeing, eyebrow tweezing and advice on care of skin and make-up; body massages, passive reducing treatments, hair tinting, hair dyeing, hair shampooing, manicuring, pedicuring, removal of superfluous hair, and corrective exercise and roller treatments, dated April 1, 1952;

ELIZABETH ARDEN RED DOOR, No. 1,704,044 for anti-perspirant deodorant and deodorant, bath and shower gel, body cream, dusting powder and soap, dated July 28, 1992;

ELIZABETH ARDEN RED DOOR, No. 1,649,230 for eau de toilette, perfume body lotion and parfum, dated July 2, 1991;

ELIZABETH ARDEN 5th AVENUE, No. 2,162,507 for parfum, eau de parfum, eau de toilette, body powder, body lotion and bath and shower gel, dated June 2, 1998;

The aforementioned registrations are valid, subsisting, unrevoked and uncancelled.

3. Applicant has filed an intent-to-use application to register the mark ARDEN B. for eyewear, namely, sunglasses, in International Class 9, jewelry, namely, bracelets, rings, watches, earrings and necklaces in International Class 14, handbags, purses and backpacks in International Class 18, and hair ornaments, namely clips, holders and sticks in International Class 26. That application was filed on November 21, 1997, and was assigned Serial No. 75/394,241.

4. Upon information and belief, Applicant made no use of the mark Arden B. prior to the filing date of its application, November 21, 1997.

5. Applicant's mark so resembles Opposers' previously used and registered Arden Marks as to be likely, when applied to the goods set forth in the Applicant's application, to cause confusion, mistake or deception within the meaning of Section 2(d) of the Trademark Act.

WHEREFORE, Opposers believe they will be damaged by registration of the mark in Application Serial No. 75/394,241, and respectfully request that the registration sought by applicant be denied.

Dated: January 6, 1999

Respectfully submitted,

UNOPCO SUB, INC. and
CONOPCO, INC. dba
ELIZABETH ARDEN CO.

By: _____

Peter M. Mendelson
Kenneth C. Leonard
Eric W. McCormick
Their Attorneys
390 Park Avenue
New York, N.Y. 10022
Tel.: (212) 906-4770

01-06-1999
U.S. Patent & TMOfc/TM Mail Rcpt Dt. #26

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Application Serial No. 75/365,543 Published September 8, 1998	
UNOPCO SUB, INC. and CONOPCO, INC., dba ELIZABETH ARDEN CO. Opposers, v. THE WET SEAL, INC. Applicant.	Opposition No. 112,592

NOTICE OF OPPOSITION

Opposers Unopco Sub, Inc., a corporation organized and existing under the laws of the State of Delaware, with its address at 501 Silverside Road, Wilmington, Delaware 19809, and Conopco, Inc. dba Elizabeth Arden Co., a corporation organized and existing under the laws of the State of New York, with offices located at 1345 Avenue of the Americas, New York, New York 10105 (hereinafter referred to collectively as Opposers), hereby oppose registration of the mark ARDEN B. that is the subject of application Serial No. 75/365,543 published in the Official Gazette of September 8, 1998, and request that registration to Applicant be refused.

As grounds for opposition, it is alleged that:

1. Opposer Unopco Sub, Inc. and its exclusive licensee Conopco, Inc. dba Elizabeth Arden Co., by themselves and through their licensees, for many years and since long prior to any date of first use upon which Applicant can rely, have adopted and used the trademark ELIZABETH ARDEN and variants thereof (hereinafter referred to as the Arden Marks), for a variety of products and services, including cosmetics, fragrances, skin and hair care products, eyeglass frames, as well as spa and retail store services.

2. Opposer Unopco Sub, Inc. is the owner of the following trademark registrations for the Arden Marks issued by the United States Patent and Trademark Office:

> ELIZABETH ARDEN, No. 1,073,947 for eyeglass frames, dated September 27, 1977;
>
> ELIZABETH ARDEN, No. 1,656,519 for luggage and umbrellas, dated September 10, 1991;
>
> ELIZABETH ARDEN, No. 1,835,108 for cosmetic bags containing eau de toilette, body lotion, bath and shower gel, sold together as a unit, dated May 10, 1994;
>
> ELIZABETH ARDEN, No. 1,775,644 for home fragrance products, namely, scent sachets and potpourri, and scented candles, dated June 8, 1993;
>
> ELIZABETH ARDEN, No. 1,579,710 for toilet lotions; skin creams; perfumes; face, dusting and talcum powders; make-up foundations; nail preparations; oils,

creams and ointments for the alleviation and prevention of sun burn; sachets in powdered form; rouge; lip pencils, salve; eyebrow pencils; eye shadow; mascara; ointments; shampoos; bath salts and oils; depilatories; and deodorants, dated May 8, 1990;

ELIZABETH ARDEN, No. 1,594,803 for toilet lotions; skin creams; perfumes; face, dusting and talcum powders; make-up foundations; nail preparations; oils, creams and ointments for the alleviation and prevention of sun burn; sachets in powdered form; rouge; lip pencils, salve; eyebrow pencils; eye shadow; mascara; ointments; shampoos; bath salts and oils; depilatories; and deodorants, dated May 8, 1990;

ELIZABETH ARDEN, No. 1,577,216 for skin moisturizers, skin lotions, skin creams and perfumery, dated January 16, 1990;

ELIZABETH ARDEN, No. 545,890 for facial and bath soaps, dated July 31, 1951;

ELIZABETH ARDEN, No. 557,022 for face, body and hair make-up and care, consisting of: face treatment - namely, massages, application of cosmetics, eyelash and eyebrow dyeing, eyebrow tweezing and advice on care of skin and make-up; body massages, passive reducing treatments, hair tinting, hair dyeing, hair shampooing, manicuring, pedicuring, removal of superfluous hair, and corrective exercise and roller treatments, dated April 1, 1952;

ELIZABETH ARDEN RED DOOR, No. 1,704,044 for anti-perspirant deodorant and deodorant, bath and shower gel, body cream, dusting powder and soap, dated July 28, 1992;

ELIZABETH ARDEN RED DOOR, No. 1,649,230 for eau de toilette, perfume body lotion and parfum, dated July 2, 1991;

ELIZABETH ARDEN 5TH AVENUE, No. 2,162,507 for parfum, eau de parfum, eau de toilette, body powder, body lotion and bath and shower gel, dated June 2, 1998;

The aforementioned registrations are valid, subsisting, unrevoked and uncancelled.

3. Applicant has filed an intent-to-use application to register the mark ARDEN B. for men's, women's and children's clothing, namely, boots, shoes, slippers, tops, tank tops, sweatshirts, blouses, vests, shirts, shorts, pants, skirts, jumpsuits, outerwear, namely, blazers, coats, jackets, and rainwear, suits, camisoles, underwear, hosiery, scarves, swimwear in International Class 25, and retail apparel store services in the field of men's, women's and children's clothing, footwear, hats and accessories in International Class 42. That application was filed on September 30, 1997, and was assigned Serial No. 75/365 543.

4. Upon information and belief, Applicant made no use of the mark Arden B. prior to the filing date of its application, September 30, 1997.

5. Applicant's mark so resembles Opposers' previously used and registered Arden marks as to be likely, when applied to the goods set forth in the Applicant's application, to cause confusion,

mistake or deception within the meaning of Section 2(d) of the Trademark Act.

WHEREFORE, Opposers believe they will be damaged by registration of the mark in Application Serial No. 75/365,543, and respectfully request that the registration sought by applicant be denied.

Dated: January 6, 1999

Respectfully submitted,

UNOPCO SUB, INC. and
CONOPCO, INC. dba
ELIZABETH ARDEN CO.

By: _____

Peter M. Mendelson
Kenneth C. Leonard
Eric W. McCormick
Their Attorneys
390 Park Avenue
New York, N.Y. 10022
Tel.: (212) 906-4770

43775.01 1/6/99

Arden B

UNITED STATES PATENT AND TRADEMARK OFFICE

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Trademark Electronic Search System(Tess)

TESS was last updated on Fri Feb 27 04:21:22 EST 2004

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6 Records(s) found (This page: 1 ~ 6)

(arden b)[COMB]

Refine Search

Current Search: S1: (arden b)[COMB] docs: 6 occ: 28

	Serial Number	Reg. Number	Word Mark	Check Status	Live/Dead
1	78335674		ARDEN B. SPORT	TARR	LIVE
2	76378912	2795689	ARDEN B	TARR	LIVE
3	76378913		ARDEN B	TARR	LIVE
4	75365543		ARDEN B.	TARR	DEAD
5	75583075		ARDEN B.	TARR	DEAD
6	75394241		ARDEN B.	TARR	DEAD

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WS 000907

Trademark Electronic Search System(Tess)

TESS was last updated on Fri Feb 27 04:21:22 EST 2004

Check Status *(TARR contains current status, correspondence address and attorney of record for this mark. Use the "Back" button of the Internet Browser to return to TESS)*

ARDEN B

Word Mark	**ARDEN B**
Goods and Services	IC 035. US 100 101 102. G & S: Retail apparel stores featuring women's clothing, footwear, hats and clothing accessories. FIRST USE: 20020400. FIRST USE IN COMMERCE: 20020400
Mark Drawing Code	(5) WORDS, LETTERS, AND/OR NUMBERS IN STYLIZED FORM
Serial Number	76378912
Filing Date	March 6, 2002
Current Filing Basis	1A
Original Filing Basis	1B
Published for Opposition	November 26, 2002
Registration Number	2795689
Registration Date	December 16, 2003
Owner	(REGISTRANT) Wet Seal, Inc., The CORPORATION CALIFORNIA 26972 Burbank Foothill Ranch CALIFORNIA 92610

WS 000908

http://tess2.uspto.gov/bin/showfield?f=doc&state=q9pdqc.2.2 2/27/2004

wet seal

64 Fairbanks • Irvine, CA 92718
(714) 583-9029 • Fax: (714) 583-0715

EXPENSE AND CAPITAL EXPENDITURE

PURCHASE ORDER

◄ STORE LOCATION

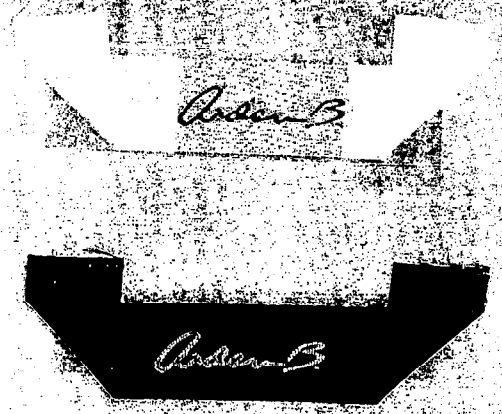
DATE	P.O. NUMBER	PAGE NO.
9-25-97	95044	

VENDOR: Labeltex

SHIP TO: Bill & Ship Vendors

TERMS	DELIVERY DATE	POINT OF ORIGIN	F.O.B. POINT	CONFIRMING PURCHASE ORDER
				☐ YES ☐ NO

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
min 50,000	AB-3 mitered arden B		
max 100,000		39.00	per 1000



This is a legally binding agreement. All conditions of purchase contained on the reverse side are incorporated herein by reference.

NOTES:

PRESIDENT/C.E.O. or E.V.P./C.O.O.: X

DEPARTMENT DIRECTOR: McAuley

TOTAL COST

FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

F-4001

VENDOR COPY

WS 000075
The Wet Seal, Inc., Opposer
v.
FD Management, Inc., Applicant
Opposition No. 91,157022

OPPOSER'S EXHIBIT NO. 2

wet seal

64 Fairbanks • Irvine, CA 92718
(714) 583-9029 • Fax: (714) 583-0715

EXPENSE AND CAPITAL EXPENDITURE
PURCHASE ORDER

◄ STORE LOCATION

DATE	P.O. NUMBER	PAGE NO.
9-25-97	95055	

VENDOR: Kalatex

SHIP TO: Bill & Ship Vendor

TERMS	DELIVERY DATE	POINT OF ORIGIN	F.O.B. POINT	CONFIRMING PURCHASE ORDER
				☐ YES ☐ NO

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
	#AB-2 White		
20,000	as a LOOP Wht satin ground Black letter	49.00	per 1000
35,000	# AB-2 Black Blade satin ground White letter as a loop		

This is a legally binding agreement. All conditions of purchase contained on the reverse side are incorporated herein by reference.

NOTES: X 10/29 put on m/m 50.0 = min
100.0 = max

PRESIDENT/C.E.O. or E.V.P./C.O.O.: X

DEPARTMENT DIRECTOR:

TOTAL COST

FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

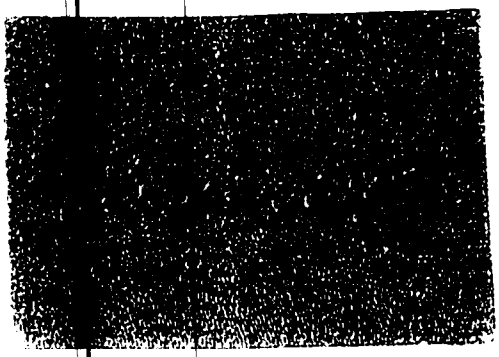
F-4

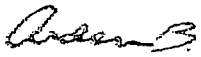
VENDOR COPY

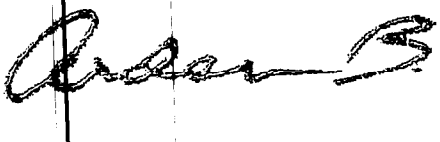
WS 000081
The Wet Seal, Inc., Opposer
v.
FD Management, Inc., Applicant
Opposition No. 91,157022

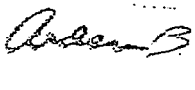
OPPOSER'S EXHIBIT NO. 3

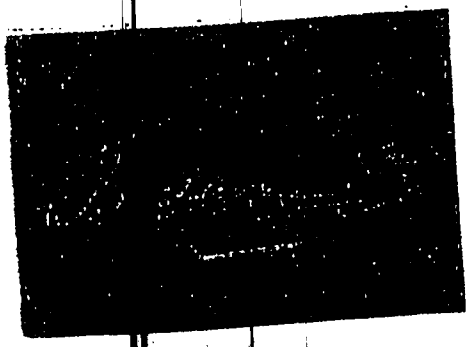
Arden B
Clothing Labels











The Wet Seal, Inc., Opposer
v.
FD Management, Inc., Applicant
Opposition No. 91,157022

OPPOSER'S EXHIBIT NO. 4

wet seal.

early fall 1998

WS 000308

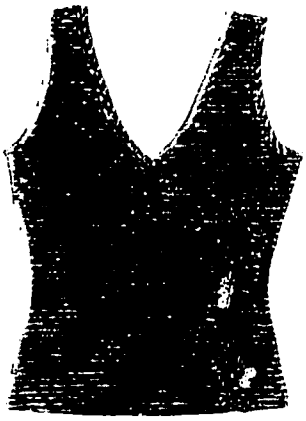
The Wet Seal, Inc., Opposer
v.
FD Management, Inc., Applicant
Opposition No. 91,157022

OPPOSER'S EXHIBIT NO. 5

TOLL FREE ORDERING:1.800.508.8700
FREE D.J. BAG ON ORDERS OVER $100

ABSOLUTE Arden B.

(D) ARDEN B. SHIRT JACKET. D260210 — $46.00



(E) PINSTRIPE FLORAL EMBROIDERED TANK.
D260199 — $34.00

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(A) ZIP FRONT HOODED JACKET
Grey long sleeve 2 pocket zip front knit jacket with hood.
Poly / rayon / spandex.
21" length. Sizes: S-M-L.
By Arden B.
D260214 — $40.00

(B) SHORT SLEEVE V NECK
Short sleeve v-neck tee.
Colors: red, olive, white and black. Acrylic / spandex.
20" length. Sizes: S-M-L.
By Blue Asphalt.
D260227 — $12.00

(C) GANGSTER STRIPE TROUSER SKIRT
Grey zip front clean closure vertical stripe knit trouser skirt with slit back. 39" length.
Poly / rayon / spandex.
Sizes: S-M-L. By Arden B.
D530146 — $36.00

≥ necklaces see page 19.
≥ shoes see page 12

≥≥≥ opposite page

(D) ARDEN B. SHIRT JACKET
Grey long sleeve 2 pocket button front shirt jacket.
100% polyester. 24" length.
Sizes: S-M-L. By Arden B.
D260210 — $46.00

(E) PINSTRIPE FLORAL EMBROIDERED TANK
Burgundy sleeveless v-neck floral tank with horizontal pinstripes and side embroider
Poly / rayon / spandex.
19" length. Sizes: S-M-L.
By Arden B.
D260199 — $34.00

(F) DOUBLE SLIT SKIRT
Clean front, zip back, short grey skirt with double side sl
100% polyester. 15" length.
Sizes: XS-S-M-L. By Arden B
D530139 — $28.00

Arden B.

WS 000310

TOLL FREE ORDERING:1.800.508.8700
FREE D.J. BAG ON ORDERS OVER $100

ABSOLUTE Arden B.

(C) FLORAL GRID TOP. D260200 – $36.00

(F) VINE FLOCKED MESH TOP. D260224 – $34.00

≤≤≤ this page

(A) ROSE PRINT TOP
3/4 sleeve burgundy boat neck tee with trim at neck. Silver rose all over design. 100% nylon. 20 1/2" length. Sizes: S-M-L. By Arden B.
D260213 – $30.00

(B) CUFFED CAPRI PANT
2 pocket grey cuffed capri pant. Zip fly with no closer. Poly / rayon / spandex. 29" inseam. Sizes: 1-11. By Arden B.
D530138 – $52.00

≥≥≥ opposite page

(C) FLORAL GRID TOP
Burgundy 13 1/2" sleeve with wide scoop neck top. Grey flower grid design. Poly / spandex. 19 1/2" length. Sizes: S-M-L. By Arden B.
D260200 – $36.00

(D) PINSTRIPE STRETCH SKIRT
Clean front zip back grey with white pinstripe straight skirt. Poly / rayon / spandex. 17 1/2" length. Sizes: 1-11. By Arden B.
D530136 – $38.00

(E) CABLE KNIT TIGHTS
Cable knit tights in black or burgundy. Cotton / lycra Sizes: S-M-L.
D960362 – $9.00

(F) VINE FLOCKED MESH TOP
Wide scoop mesh top in burgundy. Flocked sleeve. Solid sheer mesh back. Nylon / spandex. 19 1/2" length. Sizes: S-M-L By Arden B.
D260224 – $34.00

(G) PINSTRIPE CAPRI CUFF PANT
Black with white pinstripes zip fly cuffed capri pant. Rayon / nylon / poly. 28" inseam. Sizes 1-11. By Arden B.
D530137 – $48.00

≥ necklaces see page 19.
≥ shoes see page 16.

WS 000311

WS 000312

TOLL FREE ORDERING:1.800.508.8700
FREE D.J. BAG ON ORDERS OVER $100

ABSOLUTE Arden B.

≤≤≤ this page

(A) CUFFED SLEEVE SHIRT
Butter cream 3/4 roll cuffed sleeve.
Hidden button front placket with
seam detail. Poly / cotton. 22" length.
Sizes: S-M-L. By Arden B.
D260212 — $34.00

(B) STRETCH DENIM PEDDLE PUSHER
Dark rinse stretch denim double
snap tab over 2 pocket peddle pusher
with 4" slit at leg opening.
Cotton / spandex. 26 1/2" inseam.
Sizes: 1-11. By Arden B.
D530144 — $34.00

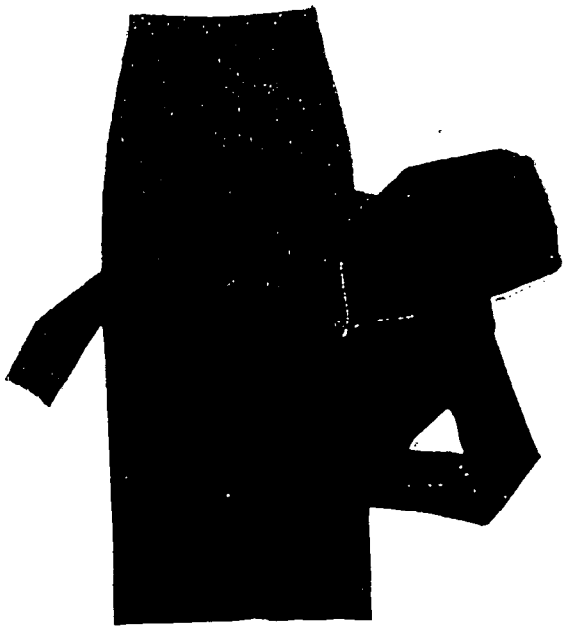
≥≥≥ opposite page

(C) ZIP FRONT HOODED JACKET
Navy long sleeve zip front 2 pocket
hooded stretch jacket.
Rayon / poly / spandex. 21" length.
Sizes: S-M-L. By Arden B.
D260216 — $40.00

(D) SHORT SLEEVE V-NECK
Short sleeve v-neck tee.
Colors: red, olive, white and black.
Acrylic / spandex. 20" length.
Sizes: S-M-L. By Blue Asphalt.
D260227 — $12.00

(E) STRETCH TROUSER SKIRT
Long navy zip front back slit trouser
skirt. Rayon / poly / spandex.
40" length. Sizes: S-M-L. By Arden B.
D530147 — $36.00

≥ necklaces see page 19.
≥ shoes see page 12.



(C) ZIP FRONT HOODED JACKET. D260216 — $40.00
(E) STRETCH TROUSER SKIRT. D530147 — $36.00

WS 000314

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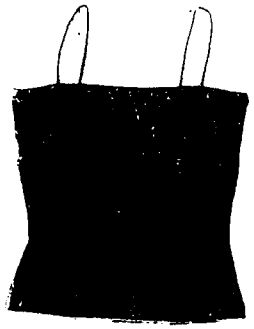
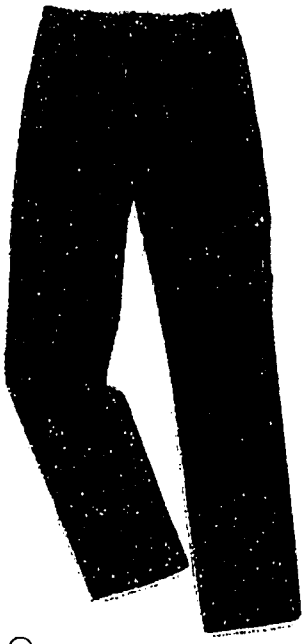
FREE D.J. BAG ON ORDERS OVER $100.

ABSOLUTE Arden B.



(B) SHIMMER TOP-WITH STRAPS
D260197 — $26.00



(E) STRETCH DENIM CARGO PANT.
D530140 — $46.00

(A) STRETCH DENIM JACKET
Dark rinse stretch denim long sleeve 2 pocket jacket with contrast stitching, six snap front closer and snap closer pockets. Cotton / spandex. 17½" length. Sizes: S-M-L By Arden B.
D260211 — $58.00

(B) SHIMMER TOP WITH STRAPS
Red spaghetti strap shimmer knit top with front seam detail. Poly / nylon / spandex. 19½" length. Sizes: S-M-L By Arden B.
D260197 — $26.00

>>>Get out the old measuring tape! Be sure to make use of the sizing charts included on the order form so your order fits you perfectly the first time

(C) LEOPARD PRINT SKIRT
Brown leopard print double layered skirt with solid red lining. Clean front with zip back mid calf length. 100% poly. 27" length. Sizes: 1-11. By Arden B.
D530143 — $38.00

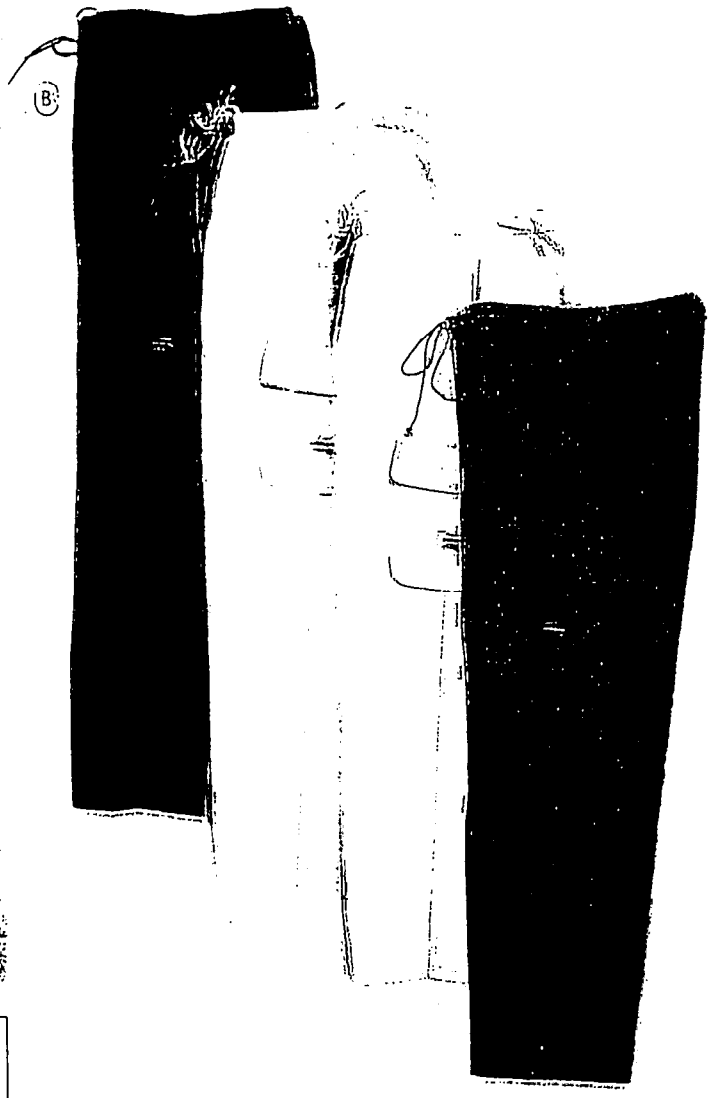
(D) BOHEMIAN DESIGN TOP
Brick red 13½" cuff sleeve v-neck top with circle screen pattern. 100% cotton. 21½" length. Sizes: S-M-L By Arden B.
D260201 — $32.00

(E) STRETCH DENIM CARGO PANT
One button zip fly stretch denim cargo pant with 1 side cargo pocket. Cotton / spandex. 32" inseam. Sizes: 1-11. By Arden B.
D530140 — $46.00

≥ necklaces see pages 18.

WS 000316

drawstring CARGOS



wet *seal*

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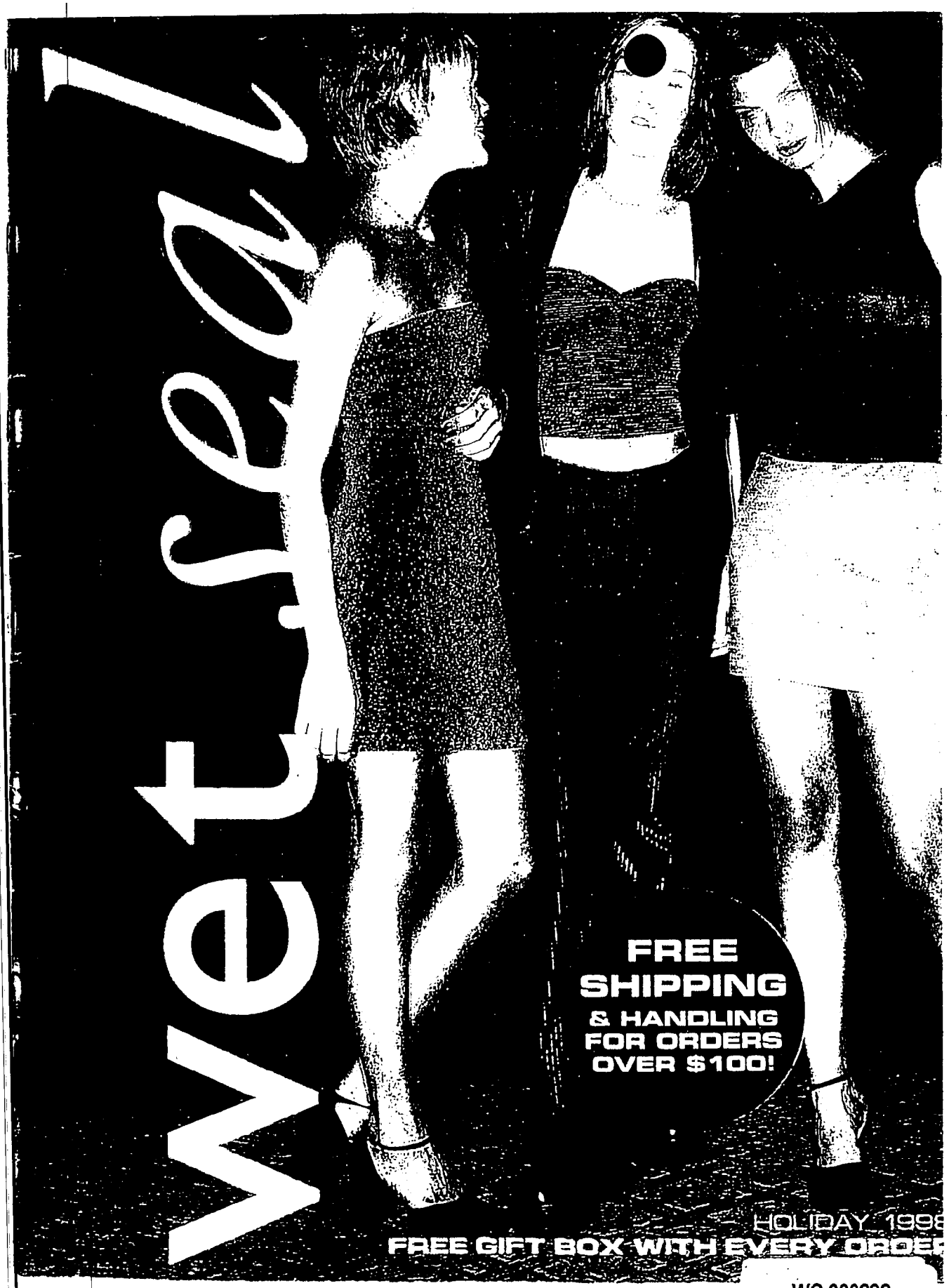
(A) COOKIN CHEST STRIPE SWEATER
Long sleeve v-neck sweater with stripes across chest and arms. Charcoal grey. 100% acrylic. 22" length. Sizes: S-M-L By Suburban.
D260183 — $36.00

(B) UNION BAY DRAWSTRING CARGO PANT
Loose fit cargo pant in 100% cotton twill. Colors: spinach green, army khaki, light khaki, and blue check. 32" inseam. Sizes: S-M-L By Union Bay.
Spinach green, army khaki, light khaki. B530086 — $44.00
Blue check. D530116 — $44.00



WS 000292

The Wet Seal, Inc., Opposer
v.
FD Management, Inc., Applicant
Opposition No. 91,157022

OPPOSER'S EXHIBIT NO. 6

(A) FORMULA X LUREX TUBE DRESS
Strapless above the knee tube dress in red lurex with a zippe back. Acetate / lurex.
27 1/2" length. Sizes: 1-11.
D890058 – $42.00

(B) FORMULA X SHEER MATTE JERSEY HOODED TOP
Zip front hooded sheer matte jersey top in black with 10" sleeve. 100% polyester.
22" length. Sizes: S-M-L.
D260379 – $36.00

(C) FORMULA X METALLIC TUBE TOP
Silver/black metallic tube top. Cotton / spandex.
11 1/2" length. One size fits all.
D260384 – $18.00
Catalog exclusive!

(D) FORMULA X LUREX MENSWEAR PANT
One button-belt loop lurex menswear pant in black and :
Poly / rayon / lurex / spandex.
32" inseam. Sizes: 1-11.
D530167 – $46.00
Catalog exclusive!

(E) FORMULA X GLITTER TOP
Sleeveless glitter top with free lining in black and silver.
Nylon / spandex. 20" length.
Sizes: S-M-L.
D260371 – $28.00

(F) FORMULA X LUREX MINI S
Front side slit lurex mini skirt silver. Poly / spandex. 15" leng
Sizes: S-M-L.
D530158 – $26.00

WS 000293

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Ⓐ ENR FAUX FUR COLLAR ANGORA SWEATER. Long sleeves 2x2 rib, half placket sweater in black. Silk/nylon/angora. 21 1/2" length. Sizes: S-M-L. By ENR for Evolution. Imported. D260333 – $36.00 Catalog exclusive!

Ⓑ STRETCH SATEEN MINI SKIRT Back zip stretch sateen mini skirt in black or red. Rayon/cotton/spandex. 12" length. Sizes: 1-11. By Meow Genes. D530191 – $26.00 Catalog exclusive!

Ⓒ FORMULA X DEEP V-TOP Shiny satin deep v with 3/4 sleeves in gold, burgundy or black. Nylon/spandex. 20" length. Sizes: S-M-L. D260375 – $24.00

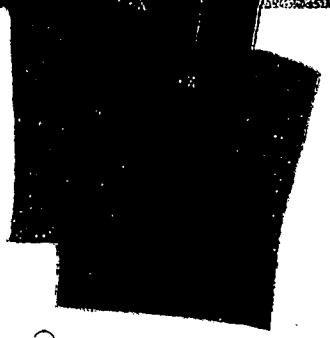
Ⓓ PLEASURE SWELL DENIM MINI SKIRT Dark denim mini skirt with flame stitch on back pockets. 100% cotton. 15" length. Sizes: S-M-L. By Pleasure Swell. D530195 – $26.00

Ⓔ FORMULA X SEQUIN TUBE TOP Sequin tube top in silver and black. 11" length. One size fits all. D260383 – $36.00 Catalog exclusive!

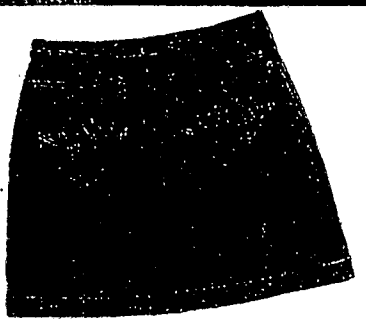
Ⓕ STRETCH DENIM PANT Stretch denim boot cut pant with lurex butterfly embroidery on back pockets. Two pockets and zipper on front. 100% cotton. 32" inseam. Sizes: 1-11. By Meow Genes. D530194 – $44.00 Catalog exclusive!

≥ shoes see page 17.
≥ necklace see page 17.
≥ purse see page 17.

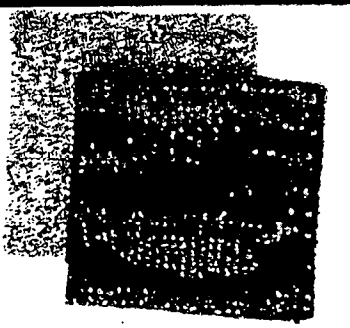
Ⓑ STRETCH SATEEN MINI SKIRT
D530191 – $26.00



C) FORMULA X DEEP V-TOP
D260375 – $24.00



D) PLEASURE SWELL DENIM MINI SKIRT
D530195 – $26.00



E) FORMULA X SEQUIN TUBE TOP
D260383 – $36.00

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VELVET

A VELVET SLEEVES
Long sleeve velvet wrap. Poly/spandex.
Sizes: S-M-L. By ENR for Evolution.
D260410 – $26.00

B FORMULA X GLITTER CAMI
Sleeveless cami in black/red metallic.
Acetate/metallic/spandex. 20" length. Sizes: S-M-L.
D260400 – $22.00

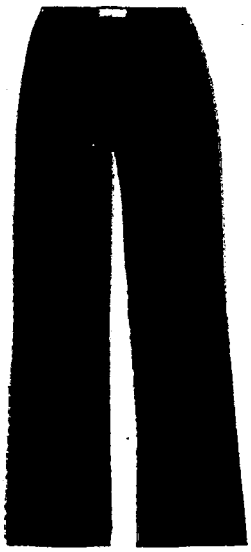
C VELVET "DANGEROUS" SKIRT
Front slit velvet skirt in black. Poly/spandex.
15" length. Sizes: S-M-L. By ENR for Evolution.
D530181 – $25.00

D ENR LONG VELVET DRESS
Deep v-neck long velvet dress with front slit
in black. Poly/spandex. 54½" length.
Sizes: S-M-L. By ENR for Evolution.
D090056 – $54.00 Catalog exclusive!

E ENR VELVET TUBE TOP
Black velvet tube top. Poly/spandex. 10" length.
Sizes: S-M-L. By ENR for Evolution.
D260382 – $22.00

F ENR VELVET PULL-ON PANT
Black velvet [illegible] boot leg pant. Poly/spandex.
32" inseam. Sizes: S-M-L. By ENR for Evolution.
D530177 – $39.00

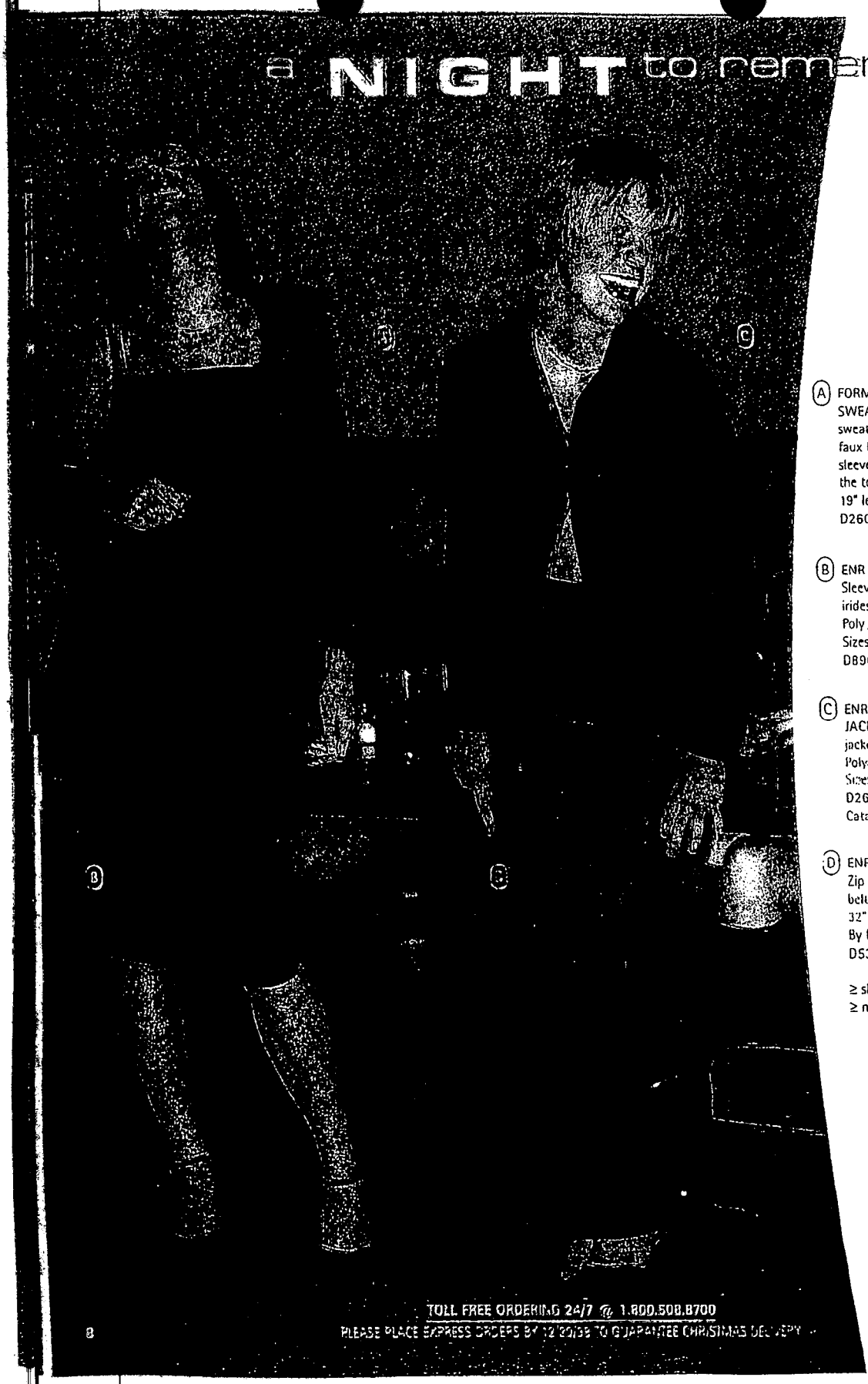
E ENR VELVET TUBE TOP D260382 – $22.00



F ENR VELVET PULL-ON PANT D530177 – $39.00

WS 000297

a NIGHT to remember



(A) FORMULA X FAUX FUR TRIM SWEATER. Long sleeve v-neck sweater in black with burgundy/black faux fur trim around collar and sleeves. Hook and eye closure at the top. 100% cotton.
19" length. Sizes: S-M-L.
D260355 — $42.00

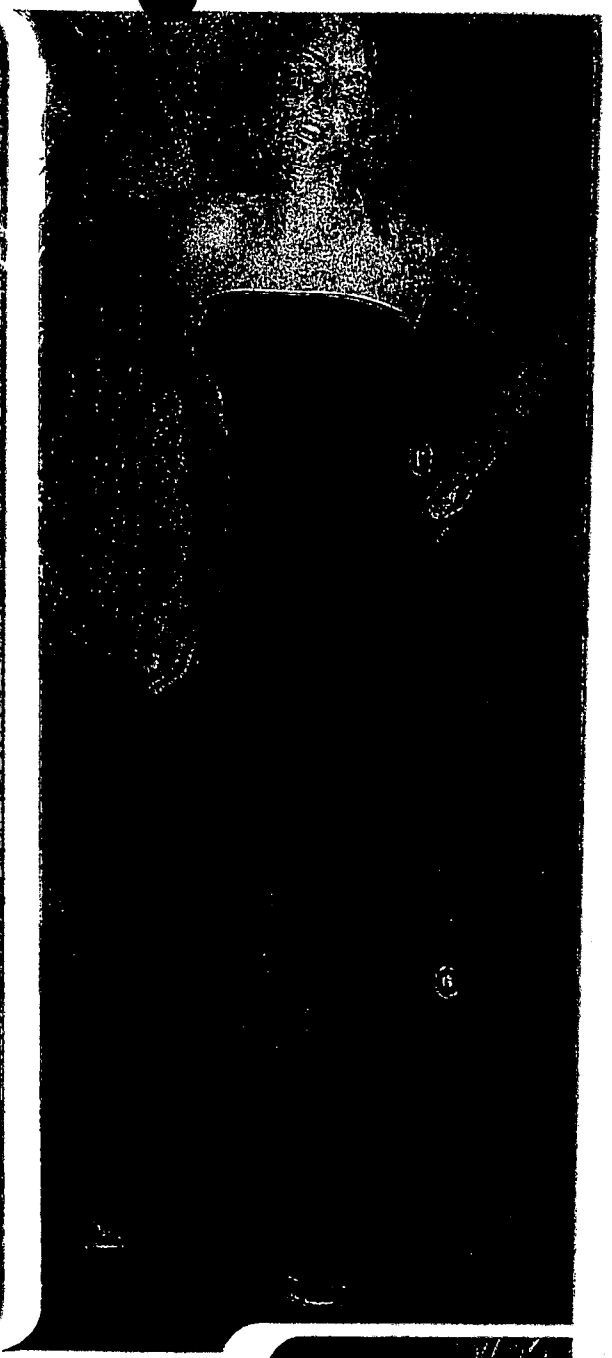
(B) ENR SPAGHETTI STRAP DRESS
Sleeveless midcalf dress in stretch iridescent burgundy.
Poly/rayon/spandex. 44" length.
Sizes: 1-11. By ENR for Evolution.
D890057 — $46.00

(C) ENR STRETCH IRIDESCENT SHIRT JACKET. Long sleeve one button jacket in iridescent burgundy.
Poly/rayon/ spandex. 25" length.
Sizes: S-M-L. By ENR for Evolution.
D260373 — $42.00
Catalog exclusive!

(D) ENR STRETCH SATEEN PANT
Zip fly front straight leg pant with belt loops. Polyester/spandex.
32" inseam. Sizes: 1-11.
By ENR for Evolution.
D530168 — $36.00

≥ shoes see page 11.
≥ necklaces see page 11.

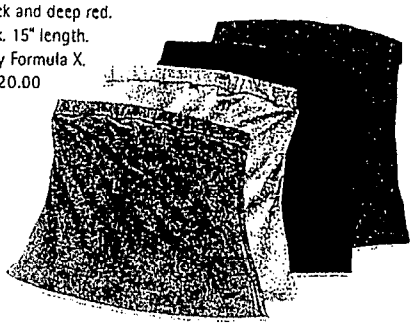
WS 000298



(E) TART ROSE EMBROIDERED DRESS
Sleeveless above the knee v-back burgundy dress with a black overlay that has 4 embroidered long stem roses.
100% polyester. 34" length.
Sizes: 1-11. By Tart.
D890063 – $68.00
Catalog exclusive!

(G) ENR OTTOMAN BOOT LEG PANT
Black pull-on knit ottoman boot leg pant.
100% polyester. 32" inseam. Sizes: S-M-L.
By ENR for Evolution.
D530190 – $25.00

(F) FORMULA X TIE BACK SATIN TUBE
Shiny satin tube with tie back in burgundy, gold, silver, black and deep red.
Nylon / spandex. 15" length.
Sizes: S-M-L. By Formula X.
D260376 – $20.00



WS 000299

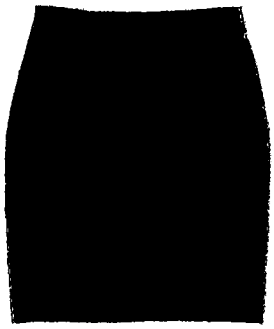
A ARDEN B. DOUBLE-WHEEL TOP
[illegible]
Sizes: S-M-L
D260394 — $35.00
Catalog exclusive!

ARDEN B. STRETCH JACQUARD SKIRT
[illegible]
Sizes: [illegible]
D[illegible] — $[illegible]
Catalog exclusive!!

B ARDEN B. SQUARE NECK SWEATER
[illegible]
Sizes: S-M-L
D[illegible] — $[illegible]
Catalog exclusive!!

ARDEN B. PINSTRIPE STRETCH SKIRT
[illegible]
D[illegible] — $[illegible]
Catalog exclusive!!

C ARDEN B. OFF-THE-SHOULDER TOP
D260393 — $34.00



C ARDEN B. STRETCH SKIRT
D530186 — $38.00

...starting now!

dare to B.

WS 000300

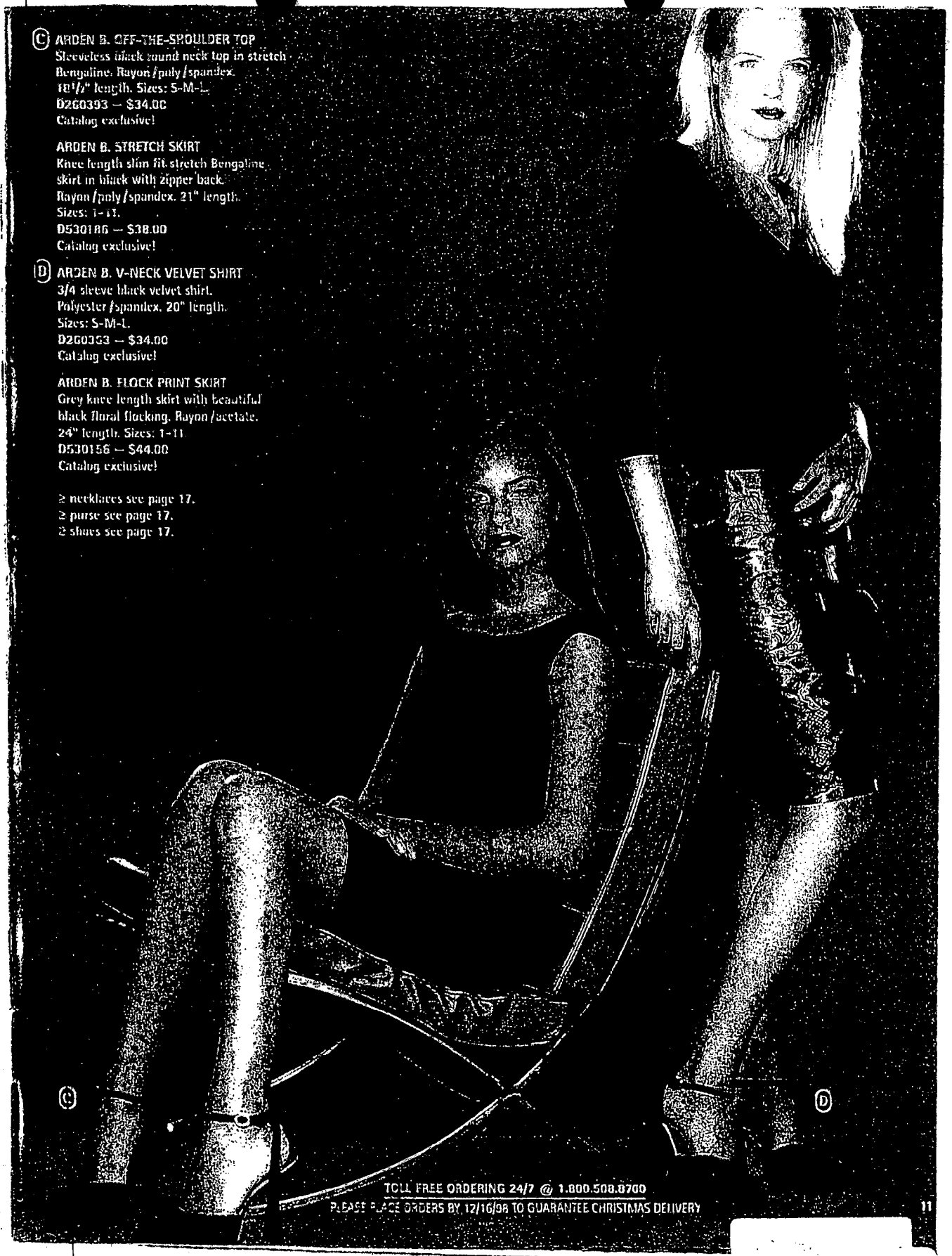
Ⓒ ARDEN B. OFF-THE-SHOULDER TOP
Sleeveless black round neck top in stretch Bengaline. Rayon/poly/spandex. 18½" length. Sizes: S-M-L.
D260393 — $34.00
Catalog exclusive!

ARDEN B. STRETCH SKIRT
Knee length slim fit stretch Bengaline skirt in black with zipper back. Rayon/poly/spandex. 21" length. Sizes: 1-11.
D530186 — $38.00
Catalog exclusive!

Ⓓ ARDEN B. V-NECK VELVET SHIRT
3/4 sleeve black velvet shirt. Polyester/spandex. 20" length. Sizes: S-M-L.
D260363 — $34.00
Catalog exclusive!

ARDEN B. FLOCK PRINT SKIRT
Grey knee length skirt with beautiful black floral flocking. Rayon/acetate. 24" length. Sizes: 1-11.
D530156 — $44.00
Catalog exclusive!

≥ necklaces see page 17.
≥ purse see page 17.
≥ shoes see page 17.



WS 000301

Ⓐ **ARDEN B. V-NECK LACE TOP.** 3/4 sleeve stretch top in burgundy with mylar lace. Nylon/metallic. 18" length. Sizes: S-M-L.
D260395 – $38.00

ARDEN B. STRETCH SHIRT JACKET. Button front 3/4 sleeve jacket in crossdye charcoal/black. Poly/nylon/spandex. 22" length. Sizes: S-M-L.
D260342 – $60.00

ARDEN B. STRETCH TROUSER SKIRT. Short trouser skirt in crossdye charcoal/black with zip front. Poly/nylon/spandex. 17" length. Sizes: 1-11.
D530152 – $45.00

Ⓑ **ARDEN B. VELVET EMBROIDERED TOP** 3/4 sleeve crossdye black/burgundy velvet boat neck floral embroidered top. Poly/nylon/spandex. 21" length. Sizes: S-M-L.
D260401 – $44.00
Catalog exclusive!

ARDEN B. DRAWSTRING VELVET SKIRT Below the knee skirt in crossdye burgundy/black velvet with side slits. Elastic waist with drawstring. Poly/spandex. 27" length. Sizes: S-M-L.
D530188 – $38.00
Catalog exclusive!

Ⓐ Ⓑ

B. stunning

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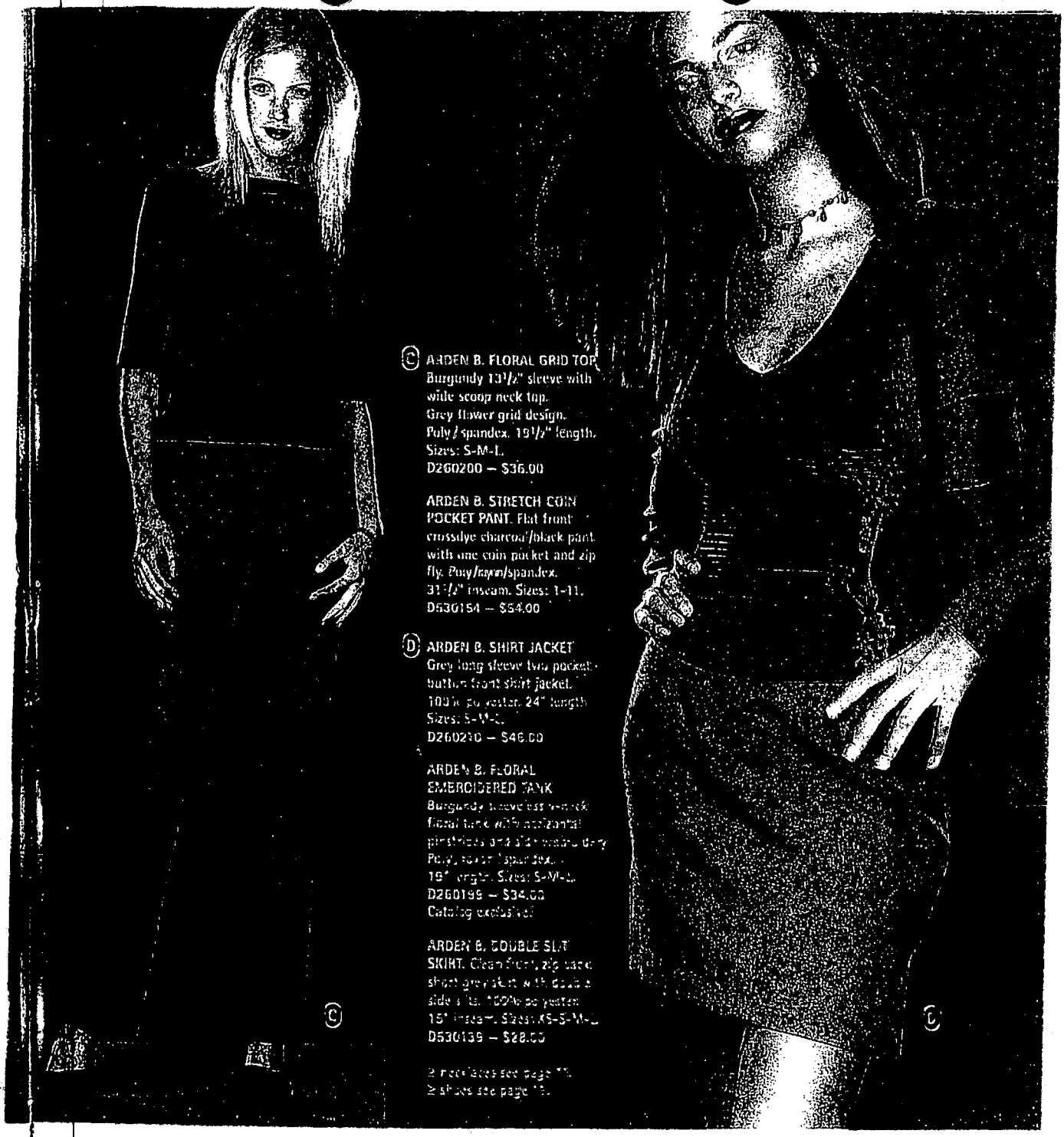


(C) **ARDEN B. FLORAL GRID TOP.** Burgundy 13½" sleeve with wide scoop neck top. Grey flower grid design. Poly/spandex. 19½" length. Sizes: S-M-L.
D260200 — $36.00

ARDEN B. STRETCH COIN POCKET PANT. Flat front crossdye charcoal/black pant with one coin pocket and zip fly. Poly/rayon/spandex. 31½" inseam. Sizes: 1-11.
D530154 — $54.00

(D) **ARDEN B. SHIRT JACKET.** Grey long sleeve two pocket button front shirt jacket. 100% polyester. 24" length. Sizes: S-M-L.
D260210 — $46.00

ARDEN B. FLORAL EMBROIDERED TANK. Burgundy sleeveless v-neck floral tank with horizontal pinstripes and [illegible] grey. Poly/rayon/spandex. 19" length. Sizes: S-M-L.
D260199 — $34.00
Catalog exclusive!

ARDEN B. DOUBLE SLIT SKIRT. Clean front, zip back short grey skirt with double side slits. 100% polyester. 15" inseam. Sizes: XS-S-M-L.
D530139 — $28.00

2 necklaces see page [illegible]
2 shoes see page [illegible]

B. fabulous

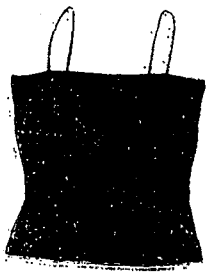
>>> opposite page

B ARDEN B. ROSE EMBROIDERED DRESS
Sleeveless side slit knee length empire waist dress in black with embroidered roses on the front. 100% polyester. 39" length. Sizes: 1-11.
D890081 — $56.00

F ARDEN B. SHEER MATTE JERSEY SHIRT
Long sleeve button front shirt in black with rhinestone buttons. 100% polyester. 22" length. Sizes: S-M-L.
D260378 — $35.00

G ARDEN B. STRETCH CAMI
Spaghetti strap tiny neck cami in white. Poly/spandex. 20 1/2" length.
Sizes: S-M-L.
D260394 — $23.00

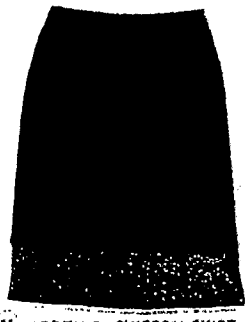
H ARDEN B. CHIFFON SKIRT
Knee length two-in-one chiffon skirt over denim lining in black, with elastic waist band. 100% polyester. Sizes: S-M-L.
D530187 — $34.00



C SHIMMER TOP WITH STRAPS.
D260197 — $26.00

>>> opposite page

F SHEER MATTE JERSEY SHIRT
D260378 — $35.00



H ARDEN B. CHIFFON SKIRT
D530187 — $34.00

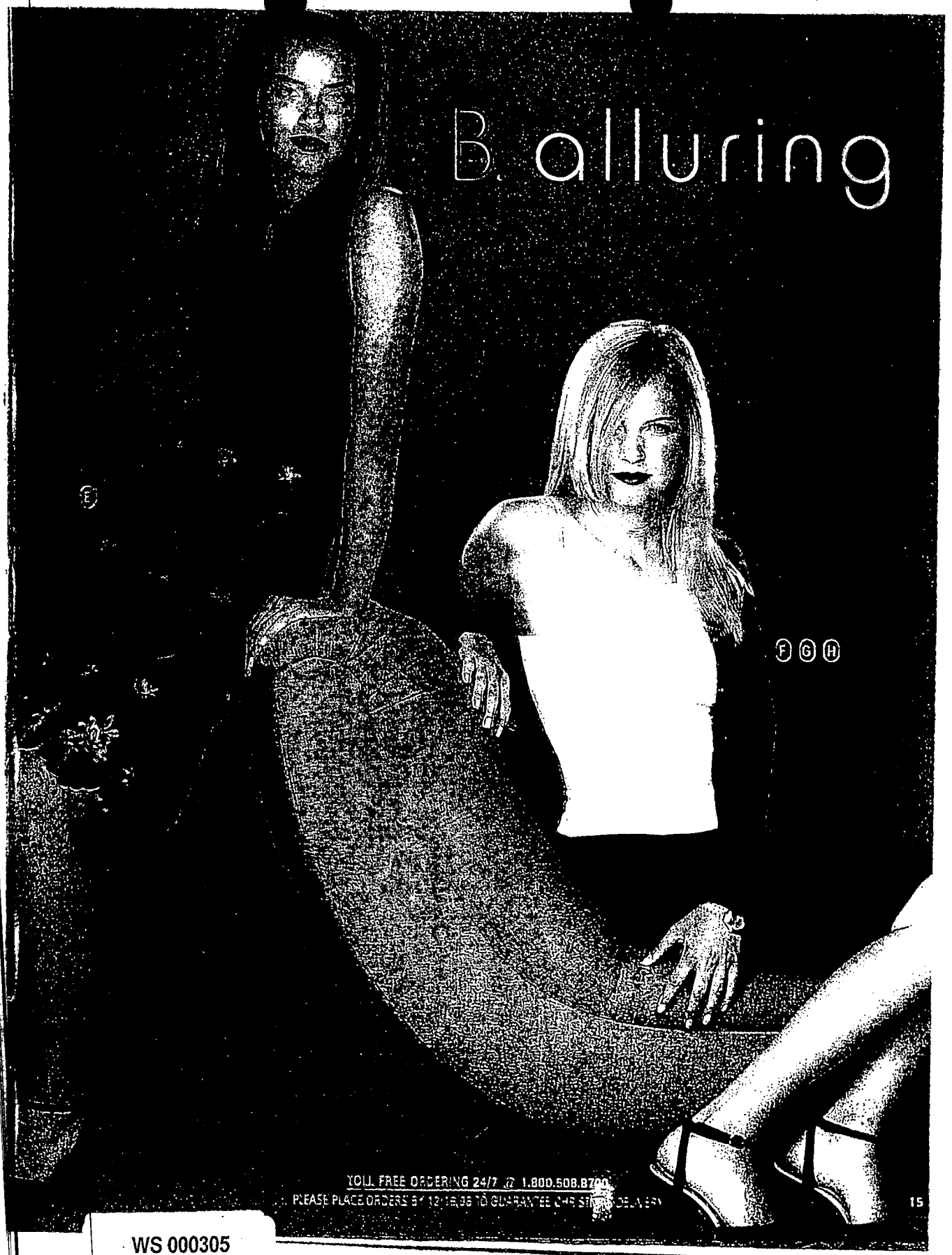
A ARDEN B. LACE OVERLAY DRESS
Sleeveless knee length dress with black floral lace over a red lining. Rayon/poly.
39" length. Sizes: 1-11. D890062 — $56.00

B ARDEN B. SHEER MATTE JERSEY DUSTER
Long sleeve button front sheer duster in black. 100% polyester. 50 1/2" length. Sizes: S-M-L.
D260392 — $54.00 Catalog exclusive!

C ARDEN B. SHIMMER TOP WITH STRAPS
Red spaghetti strap shimmer knit top with front seam detail. Poly/nylon/spandex. 19 1/2" length.
Sizes: S-M-L. D260197 — $26.00

D ARDEN B. ZIP FRONT PANT
Stretch clean front zip pant in black.
Nylon/poly/spandex. 30 1/2" inseam.
Sizes: 1-11. D530185 — $44.00 Catalog exclusive!

WS 000304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WS 000305

(A) ENR BRUSHED ACRYLIC TOP
Co[illegible] front. 100% acrylic. 26" length. S-M-L. By ENR for Evolution.
D260387 – $30.00

B BLUE ASPHALT STRETCH. TW PANT
[illegible] leg pant with hidd[illegible] eye wide waistband and b[illegible] black or grey. Cotton/ [illegible] spandex. 31" inseam. S[illegible]
D530200 – $34.00

C ENR OSTRICH FEATHER CAR
Long-sleeve v-front cardigan [illegible] ostrich feather accent collar. smoke. 100% acrylic. 20½" le[illegible] Sizes: S-M-L. By ENR for Evolu[illegible]
D260340 – ~~$34~~ NOW $34

D ARDEN B. BLACK STRETCH S
Wear with a-everything. Black polyester/spandex skirt with and front seaming. 20" length [illegible] C53009X – $35.00

>>> opposite page

(E) ENR SHIMMERY SATIN MAI
Shiny satin mary jane in black slim heel. 4½" heel. Sizes 5[illegible] 9, 10. By ENR for Evolution.
D960371 – $39.00

(F) ARDEN B. WATCH.
Sophisticated round face with and polished silvertone detail
D960379 – $24.00
Catalog exclusive!

G SATIN KISSLOCK BAG. Black bag with a small attached kis coin purse inside and kisslock outside. 100% polyester. 3½"
D960372 – $24.00

(H) SPORTS WATCH
Round one face sports watc silvertone. By Rumors
D960378 – $24.00
Catalog exclusive!

(I) ENR EMBROIDERED MARY
Silky satin dressy mary jane [illegible] black with floral embroidery and heel. 3½" heel. Sizes: 5[illegible] 10. By ENR for Evolution.
D960370 – $39.00

WS 000306

(A) BENT BAR SHOT BEAD NECKLACE
Silvertone. Adjustable [illegible]
D960340 – $9.00

BLACK CRYSTAL ROUND NECKLACE
Black crystals in a row attached to silvertone beaded rings. [illegible] 16½" length.
D960388 – $9.00

BENT BAR RHINESTONE NECKLACE
Clear rhinestones. [illegible] 14½" length.
D960389 – $10.00

(B) COMB TOOTH HEAD BAND.
Black with small beads.
D960336 – $6.00

(C) 3-COLOR BUTTERFLY NECKLACE.
Three butterfli[illegible] connected on [illegible] 15" length.
D960380 – $14.00
Catalog exclusive!

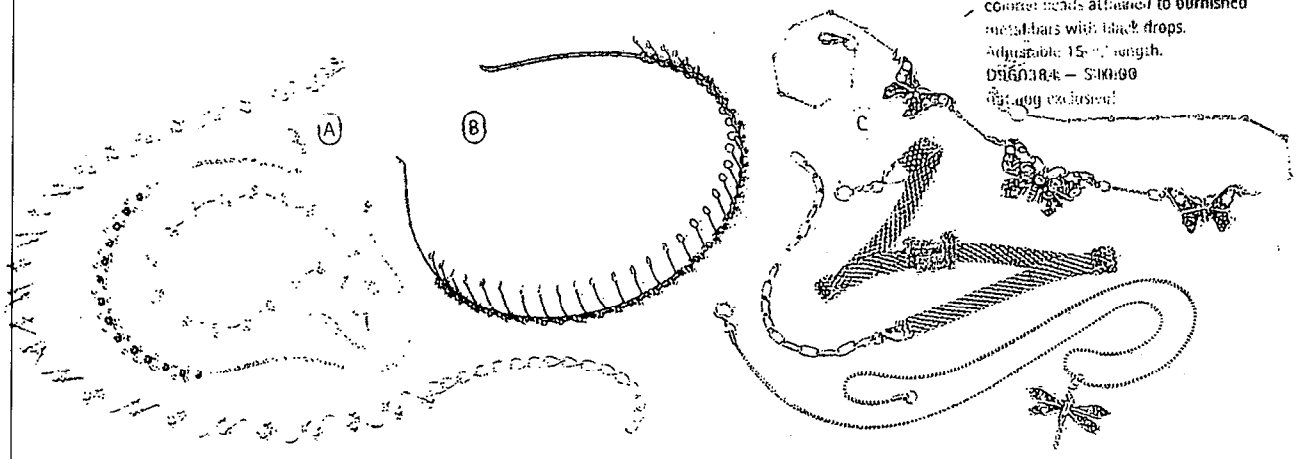
BUTTERFLY MESH CHOKER
In silvertone. Adjustable. 15" length.
D960320 – $10.00

DRAGONFLY NECKLACE.
Silvertone with [illegible] 15" length. D960325 – $10.00

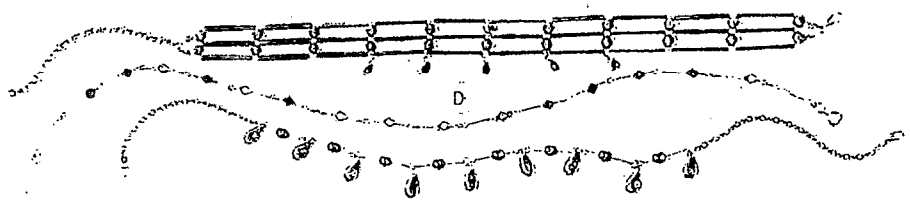
D) TRIPLE BAR BEADED CHOKER
[illegible] black bars that connect [illegible] arr[illegible] with 5 garnet drops. Adjust[illegible] length.
D960381 – $14.00
Catalog exclusive!

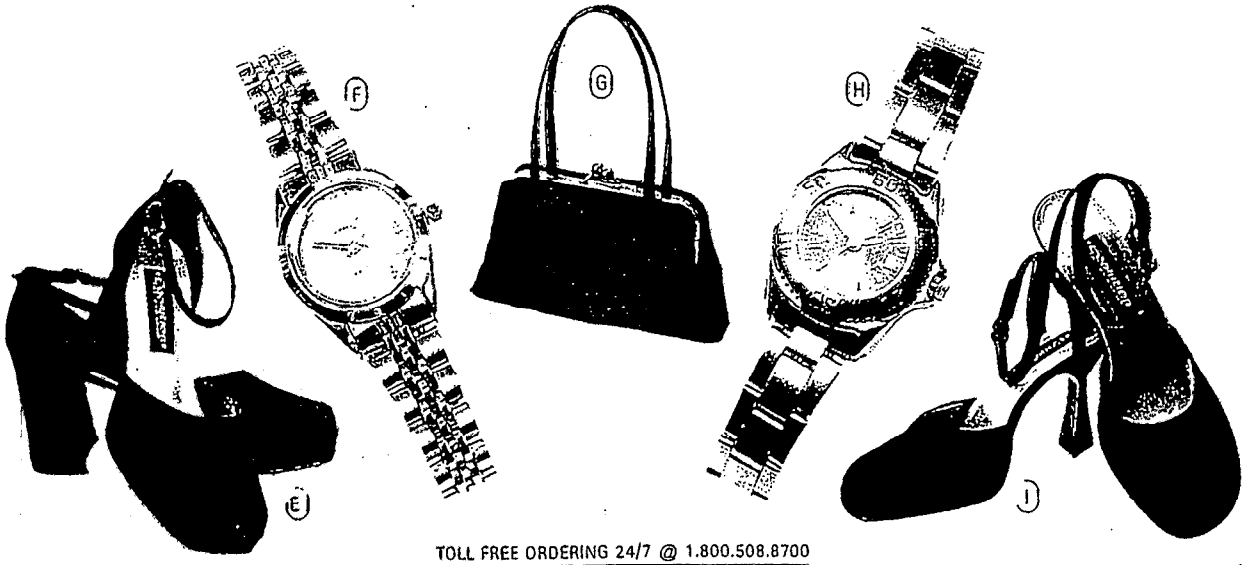
GARNET CRYSTAL SLIDER NECKLACE
Gar[illegible] crystal beads attached to burnished metal bars. 15½" length.
D960386 – $12.00
Catalog exclusive!

GARNET DROP NECKLACE. Garnet [illegible] beads attached to burnished metal bars with black drops. Adjustable 15" length.
D960384 – $10.00
Catalog exclusive!



ALL DRESSED UP





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PLEASE PLACE EXPRESS ORDERS BY 12/20/98 TO GUARANTEE CHRISTMAS DELIVERY

WS 000307

The Wet Seal, Inc., Opposer
v.
FD Management, Inc., Applicant
Opposition No. 91,157022

OPPOSER'S EXHIBIT NO. ____

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Application No. 76/372,550 ARDENBEAUTY.

THE WET SEAL, INC.,	§	
	§	
Opposer,	§	
	§	
v.	§	Opposition No. 91,157022
	§	
FD MANAGEMENT, INC.,	§	
	§	
Applicant.	§	

NOTICE OF RELIANCE PURSUANT TO 37 C.F.R. § 2.122(e)

Opposer The Wet Seal, Inc. gives notice of its reliance on the attached copies of official records from the U.S. Patent and Trademark Office:

1. File history of Application Serial No. 75/583,075 ARDEN B obtained from the U.S. Patent and Trademark Office (all pages relevant).

These records are submitted and relied on to show the history of the ARDEN B. mark and its trademark file history. These documents are relevant to this Opposition because Applicant's mark ARDENBEAUTY, Application Serial No. 76/372,550, is substantially similar to Opposer's ARDEN B. mark, which forms the basis of this Opposition.

02-24-2005
U.S. Patent & TMOfc/TM Mail Rcpt Dt. #22

Dated: February 24, 2005

Respectfully submitted,

Cara Foos Pierce

John M. Cone
Cara Foos Pierce
AKIN GUMP STRAUSS HAUER & FELD, LLP
1700 Pacific Ave., Ste. 4100
Dallas, Texas 75201
Telephone: (214) 969-4214
Facsimile: (214) 969-4343

ATTORNEYS FOR OPPOSER
THE WET SEAL, INC.

CERTIFICATE OF SERVICE

I hereby certify that on this 24 day of February 2005, the foregoing Notice of Reliance was served upon the following counsel of record for Applicant via UPS overnight mail:

Joseph R. Dreitler
Jones Day
325 John H. McConnell Blvd., Ste. 600
Columbus, Ohio 43215-6113

Cara Foos Pierce

#5682803

Certificate of Mailing Under 37 C.F.R. § 1.8

Date of Deposit: Feb. 24, 2005

I hereby certify that the papers enclosed herein are being deposited with the United States Postal Service on the date indicated above in an envelope and addressed to: Assistant Commissioner for Trademarks, Box TTAB – No Fee, 2900 Crystal Drive, Arlington, VA 22202-3513.

Cara Foos Pierce

(Typed or printed name of person mailing paper or fee)

Cara Foos Pierce

(Signature of person mailing paper or fee)

75-5830

ABANDONED
4/2/99

Arden

ARDEN

IT

LAW OFFICE 1

PRINCIP
Anthony Mercaldi

ATTORNEY ADVISOR: _____

GIBSON, DUNN & CRUTCHER LLP

Certificate of Express Mail Under 37 C.F.R. 1.10

"Express Mail" mailing label number EE089073390US.
Date of Deposit November 4, 1998.
I hereby certify that this paper or fee is being deposited with the United States Postal Service "Express Mail Post Office to Addressee" service under 37 C.F.R. 1.10 on the date indicated above and is addressed to BOX NEW APP FEE, Assistant Commissioner for Trademarks, 2900 Crystal Drive, Arlington, VA 22202-3513.

Linda R. Lopez
Print Name

Linda R. Lopez
Signature

FEE VALUE ACCOUNTABILITY	
DEPOSIT ACCOUNT NO.	
50	0440
FEE CODE	VALUE
361	245.00

November 4, 1998

Client Matter No.: 97170-

BOX NEW APP FEE
Assistant Commissioner for Trademarks
2900 Crystal Drive
Arlington, Virginia 22202-3513

Sir:

We enclose an application to register the below-identified mark in the U.S. Patent and Trademark Office:

Applicant:	The Wet Seal, Inc.
Mark:	**ARDEN B.**
Class:	3

Please charge the application filing fee of $245.00 to the Deposit Account of Gibson, Dunn & Crutcher LLP, Deposit Account No. 50-0440.

Respectfully Submitted,

By: _____

Anna C. Silva
GIBSON, DUNN & CRUTCHER
One Montgomery Street, Telesis Tower
San Francisco, California
(415) 393-8200
ATTORNEYS FOR
THE WET SEAL, INC.

Date: 11/4/98

FA983080.032/-1+

75583075

TRADEMARK APPLICATION SERIAL NO. _____

U.S. DEPARTMENT OF COMMERCE
PATENT AND TRADEMARK OFFICE
FEE RECORD SHEET

11/23/1998 GTHOMAS2 00000680 500440 75583075
01 FC:361 245.00 CH

PTO-1555
(5/87)

WS 000921

ITU-TRADEMARK

Client Matter No. 97170-_____

MARK: **ARDEN B. (Stylized)**

INTERNATIONAL CLASSES: 3

TO THE COMMISSIONER OF PATENTS AND TRADEMARKS:

The Wet Seal, Inc. is a California corporation having a business address 26972 Burbank, Foothill Ranch, CA 92610.

The above identified applicant has a bona fide intention to use in interstate commerce the mark shown in the accompanying drawing on or in connection with the following:

Cosmetics, namely, eye-makeup, eye pencil, eye shadow, eye liner, mascara, facial makeup, foundation and facial powder, lip stick, lip liner, lip gloss; Perfume, eau de toilette, cologne; essential oils, for personal use; Hair care products, namely, shampoo, conditioner, gel and hair spray; skin care products, namely, face, hand and body lotions and moisturizers, eye cream, skin exfoliating creams and facial masks; Nail care products, namely, nail polish in International Class 3.

Applicant requests that said mark be registered in the United States Patent and Trademark Office on the Principal Register established by the Act of July 5, 1946, as amended.

Applicant intends to use the mark on the labels and containers for the goods.

4/0

POWER OF ATTORNEY

Applicant hereby appoints as its attorney Anna C. Silva, Esq., a member of the Bar of the State of California, and of Gibson, Dunn & Crutcher LLP, One Montgomery Street, Telesis Tower, Floors 26 and 31, San Francisco, California 94104-4505, to prosecute this application to register, to transact all business in the Patent and Trademark Office in connection therewith, and to receive the Certificate of Registration. Please direct all communications pertaining to this application to Anna C. Silva, Esq. at the foregoing address.

DECLARATION

The undersigned being hereby warned that willful false statements and the like so made are punishable by fine or imprisonment, or both, under 18 U.S.C. 1001, and that such willful false statements may jeopardize the validity of the application or any resulting registration, declares that he/she is properly authorized to execute this application on behalf of the applicant; he/she believes the applicant to be the owner of the trademark/service mark sought to be registered, or, if the application is being filed under 15 U.S.C. 1051(b), he/she believes applicant to be entitled to use such mark in commerce; to the best of his/her knowledge and belief no other person, firm, corporation, or association has the right to use the above identified mark in commerce, either in the identical form thereof or in such near resemblance thereto as to be likely, when used on or in connection with the goods/services of such other person, to cause confusion, or to cause mistake,

WS 000923

or to deceive; and all statements made of his/her own knowledge are true and all statements made on information and belief are believed to be true.

THE WET SEAL, INC.

Dated: November 2, 1998

(Signature)

Name: Ann Cadier-Kim

Title: Chief Financial Officer

INT CLAS

3

Applicant:	The Wet Seal, Inc.
Address:	64 Fairbanks, Irvine, California 92718-1603
Goods/Services:	Cosmetics, namely, eye-makeup, eye pencil, eye shadow, eye liner, mascara, facial makeup, foundation and facial powder, lip stick, lip liner, lip gloss; Perfume, eau de toilette, cologne; essential oils, for personal use; Hair care products, namely, shampoo, conditioner, gel and hair spray; skin care products, namely, face, hand and body lotions and moisturizers, eye cream, skin exfoliating creams and facial masks; Nail care products, namely, nail polish in International Class 3.

11-04-1998
U.S. Patent & TMOfc/TM Mail Rcpt Dt. #47

GIBSON, DUNN & CRUTCHER LLP
One Montgomery Street
Telesis Tower
San Francisco, California 94104-4505

FA982890.169

ABANDONED

TRADEMARK

75583075

WS 000925

#	Total Marks	Viewed	Marks	
01	3819	0	N/A	*arden*[bi,ti]
02	14406	0	N/A	(b or bee or be)[bi,ti]
03	8597	0	N/A	*{v:2}rd{v:2}n*[bi,ti]
04	185	127	58	(1 or 3) and 2 [bi,ti]
05	0	0	0	(1 or 3) and "oo3" [cc]
06	1828	0	N/A	(1 or 3) and "003" [cc]
07	4120	0	N/A	(2 and "003" [cc])
08	614	311	303	(1 or 3) and ("003" [ic] or a[ic] or b[ic] or 200[ic])
09	832	441	391	(2) and ("003" [ic] or a[ic] or b[ic] or 200[ic])

Session started 4/20/99 5:08:57 PM
Session finished 4/20/99 5:33:04 PM
Duration 25 minutes

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In re Application of

THE WET SEAL, INC.

Serial No. 75/583,075

Filed: November 4, 1998

Mark: ARDEN B (Stylized)

Class: 3

RECEIVED
1999 MAR 31 P 12: 30
TRADEMARK
LAW OFFICE 107

REVOCATION AND SUBSTITUTE POWER OF ATTORNEY

Assistant Commissioner for Trademarks
2900 Crystal Drive
Arlington, VA 22202-3513

Sir:

The Wet Seal, Inc., owner of the entire right, title and interest of the above-referenced application, by and through its undersigned representative, hereby revokes all Powers of Attorney previously given and appoints Akin, Gump, Strauss, Hauer & Feld, L.L.P., P. O. Box 688, Dallas, Texas 75313-0688, and particularly Kenneth R. Glaser, Richard L. Schwartz, John M. Cone, Patrick F. McGowan, Randall C. Brown, George R. Schultz, Jonathan Barsade, Steven E. Ross, Henry T. Crenshaw, Jr., and R. Scott Rhoades, its attorneys with full power of substitution and revocation, to prosecute the above identified application, to transact all business connected therewith and to receive the certificate.

Please address all communications to:

Kenneth R. Glaser
Akin, Gump, Strauss, Hauer & Feld, L.L.P.
P. O Box 688
Dallas, Texas 75313-0688

Direct all telephone calls to Kenneth R. Glaser at (214) 969-2820.

THE WET SEAL, INC.

BY: _____

Printed name: Ann Cadier Kim

Title: Senior VP Finance / CFO

Mar. 17, 1999
Date

031458.0001 DALLAS 208492 v1

UNITED STATES DEPARTMENT OF COMMERCE
Patent and Trademark Office

PAPER NO.

SERIAL NO. 75/583075

APPLICANT: WET SEAL, INCORPORATED, THE

MARK: GARDEN B (STYLIZED)

ADDRESS:
KENNETH R GLASER
AKIN GUMP STRAUSS HAUER & FELD LLP
PO BOX 688
DALLAS TX 75313-0688

ACTION NO. 01

MAILING DATE 04/21/99

REF. NO. 97170- 26

FORM PTO-1525 (5-90) U.S. DEPT. OF COMM. PAT. & TM OFFICE

ADDRESS:
Assistant Commissioner
for Trademarks
2900 Crystal Drive
Arlington, VA 22202-3513

If no fees are enclosed, the address should include the words "Box Responses - No Fee."

Please provide in all correspondence:

1. Filing Date, serial number, mark and Applicant's name.
2. Mailing date of this Office action.
3. Examining Attorney's name and Law Office number.
4. Your telephone number and ZIP code.

A PROPER RESPONSE TO THIS OFFICE ACTION MUST BE RECEIVED WITHIN 6 MONTHS FROM THE DATE OF THIS ACTION IN ORDER TO AVOID *ABANDONMENT.* *For your convenience and to ensure proper handling of your response, a label has been enclosed. Please attach it to the upper right corner of your response. If the label is not enclosed, print or type the Trademark Law Office No., Serial No., and Mark in the upper right corner of your response.*

RE: Serial Number: 75/583075

FIRST ACTION

The assigned examining attorney has reviewed the referenced application and determined the following.

REFUSAL

LIKELIHOOD OF CONFUSION—Section 2(d)

The examining attorney refuses registration under Trademark Act Section 2(d), 15 U.S.C. Section 1052(d), because the applicant's mark, when used on or in connection with the identified goods, so resembles the mark in U.S. Registration No. 698,728 as to be likely to cause confusion, to cause mistake, or to deceive. TMEP section 1207. See the enclosed registration.

The examining attorney must analyze each case in two steps to determine whether there is a likelihood of confusion. First, the examining attorney must look at the marks themselves for similarities in appearance, sound, connotation and commercial impression. *In re E. I. DuPont de*

Nemours & Co., 476 F.2d 1357, 177 USPQ 563 (CCPA 1973). Second, the examining attorney must compare the goods to determine if they are related or if the activities surrounding their marketing are such that confusion as to origin is likely. *In re August Storck KG,* 218 USPQ 823 (TTAB 1983); *In re International Telephone and Telegraph Corp.*, 197 USPQ 910 (TTAB 1978); *Guardian Products Co., v. Scott Paper Co.*, 200 USPQ 738 (TTAB 1978).

In determining whether there is a likelihood of confusion, the examining attorney must consider all circumstances surrounding the sale of the goods. *Industrial Nucleonic Corp. v. Hinde Engineering Co.,* 475 F.2d 1197, 177 USPQ 386 (CCPA 1973). These circumstances include the marketing channels, the identity of the prospective purchasers and the degree of similarity between the marks and between the goods. In comparing the marks, similarity in any one of the elements of sound, appearance or meaning is sufficient to find a likelihood of confusion. If the goods of the parties differ, it is necessary to show that they are related in some manner. *In re Mack,* 197 USPQ 755 (TTAB 1977).

Applicant seeks to register the mark "Arden B" in scripted form, for cosmetics. Similarly, registrant owns the following mark "ARDEN PINK" for "nail polish, lipsticks and rouges."

Similarity of the Marks

The examining attorney must compare the marks for similarities in sound, appearance, meaning or connotation. *In re E. I. DuPont de Nemours & Co.*, 476 F.2d 1357, 177 USPQ 563 (CCPA 1973). Similarity in any one of these elements is sufficient to find a likelihood of confusion. *In re Mack,* 197 USPQ 755 (TTAB 1977).

When the applicant's mark is compared to a registered mark, "the points of similarity are of greater importance than the points of difference." *Esso Standard Oil Co. v. Sun Oil Co.*, 229 F.2d 37, 108 USPQ 161 (D.C. Cir.), *cert. denied,* 351 U.S. 973, 109 USPQ 517 (1956).

Here, the marks are highly similar. Both share the common term, "ARDEN." Moreover, the additional element in registrant's mark is the term "pink", which is descriptive for registrant's goods. Clearly, the common element is the dominant element in both marks. The examining attorney must look at the marks in their entireties under Section 2(d). Nevertheless, one feature of a mark may be recognized as more significant in creating a commercial impression. Greater weight is given to that dominant feature in determining whether there is a likelihood of confusion. *In re National Data Corp.*, 224 USPQ 749 (Fed. Cir. 1985); *Tektronix, Inc. v. Daktronics, Inc.*, 534 F.2d 915, 189 USPQ 693 (CCPA 1976). *In re J.M. Originals Inc.*, 6 USPQ2d 1393 (TTAB 1988).

The fact that applicant's mark is featured with a design element will not obviate a likelihood of confusion. When a mark consists of a word portion and a design portion, the word portion is more likely to be impressed upon a purchaser's memory and to be used in calling for the goods or services. *In re Appetito Provisions Co.*, 3 USPQ2d 1553 (TTAB 1987); *Amoco Oil Co. v. Amerco, Inc.*, 192 USPQ 729 (TTAB 1976).

A consumer is likely to get the marks confused as to the source of the goods. The test of likelihood of confusion is not whether the marks can be distinguished when subjected to a side-by-side comparison. The issue is whether the marks create the same overall impression. *Visual Information Institute, Inc. v. Vicon Industries Inc.*, 209 USPQ 179 (TTAB 1980). The focus is on

1207.01(b).

Therefore, the marks are similar in sound, appearance, and commercial impression.

Similarity of the Goods

The goods of the parties need not be identical or directly competitive to find a likelihood of confusion. They need only be related in some manner, or the conditions surrounding their marketing be such, that they could be encountered by the same purchasers under circumstances that could give rise to the mistaken belief that the goods come from a common source. *In re Martin's Famous Pastry Shoppe, Inc.*, 748 F.2d 1565, 223 USPQ 1289 (Fed. Cir. 1984); *In re Corning Glass Works*, 229 USPQ 65 (TTAB 1985); *In re Rexel Inc.*, 223 USPQ 830 (TTAB 1984); *Guardian Products Co., Inc. v. Scott Paper Co.*, 200 USPQ 738 (TTAB 1978); *In re International Telephone & Telegraph Corp.*, 197 USPQ 910 (TTAB 1978).

In this case, the goods of the applicant and the registrant are closely related, namely cosmetics. Indeed, two of the three goods listed by the registrant appear in applicant's identification, namely, nail polish and lipstick.

It is very likely that applicant's goods will be marketed, advertised and sold through the same channels of trade as that of the registrant's goods. For the foregoing reasons, the similarities among the marks and the goods are so great as to cause a likelihood of confusion.

Although the examining attorney has refused registration, the applicant may respond to the refusal to register by submitting evidence and arguments in support of registration. If the applicant chooses to respond to the refusal to register, the applicant must also respond to the following informalities.

INDEFINITE IDENTIFICATION OF GOODS

The wording "**essential oils, for personal use**" in the identification of goods is unacceptable as indefinite. The applicant must amend the identification to specify the commercial name of the goods. If there is no common commercial name for the product, the applicant must describe the product and its intended uses. TMEP section 804.

If accurate, applicant may amend to the following, "**essential oils for personal use**" in class3.

Please note that, while an application may be amended to clarify or limit the identification, additions to the identification are not permitted. 37 C.F.R. Section 2.71(b); TMEP section 804.09. Therefore, the applicant may not amend to include any goods or services that are not within the scope of the goods and services recited in the present identification.

If the applicant has any questions or needs assistance in responding to this Office action, please telephone the assigned examining attorney.

Anthony V. Mercaldi
Trademark Attorney
Law Office 110
(703) 308-9110, ext. 166

[Typed Drawing]

Mark
ARDEN PINK

Goods and Services
IC 003. US 051. G & S: NAIL POLISHES, LIPSTICKS AND ROUGES. FIRST U
19590115. FIRST USE IN COMMERCE: 19590115

Mark Drawing Code
(1) TYPED DRAWING

Serial Number
72067427

Filing Date
19590210

Change in Registration
CHANGE IN REGISTRATION HAS OCCURRED

Registration Number
0698728

Registration Date
19600531

Owner Name and Address
(REGISTRANT) ELIZABETH ARDEN SALES CORPORATION CORPORATION DELAWARE 3
54TH ST. NEW YORK NEW YORK

(LAST LISTED OWNER) ELI LILLY AND COMPANY UNKNOWN INDIANAPOLIS
IND

Assignment Recorded
ASSIGNMENT RECORDED

Prior Registration(s)
0503430;0514258

Type of Mark
TRADEMARK

Register
PRINCIPAL

Affidavit Text
SECT 8. SECT 15. COMBINED SECT 8 AND SECT 15.

Renewal
1ST RENEWAL 19800531

Live Dead Indicator
LIVE

*** Search: 8 *** Document Number: 579 ***

To verify amendments the R&A Clerk should check the "AMENDED" column. The Text Editor should check "ENTERED" after the amendment has been entered.

RETAIN IN FILE.

SCREEN	AMENDED	ENTERED		AMENDED TO:
AM			AM	Mark Type:
			AM	Register:
			AM	Mark: ☐ MDC:
			AM	Amended Register: PR: SR:
			AM	Amended Reg Date:
PY			PY	Owner: ☐ Name:
			PY	☐ Citizenship:
			PY	☐ Entity Type:
			EN	☐ Entity Statement:
			DB	DBA/AKA/TA Statement:
			PY	Address: ☐ Inter ☐ City ☐ State/Country ☐ Zip
			NC	Assignment or Name Change:
			CO	Composed of:
CL			CL	International Class: US Class:
			CI	First Use: First Use in Commerce:
			GS	Goods and Services:
			GS	
			GS	
			GS	
OTHER DATA			1B	1(b) Claimed: Added ☐ Deleted ☐
			D1	Disclaimer:
			DM	Description of Mark:
			LS	Lining and Stippling Statement:
			TR	Translation of Words in Mark:
			NO	Name/Portrait Description/Consent:
			2F	Section 2(f): ☐ Entire Mark
				☐ In Part ☐ Limitation Statement:
			AF	Use in Another Form:
			CS	Certification Statement:
			CU	Concurrent Use Statement:
			PR	Prior US Registrations:
FN			DR	Domestic Representative:
			FN	Foreign Country of Origin:
			FN	Foreign Application No: Frgn. Appl. Filing Date:
			FN	Section 44(d) Claimed: Y/N
			FN	Foreign Registration No: Frgn. Reg. Date:
			FN	Foreign Registration Expiration Date:
			FN	Foreign Renewal Reg. No: Frgn. Reg. Renewed:
			FN	Foreign Registration Renewed Expiration Date:
CD	✓	✓	AT	Attorney Name:
	✓	✓	CD	Correspondence: ☑ Name ☑ Inter St. Address ☑ City/State/Zip
			DN	Attorney Docket Number:

Other:

I certify that all corrections have been entered in accordance with the above instructions and text editing guidelines.

Text Editor

4.2.99
Date

Initial box if no amendments are required.

WS 000934

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In re Trademark Application of

THE WET SEAL, INC.

Serial No. 75/583,075

Filed: November 4, 1998

Mark: ARDEN B. (Stylized)

CLASS: 03

RECEIVED
1999 APR -2 P 3:04
LAW OFFICE 107

EXPRESS ABANDONMENT OF APPLICATION

Assistant Commissioner for Trademarks
2900 Crystal Drive
Arlington, VA 22202-3513

Sir:

Applicant, by and through its undersigned counsel, hereby expressly abandons the above-referenced application without prejudice.

Certificate of Mailing Under 37 C.F.R. 1.8

Date of Deposit: April 2 1999

I hereby certify that the papers enclosed herein are being deposited with the United States Postal Service as first class mail on the date indicated above in an envelope and addressed to: Assistant Commissioner for Trademarks, 2900 Crystal Drive, Arlington, VA 22202-3513.

JANE EDWARDS
(Typed or printed name of person mailing paper or fee)

Jane Edwards
(Signature of person mailing paper or fee)

Date: 4/1/99

#217581

Respectfully submitted,

KENNETH R. GLASER, Reg. No. 24,015
AKIN, GUMP, STRAUSS, HAUER
& FELD, L.L.P.
P. O. Box 688
Dallas, TX 75313-0688
TEL: 214/969-2820
FAX: 214/969-4343

Attorney for Applicant

Attorney Docket No. - M-63914

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In re Trademark Application of

THE WET SEAL, INC.

Serial No. 75/583,075

Filed: November 4, 1998

Mark: ARDEN B. (Stylized)

CLASS: 03

EXPRESS ABANDONMENT OF APPLICATION

Assistant Commissioner for Trademarks
2900 Crystal Drive
Arlington, VA 22202-3513

Sir:

Applicant, by and through its undersigned counsel, hereby expressly abandons the above-referenced application without prejudice.

Respectfully submitted,

KENNETH R. GLASER, Reg. No. 24,015
AKIN, GUMP, STRAUSS, HAUER
& FELD, L.L.P.
P. O. Box 688
Dallas, TX 75313-0688
TEL: 214/969-2820
FAX: 214/969-4343

Attorney for Applicant

Certificate of Mailing Under 37 C.F.R. 1.8

Date of Deposit April 2 1999

I hereby certify that the papers enclosed herein are being deposited with the United States ~~Postal Service as first class mail~~ Patent & Trademark Office on the date indicated above ~~in an envelope and addressed to: Assistant Commissioner for Trademarks, 2900 Crystal Drive, Arlington, VA 22202-3513.~~

JANE EDWARDS
(Typed or printed name of person mailing paper or fee)

Jane Edwards
(Signature of person mailing paper or fee)

Date: 4/1/99

#217581

Duplicate

WS 000936

INSTRUCTIONS: To certify amendments the R&A Clerk should check the "AMENDED" column. The Text Editor should check "ENTERED" after the amendment has been entered.

RETAIN IN FILE

SCREEN	AMENDED	ENTERED		AMENDED TO:
AM			AM	Mark Type:
			AM	Register:
			AM	Mark: ☐ MDC:
			AM	Amended Register: PR: SR:
			AM	Amended Reg Date:
PY			PY	Owner: ☐ Name:
			PY	☐ Citizenship:
			PY	☐ Entity Type:
			EN	☐ Entity Statement:
			DB	DBA/AKA/TA Statement:
			PY	Address: ☐ Inter ☐ City ☐ State/Country ☐ Zip
			NC	Assignment or Name Change:
			CO	Composed of:
CL			CL	International Class: US Class:
			CL	First Use: First Use in Commerce:
			GS	Goods and Services:
			GS	
			GS	
			GS	
OTHER DATA			1B	1(b) Claimed: Added ☐ Deleted ☐
			D1	Disclaimer:
			DM	Description of Mark:
			LS	Lining and Stippling Statement:
			TR	Translation of Words in Mark:
			N0	Name/Portrait Description/Consent:
			TF	Section 2(f): ☐ Entire Mark ☐ In Part ☐ Limitation Statement:
			AF	Use in Another Form:
			CS	Certification Statement:
			CU	Concurrent Use Statement:
			PR	Prior US Registrations:
FN			DR	Domestic Representative:
			FN	Foreign Country of Origin:
			FN	Foreign Application No: Frgn. Appl. Filing Date:
			FN	Section 44(d) Claimed: Y/N
			FN	Foreign Registration No: Frgn. Reg. Date:
			FN	Foreign Registration Expiration Date:
			FN	Foreign Renewal Reg. No: Frgn. Reg. Renewed:
			FN	Foreign Registration Renewed Expiration Date:
CD			AT	Attorney Name:
			CD	Correspondence: ☐ Name ☐ Inter St. Address ☐ City/State/Zip
			DN	Attorney Docket Number:

Other:

I certify that all corrections have been entered in accordance with the above instructions and text editing guidelines.

Initial box if no amendments are required

Text Editor

Date

NOTES TO THE FILE AND APPROVALS

DATE	(All Entries Should Be Dated and Initialed)	INITIALS

- Specimens Acceptable for Class(es) [ ]
- Bulky Specimens with Examining Attorney
- Drawing Acceptable for Printing
- Clerical Instructions Inside

WS 000938

	Entry	Date	Initials
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APR 16 1999
Law Office 110

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3.	[illegible] ABANDONED	[illegible]	~~APR 2~~
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WS 000940

☐ See inside of file for additional entries.

75583075

TRADEMARK APPLICATION SERIAL NO. _____

U.S. DEPARTMENT OF COMMERCE
PATENT AND TRADEMARK OFFICE
FEE RECORD SHEET

11/23/1998 GTHOMAS2 00000680 500440 75583075
01 FC:361 245.00 CH

PTO-1555
(5/87)

WS 000941

Certificate of Express Mail Under 37 C.F.R. 1.10

"Express Mail" mailing label number EE089073390US.
Date of Deposit November 4, 1998.
I hereby certify that this paper or fee is being deposited with the United States Postal Service "Express Mail Post Office to Addressee" service under 37 C.F.R. 1.10 on the date indicated above and is addressed to BOX NEW APP FEE, Assistant Commissioner for Trademarks, 2900 Crystal Drive, Arlington, VA 22202-3513.

Linda R. Lopez
Print Name

Linda R. Lopez
Signature

FEE VALUE ACCOUNTABILITY	
DEPOSIT ACCOUNT NO.	
50	0440
FEE CODE	VALUE PURCHASED
361	245.00

November 4, 1998

Client Matter No.: 97170-

BOX NEW APP FEE
Assistant Commissioner for Trademarks
2900 Crystal Drive
Arlington, Virginia 22202-3513

Sir:

We enclose an application to register the below-identified mark in the U.S. Patent and Trademark Office:

Applicant:	The Wet Seal, Inc.
Mark:	**ARDEN B.**
Class:	3

Please charge the application filing fee of $245.00 to the Deposit Account of Gibson, Dunn & Crutcher LLP, Deposit Account No. 50-0440.

Respectfully Submitted,

By: _____
Anna C. Silva
GIBSON, DUNN & CRUTCHER
One Montgomery Street, Telesis Tower
San Francisco, California
(415) 393-8200
ATTORNEYS FOR
THE WET SEAL, INC.

Date: 11/4/98

FA983080.032/-1+

summer style 99
Arden B

who is arden b.?

{ YOU ARE ARDEN B.
I AM ARDEN B.
WE ARE ARDEN B. }

Get ready fashion world. Introducing the most innovative line in the world.

Arden B. is a contemporary line delivering a diverse variety of dressy apparel, club wear, work wear, casual styles, & unique accessories for young women to meet all of their wardrobe & lifestyle needs.

Found in premiere locations throughout the United States, Arden B. will soon be renowned for its fresh apparel design and fun fashion shopping experience.

philosophy

ARDEN B. IS A LIFESTY

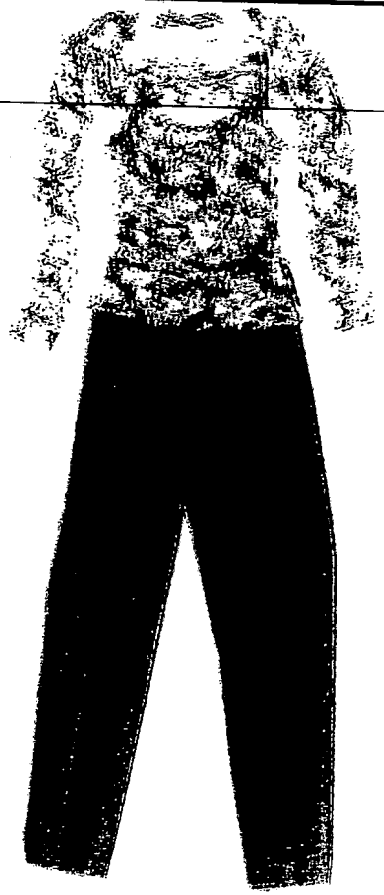
ARDEN B. IS FOR THE WOMAN
KNOWS WHAT SHE WANTS AND
NOT AFRAID TO SHOUT IT O

SHE IS STRONG. SHE IS FEMINI
ARDEN B. IS YOU. ARDEN B. IS

ARDEN B. IS A CLOTHING LINE T
OFFERS HIGH QUALITY, FASHIONA
CLOTHES AT COMPETITIVE PRIC
RATHER THAN CREATING A COLLECT
BASED ON AGE, ARDEN
DISTINGUISHES ITSELF FROM
COMPETITORS BY CREATING A L
TAILORED TO THE CUSTOME
LIFESTYLE AND FASHION SENSIBILI
THE COMPANY HAS A WELL ROUN
ASSORTMENT OF CAREER, CASUAL,
EVENING WEAR TO SUIT THE NEEDS
ACTIVE WOMEN TODAY. IN ADDITI
ARDEN B. ALSO OFFERS A W
SELECTION OF ACCESSORIES INCLUD
JEWELRY, PURSES AND SHO
THE COLLECTION IS APPEALING
WOMEN OF DIFFERENT AGES
SUCCESSFULLY FILLS THE GAP BETW
THE JUNIOR AND YOUNG CONTEMPORA
THE MODERN LAYOUT OF THE ST
ACCENTUATES THE STYLISH CLOTH
LINE AND PROVIDES A HIP ATMOSPH
FOR CUSTOMERS TO SHOP. E
STORE IS SERVICED WITH QUAL
SALESPEOPLE WHOSE MATURITY
SOPHISTICATION WILL ENSURE T
CLIENT'S NEEDS ARE MET. ARDEN
SALESPEOPLE ARE EQUIPPED W
CLIENT BOOKS TO KEEP IN CONT
WITH MAJOR CLIEN

Arden

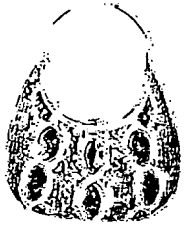
"Boardroom formality eases out
and a relaxed informality moves in.
A work oriented wardrobe becomes
both modern and functional."



PRINTED FLORAL MESH SHRUG & CAMI
#0001 $82.00

END ON END NO WAIST 31" PANT
#0002 $86.00

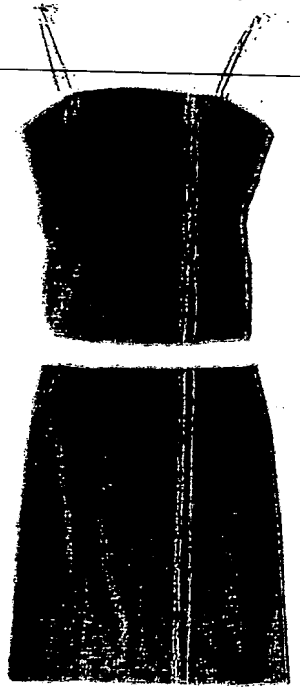
SQUARE TOE MARY JANE
#0003 $112.00

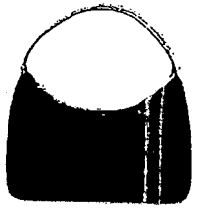


EMPIRE SEAM MESH DOUBLE LAYER TANK DRESS
#0004 $78.00

GUNMETAL GREY SEQUIN & BEAD BAG
#0005 $64.00

STRAPPY ANKLE WRAP
#0006 $88.00





SIDE SLIT SHELL
#0007 $52.00

20" PRINCESS SEAM SKIRT
#0008 $56.00

MINI OVAL TOTE
#0009 $38.00

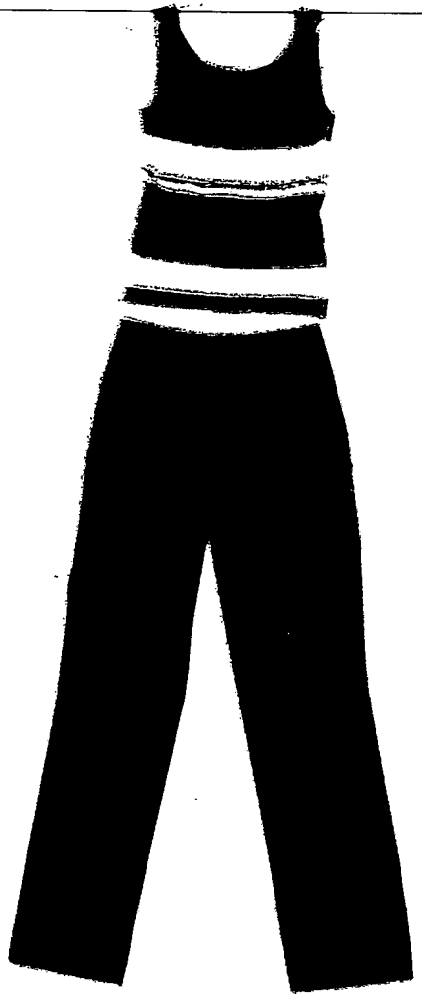
2 BAND WITH SILVER DETAIL
#0010 $52.00

SILK BEADED ZIP BACK TANK
#0011 $98.00

STRETCH LINEN SIDE SLIT 25" PEDDLE PUSHER
#0012 $78.00

DOUBLE STRAP SANDAL
#0013 $88.00

"Traditional hard edges are played against sheer and soft. Fluid and feminine tempers structured style."



CREW NECK BLOCKED SWEATER SHELL
#0014 $52.00

SOFT SUITING EXTENDED TAB 30" PANT
#0015 $88.00

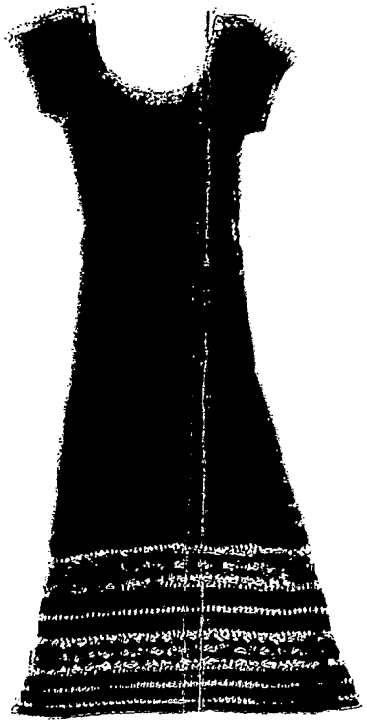
LEATHER MULE SLIDE
#0016 $78.00

SOFT SUITING 3/4 SLEEVE JACKET
#0017 $98.00

TACTEL RIB SHORT SLEEVE V-NECK
#0018 $40.00

18" FRONT SLIT SOFT SUITING SKIRT
#0019 $68.00

CRISSCROSS STRAP WITH TOE RING
#0020 $68.00



HAND CROCHET SCOOP NECK DRESS
#0021 $178.00

MINI SQUARE TOTE W/OVAL HANDLE
#0022 $30.00

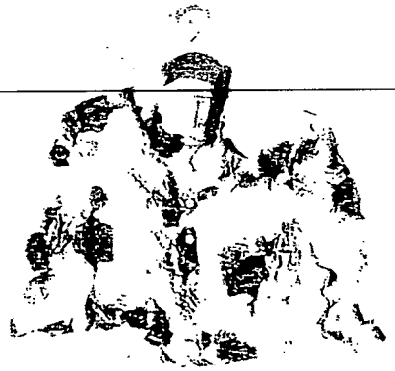
DOUBLE STRAP SANDAL
#0023 $88.00

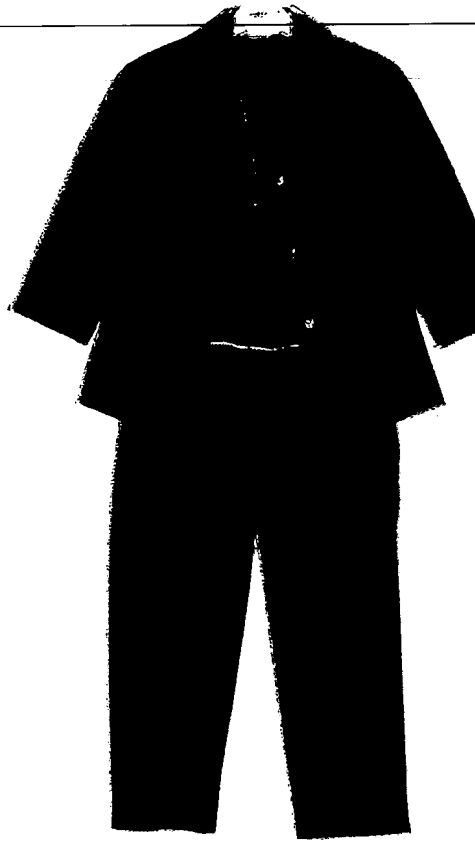
CAMI-STYLE SWEATER
#0024 $50.00

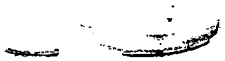
SOFT SUITING CLEAN SKINNY 29" CAPRI
#0025 $78.00

SQUARE TOE MARY JANE
#0026 $112.00

"The casual shirt is often replac
structured jackets in work dressi
It's great with short skirts, li
pants, and of course the must have
the season, the cropped pant







3/4 SLEEVE CRINKLE FLORAL SHIRT
#0027 $84.00

20" STRETCH COTTON PEDDLE PUSHER
#0028 $72.00

LEATHER THONG ON WOODEN SOLE
#0029 $64.00

POINTELLE BOAT NECK SHELL
#0030 $68.00

23" STRETCH POPLIN SKIRT WITH 14" SIDE SLIT
#0031 $64.00

LOW HEEL MESH MULE
#0032 $68.00

CRINKLE FLORAL TANK DRESS
#0033 $138.00

CRISSCROSS STRAP WITH TOE RING
#0034 $68.00

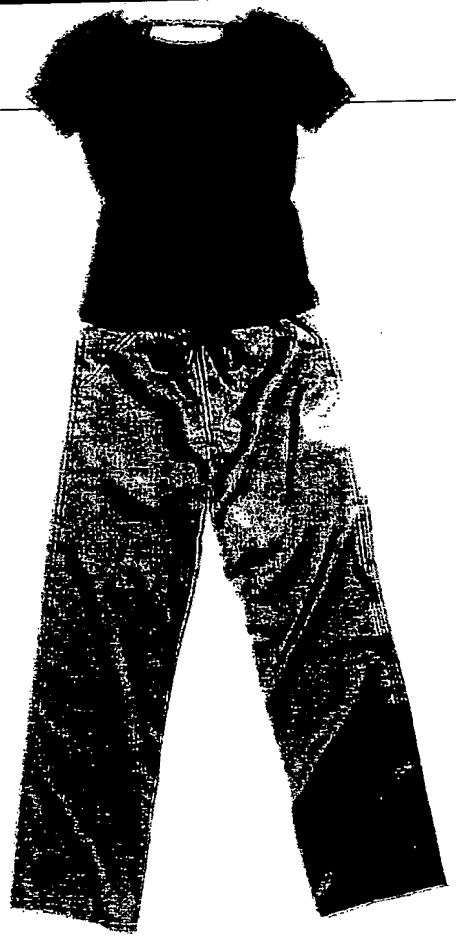
STRETCH TWILL 3/4 SLEEVE SHIRT JACKET
#0035 $108.00

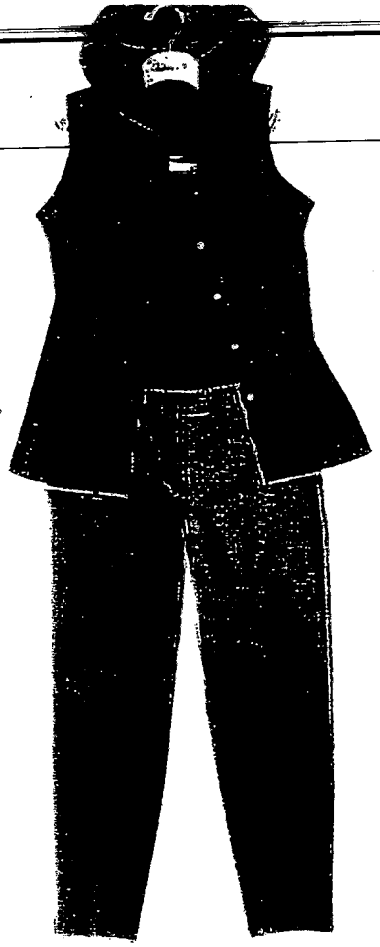
FLASHBACK SPUN RAYON SWEATER
#0036 $56.00

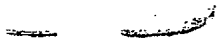
20" STRETCH TWILL PEDDLE PUSHER
#0037 $72.00

MICROFIBER MULE IN BLACK
#0038 $68.00

"Lengths vary from walking styles t
3/4 capris, with cuffs a predominar
detail. Cropped pants are translate
into designer and casual sportswea
for beach to boardroom.







FLASHBACK TOP WITH LOGO TAG
#0039 $48.00

MICROPOLY DRAWSTRING 31" PANT
#0040 $74.00

LEATHER THONG ON WOODEN SOLE
#0041 $64.00

ATHLETIC RAGLAN MESH MICROPOLY SCOOP
#0042 $46.00

16" MICROPOLY DRAWSTRING SKIRT
#0043 $54.00

BROWN LEATHER FLAT SLIDE
#0044 $72.00

REVERSIBLE DOUBLE LAYER MICROPOLY TANK
#0045 $48.00

22" STRETCH NYLON DRAWSTRING CAPRI
#0046 $60.00

LEATHER THONG ON WOODEN SOLE
#0047 $64.00

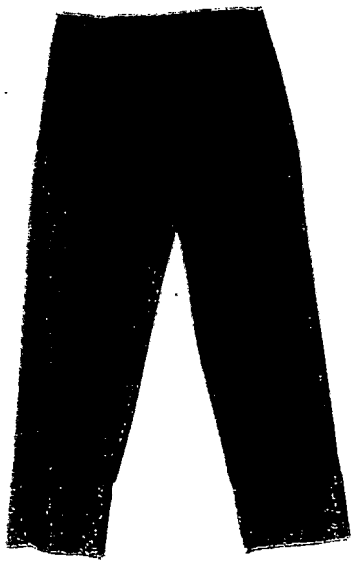
STRETCH POPLIN SLEEVELESS HOODED SHIRT
#0048 $48.00

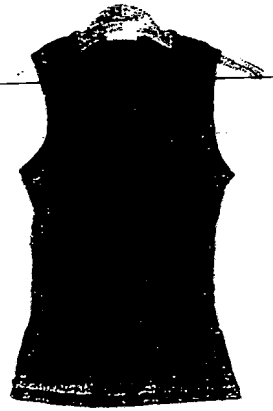
SPAGHETTI STRAP SPLIT FRONT TANK
#0049 $44.00

25" STRETCH LINEN PEDDLE PUSHER
#0050 $78.00

NYLON SLIP ON LOAFER
#0051 $68.00

"This relaxed fluidity h
been complimented by fabri
with subtle textures such as cro
weaves, iridescence, shir
and of course stretch





ATHLETIC RAGLAN MESH MICROPOLY SCOOP
#0052 $46.00

24" LARGE CUFF PEDDLE PUSHER
#0053 $69.00

NYLON SLIP ON LOAFER
#0054 $68.00

EXTENDED SLEEVE RAYON SWEATER
#0055 $48.00

16" CLEAN SHORT SKIRT
#0056 $50.00

MICROFIBER MULE IN NAVY
#0057 $68.00

STRETCH DENIM CROSSBYE BRA STRAP DRESS
#0058 $108.00

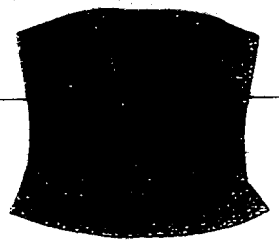
LEATHER THONG ON WOODEN SOLE
#0059 $64.00

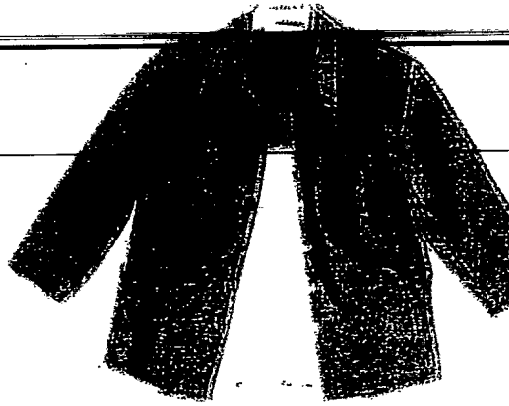
ATHLETIC MESH TANK OVER MICROPOLY SHELL
#0060 $48.00

18" STRETCH TWILL TROUSER SKIRT
#0061 $56.00

2 BAND MESH SILVER DETAIL
#0062 $52.00

"All of these surface interest
have one single thing in mind...t
provide the latest vehicles for bod
conscious clothing with moder
and provocative attitudes.





EPOCK HIDDEN PLAQUET SHIRT JACKET
#0063 $78.00

HORSESHOE MICROPOLY STRETCH CAP SLEEVE
#0064 $58.00

31" EPOCK NO WAIST "L" POCKET PANT
#0065 $68.00

MICROFIBER MULE IN BLACK
#0066 $68.00

STRETCH POPLIN TUBE WITH POCKET
#0067 $48.00

25" STRETCH POPLIN CUFFED PEDDLE PUSHER
#0068 $66.00

DOUBLE STRAP SANDAL
#0069 $88.00

COTTON SLEEVELESS ROLL NECK SWEATER SHELL
#0070 $56.00

25½" EPOCK FRONT BUTTON POCKET PEDDLE PUSHER
#0071 $68.00

LOW HEAL MESH MULE
#0072 $68.00

STRETCH TAFFETA 3/4 SLEEVE SHIRT
#0073 $88.00

STRETCH LINEN BRA STRAP CAMI
#0074 $48.00

28" STRETCH TWILL "L" POCKET CAPRI
#0075 $64.00

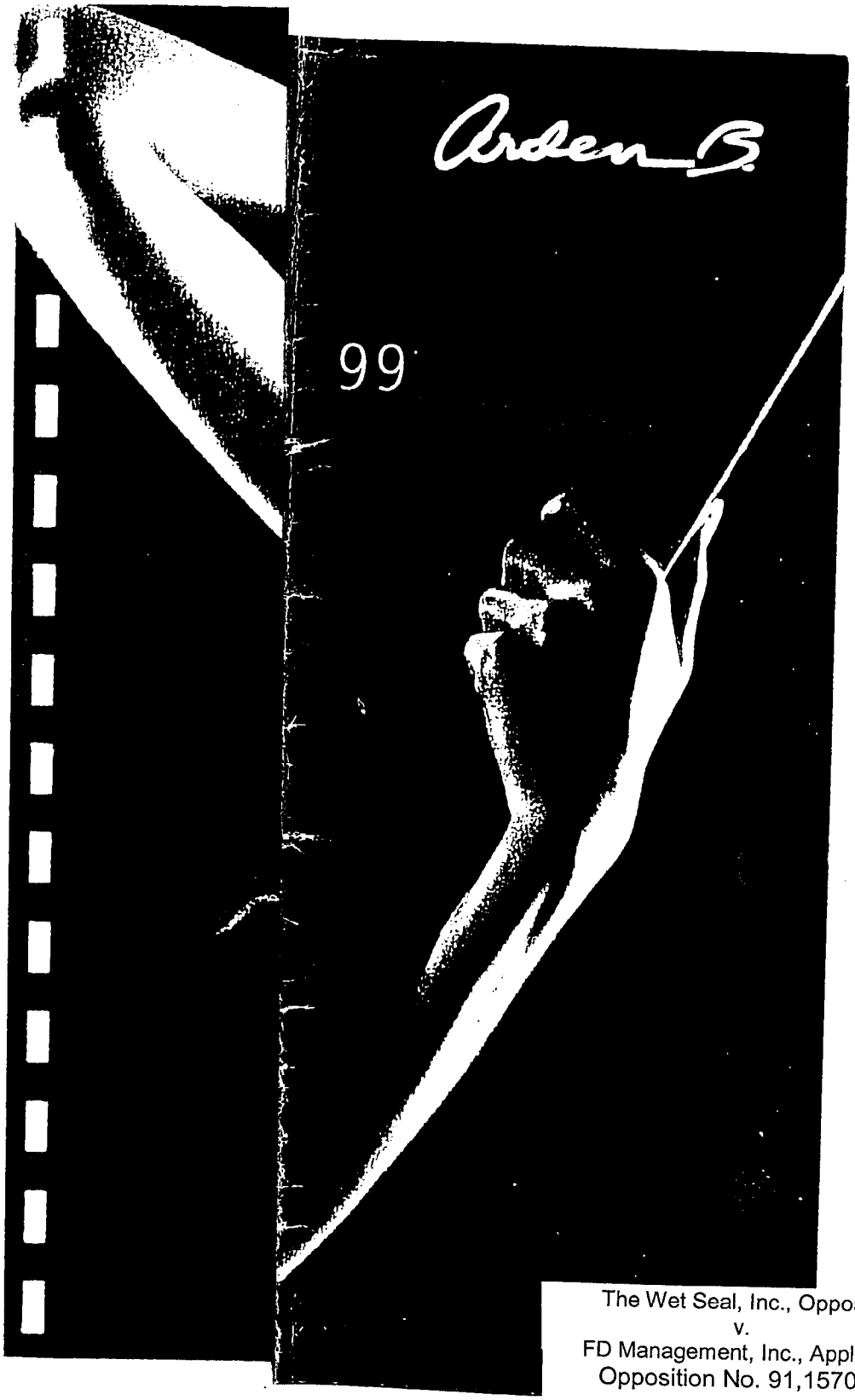
BROWN LEATHER FLAT SLIDE
#0076 $72.00

Our goal to become the lead
national apparel brand for the you
hip woman is becoming a real
with each new store openi

Our dedication to all aspects
brand growth remains strong for t
future. Don't be surprised if we r
only become the national leader t
young fashion, but someo
take on the wor

For collection info or an Arden
location near you, in LA ca
310.274.7800, in NY call 212.477.15

Orden B.



The Wet Seal, Inc., Opposer
v.
FD Management, Inc., Applicant
Opposition No. 91,157022

OPPOSER'S EXHIBIT NO. 8

WS 000008

FALL ONE 99

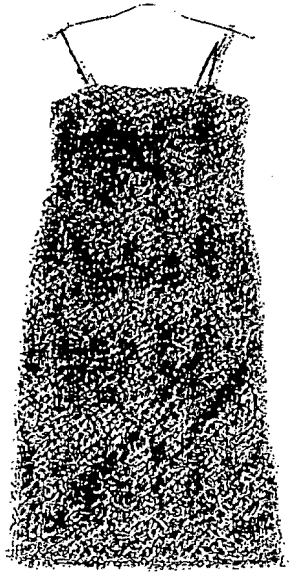
Life's Progression...

The *evolution* of modern dressing continues. True confidence is realized.

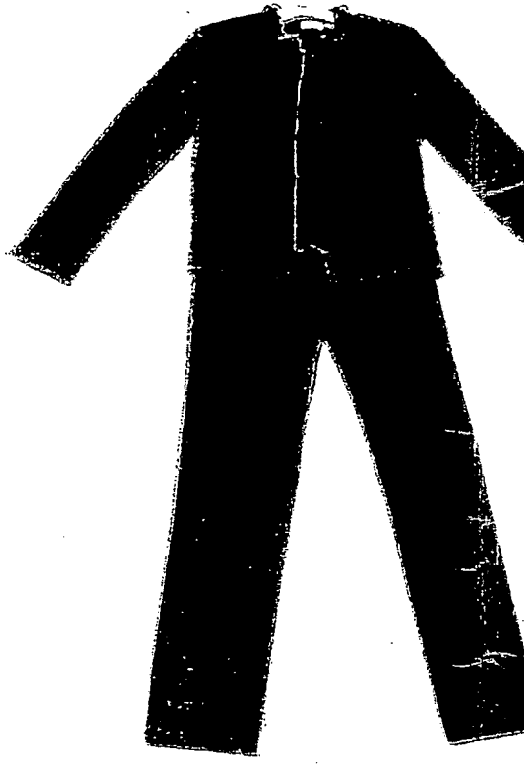
.....the time is right for POWER dressing!

3/4 sleeve button front silk georgette top with collar
#0001 - $88
31" bengaline clean front pant with back zip
#0002 - $88
Faux leopard single breasted pony coat with satin lining
#0003 - $164

Brown suede tunic deep-V top with shirt collar
#0004 - $88
Matching A-line suede skirt
#0005 - $48

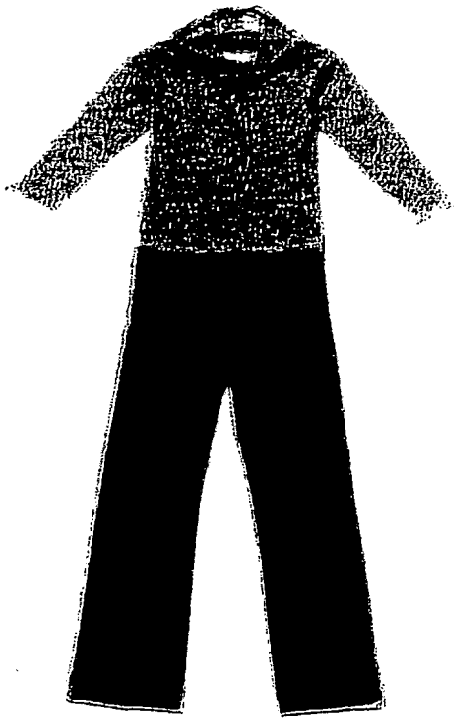


Leopard midcalf power mesh empire dress with bra strap
#0006 - $88

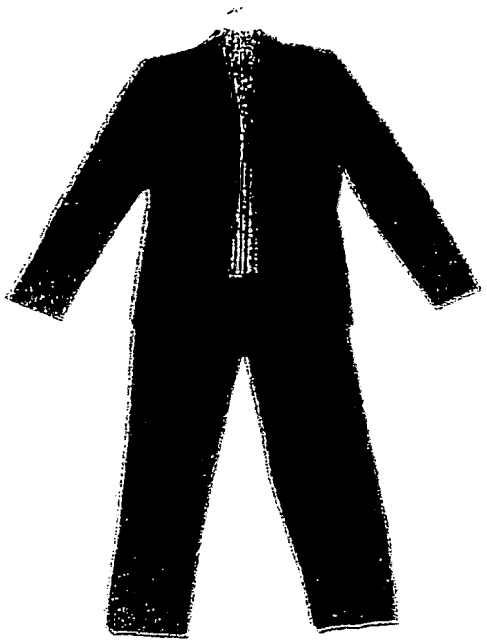


Special boucle 3/4 sleeve ballerina sweater
#0007 - $48
Bengaline back zip clean front 31" pant
#0008 - $88
Zip front suede jacket with covered placket
#0009 - $82

Sweater dressing is still one of the most influential looks of the season an
overall appeal is quite broad.

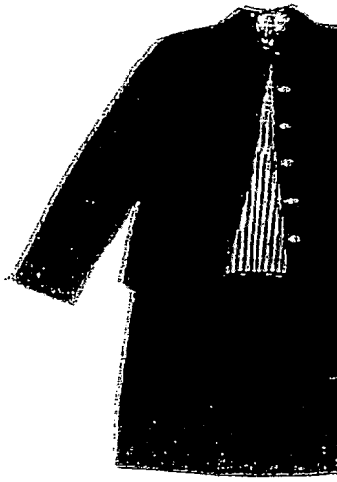


3/4 sleeve funnel neck cashmere sweater
#0013 - $118
Wool plaid front slant pocket
31" cuffed pant
#0014 - $98



Sleeveless silk/lycra funnel neck sweater
#0015 - $66
Herringbone hook & eye slim fit jacket
#0016 - $138
27" Herringbone large cuff pant
#0017 - $88

Twin set: V-neck button front 3/4
sleeve cardigan with tipping
#0018 - $62
V-neck shell with tipping
#0019 - $38
23" pleated front slit skirt
#0020 - $78

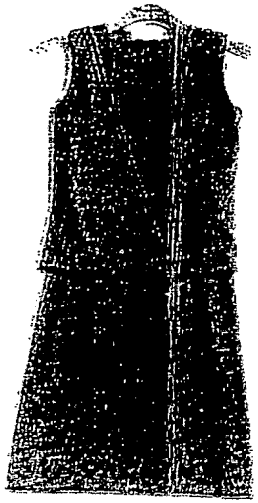


Sleeveless silk/lycra funnel n
#0021 - $66
Wool plaid invisible placket
#0022 - $158
Wool plaid back slit welt po
#0023 - $76

Related separates make headlines....

By adding newness with *novelty* stitches and yarns.

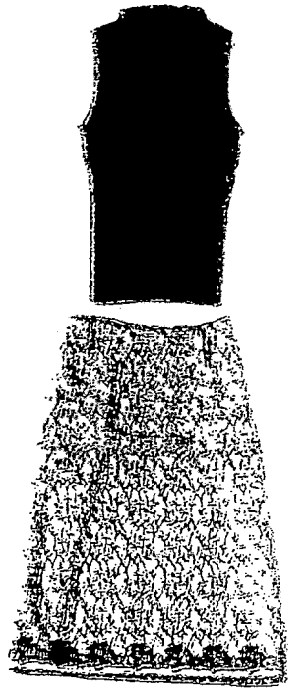
3/4 sleeve square V-neck metallic
flocked floral top
#0037 - $42
23" elastic waist metallic flocked floral skirt with
one side slit
#0038 - $48



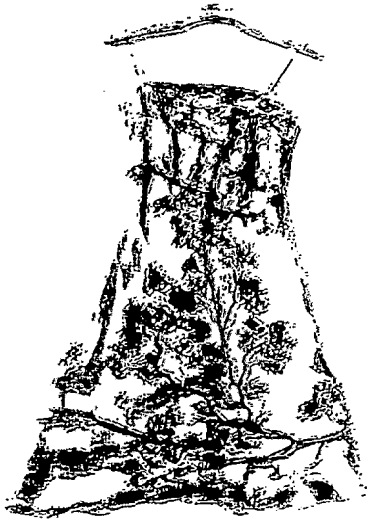
Sleeveless heather matte jersey crew neck top with
pintucking
#0039 - $58
23" heather matte jersey asymmetrical skirt with
pintucking
#0040 - $64

Sleeveless iridescent crew neck mat
shell with back zip
#0041 - $48
Asymmetrical pull on skirt in irid
matte jersey
#0042 - $54

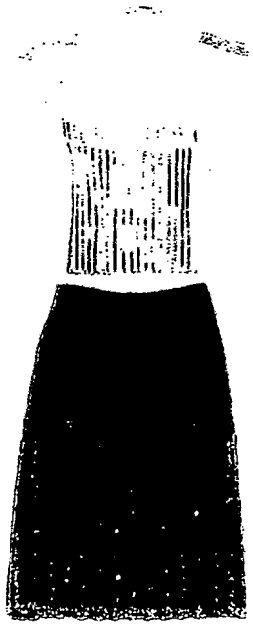
The new "must have" sweater detail is the funnel, mock and cowl neck.



Silk sleeveless funnel neck sweater
with rib detailing
#0045 - $ 66
23" embroidered tulle skirt
#0046 - $118



Bias cut knee length silk tree burnout
spaghetti strap tank dress
#0047 - $168



Silk sleeveless funnel neck sweater
with rib detailing
#0048 - $ 66
23" embroidered chiffon side zip skirt
#0049 - $118

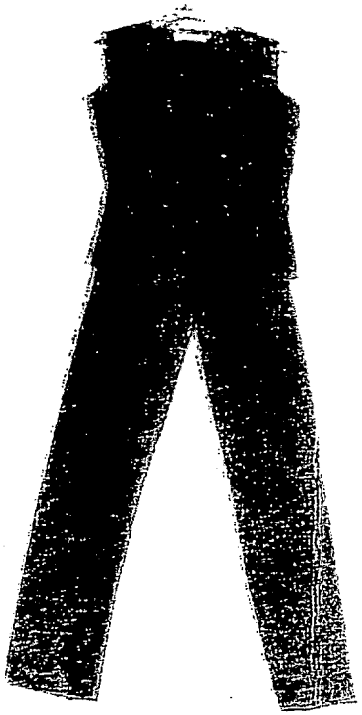
Illusion spaghetti strap
knee length dress
#0050 - $128

The clothing reflects a sharpness that is *modern* and ~~relevant to their time.~~

Silk spaghetti strap empire seamed knee length bamboo print dress
#0053 - $148

Silk sleeveless funnel neck sweater with rib detailing
#0054 - $66
Back zip ball skirt
#0055 - $148
Fitted leather princess seam jacket
#0056 - $249

Printed accordion pleat double layered tank dress
#0057 - $128



Split V-neck sleeveless shell in crinkle fabric
#0058 - $52
29 1/2" back zip slim fit nylon/cotton pant
#0059 - $88

NEW proportions dominate due to the interplay of lengths...

...Lurex and shine add a *dressier* approach.

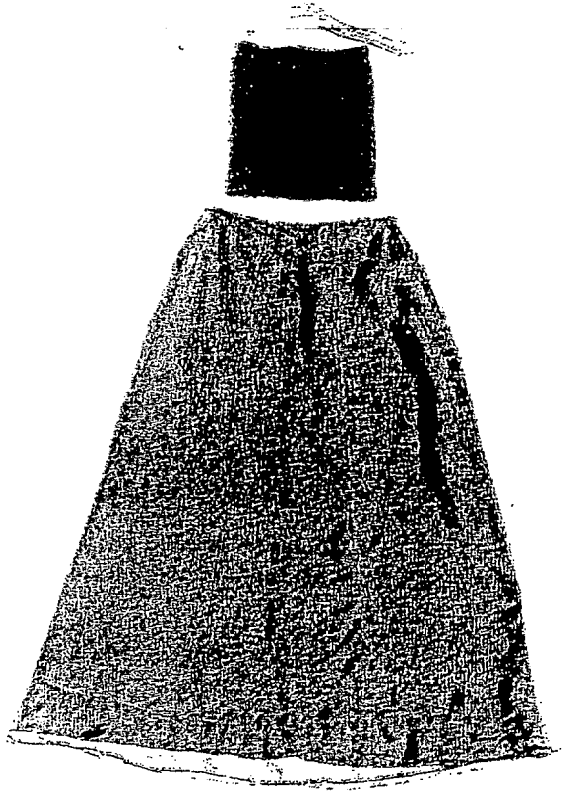
Sleeveless boatneck mesh overlay "Jackie O" top
#0063 - $49
Iridescent taffetta side zip tea length skirt
#0064 - $148

Sleeveless mesh gathered shell
#0065 - $60
Nylon ribstop 40" pull on skirt
#0066 - $148

Sleeveless chunky knit sweater
#0067 - $98
Techno stretch 40" pull on ball skirt
#0068 - $148

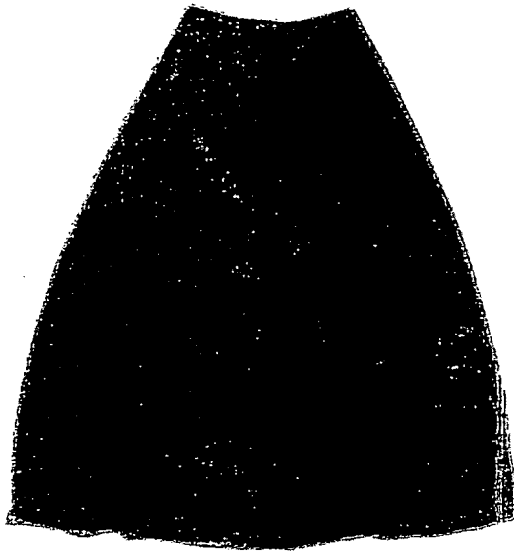
Fall's new look is centered around contrasts in fabrics and textures....

.....the merging of *traditional* with *modern*.



2-piece set – Silk organza seamed long ball skirt
Mohair blend tube top
#0072 - $258

Sleeveless silk/lycra funnel neck
sweater
#0073 - $66
Back zip ball skirt
#0074 - $148



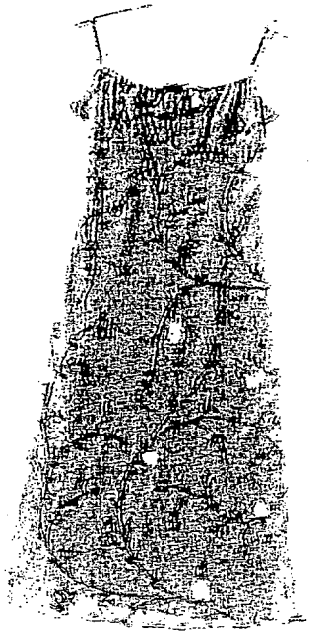
2-piece set – 3/4 sleeve stretch
poplin wrap shirt
Taffeta bubble ball skirt
#0075 - $224

All of these surface interests have one single thing in mind....

....to move *dresses forward* with soft, pretty treatments.

Sleeveless matte jersey V-back knee length dress
with embroidery
#0078 - $118

Matte jersey spaghetti strap dress
with embroidery
#0079 - $108

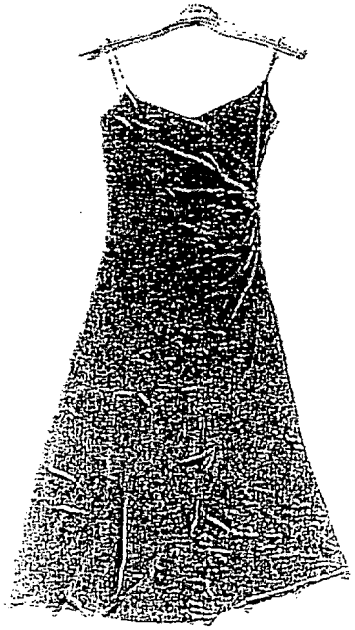


Spaghetti strap empire drawstring
rayon vine printed mid-calf dress
#0080 - $128

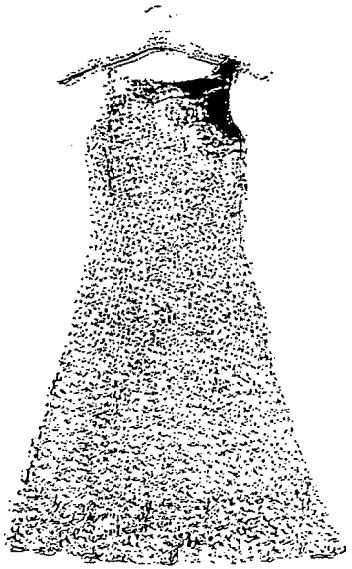
Bias cut knee length drawstring tank
dress with ribbon embroidery
#0081 - $138

Fluid shapes and romantic prints are essential to...

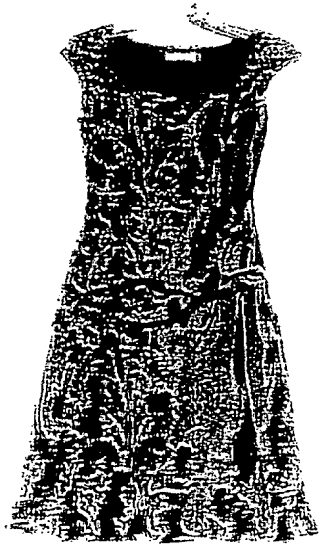
.....*Life's Progression!*



Bias cut printed rayon matte jersey wrap dress
#0084 - $168



Leopard/rose printed chiffon sheath dress
with scooped back
#0085 - $142



Bias cut silk tree burnout cap sleeve
knee length scoop neck dress
#0086 - $168

Bias cut rayon printed
envelope neck mid-calf
#0087 - $15

The Wet Seal, Inc., Opposer
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OPPOSER'S EXHIBIT NO. ___

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Opposition No. 91,157022

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The Wet Seal, Inc., Opposer
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Opposition No. 91,157022

OPPOSER'S EXHIBIT NO. 10

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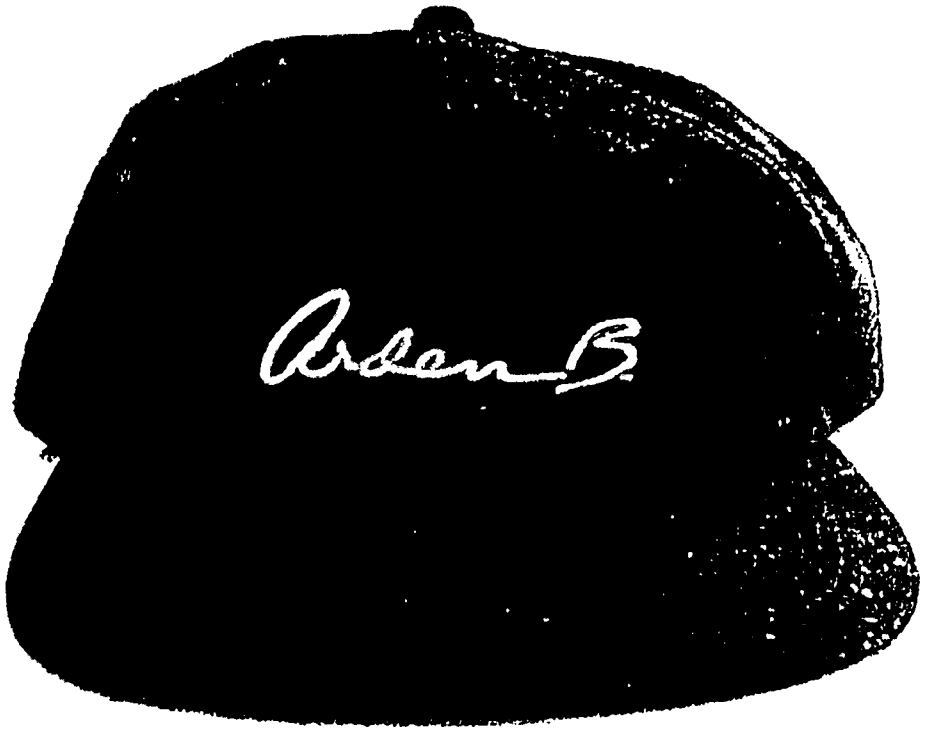

The Wet Seal, Inc., Opposer
v.
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OPPOSER'S EXHIBIT NO. 16

Arden B

1998

Comparative Income Statement
elve Fiscal Months Ending January 30, 1999
(In Thousands)

	Actual $	Budget $	Prior Year $	Year-to-Date Budget $ Variance	Year-to-Date Prior Year $ Variance	Year-to-Date Actual % Sales	Year-to-Date Budget % Sales	Year-to-Date Prior Year % Sales
Sales - Retail Stores	84,330.2				84,330.2	84,330.2	100.00%	
Sales - Frequent Buyer Cards (Sch. 1)	4,338.3				4,338.3	4,338.3	100.00%	
Total Sales	1,938.8				(1,938.8)	(1,938.8)	44.80%	
Cost of Sales (Sch. 2)	2,380.4				2,380.4	2,380.4	55.20%	
Gross Profit	2,380.4				2,380.4	2,380.4	55.20%	
Gross Profit - Retail Stores	2,172.6			0.6	(2,172.6)	(2,172.6)	50.17%	
Expenses	(520.2)			8.1	(520.2)	(512.1)	12.01%	
Store Expenses	15.2			11.8	(15.2)	11.8		
Administrative Expenses	2,708.8			1.5	(2,708.8)	(13.7)	0.30%	
Financial Expenses				22.0		(2,686.8)	62.54%	
Other Expenses	(317.8)			(22.0)	(317.8)	(295.8)	-7.33%	
Total Expenses								
Earnings Before Taxes								
Provision For Income Taxes								
Federal Taxes								
State Taxes								
Total Taxes	(317.8)			(22.0)	(317.8)	(295.8)	-7.33%	
Net Income								
Effective Number of Shares								
Earnings Per Share								

The Wet Seal, Inc., O
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OPPOSER'S EXHIB

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Arden B
Comparative Income Statement
e/ve Fiscal Months Ending January 30, 1999
(In Thousands)

	Year-to-Date								
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Occupancy Expenses								
Property Taxes		1.4			(1.4)	(1.4)	0.03%	
Business License		3.2			(3.2)	(3.2)	0.07%	
Excise Taxes								
Insurance Property		60.3			(60.3)	(60.3)	1.39%	
Light/Heat/Water		631.8			(631.8)	(631.8)	14.59%	
Minimum Rent (Sch. 3)		1.3			(1.3)	(1.3)	0.03%	
Percentage Rent		249.0			(249.0)	(249.0)	5.75%	
Common Area Charges		20.5			(20.5)	(20.5)	0.47%	
Flat Deferred Rent (Sch. 3)		24.9			(24.9)	(24.9)	0.58%	
Repairs and Maintenance (Sch. 4)		60.3			(60.3)	(60.3)	1.39%	
Store Supplies (Sch. 5)		6.5			(6.5)	(6.5)	0.15%	
Security Systems/Travel (Sch. 6)		25.8		0.4	(25.8)	(25.8)	0.59%	
Telephone - Stores (Sch. 7)		134.7			(134.7)	(134.7)	3.11%	
Depreciation - Stores		2.5			(2.5)	(2.5)	0.06%	
P.O.B. Maintenance		$1,241.7		$0.4	($1,241.7)	($1,241.3)	28.66%	
Total Occupancy Expenses								

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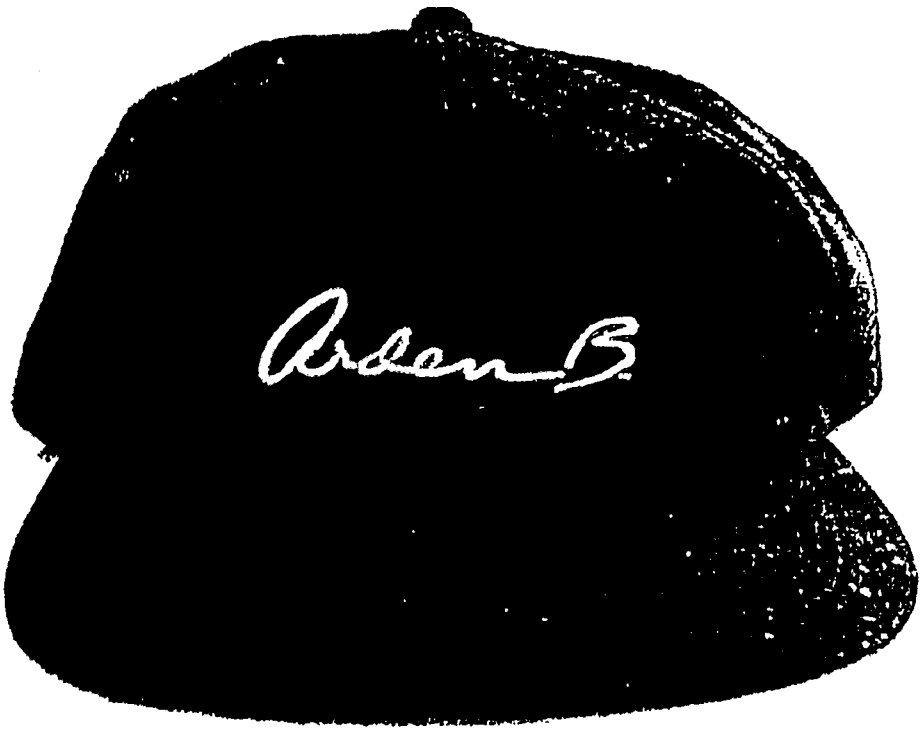

The Wet Seal, Inc., Opposer
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OPPOSER'S EXHIBIT NO. 10

Gross Profit					
Gross Profit - Retail Stores	2,380.4				
Expenses					
Store Expenses	2,172.6	0.6	(2,172.6)	(2,172.0)	60.17%
Administrative Expenses	(520.2)	8.1	(520.2)	(512.1)	12.81%
Financial Expenses		11.8		11.8	
Other Expenses	15.2	1.5	(15.2)	(13.7)	0.38%
Total Expenses	2,708.6	22.0	(2,708.6)	(2,686.6)	62.84%
Earnings Before Taxes	(317.6)	(22.0)	(317.6)	(295.6)	-7.33%
Provision For Income Taxes					
Federal Taxes					
State Taxes					
Total Taxes					
Net Income	(317.6)	(22.0)	(317.6)	(295.6)	-7.33%
Effective Number of Shares					
Earnings Per Share					

The Wet Seal, Inc., Opposer
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FD Management, Inc., Applicant
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OPPOSER'S EXHIBIT NO. 12

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Arden B
Comparative Income Statement
elve Fiscal Months Ending January 30, 1999
(In Thousands)

	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Occupancy Expense								
Property Taxes								
Business License	1.4			(1.4)	(1.4)	0.03%		
Excise Taxes	3.2			(3.2)	(3.2)	0.07%		
Insurance Property								
Light/Heat/Water	60.3			(60.3)	(60.3)	1.38%		
Minimum Rent (Sch. 3)	631.6			(631.6)	(631.6)	14.59%		
Percentage Rent	1.3			(1.3)	(1.3)	0.03%		
Common Area Charges	249.0			(249.0)	(249.0)	5.75%		
Flat Deferred Rent (Sch. 3)	20.8			(20.8)	(20.8)	0.47%		
Repairs and Maintenance (Sch. 4)	24.9			(24.9)	(24.9)	0.58%		
Store Supplies (Sch. 5)	80.3		0.4	(80.3)	(79.9)	1.85%		
Security Systems/Travel (Sch. 6)	6.5			(6.5)	(6.5)	0.15%		
Telephone - Stores (Sch. 7)	25.5			(25.5)	(25.5)	0.59%		
Depreciation - Stores	134.7			(134.7)	(134.7)	3.11%		
P.O.B. Maintenance	2.5			(2.5)	(2.5)	0.06%		
Total Occupancy Expense	$1,241.7		0.4	($1,241.7)	($1,241.3)	28.69%		

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Arden B
Comparative Income Statement
ative Fiscal Months Ending January 30, 1999
(In Thousands)

	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Selling Expense								
Merchant Dues/Promo Fund	941.9			(941.9)	(941.9)	0.97%		
Non-Lease Required Advertising	39.1		0.2	(39.1)	(39.9)	0.80%		
Recruiting	28.3			(28.3)	(28.3)	0.01%		
Car/Travel/Meals	35.7			(35.7)	(35.7)	0.02%		
Payroll Taxes - Stores								
Medical Insurance	1.8			(1.8)	(1.8)	0.04%		
Store Meetings/Training	4.4			(4.4)	(4.4)	0.10%		
Worker's Compensation								
Payroll Selling	434.7			(434.7)	(434.7)	10.84%		
Store Bonuses	6.0			(6.0)	(6.0)	0.14%		
Bags, Boxes & Hangers	248.0			(248.0)	(248.0)	5.74%		
Delivery - New March. (Sch. 8, 8.1)	75.5			(75.5)	(75.5)	1.74%		
Delivery - Transfers	7.2			(7.2)	(7.2)	0.17%		
Driver's Wages								
Payroll - Security								
Bank Charges								
Armored Car Service								
Credit Card Fees (Sch. 9)								
Bad Debt & Over/Short (Sch. 10, 10.1)	6.6			(6.6)	(6.6)	0.16%		
Store Services (Sch. 11)	3.1			(3.1)	(3.1)	0.07%		
Total Selling Expense	9930.9		90.2	(9930.9)	(9930.7)	21.80%		
Total Store Expense	12,172.6		90.6	(12,172.6)	(12,172.0)	30.17%		

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ATTORNEY'S
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ns Ending January 30, 1998
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	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Expenses								
Wages								
n Wages								
Wages								
Wages & Bonus	288.1				(288.1)	(288.1)	0.95%	
& District Wages & Bonus	59.7				(59.7)	(59.7)	1.39%	
Travel	0.1		0.6		(0.1)	0.7	0.00%	
Expenses (Sch. 12)	18.7		7.3		(18.7)	(11.4)	0.43%	
tive Salaries								
utive Bonus	25.7				(25.7)	(25.7)	0.85%	
roll Taxes	(2.9)				2.9	2.9	-0.09%	
dical Insurance								
man Resource Wages	49.8				(49.8)	(49.8)	1.15%	
ecruiting								
Employee Meetings & Seminars								
Stock Bonus Plan								
Total Management Expense	$438.5			$8.1	($438.5)	($431.4)	10.15%	

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Comparative Income Statement
Ive Fiscal Months Ending January 30, 1999
(In Thousands)

	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Warehousing Expense								
Property Tax & Business License								
Payroll Taxes								
Medical Insurance								
Insurance - Property								
Light, Heat & Water								
Maintenance & Supplies (Sch. 13)	47.7			(47.7)	(47.7)	1.10%		
Vendor Violation Income (Sch. 13)								
Rent & Offsite Storage								
Warehouse Wages (Sch. 14)								
Depreciation								
Security System								
Temp Employment Services (Sch. 14)								
Total Warehousing Expense	$47.7			($47.7)	($47.7)	1.10%		

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Arden B
Comparative Income Statement
Five Fiscal Months Ending January 30, 1998
(In Thousands)

	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Management Expense								
Real Estate Wages								
Construction Wages								
Marketing Wages								
Buyer's Wages & Bonus	288.1			(288.1)	(288.1)	0.00%		
Regional & District Wages & Bonus	59.7			(59.7)	(59.7)	1.38%		
Car and Travel	0.1		0.8	(0.1)	0.7	0.00%		
Buying Expenses (Sch. 12)	18.7		7.3	(18.7)	(11.4)	0.43%		
Executive Salaries								
Executive Bonus								
Payroll Taxes	26.7			(26.7)	(26.7)	0.59%		
Medical Insurance	(2.8)			2.8	2.8	-0.06%		
Human Resource Wages								
Recruiting	49.8			(49.8)	(49.8)	1.16%		
Employee Meetings & Seminars								
Stock Bonus Plan								
Total Management Expense	$439.5		$8.1	($439.5)	($431.4)	10.18%		

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Arden B
Comparative Income Statement
ive Fiscal Months Ending January 30, 1999
(In Thousands)

	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Office Expense								
Property Tax & Business License								
Payroll Taxes	2.8			(2.8)	(2.8)	0.08%		
Medical Insurance								
Worker's Comp								
Insurance - Property								
Office & General (Sch. 16)	8.6			(8.6)	(8.6)	0.20%		
Rent								
Wages - Accounting								
Wages - Internet								
Wages - Distribution	21.9			(21.9)	(21.9)	0.61%		
Wages - MIS								
Wages - Administrative								
Wages - Supplies								
Telephone (Sch. 16)								
Depreciation - Office Equipment								
Computer Maintenance								
Recruiting/Background								
Outside Processing Services								
Total Office Expense	33.0			(33.0)	(33.0)	0.79%		
Total Admin Expense	520.2		98.1	(520.2)	(512.1)	12.01%		

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Arden B
Comparative Income Statement
ıive Fiscal Months Ending January 30, 1999
(In Thousands)

	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Financial Expense								
Legal & Audit (Sch. 17)			$11.8		$11.8			
Total Financial Expense			$11.8		$11.8			
Other Expense								
Interest Expense								
Consulting and Marketing	15.0		1.5	(15.0)	(13.5)	0.30%		
Amortization of Goodwill								
Suzy Shier Corp Services								
Interest Income (Sch. 18)								
Line of Credit Fee								
Costs Related to Public Reporting								
SERP/401K Admin (Sch. 19)								
Loss On Disposal (Sch. 19)								
Penalties/Interest/Discounts (Sch. 19)	0.2			(0.2)	(0.2)	0.00%		
Total Other Expense	$15.2		$1.5	($15.2)	($13.7)	0.30%		
Provision For Income Taxes								
Federal Taxes								
State Taxes								
Total Taxes								
Total Expenses	2,708.0		22.0	(2,708.0)	(2,686.0)	62.54%		
Net Earnings	(317.6)		(22.0)	(317.6)	(295.6)	-7.33%		

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Comparative Income Statement
ive Fiscal Months Ending February 3, 2001
(In Thousands)

2000 1999

	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Sales - Retail Stores	875,317.8	883,678.0	857,080.2	(8,360.2)	18,237.6	100.00%	100.00%	100.00%
Sales - Frequent Buyer Cards (Sch. 1)								
Total Sales	75,317.8	83,678.0	57,888.2	(8,360.2)	18,237.6	100.00%	100.00%	100.00%
Cost of Sales (Sch. 2)	32,927.6	38,448.7	25,087.7	5,721.1	(7,859.9)	43.72%	46.08%	43.92%
Gross Profit	42,390.2	45,229.3	32,012.5	(2,838.1)	10,377.7	56.28%	53.92%	56.08%
Gross Profit - Retail Stores	42,390.2	45,229.3	32,012.5	(2,838.1)	10,377.7	56.28%	53.92%	56.08%
Expenses								
Store Expenses	38,044.7	40,294.6	32,473.8	2,249.8	(5,570.9)	50.51%	48.04%	56.88%
Administrative Expenses	3,009.1	2,698.9	1,908.5	(311.2)	(1,098.6)	3.99%	3.22%	3.35%
Financial Expenses								
Other Expenses	428.6	588.6	540.6	183.0	115.9	0.57%	0.70%	0.95%
Total Expenses	41,478.4	43,580.0	34,923.9	2,101.6	(6,554.5)	55.07%	51.96%	61.18%
Earnings Before Taxes	911.8	1,649.3	(2,911.4)	(737.5)	3,823.2	1.21%	1.97%	-5.10%
Provision For Income Taxes								
Federal Taxes	287.2	527.8	(902.5)	240.6	(1,189.7)	0.38%	0.63%	-1.58%
State Taxes	63.8	148.4	(266.5)	84.6	(330.3)	0.08%	0.18%	-0.47%
Total Taxes	351.0	676.2	(1,169.0)	325.2	(1,520.0)	0.47%	0.81%	-2.05%
Net Income	560.8	973.1	(1,742.4)	(412.3)	2,303.2	0.74%	1.16%	-3.05%
Effective Number of Shares	12,857.1	12,857.1	12,813.0					
Earnings Per Share	0.04	0.08	-0.14	-0.03	0.18	0.00%	0.00%	0.00%

The Wet Seal, Inc., Opposer
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OPPOSER'S EXHIBIT NO. 13

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WS 000091

Arden B
Comparative Income Statement
ve Fiscal Months Ending February 3, 2001
(In Thousands)

	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Occupancy Expenses								
Property Taxes	$155.7	$214.3	$201.3	$58.6	$45.6	0.21%	0.28%	0.35%
Business License	28.6	42.9	25.0	14.1	(3.6)	0.04%	0.05%	0.04%
Excise Taxes	98.0	82.4	68.2	(14.4)	(29.8)	0.13%	0.10%	0.12%
Insurance Property	134.9	134.9	43.6		(91.3)	0.18%	0.18%	0.08%
Light/Heat/Water	1,211.1	1,311.7	1,062.0	100.6	(149.1)	1.61%	1.56%	1.86%
Minimum Rent (Sch. 3)	10,557.7	10,832.0	8,789.9	274.3	(1,767.8)	14.02%	12.91%	15.40%
Percentage Rent	0.7	41.9		41.2	(0.7)	0.00%	0.05%	
Common Area Charges	4,919.7	4,872.1	3,882.7	(47.6)	(1,037.0)	6.53%	5.81%	6.80%
Flat Deferred Rent (Sch. 3)	411.5	415.1	355.8	3.6	(55.7)	0.55%	0.49%	0.62%
Repairs and Maintenance (Sch. 4)	671.5	655.1	480.7	(16.4)	(190.8)	0.89%	0.78%	0.84%
Store Supplies (Sch. 5)	124.9	196.6	123.2	71.7	(1.6)	0.17%	0.23%	0.22%
Security Systems/Travel (Sch. 6)	116.5	80.5	7.2	(36.0)	(109.3)	0.15%	0.10%	0.01%
Telephone - Stores (Sch. 7)	351.1	353.2	282.6	2.1	(68.1)	0.47%	0.42%	0.51%
Depreciation - Stores	4,843.1	4,200.8	3,421.8	(642.3)	(1,421.2)	6.43%	5.01%	5.99%
P.O.S. Maintenance	6.7	93.8	33.6	87.1	26.9	0.01%	0.11%	0.06%
Total Occupancy Expense	$23,630.6	$23,527.0	$18,787.1	($103.6)	($4,843.5)	31.37%	28.05%	32.91%

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CONFIDENTIAL
ATTORNEY'S
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Arden B
omparative Income Statement
re Fiscal Months Ending February 3, 2001
(In Thousands)

	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Selling Expense								
Merchant Dues/Promo Fund	9998.1	9709.8	9607.9	321.7	(390.2)	0.91%	0.85%	1.08%
Non-Lease Required Advertising	348.2	475.0	1,831.1	126.8	1,482.9	0.49%	0.57%	3.21%
Recruiting	44.0	95.0	83.0	51.0	39.0	0.08%	0.11%	0.15%
Car/Travel/Meals	242.8	403.6	362.5	160.8	119.7	0.32%	0.48%	0.64%
Payroll Taxes - Stores	858.8	1,020.3	735.9	161.5	(122.9)	1.14%	1.22%	1.29%
Medical Insurance	270.0	270.5	92.6	0.5	(177.4)	0.36%	0.32%	0.16%
Store Meetings/Training	69.6	87.1	22.3	17.5	(47.3)	0.09%	0.10%	0.04%
Worker's Compensation	131.8	159.3	104.3	4.6	(27.5)	0.17%	0.19%	0.18%
Payroll Selling	9,025.4	10,234.5	7,539.4	1,209.1	(1,486.0)	11.88%	12.20%	13.21%
Store Bonuses	299.1	251.6	139.2	(47.5)	(159.9)	0.40%	0.30%	0.24%
Bags, Boxes & Hangers	327.0	621.4	599.7	294.4	272.7	0.43%	1.10%	1.05%
Delivery - New Merch. (Sch. 8, 8.1)	619.3	421.2	603.1	(198.1)	(16.2)	0.82%	0.50%	1.06%
Delivery - Transfers	156.0	142.8	113.2	(13.4)	(42.8)	0.21%	0.17%	0.20%
Driver's Wages								
Payroll - Security								
Bank Charges	127.4	182.9	119.0	55.5	(8.4)	0.17%	0.23%	0.21%
Armored Car Service	17.1	9.5	7.6	(7.6)	(9.5)	0.02%	0.01%	0.01%
Credit Card Fees (Sch. 9)	914.1	1,078.3	453.3	164.2	(460.8)	1.21%	1.28%	0.79%
Bad Debt & Over/Short (Sch. 10, 10.1)	133.7	145.3	120.9	11.6	(12.8)	0.18%	0.17%	0.21%
Store Services (Sch. 11)	141.7	172.6	151.7	30.9	10.0	0.19%	0.21%	0.27%
Total Selling Expense	$14,414.1	$16,787.5	$13,686.7	$2,353.4	($727.4)	19.14%	19.90%	23.88%
Total Store Expense	$38,044.7	$40,294.6	$32,473.8	$2,249.9	($5,570.9)	50.51%	48.04%	56.66%

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ATTORNEY'S
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Arden B
Comparative Income Statement
ive Fiscal Months Ending February 3, 2001
(in Thousands)

	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Management Expense								
Real Estate Wages								
Construction Wages								
Marketing Wages	0.7			(0.7)	(0.7)	0.00%		
Buyer's Wages & Bonus	1,377.2	1,065.4	888.0	(311.8)	(991.2)	1.83%	1.27%	1.20%
Regional & District Wages & Bonus	541.3	553.4	467.8	12.1	(73.5)	0.72%	0.66%	0.62%
Car and Travel								
Buying Expenses (Sch. 12)	88.4	50.0	88.0	(38.4)	(18.4)	0.11%	0.06%	0.12%
Executive Salaries								
Executive Bonus								
Payroll Taxes	139.3	145.7	98.6	6.4	(39.7)	0.18%	0.17%	0.17%
Medical Insurance	39.8		1.1	(39.8)	(38.7)	0.05%		0.00%
Human Resource Wages								
Recruiting	5.5		25.8	(5.5)	20.3	0.01%		0.05%
Employee Meetings & Seminars		2.8		2.8			0.00%	
Stock Bonus Plan								
Total Management Expense	$2,187.2	$1,816.5	$1,345.3	($370.7)	($841.9)	2.80%	2.17%	2.36%

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ATTORNEY'S
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Arden B
Comparative Income Statement
ve Fiscal Months Ending February 3, 2001
(In Thousands)

	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Warehousing Expense								
Property Tax & Business License								
Payroll Taxes		8.1		8.1			0.01%	
Medical Insurance								
Insurance - Property								
Light, Heat & Water								
Maintenance & Supplies (Sch. 13)	11.4	(50.3)	(82.1)	(61.7)	(93.5)	0.02%	-0.06%	-0.14%
Vendor Violation Income (Sch. 13)	(125.2)			125.2	125.2	-0.17%		
Rent & Offsite Storage								
Warehouse Wages (Sch. 14)	53.5	88.8	49.4	35.3	(4.1)	0.07%	0.11%	0.08%
Depreciation								
Security System								
Temp Employment Services (Sch. 14)	219.3	257.4	165.6	38.1	(53.7)	0.29%	0.31%	0.29%
Total Warehousing Expense	$158.0	$305.0	$132.9	$146.0	($28.1)	0.21%	0.36%	0.23%

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Arden B
Comparative Income Statement
Ive Fiscal Months Ending February 3, 2001
(In Thousands)

	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Office Expense								
Property Tax & Business License								
Payroll Taxes	30.2	23.6	14.5	(6.6)	(15.7)	0.04%	0.03%	0.03%
Medical Insurance	7.9		9.9	(7.9)	2.0	0.01%		0.02%
Worker's Comp		16.6		16.6			0.02%	
Insurance - Property								
Office & General (Sch. 15)	259.2	273.2	231.3	14.0	(27.9)	0.34%	0.33%	0.41%
Rent								
Wages - Accounting								
Wages - Internet								
Wages - Distribution	364.6	262.0	175.6	(102.6)	(188.0)	0.48%	0.31%	0.31%
Wages - MIS								
Wages - Administrative								
Wages - Supplies								
Telephone (Sch. 16)								
Depreciation - Office Equipment								
Computer Maintenance								
Recruiting/Background								
Outside Processing Services								
Total Office Expense	661.9	575.4	431.3	(86.5)	(230.6)	0.86%	0.69%	0.76%
Total Admin Expense	3,008.1	2,696.9	1,909.5	(311.2)	(1,098.6)	3.99%	3.22%	3.35%

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Arden B
Comparative Income Statement
Ive Fiscal Months Ending February 3, 2001
(In Thousands)

	Year-to-Date							
	Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
Financial Expense								
Legal & Audit (Sch. 17)								
Total Financial Expense								
Other Expense								
Interest Expense								
Consulting and Marketing	74.4	240.0	249.7	165.6	175.3	0.10%	0.29%	0.44%
Amortization of Goodwill	348.6	348.6	290.5		(58.1)	0.46%	0.42%	0.51%
Suzy Shier Corp Services								
Interest Income (Sch 18)								
Line of Credit Fee								
Costs Related to Public Reporting								
SERP/401K Admin (Sch. 19)								
Loss On Disposal (Sch. 19)								
Penalties/Interest/Discounts (Sch. 19)	2.6		0.4	(2.6)	(2.2)	0.00%		0.00%
Total Other Expense	$425.6	$588.6	$540.6	$163.0	$115.0	0.57%	0.70%	0.95%
Provision For Income Taxes								
Federal Taxes	287.2	527.8	(902.5)	240.6	(1,189.7)	0.38%	0.63%	-1.58%
State Taxes	63.8	148.4	(266.5)	84.6	(330.3)	0.08%	0.18%	-0.47%
Total Taxes	351.0	676.2	(1,169.0)	325.2	(1,520.0)	0.47%	0.81%	-2.05%
Total Expenses	41,829.4	44,256.2	33,754.9	2,426.8	(8,074.5)	55.54%	52.76%	59.14%
Net Earnings	560.8	973.1	(1,742.4)	(412.3)	2,303.2	0.74%	1.16%	-3.05%

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Location	Month	[redacted]-00	Oct-00	Nov-00	Dec-00	1-Jan	Total
	Metrics	[redacted]	Sls All $	Sls All $	Sls All $	Sls All $	Sls All [redacted]
Total		[redacted],330	5,698,970	6,431,399	11,344,331	6,052,758	36,124,787
3300,San Francisco Center		72,593	69,518	90,806	154,133	81,722	486,681
3301,The Shops @ Sunset		59,039	57,640	68,972	128,870	81,662	396,391
3302,South Shore Plaza		101,686	95,283	122,073	174,419	83,378	576,838
3303,The Gardens		77,846	67,142	79,634	163,620	87,025	475,266
3304,Glendale Galleria		60,998	64,767	67,151	123,806	74,999	391,721
3305,Houston Galleria		138,741	123,321	149,949	213,730	110,299	736,040
3306,Fashion Valley		97,523	79,400	100,522	148,846	77,907	504,197
3307,Santa Monica Place		55,724	49,156	60,579	87,758	50,118	303,335
3308,Ala Moana		122,007	83,368	92,890	159,176	88,795	546,236
3309,Mac Arthur Center		58,628	50,242	56,980	102,846	51,744	320,441
3310,Fashion Island		119,138	98,585	96,677	201,511	100,586	616,497
3311,Walnut Street		67,013	70,879	66,087	92,133	62,545	358,656
3312,Newport Center Mall		78,692	64,196	64,618	124,679	67,458	399,642
3313,Woodfield		101,091	74,460	84,498	180,811	79,976	520,835
3314,Oak Street		139,528	122,162	119,931	145,266	95,016	621,903
3315,Beverly Center		65,749	59,941	63,691	93,208	58,138	340,727
3316,Bellevue Square		92,901	80,629	80,838	180,184	97,475	532,027
3317,Dallas Galleria		152,897	138,438	146,625	200,395	142,540	780,895
3318,Cherry Creek		133,137	111,164	114,208	228,162	131,972	718,643
3319,Lenox Square		172,611	156,409	162,054	269,869	132,804	893,747
3320,Town Ctr @ Boca Rat		108,293	104,351	103,011	181,448	118,944	616,047
3321,George Town Park		82,142	77,894	66,635	101,148	80,556	408,376
3322,The Atrium @ Chest		60,605	60,140	68,084	124,014	75,685	388,528
3323,Mall Short Hills		129,375	103,036	124,766	213,713	106,456	677,346
3324,Riverside Square		54,044	50,486	57,101	119,937	63,100	344,667
3325,The Galleria		49,768	40,804	64,227	118,575	58,259	331,632
3326,The Plaza (King Of P		109,969	88,431	118,500	175,554	71,950	564,405
3327,Woodbury Commons/		32,242	23,847	36,346	46,441	31,661	170,537
3328,Dadeland Mall		90,234	67,484	103,589	169,724	89,142	520,172
3330,Somerset Collection		129,648	98,929	108,586	175,983	89,688	602,835
3331,The Westchester		113,122	104,223	112,162	196,877	104,949	631,333
3333,Montgomery Mall		115,601	102,665	111,329	208,802	111,006	649,402
3334,Columbia		104,380	92,808	79,198	139,275	70,107	485,768
3335,Haywood Mall		54,619	50,090	46,133	98,119	57,639	306,601
3337,Paramus Park		63,097	44,039	67,167	129,443	56,014	359,761
3339,Perimeter Mall		50,465	42,405	51,980	106,031	51,055	301,936
3340,Garden State		122,126	110,048	123,410	209,720	95,528	660,832
3342,Bridgewater Co		92,678	75,054	91,116	167,476	78,257	504,582
3343,Freehold Raceway		76,311	72,225	86,933	143,079	83,247	461,793
3344,Pentagon City		184,156	160,723	142,486	264,104	156,724	908,193
3345,Rockaway Town Sq.		62,452	55,770	60,572	130,069	62,741	371,604
3346,Northlake Mall		39,032	39,037	37,122	64,100	40,864	220,156
3347,Keystone @ The Cros		116,081	100,757	109,965	214,290	94,408	635,502
3348,Oak Brook		129,178	111,750	119,968	195,331	93,518	649,745
3349,Towson Town Center		106,478	94,805	92,164	152,122	80,862	526,431
3350,Town Center At Cobb		51,453	37,218	51,170	96,448	50,694	286,983
3351,Gwinnett		39,298	26,002	29,161	65,592	39,714	199,767
3352,Menlo Park		130,587	116,735	140,357	237,107	103,410	728,196
3353,Stamford Town Cente		77,283	62,352	66,314	132,391	61,627	399,967
3354,Westfarms Mall		69,560	75,368	90,257	125,149	72,488	432,822
3355,Danbury Fair		75,795	68,786	85,063	145,915	76,693	452,251
3356,St Louis Galleria		148,910	121,840	137,857	224,171	109,170	741,949
3357,Northbrook		65,813	51,003	58,760	115,566	56,794	347,937
3358,Mall Of America		89,614	66,134	69,871	116,861	74,742	417,221
3359,Carousel Center		95,917	73,472	73,541	117,532	62,956	423,418
3360,Burlington Mall		66,680	54,849	76,779	136,062	69,415	403,784
3362,Willow Grove Park		62,998	57,252	71,740	119,275	64,220	375,484
3363,Cambridgeside Galler		98,054	77,295	101,223	199,151	86,952	562,676
3364,Mall Of New Hampshi		54,578	46,018	65,515	114,760	63,745	344,617
3365,Orland Square		85,228	69,594	88,652	182,439	79,455	505,368
3366,Ridgedale Cntr.		57,765	42,255	48,214	97,576	64,147	309,957
3367,Baybrook Mall		53,429	40,259	47,765	104,979	58,592	305,015
3368,Highland Mall		54,111	47,828	58,999	94,987	52,414	308,339
3370,Prudential Center		157,231	143,638	150,088	220,527	136,314	807,798
3371,Scottsdale Center		70,285	61,085	74,804	118,313	67,494	391,981
3373,Vista Ridge		36,270	31,058	40,112	76,046	50,474	233,960
3374,Woodland Hills		51,276	36,652	44,458	91,684	50,875	274,945
3375,Columbiana Center		68,325	55,252	68,352	141,496	58,848	392,271
3376,The Woodlands		55,301	42,479	57,109	114,976	50,471	320,334
3377,Southdale Center		69,541	50,596	53,472	92,462	54,431	320,502
3378,Old Orchard		134,960	100,764	119,415	162,932	94,185	612,257
3379,Providence Place Mal		102,065	84,190	85,213	147,005	67,369	485,842
3380,Fayette Mall		56,070	45,734	46,731	98,345	50,975	297,855
3382,Willowbrook		55,921	46,703	65,036	120,741	54,244	342,645
3383,Mission Viejo Mall		36,046	32,215	47,320	108,654	51,252	275,486
3384,Concord Mills/Outlet		51,489	33,229	43,045	63,036	58,894	249,694
3385,Aventura Mall		31,924	92,420	103,671	174,026	95,945	497,986
3386,Plaza Las Americas					169,335	85,243	254,578

The Wet Seal, Inc., Opposer
v.
FD Management, Inc., Applicant
Opposition No. 91,157022

OPPOSER'S EXHIBIT NO. 14

Location	Month	1-Feb	[illegible]ar	1-Apr	1-May	1-Jun	1-Jul	1-Aug	[illegible]	1-Oct	1-Nov	1-Dec	2-Jan	Total
	Metric	Sls All $	[illegible]	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls A[illegible]	s All $	Sls All $	Sls All $	Sls All $	Sls All $
[illegible]al		5,214,430	7[illegible]73	5,870,611	5,938,767	7,384,220	6,363,315	7,760,816	9,316,[illegible]	7,841,946	9,812,248	16,705,800	7,431,274	96,784,882
[illegible]9,San Francisco Center		67,210	92,373	84,206	73,255	89,704	101,693	130,900	138,324	111,022	129,847	207,468	115,846	1,341,658
[illegible],The Shops @ Sunset		55,261	70,749	74,124	57,292	74,047	72,191	76,384	75,057	65,487	85,448	146,581	77,652	906,882
[illegible]2,South Shore Plaza		69,496	102,778	99,023	107,254	116,886	87,774	119,039	144,925	108,001	137,622	282,136	114,218	1,489,151
[illegible],The Gardens		71,466	106,888	89,666	73,924	96,849	82,650	80,368	70,435	55,393	88,789	155,752	49,991	1,012,269
[illegible],Glendale Galleria		61,810	85,487	59,032	64,271	84,188	77,652	90,861	105,083	102,375	122,976	201,168	90,943	1,125,846
[illegible],Houston Galleria		101,256	148,660	134,951	118,576	155,996	158,921	157,821	187,446	196,437	262,453	391,804	168,540	2,182,261
[illegible],Fashion Valley		64,191	94,576	80,978	83,283	105,783	118,219	139,646	153,984	140,315	172,286	257,757	108,116	1,519,135
[illegible]7,Santa Monica Place		43,421	45,185	44,702	45,530	58,986	58,229	66,511	72,393	67,311	77,188	118,813	78,257	776,626
[illegible],Ala Moana		83,225	105,845	94,594	95,150	134,609	112,448	117,479	113,234	83,799	97,227	187,414	106,787	1,331,811
[illegible],Mac Arthur Center		43,828	64,239	44,906	53,310	71,304	57,655	77,918	88,544	78,895	99,007	158,683	77,995	916,282
[illegible]0,Fashion Island		68,164	96,897	84,180	82,639	123,496	116,387	133,242	164,300	136,514	170,138	281,633	143,767	1,601,357
[illegible]1,Walnut Street		53,697	69,618	75,099	68,138	77,313	65,408	76,341	112,696	100,106	101,530	137,899	77,923	1,015,767
[illegible]2,Newport Center Mall		57,046	80,688	71,034	72,951	101,268	67,352	84,732	92,552	90,779	96,762	181,432	76,270	1,072,867
[illegible]3,Woodfield		71,720	102,754	78,359	82,085	99,049	80,126	97,649	106,191	106,689	133,565	243,184	97,792	1,299,166
[illegible]4,Oak Street		102,941	154,253	146,612	123,372	174,358	146,131	170,461	204,377	172,145	188,561	245,034	121,366	1,949,610
[illegible]5,Beverly Center		69,428	85,616	64,523	69,337	99,377	114,711	120,926	139,342	127,939	160,119	212,225	146,915	1,410,459
[illegible]6,Bellevue Square		78,673	117,867	89,408	76,487	109,258	100,032	103,809	130,703	108,786	122,301	215,525	107,426	1,360,477
[illegible]7,Dallas Galleria		125,196	178,563	131,862	138,092	167,484	124,248	86,345	100,208	67,535	124,653	224,438	88,250	1,556,874
[illegible]8,Cherry Creek		113,700	152,587	125,207	116,210	142,807	111,867	121,330	153,551	135,250	155,778	278,318	140,089	1,746,695
[illegible]9,Lenox Square		124,254	206,691	138,972	128,135	186,283	159,765	210,159	250,021	210,643	225,360	346,081	192,035	2,378,399
[illegible]0,Town Ctr @ Boca Rato		90,769	121,764	121,411	103,078	124,540	118,526	145,627	161,504	120,533	143,290	270,874	120,145	1,642,061
[illegible]1,George Town Park		77,864	95,337	69,614	72,332	74,457	58,566	65,255	73,113	41,951	72,420	108,730	72,721	882,361
[illegible]2,The Atrium @ Chest		66,395	69,381	56,674	60,554	62,909	45,379	61,635	88,242	73,520	89,837	143,436	67,116	885,077
[illegible]3,Mall Short Hills		95,555	148,193	131,903	104,510	117,812	87,859	128,242	131,206	127,036	175,832	271,647	113,268	1,633,063
[illegible]4,Riverside Square		51,415	67,557	64,378	51,535	71,424	47,283	65,731	82,471	66,753	86,750	147,264	71,217	873,778
[illegible]5,The Galleria		51,271	80,450	62,792	67,249	77,026	54,036	88,244	88,623	72,336	95,975	157,645	57,855	953,501
[illegible]6,The Plaza (King Of P		77,288	120,344	105,184	88,064	92,750	79,586	122,307	152,340	116,567	134,799	249,656	81,524	1,420,409
[illegible]7,Woodbury Commons/Out		24,414	26,887	39,482	46,522	59,030	49,986	74,153	60,898	48,948	94,620	135,401	61,668	722,008
[illegible]8,Dadeland Mall		71,497	90,745	91,739	92,498	129,120	127,100	140,399	148,223	125,451	173,611	277,254	129,441	1,597,077
[illegible]0,Somerset Collection		90,343	149,509	118,564	118,483	159,172	137,676	195,952	210,384	182,427	216,107	356,854	142,238	2,077,769
[illegible]1,The Westchester		81,951	131,596	106,982	119,274	130,666	113,474	139,075	179,103	135,907	173,073	310,020	123,221	1,744,343
[illegible]3,Montgomery Mall		90,041	117,286	89,064	118,613	126,628	89,749	115,045	164,891	146,401	159,385	272,854	104,425	1,594,382
[illegible]4,Columbia		65,519	68,722	49,907	60,363	80,339	62,506	88,718	104,472	87,593	89,701	138,833	48,349	945,023
[illegible]5,Haywood Mall		40,015	56,183	39,297	42,216	47,435	47,125	64,688	85,693	86,534	84,461	155,988	59,778	809,431
[illegible]7,Paramus Park		52,535	57,601	47,164	56,847	75,779	42,780	56,315	62,249	56,887	71,827	152,425	55,840	788,249
[illegible]9,Perimeter Mall		48,522	65,609	44,729	46,534	54,320	56,553	68,671	82,314	89,330	86,689	169,034	68,868	883,172
[illegible]0,Garden State		90,282	151,198	135,261	149,794	172,603	128,526	174,125	223,247	176,548	197,593	343,458	162,643	2,099,278
[illegible]2,Bridgewater Co		63,107	89,822	76,005	83,344	99,731	72,488	88,766	109,997	78,611	111,074	204,469	82,759	1,160,173
[illegible]3,Freehold Raceway		68,776	98,442	78,197	74,739	86,925	74,673	107,411	121,789	95,844	121,248	221,707	82,402	1,232,151
[illegible]4,Pentagon City		145,798	192,767	146,081	163,181	193,222	145,918	175,777	228,913	209,526	208,077	354,955	195,218	2,359,434
[illegible]5,Rockaway Town Sq.		50,774	67,420	45,255	53,732	59,007	54,713	58,545	59,420	48,541	62,647	127,633	39,628	727,316
[illegible]6,Northlake Mall		31,100	40,465	23,881	29,054	31,683	16,683	25,029	28,802	28,785	28,641	45,490	28,096	357,709
[illegible]7,Keystone @ The Cross		105,477	122,400	80,435	94,452	120,821	108,609	140,336	167,659	122,964	157,320	301,154	107,081	1,628,709
[illegible]8,Oak Brook		83,517	140,586	122,356	111,764	145,520	131,130	152,720	193,582	159,940	191,063	295,793	108,128	1,836,100
[illegible]9,Towson Town Center		78,148	95,189	77,416	71,106	71,938	56,717	79,857	98,984	74,775	89,026	174,276	82,935	1,050,366
[illegible]0,Town Center At Cobb		41,764	52,138	34,220	36,556	48,081	40,423	48,652	55,277	47,938	54,575	140,075	60,382	660,082
[illegible]1,Gwinnett		25,822	29,543	19,834	26,557	27,435	20,273	23,346	22,597	24,991	32,775	63,842	28,610	345,624
[illegible]2,Menlo Park		100,370	151,388	122,392	125,020	136,030	106,196	133,204	189,924	145,075	165,690	306,199	124,204	1,805,691
[illegible]3,Stamford Town Center		55,483	72,363	48,943	54,029	74,734	58,606	65,387	81,782	64,038	86,757	147,998	57,391	867,512
[illegible]4,Westfarms Mall		56,820	79,143	56,722	63,513	66,089	55,905	74,125	85,218	69,512	95,882	162,247	76,853	942,032
[illegible]5,Danbury Fair		56,097	66,125	55,308	54,686	74,708	53,418	69,418	79,340	55,803	86,046	161,983	51,053	863,985
[illegible]6,St Louis Galleria		96,683	145,700	123,551	114,344	157,903	127,424	145,379	198,280	164,386	207,731	337,111	130,790	1,949,283
[illegible]7,Northbrook		56,473	69,213	43,754	47,923	57,177	51,220	68,938	77,868	64,899	83,136	145,468	59,901	825,969
[illegible]8,Mall Of America		61,651	66,677	64,193	59,332	106,846	92,486	119,905	124,881	96,791	114,190	197,932	104,127	1,209,011
[illegible]9,Carousel Center		60,481	72,160	63,421	52,714	60,457	56,168	80,225	88,583	75,192	90,042	143,285	68,718	911,445
[illegible]0,Burlington Mall		56,011	79,232	64,415	72,112	89,937	61,673	82,024	89,122	66,772	97,806	189,328	74,582	1,023,015
[illegible]2,Willow Grove Park		50,643	82,139	61,873	65,009	73,928	64,507	80,402	112,073	77,744	107,399	176,748	69,124	1,021,589
[illegible]3,Cambridgeside Galler		84,676	118,168	104,366	110,433	118,954	89,591	120,238	147,689	125,099	135,278	232,458	110,009	1,496,959
[illegible]4,Mall Of New Hampshir		51,373	57,057	45,130	49,350	50,600	37,083	56,301	54,261	44,543	67,065	141,194	50,514	695,472
[illegible]5,Orland Square		70,130	103,443	81,233	96,265	126,901	95,274	112,827	139,386	104,593	138,739	234,984	77,593	1,391,368
[illegible]6,Ridgedale Cntr.		49,029	60,036	43,531	48,789	66,330	72,068	88,247	103,012	76,623	83,977	147,923	73,441	913,604
[illegible]7,Baybrook Mall		40,761	49,748	40,654	52,913	55,890	65,620	70,399	77,879	62,589	76,849	129,466	47,453	770,221
[illegible]8,Highland Mall		43,803	56,069	36,152	32,371	42,731	49,306	59,356	75,160	58,762	66,375	101,026	53,655	674,767
[illegible]0,Prudential Center		123,032	177,513	159,447	157,169	176,634	164,037	179,206	193,033	184,829	178,741	253,829	157,310	2,104,780
[illegible]1,Scottsdale Center		64,774	85,972	69,557	68,775	80,857	74,813	87,488	99,228	88,002	104,777	179,514	91,174	1,094,930
[illegible]3,Vista Ridge		31,382	34,297	27,851	27,787	36,644	35,698	47,487	46,324	38,438	50,640	91,415	42,312	510,275
[illegible]4,Woodland Hills		41,482	52,830	36,074	42,589	60,817	52,174	68,781	71,295	57,280	78,769	151,681	52,014	765,784
[illegible]5,Columbiana Center		53,495	67,692	49,851	46,673	52,461	51,010	72,284	91,470	80,525	107,228	173,668	75,388	921,743
[illegible]6,The Woodlands		37,157	43,697	32,733	32,115	45,221	46,767	62,359	47,675	41,781	64,067	111,659	45,618	610,849
[illegible]7,Southdale Center		48,860	72,885	61,221	56,545	77,120	70,243	91,490	91,204	68,562	84,288	153,781	71,955	948,154
[illegible]8,Old Orchard		72,786	109,493	87,214	91,003	111,071	93,237	119,599	158,118	124,789	154,220	239,915	106,750	1,468,198
[illegible]9,Providence Place Mal		54,408	78,552	68,917	78,777	76,181	71,370	100,580	119,187	106,165	120,072	212,504	78,942	1,165,655
[illegible]0,Fayette Mall		45,760	48,607	36,817	41,602	48,021	51,427	58,349	95,472	66,241	88,368	151,418	67,898	799,981
[illegible]2,Willowbrook		41,972	54,173	43,269	48,326	64,547	66,580	74,885	71,035	62,108	83,075	160,593	57,027	827,589
[illegible]3,Mission Viejo Mall		41,408	49,442	36,898	48,251	63,588	53,753	72,847	75,339	60,232	87,777	155,344	64,962	809,841
[illegible]4,Concord Mills/Outlet		43,904	59,860	40,281	51,391	77,663	73,707	60,743	62,413	54,837	67,501	119,782	57,928	770,009
[illegible]5,Aventura Mall		73,153	103,908	110,379	98,901	131,762	158,979	175,584	169,766	153,849	187,817	294,133	147,180	1,805,412
[illegible]6,Plaza Las Americas		64,226	88,142	74,197	91,807	113,000	81,178	106,214	120,844	113,056	173,349	325,962	127,615	1,479,591
[illegible]7,Easton Towne Center									143,678	91,620	99,940	161,247	71,830	568,314
[illegible]8,Gateway Mall										15,322	78,150	93,632	34,301	221,405
[illegible]2,International Plaza									97,797	93,063	112,182	175,772	78,305	557,119
[illegible]3,Willowbend Mall									49,188	76,767	81,342	121,813	59,376	388,486
[illegible]5,Sherman Oaks											95,325	198,999	112,079	406,403
[illegible]6,Florida Mall											57,617	159,675	66,170	283,462

Location	Mon 2-Feb	2-[illegible]	2-Apr	2-May	2-Jun	2-Jul	2-Aug	2-Se[illegible]	[illegible]-Oct	2-Nov	2-Dec	3-Jan	Total
	Meth Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	[illegible] $	Sls All $	Sls All $	Sls All $	Sls All $
Total	8,519,651	11,093,700	8,576,604	9,474,199	10,732,877	8,239,200	9,276,351	10,908,866	8,105,811	10,371,971	16,242,243	6,174,183	118,215,657
0982,A[illegible]n B. E-Commerce							4,120	24,699	16,179	19,502	61,696	22,011	148,207
3300,S[illegible],Francisco Center	123,335	152,333	114,166	118,381	122,585	102,415	106,327	120,898	77,904	104,050	126,600	61,830	1,330,824
3301,T[illegible] Shops @ Sunset	92,657	131,794	84,396	97,287	110,356	93,956	81,665	89,419	66,091	78,057	112,584	47,970	1,085,633
3302,S[illegible]th Shore Plaza	134,266	167,674	137,612	149,066	158,135	114,616	138,109	179,672	134,448	177,801	278,836	97,916	1,868,150
3303,T[illegible] Gardens	[illegible]083	107,355	60,412	65,174	98,626	68,249	74,201	95,944	50,480	73,565	125,543	37,139	923,071
3304,[illegible]ndale Galleria	[illegible],245	132,382	83,739	104,594	117,802	81,448	97,719	119,031	83,817	110,035	173,646	63,595	1,266,052
3305,[illegible]uston Galleria	[illegible]8,261	320,455	213,544	226,696	260,458	228,758	203,295	223,069	189,655	240,717	351,445	144,165	2,790,518
3306,[illegible]shion Valley	135,240	184,286	121,640	144,611	173,180	159,662	145,323	176,377	134,648	158,626	237,018	115,355	1,885,965
3307,[illegible]nta Monica Place	78,957	105,164	69,964	75,013	84,562	53,684	69,405	91,405	56,785	61,339	76,420	32,090	854,788
3308,[illegible] Moana	122,576	178,384	126,227	129,167	175,514	115,152	123,774	130,394	88,164	114,438	188,152	92,139	1,584,081
3309,[illegible]c Arthur Center	74,398	87,172	57,519	62,785	76,383	62,317	65,287	83,984	59,415	65,554	102,221	35,938	832,973
3310,[illegible]shion Island	145,572	235,383	162,090	186,162	213,079	157,012	182,994	192,069	142,134	160,510	248,910	120,918	2,146,831
3311,[illegible]alnut Street	110,299	115,804	104,752	105,514	121,487	76,686	79,352	127,689	83,533	95,346	125,947	58,482	1,204,892
3312,[illegible]ewport Center Mall	96,521	105,508	90,272	95,954	105,767	76,894	79,948	110,365	78,690	88,285	137,862	45,698	1,111,765
3313,[illegible]oodfield	96,519	140,565	87,378	109,805	123,240	95,073	114,018	116,682	98,380	121,724	232,357	78,430	1,414,169
3314,[illegible]ak Street	145,688	180,658	136,294	143,757	182,029	139,000	152,924	176,618	126,087	129,035	187,205	81,111	1,780,405
3315,[illegible]everly Center	173,477	199,318	138,411	149,901	155,971	116,546	138,928	140,805	112,374	106,164	151,928	93,312	1,677,137
3316,[illegible]ellevue Square	131,696	152,149	121,927	127,891	129,637	92,209	108,911	138,798	93,106	124,323	205,179	90,887	1,516,714
3317,[illegible]allas Galleria	113,220	191,164	111,071	119,368	133,016	120,145	125,164	151,473	137,485	128,775	201,053	77,148	1,609,080
3318,[illegible]herry Creek	161,186	226,894	161,625	191,706	200,881	143,911	154,747	200,582	145,329	99,295	190,198	76,289	1,952,642
3319,[illegible]enox Square	188,147	271,715	160,952	171,973	192,980	177,023	180,242	217,360	179,139	179,037	235,302		2,153,870
3320,[illegible]Town Ctr @ Boca Rato	145,919	216,418	141,218	155,311	162,981	119,171	113,240		23,731	154,623	198,925	74,292	1,505,829
3321,[illegible]George Town Park	75,737	88,469	69,274	69,974	80,373	59,632	57,958	74,994	55,561	50,142	72,953	41,170	796,238
3322,[illegible]The Atrium @ Chest	72,721	93,331	74,199	68,823	75,772	47,484	61,895	83,541	69,642	76,222	122,992	46,616	893,238
3323,[illegible]Mall Short Hills	122,236	199,344	137,418	133,634	135,279	99,077	119,289	137,054	112,076	121,692	205,446	79,458	1,602,001
3324,[illegible]Riverside Square	76,001	98,307	76,988	81,591	99,416	57,831	64,064	79,553	64,143	74,684	127,549	50,441	950,568
3325,[illegible]The Galleria	78,612	98,658	72,277	69,859	71,009	52,514	65,416	92,785	57,108	78,755	115,530	48,607	901,130
3326,[illegible]The Plaza (King Of P	105,776	115,692	85,242	94,059	84,928	77,134	105,727	125,042	102,453	128,984	207,956	68,865	1,301,858
3327,[illegible],Woodbury Commons/Out	81,520	140,141	129,487	150,058	134,242	86,255	141,646	118,324	62,715	116,665	107,883	42,696	1,311,633
3328,[illegible]Dadeland Mall	152,441	208,814	140,979	154,438	209,438	151,971	138,202	144,560	98,124	144,560	222,148	90,383	1,856,057
3329,[illegible],Somerset Collection	174,965	241,329	197,059	183,671	201,903	154,260	170,324	188,067	137,330	186,808	320,760	43,373	2,199,851
3330,[illegible],The Westchester	145,507	196,014	132,363	155,726	155,027	122,022	127,261	167,805	121,483	141,721	228,657	78,185	1,771,770
3331,[illegible],Montgomery Mall	110,466	142,734	112,487	120,464	134,234	108,188	123,637	155,011	113,836	138,587	231,252	87,844	1,578,739
3332,[illegible],Columbia	59,354	87,419	69,585	83,665	95,665	75,165	75,481	103,282	77,957	91,999	122,900	45,636	988,108
3333,[illegible],Haywood Mall	69,353	79,182	58,163	64,884	64,039	64,280	68,992	94,995	75,857	81,864	133,713	47,655	902,975
3334,[illegible],Paramus Park	56,876	80,571	62,711	73,968	79,645	56,233	63,709	81,962	60,711	73,203	134,415	37,242	861,245
3335,[illegible],Perimeter Mall	79,219	108,643	68,577	85,562	93,850	75,608	76,394	95,354	66,977	88,556	136,679	43,236	1,018,653
3336,[illegible],Garden State	191,678	256,313	182,776	194,543	219,895	147,551	185,717	227,535	171,282	202,583	345,703	132,836	2,458,411
3337,[illegible],Bridgewater Co	92,177	136,175	92,507	94,712	109,840	69,105	93,470	105,794	94,559	105,698	181,756	44,986	1,220,779
3338,[illegible],Freehold Raceway	101,538	140,493	104,652	102,791	123,207	91,577	116,115	123,598	85,343	109,452	174,560	50,531	1,323,858
3339,[illegible],Pentagon City	200,458	230,899	188,254	209,088	212,562	178,231	171,076	222,601	197,499	210,034	305,681	148,752	2,475,135
3340,[illegible],Rockaway Town Sq.	45,110	54,960	44,077	49,691	59,316	43,384	63,062	69,516	48,793	67,350	110,525	28,053	683,837
3341,[illegible],Northlake Mall	44,155	54,209	33,243	29,244	41,656	24,877	31,184	39,955	28,954	31,486	35,239	21,835	416,037
3342,[illegible],Keystone @ The Cross	142,580	162,559	126,221	136,340	134,463	105,631	137,978	181,237	126,054	153,421	255,503	85,026	1,747,012
3343,[illegible],Oak Brook	128,256	174,265	151,273	162,981	97,251	42,222	118,226	164,588	98,523	126,198	241,468	62,427	1,567,678
3344,[illegible],Towson Town Center	101,044	111,565	73,258	75,292	95,245	69,299	76,734	106,422	78,422	99,394	161,910	70,695	1,119,280
3345,[illegible],Town Center At Cobb	64,548	78,651	51,762	63,445	78,307	62,546	59,590	93,480	58,704	72,288	122,462	36,933	842,717
3346,[illegible],Gwinnett	37,892	48,424	32,349	32,606	43,266	33,015	37,348	53,058	34,767	46,488	53,158	30,734	483,105
3347,[illegible],Menlo Park	129,256	169,064	129,740	132,899	148,399	101,117	130,097	172,859	119,068	165,802	243,619	97,237	1,739,157
3348,[illegible],Stamford Town Center	66,540	95,032	71,259	81,262	94,631	44,809							453,534
3349,[illegible],Westfarms Mall	94,598	105,600	77,736	86,400	103,288	73,904	85,609	108,388	80,180	89,629	145,518	45,733	1,096,584
3350,[illegible],Danbury Fair	60,427	92,024	68,025	80,447	88,718	60,177	75,359	92,600	64,222	82,275	140,878	36,781	941,933
3356,St Louis Galleria	152,329	219,955	156,237	159,048	190,931	133,305	157,302	150,374	106,423	123,517	218,898	91,313	1,859,633
3357,Northbrook	74,558	77,557	57,283	56,091	65,500	41,391	57,795	69,289	44,497	56,658	91,307	29,056	720,982
3358,Mall Of America	126,920	180,382	123,701	130,182	161,292	131,037	159,304	152,362	106,550	128,512	191,087	77,683	1,669,012
3359,Carousel Center	88,693	112,830	84,779	90,314	92,651	67,339	97,609	113,215	68,648	93,987	145,852	55,909	1,111,827
3360,Burlington Mall	83,231	116,650	97,629	102,950	109,450	80,482	95,910	113,857	76,114	97,948	167,190	51,522	1,192,933
3362,Willow Grove Park	79,711	105,412	76,644	78,145	94,637	67,491	78,860	118,033	85,086	106,619	159,520	57,054	1,107,211
3363,Cambridgeside Galler	127,626	158,043	128,238	135,291	160,483	95,738	101,158	154,256	112,387	134,968	232,866	87,053	1,628,106
3364,Mall Of New Hampshir	64,788	71,720	65,856	80,992	78,298	58,466	69,679	84,049	60,043	72,916	123,738	40,619	871,163
3365,Orland Square	92,000	120,713	80,598	110,350	140,215	97,270	106,354	133,056	85,124	126,096	233,750	76,343	1,401,868
3366,Ridgedale Cntr.	73,891	95,271	84,862	83,500	98,595	64,680	95,228	105,103	66,874	91,904	119,127	52,111	1,031,146
3367,Baybrook Mall	51,063	61,206	49,119	62,759	74,291	71,521	63,160	85,541	57,794	83,298	127,408	49,325	836,486
3368,Highland Mall	65,566	83,892	65,228	63,126	73,994	61,371	75,455	86,020	68,034	73,383	90,495	41,670	848,234
3370,Prudential Center	186,006	249,262	198,970	217,995	213,065	166,510	175,746	229,876	175,475	194,783	249,500	127,002	2,384,191
3371,Scottsdale Center	95,705	153,193	88,369	118,521	108,848	75,463	93,661	101,833	92,013	113,199	159,510	64,979	1,265,293
3373,Vista Ridge	39,361	57,503	40,981	42,582	51,116	48,214	46,673	55,022	41,143	47,835	74,802	26,539	571,771
3374,Woodland Hills	54,179	81,245	62,524	70,064	85,466	65,104	87,192	90,695	55,638	61,823	117,980	36,567	868,477
3375,Columbiana Center	75,153	95,442	57,774	74,091	75,220	70,585	87,528	101,479	56,559	82,400	136,317	56,267	968,816
3376,The Woodlands	54,288	79,995	59,269	74,324	80,661	95,152	86,097	96,826	71,168	98,979	168,321	49,893	1,014,972
3377,Southdale Center	83,018	100,171	80,184	91,473	102,356	85,836	108,674	129,026	77,611	96,295	151,804	55,881	1,162,328
3378,Old Orchard	105,853	158,180	141,124	157,679	173,507	117,321	151,539	178,801	127,655	146,520	259,184	85,893	1,803,256
3379,Providence Place Mal	96,327	127,100	109,220	112,259	107,463	81,859	112,239	136,370	91,874	116,397	180,001	64,815	1,335,921
3380,Fayette Mall	66,632	78,226	53,400	55,554	67,274	55,126	73,371	108,978	66,157	70,679	134,026	49,258	878,680
3382,Willowbrook	59,412	83,452	63,191	88,859	105,031	114,968	104,099	119,953	86,145	108,042	167,021	67,317	1,167,490
3383,Mission Viejo Mall	65,932	102,439	77,187	91,483	108,234	75,286	82,953	96,402	65,326	90,387	140,852	47,592	1,044,072
3384,Concord Mills/Outlet	78,201	95,116	62,565	75,988	100,956	101,731	98,888	113,308	82,753	98,628	117,085	59,520	1,084,738
3385,Aventura Mall	182,456	284,669	155,671	175,130	231,211	217,281	215,675	162,632	102,645	136,408	212,874	99,219	2,175,871
3386,Plaza Las Americas	153,206	188,813	164,171	203,067	199,323	143,625	145,483	181,346	117,832	134,381	252,199	105,038	1,988,484
3387,Easton Towne Center	74,877	92,668	76,930	75,838	95,285	72,200	98,340	106,054	71,354	83,478	108,317	33,606	988,948
3388,Gateway Mall	43,493	59,195	43,703	49,991	50,169	41,654	54,938	62,854	34,100	38,968	78,573	35,626	593,264
3389,Streets At South Poi		155,698	68,214	73,601	69,125	54,109	56,878	93,736	70,776	81,023	98,810	46,824	868,793
3390,Arden Fair		31,603	103,833	92,363	104,524	71,306	73,507	94,114	67,801	83,739	122,886	54,009	899,686
3392,International Plaza	81,745	110,416	74,515	85,807	95,506	78,047	80,722	92,874	62,815	79,880	129,229	42,190	1,013,748
3393,Willowbend Mall	54,974	63,638	47,099	51,828	51,542	50,571	57,867	68,315	53,676	55,050	84,029	29,700	668,289
3395,Sherman Oaks	132,974	157,438	105,793	119,970	132,862	79,838	100,173	108,361	89,678	95,538	138,360	65,397	1,326,381
3396,Florida Mall	72,489	93,154	52,714	69,508	78,629	64,143	58,704	72,957	35,498	38,684	60,204	23,902	720,586
3397,Valley Faire				73,169	154,955	99,808	85,942	101,625	84,721	99,814	167,934	70,791	938,760
3399,Roosevelt Field			119,882	119,037	123,966	92,714	98,234	110,473	77,150	97,262	167,509	53,662	1,059,890
3925,Mall At Millenia									61,600	79,776	107,248	49,270	297,894

Location	Mon Met Sls All $	2-Feb Sls All $	2-M[illegible] Sls All $	2-Apr [illegible]ll $	2-May Sls All $	2-Jun Sls All $	2-Jul Sls All $	2-Aug Sls All $	2-Sep Sls All $	[illegible] Oct [illegible] $	2-Nov Sls All $	2-Dec Sls All $	3-Jan Sls All $	Total Sls All $
3926,Fa[illegible]ers Market						22,162	110,837	104,478	117,350	103,652	110,344	147,294	92,514	808,630
3927,Ch[illegible]dler Mall							5,260	37,882	48,062	38,350	44,439	70,791	24,617	269,402
3928,Fa[illegible]on Show					9,034	140,554	105,535	118,703	102,797	85,486	110,553	134,726	70,866	878,255
3930,Ri[illegible]chase Galleria										17,163	104,212	154,524	43,729	319,627
3934,Me[illegible]oeville Mall											50,738	151,573	43,395	245,707
3935,Co[illegible]rado Mills											64,522	78,918	35,639	179,079
3936,Co[illegible]ns Ave								41,096	50,298	48,266	56,060	77,711	42,039	315,471
3937,Pa[illegible] Meadows											59,706	138,762	47,503	245,971
3938,M[illegible] Of Greenhills											121,109	177,742	56,965	355,815
3940,N[illegible] - 3rd Avenue											100,195	210,791	104,897	415,884
3941,W[illegible]ntham Village											62,618	130,614	47,409	240,642
3946,G[illegible]t Mall										116,238	120,360	125,147	63,512	425,258

Location	Mont Metr	3-Feb Sls All $	3-M[illegible] Sls All [illegible]	3-Apr [illegible]ll $	3-May Sls All $	3-Jun Sls All $	3-Jul Sls All $	3-Aug Sls All $	3-Se[illegible] Sls All $	[illegible]3-Oct [illegible]$	3-Nov Sls All $	3-Dec Sls All $	4-Jan Sls All $	Total Sls All $
Total		7,120,345	9,807,5[illegible]	[illegible]534,725	8,432,062	10,463,341	9,248,368	10,535,035	13,954,496	[illegible]72,592	14,150,509	21,900,579	8,651,226	134,170,788
098[illegible] Arden B. E-Commerce		36,060	58,459	63,096	85,181	124,344	121,263	124,213	227,180	233,456	255,921	530,447	222,382	2,082,002
336[illegible] San Francisco Center		67,185	100,518	78,696	88,200	107,828	113,817	125,029	151,277	111,446	132,523	189,732	92,266	1,358,518
330[illegible] The Shops @ Sunset		46,826	62,112	59,288	54,359	63,077	57,679	68,992	73,750	61,495	84,673	133,830	51,604	817,684
330[illegible] South Shore Plaza		108,906	133,644	125,721	120,454	148,150	107,926	138,320	189,736	166,653	221,225	371,102	126,708	1,958,545
330[illegible] The Gardens		45,661	86,232	65,240	68,496	76,072	64,173	67,873	84,789	73,945	104,313	196,110	76,138	1,009,043
330[illegible] Glendale Galleria		77,959	93,085	83,603	79,195	111,486	96,170	89,576	120,684	98,725	144,199	249,356	93,681	1,337,719
330[illegible] Houston Galleria		173,214	226,845	162,921	156,750	211,029	218,390	223,895	312,346	254,255	313,540	414,780	195,689	2,863,654
330[illegible] Fashion Valley		117,794	155,397	145,092	146,125	188,549	210,529	211,659	271,927	207,397	271,971	391,469	187,218	2,505,125
33[illegible],Santa Monica Place		37,965	47,598	49,060	42,422	58,565	51,916	55,176	67,624	49,421	61,838	100,919	58,974	681,478
33[illegible],Ala Moana		103,261	145,433	108,402	109,656	146,037	126,195	126,488	160,029	108,183	138,625	238,325	106,028	1,616,660
33[illegible],Mac Arthur Center		47,553	55,153	54,354	55,525	74,027	52,449	63,916	70,642	75,877	88,333	146,689	60,950	845,470
33[illegible],Fashion Island		121,166	168,369	128,550	133,344	172,760	170,927	193,713	243,155	208,134	252,653	386,041	159,333	2,338,146
33[illegible],Walnut Street		56,888	88,845	86,424	77,862	104,842	85,910	91,570	138,700	112,579	114,991	161,205	66,433	1,186,247
3[illegible]2,Newport Center Mall		62,076	80,518	67,049	64,734	76,444	61,469	66,424	86,769	79,327	93,077	169,229	62,496	969,613
3[illegible]3,Woodfield		87,829	117,047	103,823	96,060	108,443	98,375	115,452	127,745	82,720	128,827	241,892	79,829	1,388,042
3[illegible]4,Oak Street		100,390	138,407	99,978	109,973	131,208	137,426	151,472	200,470	130,143	147,582	185,913	69,142	1,602,104
3[illegible]5,Beverly Center		122,783	138,531	102,811	92,661	143,162	130,656	141,603	172,193	144,629	156,265	187,849	107,806	1,640,949
3[illegible]6,Bellevue Square		93,108	119,106	93,208	90,101	127,353	103,663	137,608	176,777	140,515	176,902	233,549	97,791	1,589,682
3[illegible]7,Dallas Galleria		87,787	149,511	94,062	103,015	133,030	146,721	147,768	180,982	160,919	183,941	261,031	100,603	1,749,371
3[illegible]8,Cherry Creek		84,523	105,013	96,281	88,896	92,642	90,936	91,116	128,163	100,983	107,881	178,759	63,204	1,228,396
3[illegible]9,Lenox Square			195,271	156,695	146,069	185,326	170,962	189,841	259,974	216,476	270,287	394,916	160,711	2,346,526
[illegible]20,Town Ctr @ Boca Rato		95,865	130,138	119,266	94,032	124,030	105,556	126,942	137,270	108,473	150,931	239,594	96,991	1,529,089
[illegible]21,George Town Park		35,708	53,606	56,359	44,585	63,651	47,993	61,013	81,752	81,444	76,183	98,458	57,282	758,033
[illegible]22,The Atrium @ Chest		56,122	55,469	54,663	53,261	58,320	51,543	65,439	96,612	73,143	88,168	128,571	65,753	847,063
[illegible]23,Mall Short Hills		93,627	137,576	102,183	105,822	116,327	81,596	115,000	167,032	136,307	156,304	245,287	89,952	1,547,013
[illegible]24,Riverside Square		45,250	68,773	66,415	54,449	67,634	50,378	60,165	75,505	69,849	81,517	133,084	40,108	813,125
[illegible]25,The Galleria		55,327	88,264	76,658	74,295	77,798	46,756	78,574	111,016	80,886	110,558	167,821	70,281	1,038,235
[illegible]26,The Plaza (King Of P		84,790	109,305	98,891	89,410	112,955	89,365	137,496	201,338	157,212	189,905	306,380	113,843	1,690,889
[illegible]27,Woodbury Commons/Out		36,211	66,356	87,935	93,634	98,821	105,884	134,415	110,728	101,351	129,648	154,350	37,631	1,156,963
[illegible]28,Dadeland Mall		106,180	126,036	112,841	117,120	137,907	124,372	127,643	160,961	121,762	157,294	275,330	102,341	1,669,788
[illegible]330,Somerset Collection		57,599	153,275	168,146	155,377	183,579	146,732	181,624	238,639	179,974	234,832	349,545	112,694	2,162,016
[illegible]331,The Westchester		89,593	142,353	121,451	133,808	142,333	114,083	134,035	186,299	154,450	168,760	260,310	100,559	1,748,034
[illegible]333,Montgomery Mall		94,756	132,933	109,163	119,036	144,135	106,498	135,947	161,042	134,524	131,369	240,894	71,172	1,581,468
3334,Columbia		50,526	75,895	75,379	73,724	88,864	66,175	74,645	103,229	90,934	106,818	174,873	67,540	1,048,604
3335,Haywood Mall		52,229	68,439	57,055	60,819	79,040	70,901	68,613	109,578	114,842	119,203	178,156	72,544	1,051,419
3337,Paramus Park		38,527	51,292	59,709	51,481	69,428	52,928	57,636	79,613	59,838	93,113	136,135	57,260	806,960
3339,Perimeter Mall		83,886	88,285	68,605	66,619	82,078	80,438	82,403	118,462	102,326	121,827	207,671	84,666	1,187,266
3340,Garden State		143,930	182,714	148,259	159,575	181,000	135,210	169,935	239,031	189,616	226,617	362,075	131,644	2,269,606
3342,Bridgewater Co		26,249												26,249
3343,Freehold Raceway		55,858	74,579	63,009	74,191	87,817	73,614	104,215	143,866	96,396	118,840	213,869	75,186	1,181,441
3344,Pentagon City		162,791	218,815	159,269	174,315	220,920	170,167	189,046	243,530	232,946	214,512	337,448	154,674	2,478,434
3345,Rockaway Town Sq.		35,432	51,017	49,639	50,400	54,741	53,140	51,152	74,484	65,026	82,933	171,764	57,658	797,387
3346,Northlake Mall		31,946	27,399	42,144	32,149	36,740	27,710	35,869	21,165	28,595	49,628	81,300	16,835	431,481
3347,Keystone @ The Cross		90,951	130,173	97,780	110,191	126,128	118,010	129,799	181,504	148,580	189,907	286,386	98,586	1,707,996
3348,Oak Brook		85,400	124,607	96,878	99,503	140,206	105,953	139,572	198,831	154,940	189,564	310,194	101,063	1,746,711
3349,Towson Town Center		77,405	103,067	87,499	77,920	86,792	72,772	73,246	117,749	97,521	117,389	194,989	75,609	1,181,958
3350,Town Center At Cobb		42,168	48,831	46,672	48,066	60,788	60,588	62,335	85,341	71,058	92,199	156,557	45,974	820,577
3351,Gwinnett		35,100	31,392	50,507	39,966	44,753	37,518	37,059	35,989	37,626	54,421	51,313	6,938	462,582
3352,Menlo Park		106,374	148,434	116,272	117,503	131,032	92,672	128,083	207,975	155,346	191,489	294,902	122,979	1,813,060
3354,Westfarms Mall		57,183	70,204	63,713	13,957									205,057
3355,Danbury Fair		45,448	62,241	53,170	49,250	65,014	49,752	75,486	77,306	62,595	87,637	144,611	18,961	791,473
3356,St Louis Galleria		94,240	135,000	94,678	109,350	126,472	121,011	127,202	190,987	133,922	157,146	271,720	81,067	1,642,795
3357,Northbrook		39,047	53,373	40,086	44,779	53,584	48,653	58,386	76,205	56,316	77,484	126,290	36,136	710,338
3358,Mall Of America		91,530	125,713	105,778	98,566	122,642	125,311	154,138	181,546	138,369	144,656	226,571	99,945	1,614,766
3359,Carousel Center		67,643	66,057	69,486	54,851	71,276	54,782	81,063	109,554	85,652	108,266	161,031	66,882	996,543
3360,Burlington Mall		58,408	74,949	65,856	65,470	85,488	72,247	99,728	115,606	107,660	130,052	205,061	77,797	1,158,321
3362,Willow Grove Park		58,210	89,217	85,888	86,816	101,457	70,877	86,678	118,624	91,712	124,847	181,683	64,633	1,160,641
3363,Cambridgeside Galler		98,990	124,342	113,152	106,160	106,903	97,757	104,457	153,195	130,978	151,577	230,316	106,417	1,524,244
3364,Mall Of New Hampshir		45,688	50,966	54,261	41,120	59,598	48,322	62,814	74,015	69,778	87,360	155,790	52,718	802,430
3365,Orland Square		88,247	108,143	94,774	91,594	113,350	82,068	102,093	137,785	100,962	140,368	218,542	79,623	1,357,549
3366,Ridgedale Cntr.		51,954	71,559	60,922	58,940	74,496	71,012	79,376	95,216	65,885	79,004	131,757	67,110	907,230
3367,Baybrook Mall		49,590	58,885	46,881	53,486	76,451	65,595	68,074	83,977	72,421	94,294	179,837	70,155	919,646
3368,Highland Mall		46,896	52,017	40,291	41,354	53,256	48,346	53,774	69,530	65,400	75,763	110,378	51,958	708,963
3370,Prudential Center		143,740	165,316	164,764	133,176	137,475	143,702	161,418	260,042	208,063	229,219	245,928	143,320	2,136,161
3371,Scottsdale Center		94,347	118,574	80,820	83,751	88,252	75,463	88,731	106,461	101,898	142,027	201,575	91,798	1,273,696
3373,Vista Ridge		30,347	37,344	26,382	34,558	45,841	35,900	47,369	54,387	47,167	57,054	80,336	1,729	498,416
3374,Woodland Hills		48,022	53,091	45,245	49,538	62,640	66,404	72,392	101,610	65,085	125,171	169,088	35,028	893,315
3375,Columbiana Center		63,848	86,973	65,908	64,892	75,899	78,947	107,675	140,580	113,229	150,782	225,367	89,268	1,263,367
3376,The Woodlands		55,645	57,841	52,358	58,594	70,243	76,734	82,779	94,559	85,141	123,499	225,601	78,369	1,061,362
3377,Southdale Center		59,694	80,406	61,653	60,145	81,228	80,622	86,227	118,752	74,266	106,065	184,048	77,841	1,070,948
3378,Old Orchard		101,845	131,862	113,486	106,410	126,613	110,210	127,793	159,212	126,602	138,382	224,665	78,109	1,545,188
3379,Providence Place Mal		81,827	103,990	95,599	100,377	98,919	79,907	112,992	159,446	124,791	153,831	234,987	98,635	1,445,302
3380,Fayette Mall		57,225	80,769	59,516	61,026	73,156	68,155	84,947	132,830	117,413	128,026	212,790	83,763	1,159,615
3382,Willowbrook		77,238	81,571	68,646	79,530	98,119	96,353	92,564	117,060	94,880	114,630	194,778	76,364	1,191,734
3383,Mission Viejo Mall		53,792	75,896	76,324	74,232	109,877	97,906	109,564	141,490	119,721	170,982	268,862	113,304	1,411,950
3384,Concord Mills/Outlet		64,213	83,599	77,686	85,687	78,360	82,497	81,058	89,383	75,178	112,314	142,601	50,306	1,022,883
3385,Aventura Mall		121,055	169,161	156,348	131,132	148,601	160,789	161,903	185,128	129,083	172,244	268,313	118,892	1,922,648
3386,Plaza Las Americas		118,304	148,549	129,295	127,991	150,755	135,499	133,331	185,446	135,485	167,884	354,779	111,349	1,898,669
3387,Easton Towne Center		40,756	70,550	75,070	62,760	76,639	72,366	89,730	119,106	92,524	111,410	168,313	61,339	1,040,563
3388,Gateway Mall		28,227	34,729	41,783	40,703	54,265	43,432	60,245	66,159	44,217	57,933	101,468	47,935	621,094
3389,Streets At South Poi		52,065	66,172	53,502	56,569	67,791	65,578	79,469	116,523	95,232	124,735	176,778	89,346	1,043,761
3390,Arden Fair		60,365	77,903	59,281	56,486	82,853	63,829	70,727	92,889	71,152	108,236	161,874	76,625	982,220
3391,Halsted & Aarmitage					10,478	86,376	64,581	71,753	87,564	65,411	81,672	100,711	55,338	623,885
3392,International Plaza		54,084	85,493	74,718	68,303	82,692	74,725	92,737	102,135	75,672	114,212	181,431	68,628	1,074,829
3393,Willowbend Mall		31,516	37,538	39,669	42,829	61,989	62,313	58,514	78,572	64,667	80,411	134,379	61,109	753,506
3395,Sherman Oaks		79,251	108,046	90,343	108,194	136,485	105,659	102,920	137,096	117,006	150,288	190,785	87,974	1,414,047
3396,Florida Mall		23,320	31,273	31,725	22,239	38,751	41,298	40,390	44,451	37,757	48,016	88,234	40,577	488,031
3397,Valley Faire		84,186	101,094	78,520	83,931	115,172	90,184	111,399	135,403	116,181	151,984	213,926	98,600	1,380,581
3398,Short Pump Town Ctr.								0	115,494	61,817	68,343	91,743	35,147	372,543
3399,Roosevelt Field		63,312	94,809	70,293	86,574	91,692	84,785	114,120	134,344	99,839	115,773	199,071	83,820	1,238,430

WS 000948

Loca	Mont Metr	3-Feb Sls All $	3-M Sls All $	3-Apr All $	3-May Sls All $	3-Jun Sls All $	3-Jul Sls All $	3-Aug Sls All $	3-Sep Sls All $	Oct	3-Nov Sls All $	3-Dec Sls All $	4-Jan Sls All $	Total Sls All $
3925	ll At Millenia	43,652	61,828	49,299	51,162	68,191	78,541	77,583	90,896	92,397	102,791	168,936	70,098	945,374
3926	mers' Market	90,272	133,812	86,726	102,631	132,302	114,874	117,640	154,078	137,426	160,311	217,845	128,498	1,576,415
3927	andler Mall	27,797	37,540	27,925	29,910	37,848	37,796	40,402	59,718	46,050	61,778	105,708	39,944	$52,416
3928	shion Show	93,817	118,549	88,432	100,215	129,747	123,426	128,399	166,084	120,361	167,552	220,503	106,137	1,563,221
3929	oadway Plaza	62,120	103,354	68,829	81,231	88,547	83,805	99,110	108,911	78,401	119,158	185,715	82,794	1,161,976
3930	verchase Galleria	48,086	65,981	37,785	35,426	63,662	65,947	80,294	124,537	98,849	147,308	245,183	91,529	1,104,587
3932	rthstar Mall									133,304	197,159	273,633	85,486	689,582
3934	onroeville Mall	52,816	73,906	60,411	60,394	73,716	52,702	69,764	101,850	75,040	102,638	166,319	49,720	939,277
3935	olorado Mills	33,530	26,760	37,314	33,660	29,559	19,314	21,836	21,454	21,470	47,323	59,103	19,111	370,434
3936	ollins Ave	67,500	122,110	72,429	63,576	75,748	64,685	63,272	65,535	54,130	72,786	119,594	56,593	897,958
3937	ark Meadows	41,771	48,715	41,819	46,066	68,561	62,129	63,505	68,384	64,508	83,603	165,881	55,462	810,403
3938	all Of Greenhills	74,379	96,270	58,858	59,448	79,533	62,976	80,717	120,550	97,530	129,227	210,698	91,874	1,162,059
3940	YC - 3rd Avenue	119,573	182,486	135,799	122,574	128,809	116,357	101,193	190,062	144,699	165,183	212,947	102,660	1,722,342
3941	rentham Village	48,031	72,858	82,038	100,741	104,806	88,189	135,087	101,964	92,916	120,616	162,378	36,056	1,145,682
3943	tony Point Mall								66,027	74,864	72,490	108,323	36,633	358,337
3945	ak Park Mall		60,065	108,022	100,325	110,826	110,108	116,891	141,560	79,562	115,758	208,034	79,641	1,230,794
3946	reat Mall	86,968	123,943	143,681	116,761	123,051	106,573	102,618	96,077	97,228	152,482	199,847	47,966	1,397,215
3947	32 Broadway			140,490	128,298	161,033	141,981	155,430	226,834	161,853	173,313	217,673	95,134	1,602,040
3948	04 Fifth Avenue				13,517	134,539	99,290	101,678	156,858	108,624	101,958	145,841	81,213	943,518

Locati	Mon	4-Feb	[redacted]	4-Apr	4-May	4-Jun	4-Jul	4-Aug	[redacted]	4-Oct	4-Nov	4-Dec	Total
	Metr	Sls All $	Sl[redacted]	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	[redacted]	Sls All $	Sls All $	Sls All $	Sls All $
Total		10,220,084	12,2[redacted]086	10,170,520	10,460,165	13,005,012	10,916,038	11,348,725	14,810,927	11,048,188	11,998,172	8,963,798	125,231,713
0982,	[redacted]den B. E-Commerce	274,283	287,416	204,057	195,627	209,607	125,567	132,805	180,869	182,894	200,891	200,321	2,194,337
3300,	[redacted]n Francisco Center	90,416	115,348	102,371	96,778	116,472	95,128	90,366	128,255	100,825	107,616	77,204	1,120,778
3301,	[redacted]e Shops @ Sunset	67,234	76,268	58,551	67,352	87,545	72,924	68,521	77,352	75,444	84,298	54,215	789,704
3302,	[redacted]th Shore Plaza	162,024	179,975	149,904	163,658	200,161	185,920	171,174	264,155	166,045	206,304	158,575	2,007,895
3303,	[redacted]e Gardens	97,181	126,394	105,833	100,219	112,319	100,041	101,032	74,376	83,740	114,456	80,544	1,096,135
3304,	[redacted]endale Galleria	99,700	117,773	97,816	117,459	176,667	120,120	131,926	153,798	125,977	140,724	113,050	1,395,011
3305,	[redacted]ouston Galleria	187,262	242,793	197,711	189,023	267,960	239,828	245,608	312,856	236,754	273,688	165,532	2,559,015
3306,	[redacted]shion Valley	200,364	233,777	193,673	195,998	247,239	231,344	237,512	283,330	214,747	227,346	179,832	2,445,161
3307,	[redacted]anta Monica Place	75,412	94,080	69,599	61,942	96,168	79,260	89,457	109,030	76,050	75,691	58,308	884,997
3308,	[redacted]a Moana	118,234	121,533	96,368	110,970	136,953	125,935	127,966	179,313	115,527	143,385	109,909	1,386,094
3309,	[redacted]ac Arthur Center	72,110	81,668	68,831	72,722	101,585	82,219	89,469	115,283	81,602	83,443	67,853	916,785
3310,	[redacted]shion Island	175,490	235,335	170,001	184,912	251,820	215,150	239,704	272,232	181,900	229,035	172,827	2,328,407
3311,	[redacted]alnut Street	105,286	109,655	109,874	101,447	102,349	86,869	103,049	146,199	108,126	102,557	67,694	1,143,106
3312,	[redacted]ewport Center Mall	85,448	87,377	78,329	82,549	104,303	91,612	75,152	120,845	92,555	97,250	76,806	992,225
3313,	[redacted]oodfield	98,350	130,361	101,725	118,532	152,534	118,033	124,753	139,848	102,601	141,364	98,239	1,326,339
3314,	[redacted]ak Street	106,365	124,983	112,796	110,451	138,936	118,584	116,431	176,265	120,766	126,834	92,381	1,344,792
3315,	[redacted]everly Center	127,695	139,885	97,284	100,066	140,795	113,187	130,875	175,119	144,011	147,520	92,855	1,409,291
3316,	[redacted]ellevue Square	90,433	116,756	112,416	102,321	143,616	113,391	120,722	164,237	118,615	125,663	104,461	1,312,629
3317,	[redacted]allas Galleria	112,970	160,531	116,426	120,598	137,621	137,550	146,835	192,053	175,435	161,916	94,035	1,555,970
3318,	[redacted]herry Creek	83,277	105,029	83,541	82,931	92,389	79,143	85,082	125,849	97,766	96,202	86,946	1,018,155
3319,	[redacted]enox Square	198,014	253,036	194,499	206,891	248,467	237,128	242,732	324,695	251,203	261,188	200,223	2,618,076
3320,	[redacted]own Ctr @ Boca Rato	131,627	159,962	133,120	142,251	150,750	132,823	153,810	121,336	115,104	138,290	97,198	1,476,273
3321,	[redacted]eorge Town Park	71,242	72,334	62,141	68,238	80,994	63,980	61,070	93,306	80,076	73,181	49,633	776,195
3322,	[redacted]he Atrium @ Chest	74,533	93,308	70,033	66,099	68,051	58,056	55,469	88,372	65,144	74,527	51,121	764,712
3323,	[redacted]all Short Hills	105,387	138,639	117,554	122,479	134,860	101,576	104,758	152,014	112,216	106,031	84,704	1,280,219
3324,	[redacted]iverside Square	50,626	73,205	70,902	64,911	93,433	65,992	69,577	107,587	78,556	89,184	63,440	827,412
3325,	[redacted]he Galleria	71,673	85,911	76,408	81,620	88,813	68,195	90,225	108,287	78,586	85,050	64,349	899,117
3326,	The Plaza (King Of P	136,337	180,084	139,283	139,692	167,842	128,061	160,845	209,987	154,330	161,935	132,342	1,710,738
3327,	[redacted]oodbury Commons/Out	78,717	101,727	78,254	98,186	148,218	125,501	151,684	119,846	80,656	68,506	52,643	1,103,938
3328,	[redacted]adeland Mall	115,894	146,152	136,298	127,078	179,954	156,131	146,501	184,787	157,327	172,973	151,504	1,674,597
3330,	[redacted]omerset Collection	164,244	190,570	167,507	171,822	222,948	164,038	185,110	198,250	156,361	193,101	124,220	1,938,170
3331,	The Westchester	110,854	158,631	123,340	141,347	176,503	136,926	122,835	188,675	138,400	131,650	111,000	1,540,162
3334,	Columbia	79,517	92,522	80,976	84,628	124,139	88,778	83,747	113,374	106,728	86,793	78,049	1,019,249
3335,	[redacted]aywood Mall	90,214	92,950	89,964									273,128
3337,	[redacted]aramus Park	72,860	78,986	68,361	17,834								238,039
3339,	[redacted]erimeter Mall	113,068	128,231	95,309	108,183	134,877	119,312	112,929	172,203	136,838	128,446	104,817	1,354,213
3340,	[redacted]arden State	166,177	185,949	167,049	188,043	231,538	175,442	184,017	258,344	183,891	199,947	136,947	2,077,343
3343,	[redacted]reehold Raceway	87,429	111,106	95,252	99,169	117,834	97,090	116,739	162,005	117,062	130,355	116,662	1,250,704
3344,	[redacted]entagon City	186,740	189,770	174,128	161,005	225,452	183,106	188,567	283,860	233,050	206,681	152,255	2,184,615
3345,	[redacted]ockaway Town Sq.	59,115	87,681	66,944	73,961	94,629	72,214	81,258	91,906	64,775	83,245	66,103	841,830
3346,	[redacted]orthlake Mall	49,186	58,219	41,686	59,829	64,412							273,331
3347,	[redacted]eystone @ The Cross	130,173	162,303	122,370	134,127	153,609	128,982	139,693	191,377	137,343	166,955	129,020	1,595,952
3348,	[redacted]ak Brook	132,541	172,343	133,105	130,846	183,122	165,537	146,581	176,601	114,667	137,579	110,354	1,603,277
3349,	[redacted]owson Town Center	93,108	110,794	82,330	84,423	102,091	69,796	70,344	121,725	93,409	94,537	77,491	1,000,047
3350,	[redacted]enlo Park	144,289	172,868	153,900	164,402	183,740	149,029	155,790	234,108	161,105	178,027	150,093	1,847,352
3356,	[redacted]t Louis Galleria	89,787	118,678	97,473	99,933	151,633	122,575	121,784	178,282	122,401	128,550	94,595	1,325,691
3357,	[redacted]all Of America	120,881	152,394	118,632	120,908	164,625	149,340	161,703	190,230	137,008	149,111	100,259	1,565,093
3358,	[redacted]arousel Center	89,005	98,055	81,798	80,248	93,798	76,807	86,266	142,752	84,349	106,289	69,732	1,009,098
3360,	[redacted]urlington Mall	88,855	102,399	90,540	93,144	115,114	91,418	91,631	135,445	109,218	112,215	80,633	1,110,612
3362,	[redacted]illow Grove Park	89,999	101,432	82,757	97,549	116,683	105,446	101,869	152,682	108,050	127,676	94,198	1,178,340
3363,	[redacted]ambridgeside Galler	126,554	127,793	113,155	106,432	130,007	98,616	104,235	157,766	114,498	136,767	104,315	1,320,138
3364,	[redacted]all Of New Hampshir	63,625	69,639	71,903	71,072	85,161	61,410	78,759	111,361	73,301	107,630	78,550	872,412
3366,	[redacted]rland Square	103,640	118,862	101,860	105,243	145,337	111,083	112,162	161,708	125,256	153,560	129,453	1,368,163
3365,	[redacted]idgedale Cntr.	74,153	81,762	64,131	62,474	94,829	69,607	87,743	107,221	72,047	75,284	54,151	843,401
3367,	[redacted]aybrook Mall	70,923	81,394	61,465	65,077								278,859
336[redacted],	[redacted]ighland Mall	70,063	70,840	50,549	55,447	63,110	66,778						376,786
337[redacted],	Prudential Center	171,696	184,186	183,710	180,696	201,139	163,726	171,528	260,788	203,941	193,189	137,366	2,051,965
337[redacted],	Scottsdale Center	106,380	154,678	121,325	124,899	127,990	97,448	99,921	155,476	120,429	138,631	83,177	1,330,353
337[redacted],	Columbiana Center	91,283	123,966	83,223	95,060	129,508	110,604	124,554	180,828	119,422	137,803	123,082	1,319,333
337[redacted],	The Woodlands	81,794	107,220	96,414	97,677	112,312	112,368	111,217	135,285	97,865	117,341	86,747	1,156,241
337[redacted],	Southdale Center	97,359	106,809	80,212	88,989	118,141	94,571	113,145	148,695	107,592	128,061	83,541	1,167,115
337[redacted],	Old Orchard	105,211	133,286	118,512	112,293	156,029	130,522	144,380	204,899	154,960	168,683	107,208	1,535,983
337[redacted],	Providence Place Mal	113,678	128,979	102,241	104,136	135,457	112,996	110,703	178,218	123,579	128,911	90,653	1,329,551
338[redacted],	Fayette Mall	104,499	114,415	97,417	86,679	106,776	89,463	95,691	165,690	114,972	113,990	97,701	1,187,294
338[redacted],	Willowbrook	79,258	101,206	72,184	84,528	116,753	102,355	131,333	122,735	99,797	110,568	89,019	1,109,736
338[redacted],	Mission Viejo Mall	139,327	148,208	129,352	124,770	167,149	130,582	144,205	172,564	131,464	153,761	129,968	1,571,350
338[redacted],	Concord Mills Outlet	81,862	102,327	78,998	96,613	106,446	116,937	129,489	138,195	73,020	88,436	47,640	1,059,962
338[redacted],	Aventura Mall	133,777	166,137	170,437	164,790	188,687	197,789	190,237	186,660	176,134	170,054	119,076	1,863,778
338[redacted],	Plaza Las Americas	133,172	162,668	130,663	165,968	206,232	169,981	160,644	223,172	133,354	141,171	135,458	1,762,483
338[redacted],	Easton Towne Center	84,603	115,684	99,240	94,523	119,185	91,031	105,909	128,639	81,258	97,740	77,404	1,095,216
338[redacted],	Gateway Mall	48,838	69,558	50,519	55,578	82,023	58,518	64,932	75,331	45,799	53,976	45,449	650,521
338[redacted],	Streets At South Poi	97,647	98,485	78,343	76,513	96,443	93,255	100,124	152,287	107,847	117,376	87,783	1,106,102
338[redacted],	Arden Fair	77,967	88,039	63,034	74,013	102,014	96,969	96,475	130,344	90,143	108,839	73,260	1,001,096
338[redacted],	Halsted & Aamitage	65,387	82,431	83,166	75,810	85,656	73,850	83,375	119,457	92,842	83,695	60,694	906,363
338[redacted],	International Plaza	92,048	104,635	96,538	93,275	113,546	114,765	108,027	120,751	102,631	119,361	79,805	1,145,384
338[redacted],	Willowbend Mall	68,380	78,408	56,083	58,638	83,317	63,401	83,115	89,290	82,663	78,450	53,139	794,883
338[redacted],	Sherman Oaks	101,294	124,616	100,919	98,725	136,019	108,731	111,626	148,311	121,323	115,567	97,348	1,264,479
338[redacted],	Florida Mall	53,788	63,653	61,638	53,923	71,823	78,202	59,557	64,855	51,407	62,924	48,808	670,577
338[redacted],	Valley Faire	104,694	122,473	90,568	98,336	141,911	123,701	117,579	144,613	102,450	117,360	89,294	1,253,001
338[redacted],	Short Pump Town Ctr.	43,711	56,363	38,599	38,168	56,139	46,135	52,587	80,592	66,212	61,361	53,930	593,795
338[redacted],	Roosevelt Field	82,301	110,707	90,304	97,115	122,280	105,925	98,134	130,281	102,185	100,200	71,921	1,111,354
34[redacted],	Beachwood Place			35,826	141,916	138,863	119,182	121,329	158,313	99,506	107,418	74,778	997,130
34[redacted],	Cherry Hill										66,563	100,761	167,324
39[redacted],	Mall At Millenia	80,045	90,555	80,679	79,679	103,442	108,962	100,684	104,375	98,047	97,526	69,530	1,013,524
39[redacted],	Farmers Market	121,917	156,611	117,910	123,511	176,774	142,299	166,542	195,696	157,432	163,986	118,481	1,641,159
39[redacted],	Chandler Mall	52,052	56,218	45,603	39,625	58,621	51,514	62,291	89,548	76,893	77,061	61,741	671,167
39[redacted],	Fashion Show	132,684	159,458	129,945	138,179	153,003	130,530	136,168	202,798	136,699	123,749	70,233	1,513,445

Location	Mon	4-Feb	[illegible]	4-Apr	4-May	4-Jun	4-Jul	4-Aug	[illegible]	4-Oct	4-Nov	4-Dec	Total
	Metr	Sls All $	Sls [illegible]	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	[illegible]	Sls All $	Sls All $	Sls All $	Sls All $
3929,Broadway Plaza		88,136	125,996	95,241	102,752	142,518	115,551	115,563	152,725	120,618	133,744	89,830	1,282,675
3930,Riverchase Galleria		98,909	119,416	91,104	95,548	125,753	107,654	105,777	154,291	117,214	137,132	92,564	1,245,362
3932,Northstar Mall		104,743	129,084	109,917	97,608	120,627	125,561	111,021	155,879	129,824	140,917	90,125	1,315,307
3934,Montgomeryville Mall		74,404	80,446	77,874	75,550	95,934	76,625	86,727	105,182	68,445	90,182	62,935	894,305
3935,Colorado Mills		30,031	35,516	28,994	34,543	43,012	38,529	66,402	46,523	25,782	28,206	10,871	388,409
3936,Collins Ave		81,094	118,046	97,335	81,608	82,782	74,981	77,080	48,269	60,734	57,245	43,008	822,182
3937,Park Meadows		71,446	93,365	75,180	77,145	90,519	75,268	75,431	95,471	68,889	73,898	72,332	868,944
3938,Mall Of Greenhills		101,641	129,257	90,506	90,602	109,775	88,994	96,371	144,368	104,186	116,865	94,461	1,167,024
3940,NYC - 3rd Avenue		130,395	162,400	140,789	153,621	162,408	142,556	165,930	218,242	154,024	149,134	100,493	1,679,992
3941,Wrentham Village		70,382	83,530	89,743	95,694	146,338	143,963	161,525	154,133	93,858	101,212	58,442	1,198,820
3943,Stony Point Mall		41,503	50,692	36,718	39,973	44,011	42,431	43,919	57,833	55,725	51,230	35,737	499,772
3945,Oak Park Mall		101,156	118,029	97,576	96,855	95,184	98,543	90,940	131,769	84,674	106,184	79,755	1,100,665
3946,Great Mall		112,508	121,629	115,881	123,428	159,562	121,646	114,761	112,906	35,877	57,077	28,792	1,104,068
3947,582 Broadway		131,513	176,417	135,716	148,428	185,447	147,034	136,844	223,313	175,836	145,831	101,861	1,708,241
3948,1[illegible] Fifth Avenue		104,990	126,818	102,261	112,037	133,855	107,814	106,065	169,976	116,304	114,097	75,961	1,270,178

Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0200,Arden B. Tops	3300,San Francisco Center	Arden B.		26,895	34,988	35,323	69,145	39,574	31,256	46,161	44,109	36,776	46,236	50,256	73,343	76,985	59,110	68,486
	3301,The Shops @ Sunset	Arden B.		20,549	21,615	26,349	52,700	40,233	24,257	28,740	31,533	23,235	31,500	33,817	35,533	30,726	29,414	37,936
	3302,South Shore Plaza	Arden B.		42,449	44,891	61,708	87,903	45,536	33,261	53,562	50,663	50,279	59,406	41,741	60,731	72,982	60,057	75,579
	3303,The Gardens	Arden B.		29,839	23,633	35,077	74,469	39,154	30,465	47,902	34,955	30,690	44,223	35,661	34,408	28,192	24,751	40,766
	3304,Glendale Galleria	Arden B.		22,569	25,071	28,251	54,382	36,984	29,039	29,217	28,741	29,772	41,071	37,655	45,367	53,495	51,768	62,124
	3305,Houston Galleria	Arden B.		50,514	45,701	57,401	87,879	51,558	42,566	64,558	57,156	55,372	74,645	74,781	77,272	87,584	92,965	119,348
	3306,Fashion Valley	Arden B.		32,914	27,914	38,788	63,087	33,146	29,005	42,623	36,627	34,777	48,134	52,291	64,400	69,738	59,782	77,936
	3307,Santa Monica Place	Arden B.		20,918	21,115	25,484	43,231	23,459	20,880	19,812	20,143	21,587	28,055	28,170	33,629	33,727	33,520	36,730
	3308,Ala Moana	Arden B.		39,705	27,138	30,068	60,743	36,660	30,335	41,014	38,341	41,111	60,172	53,977	55,358	56,794	40,359	43,138
	3309,Mac Arthur Center	Arden B.		23,795	20,567	25,507	51,075	26,285	20,666	28,127	20,766	25,505	34,744	31,404	40,540	47,989	44,040	50,945
	3310,Fashion Island	Arden B.		42,429	34,648	39,475	89,742	48,568	30,094	45,639	42,888	36,345	57,529	51,455	63,926	71,844	65,434	76,641
	3311,Walnut Street	Arden B.		26,575	34,730	29,509	46,140	32,384	27,206	32,365	36,202	34,629	37,986	32,291	37,448	58,722	49,300	47,690
	3312,Newport Center Mall	Arden B.		29,760	26,310	29,448	56,268	29,558	25,478	37,128	30,461	34,002	42,038	30,153	39,330	46,872	42,312	47,225
	3313,Woodfield	Arden B.		37,796	36,246	38,789	91,335	44,593	34,648	48,601	38,810	39,575	49,341	40,851	50,326	51,107	50,801	63,546
	3314,Oak Street	Arden B.		50,856	52,435	49,452	68,376	42,103	44,968	74,180	66,556	53,171	77,556	61,427	76,807	89,558	77,217	79,504
	3315,Beverly Center	Arden B.		19,001	21,234	25,176	42,641	28,120	31,793	38,674	32,358	30,720	43,891	47,830	58,993	64,908	61,327	71,861
	3316,Bellevue Square	Arden B.		39,814	35,876	33,819	86,649	46,904	37,155	54,459	44,730	36,399	53,640	46,719	52,092	62,754	56,413	61,182
	3317,Dallas Galleria	Arden B.		61,609	55,634	59,740	90,735	63,062	55,829	83,987	55,770	59,572	73,669	58,227	45,723	53,366	34,896	58,421
	3318,Cherry Creek	Arden B.		52,326	49,118	50,939	110,486	61,245	52,487	71,031	61,076	51,525	67,819	55,841	62,182	79,342	69,060	78,565
	3319,Lenox Square	Arden B.		66,479	58,591	63,510	113,940	65,331	55,818	92,625	61,577	52,282	74,319	71,113	95,404	105,772	96,004	98,513
	3320,Town Ctr @ Boca Rato	Arden B.		39,893	35,593	44,568	79,521	50,767	38,459	49,363	51,933	41,921	54,985	53,695	62,741	65,664	52,327	57,609
	3321,George Town Park	Arden B.		34,765	32,631	29,662	45,393	40,602	35,997	42,994	33,876	29,767	36,670	28,168	34,197	36,737	16,702	33,039
	3322,The Atrium @ Chest	Arden B.		26,483	28,295	37,072	65,044	43,383	32,161	34,616	28,155	29,428	30,213	22,675	32,502	43,321	34,052	41,070
	3323,Mall Short Hills	Arden B.		48,794	41,231	51,566	101,374	53,825	43,394	65,709	58,344	47,466	55,722	39,377	62,588	68,694	63,230	81,876
	3324,Riverside Square	Arden B.		21,218	23,869	28,066	65,099	32,381	28,565	38,518	36,987	28,437	35,615	22,431	35,264	45,748	35,737	44,828
	3325,The Galleria	Arden B.		22,025	20,045	31,469	62,823	29,521	25,830	39,196	30,605	29,835	35,620	26,421	43,988	45,386	34,760	49,265
	3326,The Plaza (King Of P	Arden B.		46,518	42,197	56,141	89,758	40,414	42,155	63,593	56,252	42,392	47,339	39,430	65,504	77,515	57,951	67,517
	3327,Woodbury Commons/Out	Arden B.		13,607	9,865	15,264	15,796	11,333	8,428	8,588	12,098	16,758	25,102	20,940	27,465	24,209	22,359	52,359
	3328,Dadeland Mall	Arden B.		33,631	24,138	38,830	71,717	44,185	31,335	40,255	43,765	41,535	60,317	57,572	64,066	63,342	60,890	76,330
	3330,Somerset Collection	Arden B.		50,432	43,899	49,154	91,346	44,671	42,704	72,749	55,336	54,009	76,679	63,303	91,625	101,996	93,461	103,948
	3331,The Westchester	Arden B.		43,383	44,172	52,049	95,461	52,378	38,900	58,800	53,550	53,732	58,694	51,027	61,735	85,509	66,578	82,288
	3333,Montgomery Mall	Arden B.		47,048	44,983	50,790	100,793	52,560	38,968	58,645	43,057	55,580	61,259	43,340	60,242	75,714	65,887	72,209
	3334,Columbia	Arden B.		40,237	35,349	34,851	65,765	35,749	32,874	37,388	24,130	31,777	39,134	31,590	42,375	50,308	43,640	42,835
	3335,Haywood Mall	Arden B.		23,825	23,842	20,898	49,465	30,368	23,872	33,407	22,676	22,405	26,510	24,235	34,331	42,557	40,932	37,636
	3336,Buckland Hills	Arden B.		14,313	12,315	12,955	32,042	23,397	17,012	20,294	14,076	14,300	20,328	15,915	16,827			
	3337,Paramus Park	Arden B.		27,645	19,342	33,916	67,486	29,564	28,144	32,072	24,170	29,133	36,388	21,138	27,330	31,467	28,408	35,991
	3338,North Point Mall	Arden B.		21,369	18,442	26,535	59,357	28,812	20,984	28,722	24,113	20,348	26,707	22,618	29,134	19,698		
	3339,Perimeter Mall	Arden B.		20,612	18,280	22,225	51,729	24,942	24,242	31,599	22,000	20,117	28,210	30,005	35,682	44,535	49,317	40,556
	3340,Garden State	Arden B.		47,492	41,335	47,616	94,714	43,435	39,668	65,093	63,653	61,277	74,261	54,597	79,391	102,758	77,926	89,790
	3341,Willowbrook Mall	Arden B.		30,650	30,020	34,654	73,130	40,301	27,646	45,303	20,410							
	3342,Bridgewater Co	Arden B.		39,069	32,881	43,664	83,005	44,134	31,018	47,457	38,901	41,729	50,192	34,567	43,519	54,750	38,167	54,855
	3343,Freehold Raceway	Arden B.		33,155	30,864	41,558	73,921	42,339	32,964	45,774	35,762	33,277	39,267	35,153	47,435	60,662	46,633	59,019

The Wet Seal, Inc., Opposer
v.
FD Management, Inc., Applicant
Opposition No. 91,157022

OPPOSER'S EXHIBIT NO. 15

WS 001263

Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3300,San Francisco Center	Arden B.		104,382	60,902	63,823	73,545	52,174	51,291	58,075	49,943	47,274	48,237	38,789	54,629	67,231	32,926	31,370
	3301,The Shops @ Sunset	Arden B.		60,572	33,107	40,264	58,850	34,415	40,566	47,031	42,381	36,718	37,840	29,692	35,948	59,395	27,218	21,236
	3302,South Shore Plaza	Arden B.		158,419	60,903	71,145	78,980	68,649	70,818	72,902	50,677	61,105	83,510	63,644	84,024	139,607	45,611	51,572
	3303,The Gardens	Arden B.		72,983	22,369	30,659	47,744	27,250	29,739	47,438	33,508	33,066	44,128	21,297	33,806	62,671	18,646	18,953
	3304,Glendale Galleria	Arden B.		96,574	41,733	46,531	60,617	38,231	46,089	56,056	40,904	46,508	54,602	39,303	51,931	89,278	32,664	42,038
	3305,Houston Galleria	Arden B.		183,212	78,594	90,791	146,356	94,914	100,372	119,830	103,149	92,958	93,347	86,579	115,103	173,491	63,664	76,344
	3306,Fashion Valley	Arden B.		114,318	47,612	63,598	82,811	57,525	67,203	78,803	74,856	65,929	74,055	64,650	75,134	113,521	51,872	52,790
	3307,Santa Monica Place	Arden B.		61,912	38,713	39,680	50,991	30,504	32,176	39,044	25,028	30,767	38,147	26,024	30,310	38,411	18,892	29,492
	3308,Ala Moana	Arden B.		90,937	49,170	62,937	87,627	63,602	63,801	87,892	56,161	59,959	59,507	43,628	56,450	101,047	41,979	44,781
	3309,Mac Arthur Center	Arden B.		85,249	40,298	38,678	42,183	28,047	29,261	37,049	30,425	32,512	44,192	29,730	34,822	51,177	19,946	24,619
	3310,Fashion Island	Arden B.		132,273	67,317	71,032	106,941	74,367	83,863	88,783	65,680	76,361	77,716	68,645	71,990	110,517	50,808	48,975
	3311,Walnut Street	Arden B.		66,977	40,685	52,614	55,574	45,737	47,768	60,163	33,399	37,138	58,322	40,855	50,192	58,973	28,954	28,094
	3312,Newport Center Mall	Arden B.		79,063	37,330	48,274	49,068	41,184	45,088	46,536	36,387	38,323	50,364	36,307	41,816	72,087	24,799	30,282
	3313,Woodfield	Arden B.		121,627	47,398	48,078	65,220	41,128	49,221	54,189	42,731	50,186	49,238	45,599	60,627	117,440	38,999	46,154
	3314,Oak Street	Arden B.		105,561	51,327	69,846	80,261	56,871	60,571	79,747	61,974	67,870	73,510	59,081	63,463	91,821	39,771	49,247
	3315,Beverly Center	Arden B.		93,134	65,146	83,847	79,306	54,319	62,691	64,359	44,722	48,385	45,446	44,532	43,288	62,872	39,825	43,662
	3316,Bellevue Square	Arden B.		110,091	52,755	67,675	74,531	60,623	60,232	58,052	38,456	44,537	58,300	44,620	64,964	102,392	39,761	45,269
	3317,Dallas Galleria	Arden B.		103,178	40,716	52,966	90,798	43,246	54,507	57,996	55,692	61,937	65,660	68,238	59,963	96,513	37,148	38,796
	3318,Cherry Creek	Arden B.		140,066	71,189	83,415	111,822	81,435	87,640	90,641	61,661	68,362	88,980	76,110	49,087	88,334	35,000	38,361
	3319,Lenox Square	Arden B.		158,415	88,362	91,759	126,787	68,368	75,232	87,292	81,697	78,949	94,382	85,194	84,456	115,318		
	3320,Town Ctr @ Boca Rato	Arden B.		121,891	51,674	66,632	98,896	66,198	70,222	75,556	54,698	49,110		10,732	63,487	93,512	31,200	37,270
0200,Arden B. Tops	3321,George Town Park	Arden B.		52,226	34,897	37,068	38,591	30,965	29,819	38,199	27,273	24,424	32,955	27,567	26,143	39,272	23,720	19,638
	3322,The Atrium @ Chest	Arden B.		69,623	32,434	33,146	45,679	33,673	30,047	33,407	19,804	25,193	34,640	34,082	38,831	64,668	23,940	29,405
	3323,Mall Short Hills	Arden B.		142,327	53,048	62,554	93,586	62,850	60,533	62,139	43,188	51,943	57,771	54,915	59,110	106,244	39,620	47,370
	3324,Riverside Square	Arden B.		78,790	38,445	41,664	51,530	40,448	40,447	48,875	29,620	30,486	39,748	33,840	39,745	67,187	24,566	21,505
	3325,The Galleria	Arden B.		80,950	26,849	37,906	45,844	33,517	31,828	33,697	24,897	31,842	45,350	28,713	42,671	65,028	27,390	30,050
	3326,The Plaza (King Of P	Arden B.		124,951	41,425	52,161	56,972	41,981	44,687	38,355	34,918	48,971	56,901	50,808	63,846	105,863	36,315	39,897
	3327,Woodbury Commons/Out	Arden B.		76,816	33,351	44,957	84,170	80,172	92,561	83,761	53,463	88,741	72,557	36,021	65,983	66,068	26,365	16,948
	3328,Dadeland Mall	Arden B.		125,321	58,011	77,906	96,260	64,172	71,493	99,403	70,821	64,651	62,660	43,156	64,440	105,572	42,467	46,949
	3330,Somerset Collection	Arden B.		182,006	62,702	84,360	114,005	94,224	87,606	90,975	70,111	78,349	81,395	66,673	88,337	162,978	20,949	24,357
	3331,The Westchester	Arden B.		157,144	62,264	72,645	95,440	65,192	75,627	69,395	55,884	55,663	75,394	63,619	67,400	125,770	38,278	36,797
	3333,Montgomery Mall	Arden B.		129,515	47,414	54,011	65,188	52,186	54,872	62,223	51,403	56,133	64,855	56,119	67,943	115,780	38,685	41,869
	3334,Columbia	Arden B.		71,852	24,974	30,721	43,179	34,297	41,460	47,937	37,038	40,099	48,896	39,248	46,440	67,247	24,348	24,913
	3335,Haywood Mall	Arden B.		75,617	29,946	34,816	37,096	25,956	29,493	27,118	30,252	34,821	45,136	36,427	42,420	72,469	24,896	29,846
	3336,Buckland Hills	Arden B.																
	3337,Paramus Park	Arden B.		79,558	29,733	30,152	41,022	33,248	37,701	38,214	25,735	29,474	38,229	32,151	39,635	76,681	21,098	19,589
	3338,North Point Mall	Arden B.																
	3339,Perimeter Mall	Arden B.		84,661	34,114	39,816	51,669	28,124	36,134	39,568	34,012	32,352	43,440	31,613	43,328	67,684	20,212	38,656
	3340,Garden State	Arden B.		161,769	74,308	93,288	113,983	84,737	90,559	98,118	65,814	86,737	91,684	83,881	93,019	165,429	59,041	60,833
	3341,Willowbrook Mall	Arden B.																
	3342,Bridgewater Co	Arden B.		114,527	44,023	50,888	66,954	47,236	46,396	50,167	31,937	46,107	53,130	48,589	54,285	94,370	25,576	14,947
	3343,Freehold Raceway	Arden B.		117,111	42,515	52,046	67,537	54,513	45,683	60,040	42,307	54,150	56,690	44,185	58,998	94,038	27,489	30,980

MS 001264

Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3300,San Francisco Center	Arden B.		48,023	35,077	40,319	48,195	49,815	55,387	65,768	46,751	57,124	89,434	41,818	37,958	55,904	52,794	47,018
	3301,The Shops @ Sunset	Arden B.		34,492	30,295	27,384	29,801	31,737	31,950	38,673	29,551	38,261	58,300	22,914	31,037	33,501	28,621	31,896
	3302,South Shore Plaza	Arden B.		64,936	57,832	56,423	70,454	53,216	61,266	82,948	71,324	92,561	180,590	56,362	73,927	83,361	80,931	78,694
	3303,The Gardens	Arden B.		40,221	27,304	30,040	34,216	32,700	34,457	37,274	32,013	48,791	91,622	37,299	42,410	55,866	48,746	47,945
	3304,Glendale Galleria	Arden B.		47,309	42,388	40,146	55,268	47,332	45,472	61,432	50,610	63,932	123,438	45,746	45,266	53,944	47,831	54,091
	3305,Houston Galleria	Arden B.		104,889	76,217	72,708	100,011	108,483	107,860	142,613	110,923	139,546	201,263	92,825	81,808	112,759	96,030	93,767
	3306,Fashion Valley	Arden B.		72,249	62,542	65,026	83,142	95,715	99,384	119,209	77,997	108,116	174,215	83,352	80,176	102,475	94,413	98,743
	3307,Santa Monica Place	Arden B.		26,195	25,318	23,118	30,361	27,865	28,915	35,038	24,452	29,081	43,375	29,223	39,629	42,540	34,482	28,796
	3308,Ala Moana	Arden B.		65,627	47,942	54,694	67,843	60,436	58,336	64,497	46,277	58,844	114,172	53,562	60,607	58,012	54,241	61,703
	3309,Mac Arthur Center	Arden B.		30,071	24,967	29,717	39,497	30,109	33,276	33,983	38,940	34,582	59,327	24,863	30,280	30,624	29,576	33,394
	3310,Fashion Island	Arden B.		71,451	52,579	56,750	70,687	72,770	87,499	95,624	73,891	99,168	163,696	66,453	68,978	101,964	84,533	89,136
	3311,Walnut Street	Arden B.		42,972	39,785	35,341	48,466	39,793	40,653	60,859	45,413	44,251	65,573	29,686	40,707	42,074	52,260	46,895
	3312,Newport Center Mall	Arden B.		35,540	29,931	30,553	34,632	30,411	27,969	36,918	36,553	42,681	76,888	28,712	35,232	37,793	34,312	37,055
	3313,Woodfield	Arden B.		55,416	43,303	45,961	53,493	47,072	51,733	60,406	38,833	61,818	112,847	34,319	45,720	58,678	47,768	54,552
	3314,Oak Street	Arden B.		67,274	48,045	50,954	63,672	67,447	71,558	92,212	55,904	65,041	88,367	28,559	42,788	55,889	56,168	55,554
	3315,Beverly Center	Arden B.		57,399	37,042	35,427	55,973	53,408	53,948	62,442	45,263	51,919	61,676	43,694	46,055	58,934	50,129	49,218
	3316,Bellevue Square	Arden B.		59,624	40,429	44,267	64,120	49,549	60,630	76,247	52,513	70,717	109,393	44,462	40,050	54,023	54,263	50,484
	3317,Dallas Galleria	Arden B.		69,037	38,477	49,433	60,273	67,975	68,728	80,507	71,108	71,359	121,358	49,000	50,482	72,700	59,475	63,286
	3318,Cherry Creek	Arden B.		46,082	38,730	43,356	42,442	36,996	38,944	52,358	40,321	41,875	78,639	27,246	34,497	41,218	37,144	36,257
	3319,Lenox Square	Arden B.		87,943	64,789	65,783	84,086	83,928	89,061	111,899	89,577	106,534	180,919	66,873	83,350	110,037	96,560	101,084
	3320,Town Ctr @ Boca Rato	Arden B.		57,650	50,742	45,363	55,070	52,374	63,420	59,579	48,633	67,519	106,457	45,458	57,045	72,595	62,017	69,741
0200,Arden B. Tops	3321,George Town Park	Arden B.		27,906	27,098	22,334	31,057	25,082	30,533	40,150	38,974	34,793	42,829	28,345	29,693	28,111	27,589	29,773
	3322,The Atrium @ Chest	Arden B.		29,709	26,177	29,931	27,505	26,818	28,334	45,685	32,702	39,250	56,997	27,519	29,334	35,097	28,265	29,444
	3323,Mall Short Hills	Arden B.		67,118	48,432	49,493	56,145	38,111	48,217	74,035	61,536	66,860	118,785	38,215	45,192	57,161	53,632	57,807
	3324,Riverside Square	Arden B.		31,983	29,437	26,645	32,122	24,046	25,598	36,684	32,988	39,301	66,062	19,124	20,081	33,369	35,914	32,660
	3325,The Galleria	Arden B.		44,364	36,547	35,784	36,237	24,368	34,974	49,733	33,568	51,075	80,188	31,120	28,132	39,556	33,440	37,457
	3326,The Plaza (King Of P	Arden B.		56,280	48,397	45,115	53,574	44,344	60,370	86,116	65,282	81,389	139,519	50,201	57,751	83,111	71,060	70,385
	3327,Woodbury Commons/Out	Arden B.		26,088	35,969	47,548	45,350	43,659	59,885	57,114	55,852	65,726	68,800	16,054	40,147	46,900	40,173	47,225
	3328,Dadeland Mall	Arden B.		58,567	51,675	51,017	67,684	66,110	64,893	71,616	55,712	72,707	127,475	49,305	57,443	67,770	70,052	60,713
	3330,Somerset Collection	Arden B.		69,585	73,759	69,960	84,599	65,448	80,968	103,873	79,514	100,165	173,931	49,101	68,012	82,851	80,911	84,076
	3331,The Westchester	Arden B.		65,880	53,715	58,648	64,773	53,355	56,902	79,207	61,686	69,674	127,912	44,275	46,889	68,954	58,582	68,288
	3333,Montgomery Mall	Arden B.		56,492	44,355	53,037	67,795	46,395	55,940	62,621	51,836	51,858	108,337	25,861				
	3334,Columbia	Arden B.		39,074	36,422	38,890	47,342	36,640	35,326	47,161	39,623	43,197	77,160	32,849	32,775	38,505	39,358	40,722
	3335,Haywood Mall	Arden B.		37,101	33,835	34,465	42,856	40,289	36,436	61,280	62,298	54,257	93,422	36,261	41,547	42,809	42,983	
	3336,Buckland Hills	Arden B.																
	3337,Paramus Park	Arden B.		26,836	27,523	24,276	34,303	25,289	26,642	35,511	29,448	40,618	65,430	24,956	30,439	29,737	32,392	7,885
	3338,North Point Mall	Arden B.																
	3339,Perimeter Mall	Arden B.		38,847	29,626	35,109	41,412	43,154	42,365	57,521	49,170	52,842	99,460	40,072	51,171	62,680	51,583	57,116
	3340,Garden State	Arden B.		77,352	60,718	70,764	76,812	60,133	71,413	99,764	74,282	87,871	164,938	54,526	69,877	84,220	83,172	91,048
	3341,Willowbrook Mall	Arden B.																
	3342,Bridgewater Co	Arden B.																
	3343,Freehold Raceway	Arden B.		41,414	33,288	35,569	42,629	35,333	48,148	67,632	42,276	53,011	100,479	32,253	37,861	49,660	45,171	50,451

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0200,Arden B. Tops	3300,San Francisco Center	Arden B.		61,704	51,223	50,085	75,522	60,142	60,315	105,306	3,676
	3301,The Shops @ Sunset	Arden B.		43,012	34,900	32,333	44,177	43,721	43,324	75,584	3,409
	3302,South Shore Plaza	Arden B.		106,317	103,240	88,656	140,286	88,961	113,918	221,338	5,027
	3303,The Gardens	Arden B.		56,355	50,835	45,975	42,841	46,042	59,971	108,774	4,143
	3304,Glendale Galleria	Arden B.		88,542	62,121	65,933	85,295	68,684	71,920	151,122	6,859
	3305,Houston Galleria	Arden B.		141,725	129,805	131,251	176,495	141,126	146,105	222,530	9,082
	3306,Fashion Valley	Arden B.		125,402	120,848	128,420	159,250	114,224	111,603	203,740	4,342
	3307,Santa Monica Place	Arden B.		46,061	39,295	43,668	56,380	42,047	35,494	61,811	4,375
	3308,Ala Moana	Arden B.		76,023	71,671	68,291	99,592	64,116	75,603	138,957	8,897
	3309,Mac Arthur Center	Arden B.		49,700	40,514	42,412	57,564	43,112	43,983	86,514	2,474
	3310,Fashion Island	Arden B.		129,189	108,386	123,683	146,546	102,170	126,976	192,419	7,447
	3311,Walnut Street	Arden B.		49,205	43,358	48,001	71,489	52,287	49,999	85,472	3,340
	3312,Newport Center Mall	Arden B.		48,417	43,614	32,786	57,283	44,523	46,780	95,730	3,059
	3313,Woodfield	Arden B.		78,405	57,644	62,845	72,287	56,808	74,387	141,368	2,172
	3314,Oak Street	Arden B.		70,352	58,287	56,927	90,920	67,486	68,415	101,756	1,440
	3315,Beverly Center	Arden B.		69,151	52,750	65,307	89,694	80,110	73,492	101,577	7,160
	3316,Bellevue Square	Arden B.		73,335	58,222	61,451	87,161	63,183	63,528	144,130	3,120
	3317,Dallas Galleria	Arden B.		72,640	73,650	72,312	102,301	102,287	87,696	142,413	7,575
	3318,Cherry Creek	Arden B.		44,336	39,322	40,991	63,062	54,272	50,380	105,553	6,230
	3319,Lenox Square	Arden B.		133,297	120,274	120,064	167,305	129,777	126,315	233,459	7,327
	3320,Town Ctr @ Boca Rato	Arden B.		79,686	68,071	76,831	65,885	59,874	74,400	120,805	5,471
	3321,George Town Park	Arden B.		35,319	29,814	26,275	46,569	42,265	35,444	52,744	2,830
	3322,The Atrium @ Chest	Arden B.		31,619	27,976	23,874	46,189	35,423	39,576	66,268	1,356
	3323,Mall Short Hills	Arden B.		71,070	53,718	50,556	79,957	65,249	59,084	115,869	1,210
	3324,Riverside Square	Arden B.		48,732	32,003	33,559	58,933	45,088	53,128	95,016	3,236
	3325,The Galleria	Arden B.		41,890	30,528	41,145	49,243	40,940	42,181	72,081	2,642
	3326,The Plaza (King Of P	Arden B.		88,805	65,168	78,434	109,677	82,648	83,326	171,668	3,798
	3327,Woodbury Commons/Out	Arden B.		74,579	65,074	71,982	55,211	38,988	32,740	36,610	5,150
	3328,Dadeland Mall	Arden B.		100,511	89,520	80,033	105,462	95,272	98,111	186,402	7,269
	3330,Somerset Collection	Arden B.		117,480	83,670	92,233	106,063	84,750	102,250	179,784	5,777
	3331,The Westchester	Arden B.		96,571	73,187	66,716	109,142	83,174	76,929	142,047	1,794
	3333,Montgomery Mall	Arden B.									
	3334,Columbia	Arden B.		63,130	44,279	41,156	54,158	54,519	43,346	96,435	3,234
	3335,Haywood Mall	Arden B.									
	3336,Buckland Hills	Arden B.									
	3337,Paramus Park	Arden B.									
	3338,North Point Mall	Arden B.									
	3339,Perimeter Mall	Arden B.		75,411	66,222	55,178	96,806	80,421	70,757	147,595	3,209
	3340,Garden State	Arden B.		128,769	93,484	99,210	143,776	102,957	110,669	210,859	4,401
	3341,Willowbrook Mall	Arden B.									
	3342,Bridgewater Co	Arden B.									
	3343,Freehold Raceway	Arden B.		62,384	50,474	56,543	85,541	68,412	73,787	147,857	2,922

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Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3344,Pentagon City	Arden B.		71,471	60,340	60,968	118,998	76,985	62,485	90,056	68,010	74,779	93,338	71,005	86,058	109,156	99,583	91,023
	3345,Rockaway Town Sq.	Arden B.		26,975	24,207	29,357	65,211	31,491	25,058	32,521	21,844	25,265	28,452	23,873	26,733	28,047	23,322	30,591
	3346,Northlake Mall	Arden B.		16,294	15,058	15,643	28,774	20,775	13,830	18,506	9,984	13,228	15,016	8,820	12,934	15,263	14,881	14,190
	3347,Keystone @ The Cross	Arden B.		49,536	44,636	50,980	106,473	48,798	48,294	62,232	42,389	47,814	58,459	53,031	69,616	84,515	62,220	82,500
	3348,Oak Brook	Arden B.		53,837	49,407	55,426	98,257	50,107	39,145	66,989	59,779	49,910	70,654	61,642	74,017	88,884	75,810	92,202
	3349,Towson Town Center	Arden B.		43,154	38,482	39,756	72,965	40,725	35,256	46,355	37,358	32,496	33,507	27,623	39,049	48,420	36,405	41,857
	3350,Town Center At Cobb	Arden B.		21,601	18,044	22,864	48,723	29,534	22,731	26,357	16,454	18,056	23,063	17,144	23,251	29,241	24,532	27,873
	3351,Gwinnett	Arden B.		17,117	10,386	15,041	35,421	20,262	13,394	16,151	11,044	15,061	14,679	10,921	11,954	11,263	12,780	15,164
	3352,Menlo Park	Arden B.		48,159	46,271	60,735	106,685	49,967	42,503	65,587	55,801	56,632	62,183	49,455	63,523	90,785	71,234	76,561
	3353,Stamford Town Center	Arden B.		33,256	29,479	33,474	64,151	31,395	25,998	36,004	22,960	25,117	36,766	28,161	32,039	40,757	33,002	42,475
	3354,Westfarms Mall	Arden B.		27,465	33,303	42,634	61,828	36,566	28,123	37,979	26,096	31,138	32,366	28,377	35,286	42,312	35,499	45,315
	3355,Danbury Fair	Arden B.		31,731	31,062	38,612	70,354	37,847	24,550	30,544	26,452	23,927	33,244	24,603	30,984	37,947	27,543	43,281
	3356,St Louis Galleria	Arden B.		54,434	48,781	56,367	98,043	54,700	44,139	73,076	58,381	52,638	72,726	58,388	67,011	91,674	76,831	98,597
	3357,Northbrook	Arden B.		27,312	25,532	32,214	70,045	34,020	29,501	40,013	22,850	25,925	28,345	24,748	36,888	37,197	31,126	43,490
	3358,Mall Of America	Arden B.		37,531	30,890	32,344	58,042	37,891	31,169	36,473	32,439	32,357	55,254	44,158	59,451	62,762	48,433	58,768
	3359,Carousel Center	Arden B.		39,223	33,573	33,453	58,691	33,398	28,562	37,894	30,581	25,127	30,322	26,844	39,933	42,898	39,363	44,788
	3360,Burlington Mall	Arden B.		29,026	27,856	40,507	73,801	39,428	29,562	40,672	34,690	34,914	44,462	30,438	41,021	45,726	33,942	50,618
	3361,Annapolis Mall	Arden B.		23,823	19,581	25,706	52,114	22,036	16,259	20,890	16,910	20,048	24,523	20,066	23,693	17,819		
	3362,Willow Grove Park	Arden B.		28,549	27,706	37,103	62,912	34,141	26,313	43,642	33,148	33,263	36,405	31,192	41,357	56,356	40,336	53,560
	3363,Cambridgeside Galler	Arden B.		42,232	35,886	48,888	95,776	46,779	40,357	57,458	52,605	51,265	55,838	40,930	57,842	72,957	65,155	66,220
	3364,Mall Of New Hampshir	Arden B.		22,313	18,696	28,393	59,609	34,392	25,054	28,775	21,275	19,625	24,066	17,386	25,063	27,259	21,007	31,040
0200,Arden B. Tops	3365,Orland Square	Arden B.		32,870	31,001	42,258	86,876	40,156	32,309	53,052	40,667	45,361	60,402	41,365	54,729	63,616	48,868	71,047
	3366,Ridgedale Cntr.	Arden B.		22,544	18,373	23,347	51,529	34,324	25,265	32,662	21,126	24,719	29,007	34,792	42,560	53,616	39,600	44,826
	3367,Baybrook Mall	Arden B.		24,504	18,094	20,513	50,972	29,104	19,106	28,143	20,936	24,374	27,964	32,522	35,368	38,925	30,518	41,484
	3368,Highland Mall	Arden B.		19,962	19,814	24,160	42,772	24,401	20,267	25,798	16,648	14,858	19,760	21,951	25,066	32,930	27,999	34,539
	3369,Meriden Square	Arden B.		13,973	11,372	12,108	29,826	16,707	13,585	16,840	11,887	11,041	12,027	10,106	12,547	13,121	9,698	13,710
	3370,Prudential Center	Arden B.		66,699	64,107	64,777	99,446	66,577	58,959	87,102	75,321	75,527	92,436	77,958	84,273	92,526	85,408	80,005
	3371,Scottsdale Center	Arden B.		25,835	25,114	36,075	55,275	33,264	31,691	40,250	32,774	31,546	40,396	37,673	41,780	47,936	43,673	51,938
	3372,The Parks Arlington	Arden B.		23,079	17,780	19,647	41,065	26,964	22,393	24,827	19,368	19,605	23,556	23,479	27,301	21,146		
	3373,Vista Ridge	Arden B.		15,497	14,364	18,415	37,349	25,382	17,344	18,578	12,913	15,606	18,268	17,532	24,093	27,413	21,941	26,055
	3374,Woodland Hills	Arden B.		21,944	18,234	21,594	46,510	27,717	19,072	29,758	18,808	20,730	30,160	25,200	35,421	38,138	28,426	43,367
	3375,Columbiana Center	Arden B.		29,780	24,139	27,870	63,670	31,322	28,242	36,546	26,769	26,999	26,497	27,742	35,988	47,027	40,770	55,661
	3376,The Woodlands	Arden B.		26,051	21,104	28,445	58,776	28,110	19,608	22,375	16,803	17,092	24,517	24,303	31,971	24,889	22,535	32,410
	3377,Southdale Center	Arden B.		30,924	27,073	27,074	49,508	30,069	28,314	42,813	33,860	32,968	45,046	38,522	51,197	48,280	37,841	48,891
	3378,Old Orchard	Arden B.		50,264	45,771	53,233	80,242	46,908	31,151	55,821	43,786	46,028	54,712	42,445	59,055	73,743	58,451	70,919
	3379,Providence Place Mal	Arden B.		40,178	37,291	33,360	65,514	31,632	23,686	36,414	31,726	33,663	33,857	33,062	47,348	60,498	53,109	60,081
	3380,Fayette Mall	Arden B.		21,890	19,728	20,191	50,848	28,672	23,469	26,152	18,449	19,605	23,990	24,490	30,042	49,800	31,313	42,109
	3381,Regency Square Mall	Arden B.		28,135	26,274	26,117	62,187	36,006	24,747	19,859								
	3382,Willowbrook	Arden B.		22,591	18,929	28,541	57,217	25,323	19,855	28,936	19,611	22,562	30,229	32,557	37,071	32,386	33,345	45,186
	3383,Mission Viejo Mall	Arden B.		12,716	13,055	22,333	57,168	26,369	20,986	23,466	17,619	22,765	28,630	25,700	33,799	37,821	29,579	46,234
	3384,Concord Mills/Outlet	Arden B.		22,960	15,582	18,047	25,266	24,964	17,284	23,311	16,757	20,371	33,870	33,683	27,128	26,788	27,817	34,509
	3385,Aventura Mall	Arden B.		10,527	33,231	39,991	69,837	42,974	33,040	45,973	54,756	42,439	58,693	72,620	78,183	71,530	65,215	76,847

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3344,Pentagon City	Arden B.		162,577	92,863	92,897	106,674	83,736	97,095	94,131	81,784	79,203	100,170	98,138	99,740	156,377	66,192	73,991
	3345,Rockaway Town Sq.	Arden B.		68,370	22,202	25,631	31,572	24,439	26,430	26,734	21,586	28,610	32,104	24,896	35,313	64,307	13,045	18,390
	3346,Northlake Mall	Arden B.		22,707	12,733	24,117	29,203	19,179	17,456	24,699	15,343	17,775	26,025	18,397	17,849	20,408	12,533	14,624
	3347,Keystone @ The Cross	Arden B.		154,776	53,236	70,975	79,533	64,067	66,159	65,456	51,789	65,519	82,404	66,555	78,310	140,054	41,561	49,582
	3348,Oak Brook	Arden B.		147,490	50,479	60,111	75,494	65,204	72,544	45,031	20,266	51,146	72,903	46,526	65,091	127,656	32,974	44,569
	3349,Towson Town Center	Arden B.		82,190	37,646	48,525	47,590	34,242	33,831	43,794	31,639	33,486	47,024	38,931	51,130	84,210	38,582	40,630
	3350,Town Center At Cobb	Arden B.		69,897	32,669	33,512	39,422	25,926	29,946	38,316	29,595	27,706	44,682	29,816	39,732	70,207	23,527	25,036
	3351,Gwinnett	Arden B.		32,675	13,830	18,817	30,557	19,254	19,613	25,936	20,065	24,200	31,995	20,889	25,472	34,880	20,501	19,960
	3352,Menlo Park	Arden B.		140,924	57,654	60,482	76,417	59,075	58,384	69,214	45,955	59,705	80,438	56,562	74,419	114,242	47,131	46,068
	3353,Stamford Town Center	Arden B.		72,112	27,057	33,667	44,715	33,812	38,628	44,183	22,745							
	3354,Westfarms Mall	Arden B.		78,368	35,300	45,091	46,834	34,679	34,706	42,089	28,203	35,896	51,459	38,180	46,374	77,931	22,781	30,426
	3355,Danbury Fair	Arden B.		85,413	25,689	30,791	41,091	31,956	38,680	42,239	27,205	33,243	44,518	30,164	38,327	69,283	20,754	22,958
	3356,St Louis Galleria	Arden B.		157,758	58,293	68,697	99,583	68,801	74,266	84,703	57,686	65,558	64,805	50,165	57,064	111,325	46,855	47,701
	3357,Northbrook	Arden B.		77,543	30,194	36,203	33,628	25,491	26,125	28,194	15,570	24,576	31,644	22,150	32,018	51,000	17,682	22,051
	3358,Mall Of America	Arden B.		104,846	52,838	67,707	94,457	60,248	64,324	76,974	57,180	79,080	64,241	57,573	64,759	99,618	40,335	46,775
	3359,Carousel Center	Arden B.		74,272	37,340	46,237	53,365	40,431	39,867	40,039	28,143	44,696	53,140	34,260	49,060	74,566	32,094	36,382
	3360,Burlington Mall	Arden B.		102,232	39,397	44,904	60,292	50,704	50,377	49,976	35,754	44,182	54,905	39,967	51,980	90,001	24,848	26,509
	3361,Annapolis Mall	Arden B.																
	3362,Willow Grove Park	Arden B.		92,109	31,866	39,157	47,961	36,150	36,693	43,583	29,474	34,918	52,956	41,096	54,645	85,473	33,602	33,825
	3363,Cambridgeside Galler	Arden B.		112,514	52,339	62,114	80,057	67,592	69,267	75,275	44,268	48,047	72,924	57,521	66,978	115,552	46,853	48,049
0200,Arden B. Tops	3364,Mall Of New Hampshir	Arden B.		71,334	25,670	34,039	37,091	32,388	37,652	36,716	25,108	32,416	41,074	28,643	37,971	63,036	22,717	23,873
	3365,Orland Square	Arden B.		122,040	41,949	48,554	59,695	41,179	52,200	63,901	43,065	49,550	60,954	41,464	62,372	126,188	41,609	47,494
	3366,Ridgedale Cntr.	Arden B.		82,469	38,681	40,320	49,826	41,866	42,957	47,450	30,254	48,510	53,290	35,705	49,225	63,564	30,726	32,595
	3367,Baybrook Mall	Arden B.		63,164	22,537	26,729	31,063	23,514	29,973	37,132	37,899	35,165	44,213	33,663	46,169	79,480	29,559	30,487
	3368,Highland Mall	Arden B.		50,664	28,483	31,504	39,856	29,656	27,246	31,736	28,130	32,395	38,537	35,228	38,443	49,526	21,893	24,111
	3369,Meriden Square	Arden B.		14,501														
	3370,Prudential Center	Arden B.		122,246	76,217	91,388	112,201	90,034	101,741	98,928	68,271	72,943	93,537	80,218	97,797	119,511	62,217	72,410
	3371,Scottsdale Center	Arden B.		96,365	46,908	48,333	75,180	43,634	57,480	51,111	32,600	41,829	45,230	48,380	61,046	91,299	36,712	45,292
	3372,The Parks Arlington	Arden B.																
	3373,Vista Ridge	Arden B.		50,456	21,439	22,261	30,131	21,152	22,877	27,284	28,388	25,104	30,801	22,824	27,438	46,027	17,512	17,897
	3374,Woodland Hills	Arden B.		84,930	25,557	28,453	44,965	30,691	34,373	42,655	29,643	45,105	45,948	29,502	34,693	69,428	22,361	28,945
	3375,Columbiana Center	Arden B.		89,183	36,339	39,141	44,962	29,107	35,814	37,219	34,791	42,843	50,923	30,702	43,282	79,041	31,465	38,865
	3376,The Woodlands	Arden B.		58,586	22,975	29,785	40,934	30,054	38,413	43,184	50,036	47,249	51,899	37,820	48,452	96,187	28,901	31,684
	3377,Southdale Center	Arden B.		89,578	37,608	46,791	52,657	43,427	49,782	52,304	42,691	53,273	66,320	41,860	57,415	89,892	32,565	32,189
	3378,Old Orchard	Arden B.		117,940	48,126	46,636	69,105	64,999	67,014	71,855	47,074	56,602	69,584	59,036	71,103	129,859	37,770	46,290
	3379,Providence Place Mal	Arden B.		104,519	40,644	49,941	59,500	49,253	48,704	44,878	35,718	48,962	62,150	47,442	63,656	96,865	32,977	42,950
	3380,Fayette Mall	Arden B.		79,442	35,733	34,323	40,564	26,387	27,230	32,560	26,533	32,483	52,265	32,769	36,458	73,561	28,735	33,917
	3381,Regency Square Mall	Arden B.																
	3382,Willowbrook	Arden B.		84,461	28,572	29,344	41,090	32,101	47,308	53,735	55,600	54,322	61,411	45,363	58,241	92,436	33,657	39,379
	3383,Mission Viejo Mall	Arden B.		81,846	34,873	37,370	54,964	40,212	41,546	49,839	34,515	38,495	44,787	32,072	46,587	73,192	25,868	27,841
	3384,Concord Mills/Outlet	Arden B.		62,654	29,264	43,776	52,768	33,400	40,701	56,794	58,379	58,140	60,780	47,596	56,760	73,453	36,091	32,466
	3385,Aventura Mall	Arden B.		124,100	62,147	82,609	119,654	68,621	73,764	105,301	97,874	91,726	60,344	41,238	58,331	98,799	43,388	49,064

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3344,Pentagon City	Arden B.		98,470	69,404	80,424	99,500	82,309	87,025	100,143	90,956	82,215	135,354	65,216	73,153	83,524	79,683	74,834
	3345,Rockaway Town Sq.	Arden B.		26,275	25,414	25,099	27,744	26,258	24,674	35,303	32,089	40,295	85,312	25,852	24,524	35,219	31,129	34,678
	3346,Northlake Mall	Arden B.		10,309	16,656	15,542	16,693	11,979	16,316	9,135	10,805	20,384	29,804	7,501	21,739	25,472	18,504	24,254
	3347,Keystone @ The Cross	Arden B.		70,707	49,540	54,422	63,845	56,601	60,055	85,495	68,338	80,412	145,624	45,279	59,768	75,139	60,043	66,108
	3348,Oak Brook	Arden B.		66,576	46,511	47,450	68,484	49,362	62,060	84,436	62,885	78,048	153,180	43,866	51,590	77,268	63,045	62,557
	3349,Towson Town Center	Arden B.		53,789	43,683	42,005	45,318	37,795	35,980	54,116	44,367	46,079	86,078	35,028	35,309	44,836	36,716	38,066
	3350,Town Center At Cobb	Arden B.		28,487	22,688	27,735	34,202	34,237	34,029	42,013	34,868	40,020	74,131	21,192				
	3351,Gwinnett	Arden B.		15,413	23,795	20,629	21,707	17,704	17,563	18,568	17,425	24,124	21,690	2,216				
	3352,Menlo Park	Arden B.		66,488	50,779	52,888	61,657	41,962	52,743	86,158	63,716	78,321	129,227	52,285	62,754	81,918	76,909	83,797
	3353,Stamford Town Center	Arden B.																
	3354,Westfarms Mall	Arden B.		35,380	30,865	6,455												
	3355,Danbury Fair	Arden B.		33,392	25,406	24,001	33,592	24,462	33,589	35,160	28,614	42,812	68,981	9,284				
	3356,St Louis Galleria	Arden B.		68,000	42,341	55,700	64,387	58,910	55,854	84,175	58,159	63,818	123,898	35,878	34,890	51,125	45,901	49,820
	3357,Northbrook	Arden B.		30,967	20,957	23,003	28,086	24,240	28,253	33,416	26,505	36,159	58,198	15,525				
	3358,Mall Of America	Arden B.		67,260	48,797	47,030	62,651	58,048	73,565	78,756	61,037	61,282	108,357	44,736	50,558	68,772	62,725	59,632
	3359,Carousel Center	Arden B.		37,043	32,737	29,448	38,284	28,377	39,041	52,448	41,160	45,630	73,401	30,223	35,202	39,637	35,698	34,459
	3360,Burlington Mall	Arden B.		34,293	30,821	30,636	40,986	37,830	45,557	56,354	49,587	56,212	96,873	34,762	37,353	47,236	46,333	46,358
	3361,Annapolis Mall	Arden B.																
	3362,Willow Grove Park	Arden B.		49,973	40,923	45,282	52,108	35,650	39,224	55,917	43,105	54,168	85,595	29,184	38,109	41,831	38,755	46,747
	3363,Cambridgeside Galler	Arden B.		60,547	54,021	51,902	52,257	45,146	42,696	66,000	54,920	59,262	102,103	48,547	57,125	56,388	54,108	49,962
	3364,Mall Of New Hampshir	Arden B.		27,901	28,502	21,660	30,049	23,340	29,717	35,264	32,057	38,507	74,416	25,687	30,115	31,326	35,190	29,755
0200,Arden B. Tops	3365,Orland Square	Arden B.		59,748	48,275	48,013	59,185	40,151	46,563	62,882	43,058	61,081	109,606	38,377	47,594	54,187	49,872	52,574
	3366,Ridgedale Cntr.	Arden B.		43,825	33,119	31,508	39,263	35,569	38,997	43,417	32,054	35,553	66,324	31,757	32,479	35,466	31,447	28,331
	3367,Baybrook Mall	Arden B.		37,272	27,404	32,814	43,617	38,123	36,997	45,336	36,244	45,449	86,666	36,490	34,242	40,442	31,051	34,900
	3368,Highland Mall	Arden B.		30,053	21,252	25,702	29,377	27,571	30,176	36,676	35,082	33,684	53,116	23,842	32,226	32,348	24,611	26,967
	3369,Meriden Square	Arden B.																
	3370,Prudential Center	Arden B.		81,930	72,151	63,920	67,066	69,937	69,601	116,302	94,349	96,393	117,379	68,812	77,617	84,838	101,182	93,302
	3371,Scottsdale Center	Arden B.		62,239	38,758	43,181	47,043	39,100	43,615	52,687	47,006	64,193	98,966	42,703	46,862	73,330	59,137	63,238
	3372,The Parks Arlington	Arden B.																
	3373,Vista Ridge	Arden B.		20,409	14,608	19,390	25,606	21,549	27,481	28,661	27,067	25,261	39,273	874				
	3374,Woodland Hills	Arden B.		32,445	25,607	29,531	35,401	40,712	42,434	54,847	35,591	59,150	82,207	14,254				
	3375,Columbiana Center	Arden B.		47,735	36,780	39,697	46,823	46,123	63,929	77,292	60,642	71,738	107,858	44,668	34,535	53,745	40,181	47,548
	3376,The Woodlands	Arden B.		33,600	28,810	32,569	36,514	38,852	43,483	44,077	40,124	56,345	108,453	36,156	37,795	51,609	48,200	49,803
	3377,Southdale Center	Arden B.		44,686	31,603	33,762	43,419	42,679	42,384	55,530	35,261	46,463	92,249	35,119	41,572	47,620	40,559	45,117
	3378,Old Orchard	Arden B.		56,492	46,208	47,259	55,022	50,054	52,939	64,098	54,282	56,241	103,902	32,029	43,064	52,650	51,557	54,278
	3379,Providence Place Mal	Arden B.		51,594	42,209	46,780	46,151	35,347	52,928	74,248	55,346	60,619	111,557	43,093	45,922	55,027	46,174	48,967
	3380,Fayette Mall	Arden B.		46,768	26,629	33,825	41,361	38,421	47,412	67,268	54,788	55,189	101,879	39,128	42,665	52,215	43,836	44,689
	3381,Regency Square Mall	Arden B.																
	3382,Willowbrook	Arden B.		46,497	37,491	44,065	56,338	52,028	48,823	55,644	45,192	50,130	85,146	34,046	34,026	49,848	35,997	41,608
	3383,Mission Viejo Mall	Arden B.		42,258	41,377	41,604	53,767	45,805	52,718	59,398	44,999	66,780	117,152	47,292	58,290	67,424	60,819	56,942
	3384,Concord Mills/Outlet	Arden B.		37,760	34,996	43,144	38,156	39,860	42,938	45,643	37,618	49,946	63,484	25,377	40,375	47,160	35,756	45,297
	3385,Aventura Mall	Arden B.		76,228	67,238	60,168	68,989	75,898	79,008	86,174	55,802	69,580	127,739	57,804	64,720	78,539	85,041	81,132

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3344,Pentagon City	Arden B.		116,315	91,918	92,697	148,454	126,473	107,217	186,497	6,164
	3345,Rockaway Town Sq.	Arden B.		43,336	34,055	35,655	44,180	31,944	39,453	88,644	2,584
	3346,Northlake Mall	Arden B.		32,461							
	3347,Keystone @ The Cross	Arden B.		83,574	68,104	70,925	99,794	76,492	87,768	144,657	4,831
	3348,Oak Brook	Arden B.		101,756	91,630	71,742	95,464	61,755	76,275	153,200	2,201
	3349,Towson Town Center	Arden B.		49,370	33,230	32,807	60,201	48,938	49,590	97,593	2,187
	3350,Town Center At Cobb	Arden B.									
	3351,Gwinnett	Arden B.									
	3352,Menlo Park	Arden B.		100,001	83,005	77,658	126,196	91,665	94,728	207,171	8,621
	3353,Stamford Town Center	Arden B.									
	3354,Westfarms Mall	Arden B.									
	3355,Danbury Fair	Arden B.									
	3356,St Louis Galleria	Arden B.		77,517	62,480	60,267	93,436	66,737	65,865	136,137	3,458
	3357,Northbrook	Arden B.									
	3358,Mall Of America	Arden B.		87,415	84,816	85,004	100,549	74,924	80,054	151,922	3,790
	3359,Carousel Center	Arden B.		45,765	34,838	37,219	73,210	46,033	51,849	94,287	2,196
	3360,Burlington Mall	Arden B.		59,408	50,658	44,010	73,778	63,117	59,329	108,526	2,327
	3361,Annapolis Mall	Arden B.									
	3362,Willow Grove Park	Arden B.		58,544	52,052	48,013	71,672	52,274	63,153	130,917	3,767
	3363,Cambridgeside Galler	Arden B.		59,263	46,026	47,603	81,390	56,175	69,512	144,084	3,224
0200,Arden B. Tops	3364,Mall Of New Hampshir	Arden B.		43,290	30,223	35,334	55,744	37,059	55,381	110,257	3,803
	3365,Orland Square	Arden B.		83,407	63,256	55,248	87,097	66,446	76,784	175,425	3,099
	3366,Ridgedale Cntr..	Arden B.		47,812	34,127	40,089	55,969	40,326	41,696	89,427	4,004
	3367,Baybrook Mall	Arden B.									
	3368,Highland Mall	Arden B.		29,877	34,035						
	3369,Meriden Square	Arden B.									
	3370,Prudential Center	Arden B.		114,533	88,079	84,784	144,275	117,404	104,417	159,686	5,919
	3371,Scottsdale Center	Arden B.		69,102	52,070	54,536	84,440	68,179	74,721	113,390	4,722
	3372,The Parks Arlington	Arden B.									
	3373,Vista Ridge	Arden B.									
	3374,Woodland Hills	Arden B.									
	3375,Columbiana Center	Arden B.		68,769	58,802	63,431	97,848	65,006	69,948	149,195	4,237
	3376,The Woodlands	Arden B.		59,104	59,033	58,210	72,586	52,956	58,788	123,250	4,032
	3377,Southdale Center	Arden B.		65,486	47,249	58,774	79,458	58,020	68,003	124,019	4,690
	3378,Old Orchard	Arden B.		80,951	70,291	68,163	101,329	83,342	92,214	150,481	3,136
	3379,Providence Place Mal	Arden B.		68,416	59,415	55,741	96,838	69,277	74,237	123,711	4,173
	3380,Fayette Mall	Arden B.		59,924	47,157	44,369	77,647	55,252	59,859	106,023	1,336
	3381,Regency Square Mall	Arden B.									
	3382,Willowbrook	Arden B.		60,405	55,546	61,042	64,314	51,953	52,410	117,810	4,150
	3383,Mission Viejo Mall	Arden B.		85,282	69,493	75,028	92,440	69,776	82,235	151,792	4,070
	3384,Concord Mills/Outlet	Arden B.		51,622	60,788	62,796	72,320	32,249	42,143	65,015	4,373
	3385,Aventura Mall	Arden B.		98,512	101,341	100,308	103,189	101,161	94,642	175,007	11,409

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0200,Arden B. Tops	3386,Plaza Las Americas	Arden B.					70,996	36,502	26,676	35,161	31,561	34,764	46,879	38,259	51,001	60,233	59,310	82,025
	3387,Easton Towne Center	Arden B.														70,714	47,795	50,686
	3388,Gateway Mall	Arden B.															7,173	40,792
	3389,Streets At South Pol	Arden B.																
	3390,Arden Fair	Arden B.																
	3391,Halsted & Aarmitage	Arden B.																
	3392,International Plaza	Arden B.														44,484	40,437	48,997
	3393,Willowbend Mall	Arden B.														24,182	37,522	36,543
	3395,Sherman Oaks	Arden B.																47,716
	3396,Florida Mall	Arden B.																25,515
	3397,Valley Faire	Arden B.																
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.																
	3401,Beachwood Place	Arden B.																
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.																
	3926,Farmers Market	Arden B.																
	3927,Chandler Mall	Arden B.																
	3928,Fashion Show	Arden B.																
	3929,Broadway Plaza	Arden B.																
	3930,Riverchase Galleria	Arden B.																
	3932,Northstar Mall	Arden B.																
	3934,Monroeville Mall	Arden B.																
	3935,Colorado Mills	Arden B.																
	3936,Collins Ave	Arden B.																
	3937,Park Meadows	Arden B.																
	3938,Mall Of Greenhills	Arden B.																
	3940,NYC - 3rd Avenue	Arden B.																
	3941,Wrentham Village	Arden B.																
	3943,Stony Point Mall	Arden B.																
	3945,Oak Park Mall	Arden B.																
	3946,Great Mall	Arden B.																
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
	Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
0201,Arden B. Bottoms	3300,San Francisco Center	Arden B.		19,064	15,858	14,683	25,754	18,174	14,852	19,725	17,449	13,944	22,092	18,003	22,616	22,638	21,745	26,635
	3301,The Shops @ Sunset	Arden B.		16,791	11,867	14,314	25,802	18,928	12,821	18,377	19,107	13,971	18,365	20,428	21,265	17,859	14,652	20,254
	3302,South Shore Plaza	Arden B.		28,537	22,430	24,862	32,176	17,481	16,662	22,813	24,466	26,840	29,447	25,480	31,651	34,772	22,143	27,943
	3303,The Gardens	Arden B.		20,511	16,806	18,442	37,878	22,637	21,390	28,316	23,227	20,892	30,175	25,318	25,551	20,490	14,635	23,691
	3304,Glendale Galleria	Arden B.		16,737	12,478	11,834	26,198	17,820	14,545	18,303	16,042	16,938	25,466	19,234	21,492	22,808	22,907	22,379
	3305,Houston Galleria	Arden B.		37,146	28,822	32,681	46,329	25,443	25,137	35,304	39,720	29,771	40,829	41,500	42,035	42,790	47,224	62,770
	3306,Fashion Valley	Arden B.		29,012	17,733	22,790	32,238	20,026	14,201	24,858	21,373	23,817	30,820	33,651	40,053	41,982	38,235	44,135

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3386,Plaza Las Americas	Arden B.		162,772	63,446	79,037	88,152	77,424	92,800	88,485	68,975	70,059	80,885	49,226	59,655	121,926	48,456	50,923
	3387,Easton Towne Center	Arden B.		78,222	35,196	40,776	48,319	40,234	36,881	46,091	35,421	47,351	55,175	37,378	47,481	62,222	18,811	23,484
	3388,Gateway Mall	Arden B.		44,496	17,537	21,222	31,725	21,976	23,808	23,680	20,970	24,800	30,580	18,870	22,580	42,262	16,012	14,941
	3389,Streets At South Pol	Arden B.					73,513	31,019	37,821	35,016	25,815	29,804	48,542	39,155	46,809	58,513	29,555	31,054
	3390,Arden Fair	Arden B.					14,670	49,537	43,497	45,774	31,828	37,328	46,356	33,344	43,001	66,245	27,797	31,687
	3391,Halsted & Aarmitage	Arden B.																
	3392,International Plaza	Arden B.		82,159	32,678	36,871	53,606	36,878	40,337	46,016	37,341	38,998	41,900	30,500	40,598	68,088	22,047	27,270
	3393,Willowbend Mall	Arden B.		57,045	28,041	23,713	30,137	21,701	22,434	22,516	23,455	25,095	30,674	28,411	32,018	46,442	17,873	17,987
	3395,Sherman Oaks	Arden B.		92,941	51,255	63,528	69,545	46,147	50,503	61,542	36,517	43,280	48,094	41,311	47,311	69,933	32,364	34,771
	3396,Florida Mall	Arden B.		74,835	30,439	35,408	42,792	24,262	29,628	35,385	27,325	26,412	32,098	15,925	16,974	30,265	12,764	9,806
	3397,Valley Faire	Arden B.							34,856	69,273	45,888	41,879	47,036	44,276	48,281	88,534	32,664	38,492
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.						52,960	51,309	53,925	40,689	42,441	46,559	40,148	53,663	89,870	33,046	35,582
	3401,Beachwood Place	Arden B.																
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.												26,251	34,846	53,552	26,058	23,325
	3926,Farmers Market	Arden B.								8,045	45,330	43,750	45,066	38,950	45,058	57,619	37,405	36,793
0200,Arden B. Tops	3927,Chandler Mall	Arden B.									1,902	14,739	21,849	19,014	25,525	41,733	14,629	16,784
	3928,Fashion Show	Arden B.							4,493	58,022	43,963	49,263	38,867	37,671	49,084	66,628	32,430	39,569
	3929,Broadway Plaza	Arden B.																30,594
	3930,Riverchase Galleria	Arden B.												8,335	49,112	75,944	24,279	24,605
	3932,Northstar Mall	Arden B.																
	3934,Monroeville Mall	Arden B.													22,806	84,853	25,181	29,436
	3935,Colorado Mills	Arden B.													33,485	46,215	21,010	19,806
	3936,Collins Ave	Arden B.										14,891	18,293	18,670	24,837	32,403	17,255	26,817
	3937,Park Meadows	Arden B.													30,925	69,194	24,777	23,668
	3938,Mall Of Greenhills	Arden B.													60,651	94,149	33,458	36,503
	3940,NYC - 3rd Avenue	Arden B.													48,469	102,499	47,823	51,683
	3941,Wrentham Village	Arden B.													35,437	77,382	28,870	25,729
	3943,Stony Point Mall	Arden B.																
	3945,Oak Park Mall	Arden B.																
	3946,Great Mall	Arden B.												56,909	60,772	59,648	35,073	40,992
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	3300,San Francisco Center	Arden B.		35,980	21,560	25,894	28,955	22,019	19,331	25,098	20,499	18,404	24,003	16,132	20,077	26,256	16,576	17,662
	3301,The Shops @ Sunset	Arden B.		35,296	21,112	23,722	28,833	21,222	21,689	26,003	20,226	18,433	21,556	15,549	18,725	26,573	11,969	15,680
	3302,South Shore Plaza	Arden B.		56,055	24,160	29,525	39,373	30,774	30,392	39,456	30,255	32,311	39,174	27,503	39,388	57,565	27,188	28,403
0201,Arden B. Bottoms	3303,The Gardens	Arden B.		40,968	12,822	15,470	24,438	15,577	12,816	22,946	15,239	16,376	21,342	12,313	14,961	30,697	10,547	14,683
	3304,Glendale Galleria	Arden B.		33,194	19,203	21,259	26,934	16,753	18,346	22,803	18,272	17,943	26,545	17,075	20,577	32,390	17,864	18,142
	3305,Houston Galleria	Arden B.		84,757	43,298	40,382	69,015	44,010	43,244	58,797	55,036	39,155	41,270	41,386	47,842	79,308	38,149	47,533
	3306,Fashion Valley	Arden B.		57,562	27,353	33,557	42,970	25,656	24,409	36,060	34,881	31,370	43,941	28,094	35,399	56,065	32,509	32,371

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3386,Plaza Las Americas	Arden B.		67,626	57,045	57,497	72,290	69,812	61,047	87,052	60,655	71,790	174,003	52,082	65,659	82,677	67,660	84,099
	3387,Easton Towne Center	Arden B.		38,817	39,015	33,985	41,801	37,117	44,471	56,132	41,700	46,972	71,070	26,342	32,726	46,223	44,080	41,811
	3388,Gateway Mall	Arden B.		19,428	22,498	22,673	27,815	22,885	30,716	32,600	20,035	22,878	42,348	20,031	21,663	30,777	24,070	23,786
	3389,Streets At South Poi	Arden B.		37,238	28,470	31,269	36,847	34,783	42,232	62,905	47,187	51,730	77,109	39,014	40,031	41,255	34,425	36,484
	3390,Arden Fair	Arden B.		39,191	29,579	29,068	41,671	32,040	33,219	41,827	29,452	41,643	69,796	33,593	32,569	42,043	30,444	36,203
	3391,Halsted & Aarnitage	Arden B.				5,648	42,454	31,269	33,182	37,794	32,122	36,876	51,675	24,942	28,339	37,365	43,156	38,070
	3392,International Plaza	Arden B.		44,257	35,514	35,863	43,562	40,400	49,789	51,248	39,748	49,615	84,866	32,960	40,315	47,894	47,506	45,907
	3393,Willowbend Mall	Arden B.		23,737	21,057	21,531	31,926	34,920	30,047	39,582	32,556	37,147	64,776	26,682	31,346	38,115	30,787	29,243
	3395,Sherman Oaks	Arden B.		50,391	36,899	47,790	59,657	45,218	44,983	58,219	45,178	60,383	89,726	39,844	43,960	55,455	53,101	52,939
	3396,Florida Mall	Arden B.		15,517	16,172	11,550	20,813	20,713	20,806	23,533	20,170	23,184	42,483	19,932	24,740	28,802	27,790	25,523
	3397,Valley Faire	Arden B.		44,978	37,523	38,734	51,682	41,120	50,216	54,046	47,011	57,986	90,716	42,666	45,807	56,693	48,276	48,795
	3398,Short Pump Town Ctr.	Arden B.								45,769	23,349	24,770	40,030	15,318	19,617	23,456	17,899	17,758
	3399,Roosevelt Field	Arden B.		49,564	35,487	43,636	44,593	42,397	53,705	68,517	45,388	53,311	103,730	39,047	35,973	53,864	43,638	48,802
	3401,Beachwood Place	Arden B.															14,649	63,157
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.		33,553	25,038	28,268	37,110	44,351	43,560	48,010	40,914	43,015	75,344	33,585	33,329	39,191	35,906	39,280
	3926,Farmers Market	Arden B.		59,199	30,137	40,688	51,015	41,249	47,769	54,302	54,443	54,194	83,987	57,486	44,526	62,861	55,144	58,908
0200,Arden B. Tops	3927,Chandler Mall	Arden B.		22,803	16,112	16,491	20,890	21,520	22,057	33,160	23,412	31,275	52,061	19,329	24,318	29,299	25,867	21,574
	3928,Fashion Show	Arden B.		56,452	38,049	47,272	61,762	54,815	53,658	70,933	48,702	60,404	83,217	46,640	53,497	79,224	71,195	77,908
	3929,Broadway Plaza	Arden B.		52,723	34,739	39,055	41,511	37,971	45,955	52,598	35,150	54,491	88,553	37,991	41,864	60,115	48,252	50,336
	3930,Riverchase Galleria	Arden B.		39,626	20,548	21,219	34,967	40,768	43,331	66,297	53,035	66,690	116,973	40,055	45,604	56,774	44,031	48,939
	3932,Northstar Mall	Arden B.									58,481	82,286	125,826	43,250	47,296	60,841	61,644	51,452
	3934,Monroeville Mall	Arden B.		40,175	29,053	32,098	41,447	28,083	35,246	53,664	36,260	45,038	77,149	22,657	33,094	36,869	40,680	38,793
	3935,Colorado Mills	Arden B.		12,169	15,462	14,956	13,407	9,036	11,842	12,081	8,186	18,614	28,830	9,536	13,024	14,198	11,782	13,848
	3936,Collins Ave	Arden B.		56,191	33,486	31,513	35,169	31,922	30,163	28,791	25,148	29,112	55,175	28,929	34,999	55,682	49,400	39,057
	3937,Park Meadows	Arden B.		31,180	22,857	25,555	37,815	35,514	33,013	37,653	32,611	41,183	83,801	24,984	29,896	39,703	36,492	38,789
	3938,Mall Of Greenhills	Arden B.		47,440	30,419	30,958	42,526	34,573	38,887	62,059	48,216	56,026	105,303	40,451	41,496	60,402	43,817	43,685
	3940,NYC - 3rd Avenue	Arden B.		79,513	56,379	53,577	52,529	49,126	41,066	79,074	61,198	70,324	96,471	49,029	56,650	72,711	65,222	68,062
	3941,Wrentham Village	Arden B.		31,533	32,940	53,650	49,036	43,925	69,948	55,253	42,267	52,791	68,874	16,865	33,160	39,300	46,185	45,318
	3943,Stony Point Mall	Arden B.								24,054	28,184	25,845	49,342	16,268	17,838	20,099	16,549	20,800
	3945,Oak Park Mall	Arden B.		30,628	52,793	53,498	58,525	57,399	58,128	69,985	42,424	53,883	109,260	34,998	44,913	53,486	45,488	48,050
	3946,Great Mall	Arden B.		49,967	69,098	53,875	58,590	43,359	47,630	45,085	40,879	59,979	71,180	20,099	54,605	52,305	51,529	51,559
	3947,532 Broadway	Arden B.			55,481	56,788	72,219	62,010	70,885	92,732	67,435	68,205	89,779	43,217	50,057	79,923	72,707	73,814
	3948,104 Fifth Avenue	Arden B.				5,416	51,479	44,885	41,306	67,070	43,884	37,848	67,402	41,625	47,431	59,012	51,194	53,903
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	3300,San Francisco Center	Arden B.		27,276	23,665	27,580	31,189	29,667	28,240	33,236	25,187	25,199	37,182	15,358	17,208	23,985	22,436	21,707
	3301,The Shops @ Sunset	Arden B.		17,078	16,669	14,480	20,392	15,897	20,623	19,445	17,092	20,896	26,540	12,814	15,741	21,524	13,719	17,342
	3302,South Shore Plaza	Arden B.		34,174	31,922	32,751	47,092	26,918	31,795	45,298	41,167	52,993	80,580	25,883	39,439	49,699	38,055	46,694
0201,Arden B. Bottoms	3303,The Gardens	Arden B.		27,043	21,270	21,768	23,412	19,571	18,721	24,737	19,266	26,284	46,748	19,744	27,141	37,373	28,899	30,546
	3304,Glendale Galleria	Arden B.		27,276	22,179	22,130	30,807	29,242	22,116	27,029	20,163	26,374	42,314	17,672	18,704	26,598	21,342	26,640
	3305,Houston Galleria	Arden B.		64,832	47,490	48,123	67,361	56,471	57,691	77,893	66,201	80,478	95,740	46,484	46,757	67,904	54,223	49,331
	3306,Fashion Valley	Arden B.		42,015	41,330	42,321	60,990	57,538	54,470	72,133	58,064	66,856	93,445	43,354	55,370	66,421	47,538	43,375

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0200,Arden B. Tops	3386,Plaza Las Americas	Arden B.		114,487	89,060	81,696	128,158	73,978	73,441	184,954	4,107
	3387,Easton Towne Center	Arden B.		61,522	47,161	46,635	65,901	43,914	48,953	84,814	2,500
	3388,Gateway Mall	Arden B.		37,103	27,880	28,114	36,678	24,523	27,088	52,818	2,873
	3389,Streets At South Pol	Arden B.		50,603	47,311	50,589	81,055	64,840	61,792	103,003	2,562
	3390,Arden Fair	Arden B.		56,002	49,075	49,782	74,167	50,396	53,186	92,443	4,915
	3391,Halsted & Aarmitage	Arden B.		43,863	37,227	37,360	64,570	50,991	47,115	80,852	1,389
	3392,International Plaza	Arden B.		61,553	60,499	55,069	65,322	56,898	64,720	106,871	3,300
	3393,Willowbend Mall	Arden B.		43,208	31,884	39,662	49,455	48,434	44,022	80,443	1,539
	3395,Sherman Oaks	Arden B.		71,452	60,025	62,376	81,229	67,165	62,469	113,882	4,379
	3396,Florida Mall	Arden B.		33,654	39,647	27,926	36,350	28,934	33,669	62,708	3,601
	3397,Valley Faire	Arden B.		75,540	62,760	62,436	79,014	60,434	61,448	108,275	3,126
	3398,Short Pump Town Ctr.	Arden B.		29,570	22,873	21,696	39,553	35,559	28,645	64,087	1,633
	3399,Roosevelt Field	Arden B.		68,858	56,395	50,682	74,582	61,772	60,698	102,587	4,930
	3401,Beachwood Place	Arden B.		72,483	60,067	56,620	78,363	54,677	59,330	104,308	2,925
	3402,Cherry Hill	Arden B.							35,950	124,966	4,202
	3925,Mall At Millenia	Arden B.		55,007	53,426	49,588	57,270	56,489	50,363	84,748	5,676
	3926,Farmers Market	Arden B.		87,447	69,490	81,050	100,985	86,158	88,432	116,949	5,637
	3927,Chandler Mall	Arden B.		32,346	29,011	33,414	50,281	42,105	42,487	80,275	2,763
	3928,Fashion Show	Arden B.		89,615	71,645	67,733	106,174	74,028	68,076	102,023	4,219
	3929,Broadway Plaza	Arden B.		72,258	58,271	59,394	86,951	69,155	72,289	117,921	4,932
	3930,Riverchase Galleria	Arden B.		65,611	55,507	50,004	86,187	74,509	72,726	136,576	3,714
	3932,Northstar Mall	Arden B.		65,481	59,803	56,675	89,673	76,371	75,607	131,091	5,385
	3934,Monroeville Mall	Arden B.		50,790	41,961	43,446	53,286	37,000	44,919	101,512	3,041
	3935,Colorado Mills	Arden B.		17,945	15,818	29,160	19,815	10,390	13,001	13,480	809
	3936,Collins Ave	Arden B.		41,366	39,594	37,482	25,625	35,118	33,097	55,557	8,151
	3937,Park Meadows	Arden B.		46,905	39,737	39,587	51,055	37,885	38,937	91,956	2,374
	3938,Mall Of Greenhills	Arden B.		58,912	46,896	45,448	77,144	55,451	59,063	116,043	2,780
	3940,NYC - 3rd Avenue	Arden B.		78,202	74,483	85,513	121,145	87,751	87,513	130,216	4,716
	3941,Wrentham Village	Arden B.		75,645	78,189	76,747	74,911	47,235	43,883	80,951	4,144
	3943,Stony Point Mall	Arden B.		21,016	20,625	19,597	28,240	29,296	24,311	48,543	1,237
	3945,Oak Park Mall	Arden B.		52,007	55,458	52,072	73,806	52,640	59,426	122,891	1,360
	3946,Great Mall	Arden B.		73,037	58,665	50,534	49,771	13,795	22,782	18,140	5,104
	3947,532 Broadway	Arden B.		104,569	80,530	71,291	126,505	98,539	82,428	128,372	7,878
	3948,104 Fifth Avenue	Arden B.		70,949	56,215	55,092	98,031	69,672	65,021	102,757	3,737
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
0201,Arden B. Bottoms	3300,San Francisco Center	Arden B.		26,084	23,065	16,118	21,823	12,905	18,257	22,892	1,167
	3301,The Shops @ Sunset	Arden B.		23,798	19,405	18,479	17,082	14,427	14,355	25,159	1,635
	3302,South Shore Plaza	Arden B.		59,654	50,403	38,915	61,212	32,921	35,297	87,182	4,206
	3303,The Gardens	Arden B.		32,577	28,887	27,860	12,757	17,801	20,884	41,740	2,228
	3304,Glendale Galleria	Arden B.		41,566	25,075	27,989	27,629	20,216	20,610	40,882	3,151
	3305,Houston Galleria	Arden B.		65,904	57,983	52,586	58,260	35,182	40,455	81,850	4,063
	3306,Fashion Valley	Arden B.		61,324	54,026	49,910	54,312	37,695	35,420	78,047	1,510

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3307,Santa Monica Plaza	Arden B.		16,242	10,361	13,066	15,360	12,928	10,625	11,625	11,710	11,424	16,218	17,380	17,381	17,486	14,207	16,829
	3308,Ala Moana	Arden B.		32,674	18,265	19,027	35,137	23,453	21,955	25,656	24,335	25,388	40,636	30,622	32,345	26,529	22,744	24,178
	3309,Mac Arthur Center	Arden B.		19,342	13,059	14,134	22,219	12,608	10,396	14,772	10,340	11,674	18,870	13,822	21,192	20,353	16,176	19,829
	3310,Fashion Island	Arden B.		33,846	18,757	16,441	40,126	23,338	15,839	25,751	22,673	23,696	38,524	30,730	36,361	39,990	30,652	36,641
	3311,Walnut Street	Arden B.		22,666	18,315	16,809	19,197	16,882	12,937	19,558	20,080	18,260	22,695	19,559	21,808	28,284	25,178	21,445
	3312,Newport Center Mall	Arden B.		22,074	16,172	13,095	25,601	17,616	14,974	20,619	20,868	17,959	29,852	20,038	22,313	20,661	20,556	17,333
	3313,Woodfield	Arden B.		25,514	16,122	20,632	41,948	18,488	17,184	27,186	20,782	21,706	25,128	19,483	22,853	24,390	23,150	23,861
	3314,Oak Street	Arden B.		39,054	30,531	27,524	32,424	27,799	26,522	40,755	43,668	35,183	56,050	45,145	49,544	49,717	43,151	41,997
	3315,Beverly Center	Arden B.		15,564	7,616	8,220	11,526	12,945	13,826	19,340	15,567	19,555	27,132	27,915	27,404	26,031	30,031	33,915
	3316,Bellevue Square	Arden B.		28,283	20,556	20,008	40,640	27,078	22,405	34,881	26,318	21,237	32,035	26,814	28,264	31,023	28,199	29,571
	3317,Dallas Galleria	Arden B.		45,880	33,524	32,971	42,620	36,608	33,437	48,685	38,445	38,928	49,163	35,835	20,104	20,800	17,483	29,077
	3318,Cherry Creek	Arden B.		38,229	26,540	28,124	47,944	29,518	28,898	38,764	32,873	31,311	39,723	27,310	29,449	34,048	33,285	36,075
	3319,Lenox Square	Arden B.		49,352	36,499	33,134	53,836	34,312	31,618	52,025	37,146	33,124	52,034	44,957	59,418	59,908	49,339	52,992
	3320,Town Ctr @ Boca Rato	Arden B.		33,502	27,357	24,282	45,249	31,821	26,095	34,046	36,051	31,688	37,478	38,167	49,486	51,489	36,948	46,907
	3321,George Town Park	Arden B.		25,963	25,670	17,180	22,659	21,791	19,651	25,619	16,788	19,496	21,816	16,826	18,419	18,526	13,634	17,448
	3322,The Atrium @ Chest	Arden B.		19,803	17,021	17,218	27,766	19,951	18,971	20,182	16,856	18,174	20,030	13,338	18,702	28,169	25,474	30,300
	3323,Mall Short Hills	Arden B.		34,350	24,575	26,155	45,441	26,357	23,884	38,879	37,139	29,913	34,173	24,797	34,869	30,717	29,076	41,275
	3324,Riverside Square	Arden B.		19,297	12,996	14,974	25,625	18,061	14,451	19,534	21,616	17,476	25,232	16,480	19,942	24,485	19,087	19,994
	3325,The Galleria	Arden B.		17,651	11,645	17,929	29,287	15,795	14,449	24,513	19,980	24,483	27,391	16,050	27,775	23,862	20,481	25,464
	3326,The Plaza (King Of P	Arden B.		30,488	20,958	25,627	36,831	16,171	16,249	25,915	23,852	22,328	24,540	23,155	34,276	37,425	28,972	28,628
	3327,Woodbury Commons/Out	Arden B.		8,804	6,315	9,768	10,941	7,431	5,528	6,310	9,055	10,229	16,424	17,151	29,004	23,824	19,189	29,411
0201,Arden B. Bottoms	3328,Dadeland Mall	Arden B.		22,352	15,408	18,747	32,065	18,755	14,564	18,696	20,149	23,103	34,214	35,444	37,998	38,631	26,827	43,165
	3330,Somerset Collection	Arden B.		34,250	23,471	21,002	31,815	20,559	22,889	37,822	32,591	33,668	44,572	37,305	55,012	44,823	40,845	50,503
	3331,The Westchester	Arden B.		35,190	25,751	22,926	45,118	26,098	24,547	38,619	30,429	34,548	41,188	38,119	45,052	47,031	35,841	51,186
	3333,Montgomery Mall	Arden B.		30,477	20,744	22,409	40,714	26,204	19,152	27,338	22,127	25,915	33,205	21,777	26,965	34,862	33,220	32,828
	3334,Columbia	Arden B.		28,295	20,939	16,966	28,505	17,112	16,851	17,186	13,220	12,931	21,199	18,113	24,841	23,416	18,822	18,223
	3335,Haywood Mall	Arden B.		17,402	13,317	10,713	19,556	15,246	10,256	14,793	11,073	13,795	14,811	12,493	14,417	20,436	21,000	16,963
	3336,Buckland Hills	Arden B.		10,863	6,315	7,670	13,209	9,622	6,635	10,015	8,264	7,202	12,181	7,012	7,629			
	3337,Paramus Park	Arden B.		20,778	11,351	13,761	28,945	17,240	15,263	14,799	12,526	15,515	23,556	12,670	16,811	13,825	12,170	15,440
	3338,North Point Mall	Arden B.		13,571	10,927	11,915	22,976	13,812	12,180	16,878	14,670	13,374	17,909	11,670	17,090	11,360		
	3339,Perimeter Mall	Arden B.		15,965	9,748	11,488	20,475	13,340	12,504	15,476	10,020	10,859	11,755	14,393	15,887	18,882	19,199	19,588
	3340,Garden State	Arden B.		34,874	28,734	28,519	48,354	28,488	24,339	38,826	33,339	38,701	47,828	39,019	48,499	55,038	45,400	44,859
	3341,Willowbrook Mall	Arden B.		20,941	17,412	18,731	31,635	20,403	16,871	21,598	12,069							
	3342,Bridgewater Co	Arden B.		29,981	19,809	18,841	37,225	17,923	17,182	22,595	21,878	25,407	30,737	21,803	26,719	31,026	21,518	28,831
	3343,Freehold Raceway	Arden B.		20,837	17,790	17,850	29,517	20,962	16,436	26,330	19,636	19,913	26,449	20,991	33,389	30,272	24,888	30,332
	3344,Pentagon City	Arden B.		53,758	37,464	27,290	47,106	36,557	35,009	45,398	34,204	38,389	44,236	34,781	41,661	46,305	45,295	45,158
	3345,Rockaway Town Sq.	Arden B.		20,275	16,043	14,315	28,230	17,392	14,363	17,175	11,896	15,264	16,817	14,654	16,833	17,431	11,691	14,063
	3346,Northlake Mall	Arden B.		12,297	9,781	8,164	14,900	7,912	6,452	10,665	5,785	6,978	6,227	3,745	6,576	8,818	8,833	7,437
	3347,Keystone @ The Cross	Arden B.		32,022	24,344	23,146	43,364	23,719	26,210	31,961	21,241	25,090	36,129	29,282	39,055	39,511	28,997	33,739
	3348,Oak Brook	Arden B.		34,359	26,311	24,468	43,603	17,235	20,289	34,068	32,631	30,898	39,500	36,828	39,853	41,083	35,755	43,845
	3349,Towson Town Center	Arden B.		30,779	22,740	21,328	31,328	18,687	19,366	24,015	21,334	19,653	21,192	14,866	17,253	22,632	14,527	19,316
	3350,Town Center At Cobb	Arden B.		15,288	8,506	10,773	20,576	11,673	9,148	15,030	10,080	9,779	14,502	11,446	13,233	12,004	10,424	11,410

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Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0201,Arden B. Bottoms	3307,Santa Monica Place	Arden B.		19,114	17,454	17,300	17,817	13,576	13,085	16,445	9,971	14,429	20,033	12,733	14,491	14,966	7,028	7,553
	3308,Ala Moana	Arden B.		43,078	26,225	25,274	31,411	23,100	21,747	30,255	22,153	20,232	23,445	14,065	20,574	34,318	26,015	26,744
	3309,Mac Arthur Center	Arden B.		29,716	17,381	18,834	20,836	13,419	13,206	16,792	13,677	12,983	15,600	13,231	11,988	18,665	8,435	10,240
	3310,Fashion Island	Arden B.		58,232	33,636	30,723	49,741	35,649	32,812	46,914	35,062	39,901	39,074	30,556	31,565	51,240	34,711	35,768
	3311,Walnut Street	Arden B.		26,753	18,261	26,508	25,633	25,956	19,703	26,443	19,172	14,281	26,462	17,178	17,939	24,568	13,312	13,823
	3312,Newport Center Mall	Arden B.		31,259	17,655	20,908	23,837	21,773	17,903	23,918	17,792	15,675	26,376	18,293	19,976	27,585	11,957	14,601
	3313,Woodfield	Arden B.		46,002	23,137	22,291	32,607	20,894	22,683	30,770	23,678	23,679	22,954	23,996	26,242	45,653	20,849	20,311
	3314,Oak Street	Arden B.		50,377	28,027	30,423	42,178	32,244	34,505	44,001	36,594	34,254	41,225	30,348	28,371	37,042	19,199	21,251
	3315,Beverly Center	Arden B.		43,992	32,614	37,526	43,147	29,738	24,616	27,809	22,110	22,302	28,593	24,705	19,361	34,364	29,810	37,372
	3316,Bellevue Square	Arden B.		52,716	27,499	31,269	34,203	27,050	23,930	32,596	22,934	25,190	37,004	26,097	30,385	57,223	28,564	25,040
	3317,Dallas Galleria	Arden B.		47,900	23,102	26,259	45,105	30,056	21,085	30,867	28,229	23,915	30,047	27,725	25,624	38,389	20,991	24,419
	3318,Cherry Creek	Arden B.		57,112	35,273	35,133	45,360	32,345	35,811	42,989	32,389	28,640	36,498	28,085	21,374	38,177	17,834	21,548
	3319,Lenox Square	Arden B.		68,717	44,763	43,257	55,341	35,218	29,420	37,641	36,653	37,052	45,561	37,529	31,234	45,353		
	3320,Town Ctr @ Boca Rato	Arden B.		81,245	37,425	39,974	55,198	35,705	31,971	39,544	30,002	30,590		6,452	36,684	57,353	24,910	32,823
	3321,George Town Park	Arden B.		25,225	19,283	17,657	22,394	17,423	15,577	17,088	14,008	12,242	16,734	11,692	11,125	14,232	9,730	8,075
	3322,The Atrium @ Chest	Arden B.		40,549	19,660	21,776	23,851	19,834	16,372	19,317	12,740	16,377	21,601	16,630	17,804	29,787	13,662	16,165
	3323,Mall Short Hills	Arden B.		54,882	27,703	21,977	42,662	29,585	25,424	33,031	22,071	28,317	32,626	23,219	25,425	39,598	18,954	23,844
	3324,Riverside Square	Arden B.		30,673	16,864	15,991	19,226	16,764	15,629	25,011	12,055	13,222	18,785	14,578	16,300	30,684	14,922	11,933
	3325,The Galleria	Arden B.		42,398	14,170	18,984	22,048	15,136	14,464	18,324	13,795	18,055	22,233	15,508	19,672	29,439	12,304	13,637
	3326,The Plaza (King Of P	Arden B.		55,672	14,856	21,105	21,018	16,400	15,238	20,233	15,891	23,410	25,906	21,130	25,734	43,648	16,764	20,453
	3327,Woodbury Commons/Out	Arden B.		41,158	18,231	23,729	38,338	31,864	34,563	33,019	23,108	36,468	28,469	14,308	26,833	21,859	9,153	8,233
	3328,Dadeland Mall	Arden B.		61,945	29,541	30,016	40,683	29,465	27,297	40,941	34,048	25,845	33,493	22,763	35,375	57,791	26,209	34,988
	3330,Somerset Collection	Arden B.		78,983	33,563	42,485	57,049	46,224	34,747	48,366	35,224	36,604	43,584	29,918	35,519	64,328	14,428	17,629
	3331,The Westchester	Arden B.		76,811	32,145	38,244	46,750	32,339	32,969	40,277	32,049	28,962	39,559	29,197	30,254	46,090	23,232	27,094
	3333,Montgomery Mall	Arden B.		53,950	22,454	24,739	28,908	24,310	20,538	28,233	22,729	23,322	27,028	22,466	26,141	44,968	23,341	23,276
	3334,Columbia	Arden B.		24,900	10,678	12,287	16,867	16,579	18,487	22,302	17,255	12,739	15,062	14,291	14,331	21,150	10,292	10,798
	3335,Haywood Mall	Arden B.		32,698	12,407	16,521	17,936	16,115	12,135	15,679	14,633	15,944	22,614	17,476	16,922	27,582	12,578	11,670
	3336,Buckland Hills	Arden B.																
	3337,Paramus Park	Arden B.		30,583	13,407	11,706	16,357	14,370	17,476	20,770	14,026	14,452	19,180	15,141	14,669	27,560	8,863	9,430
	3338,North Point Mall	Arden B.																
	3339,Perimeter Mall	Arden B.		34,674	13,322	17,232	21,961	16,281	17,452	19,346	17,524	15,543	19,184	14,442	19,382	30,185	10,805	21,788
	3340,Garden State	Arden B.		76,771	37,248	43,923	53,420	37,540	37,199	53,397	36,129	39,874	56,250	42,684	44,765	84,037	38,283	42,046
	3341,Willowbrook Mall	Arden B.																
	3342,Bridgewater Co	Arden B.		44,171	21,285	22,915	31,608	21,211	16,515	26,004	15,885	21,206	24,878	21,413	18,831	32,630	10,489	4,990
	3343,Freehold Raceway	Arden B.		51,372	20,588	25,456	31,362	21,639	22,608	26,791	21,673	25,791	24,823	18,528	22,187	38,516	13,545	13,150
	3344,Pentagon City	Arden B.		65,344	44,187	48,928	46,447	40,483	35,093	44,716	40,213	33,727	42,478	46,166	42,985	59,616	39,495	36,908
	3345,Rockaway Town Sq.	Arden B.		27,182	8,981	9,709	10,166	10,765	10,462	17,971	12,804	17,278	15,903	9,242	13,490	21,545	5,179	8,400
	3346,Northlake Mall	Arden B.		11,851	9,325	10,159	13,431	7,906	6,763	10,456	6,536	8,272	7,828	6,258	8,831	8,070	4,497	9,606
	3347,Keystone @ The Cross	Arden B.		63,749	25,756	35,554	39,217	29,111	27,061	31,807	25,155	30,442	42,482	26,447	29,643	51,509	19,466	20,930
	3348,Oak Brook	Arden B.		65,013	25,188	30,734	36,572	31,335	25,761	22,395	9,638	29,463	36,833	23,097	27,260	48,919	12,617	22,296
	3349,Towson Town Center	Arden B.		36,919	21,554	24,022	27,110	13,548	15,946	21,428	17,163	17,359	22,956	18,209	20,442	29,911	18,415	15,320
	3350,Town Center At Cobb	Arden B.		27,625	13,463	14,892	14,681	11,519	13,949	18,608	16,503	14,398	20,449	13,534	13,246	24,673	8,963	11,047

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0201,Arden B. Bottoms	3307,Santa Monica Place	Arden B.		12,066	14,355	11,521	18,602	15,689	16,103	16,945	8,877	11,976	18,386	13,479	13,935	20,818	14,478	16,671
	3308,Ala Moana	Arden B.		38,738	29,078	30,423	40,795	35,150	30,145	36,427	24,352	27,711	44,309	22,915	22,647	23,801	13,961	19,074
	3309,Mac Arthur Center	Arden B.		12,936	14,190	12,543	19,423	10,932	18,086	19,614	18,167	20,808	29,365	16,382	17,786	22,464	19,030	19,277
	3310,Fashion Island	Arden B.		53,775	36,195	40,383	55,343	47,845	48,927	61,442	54,355	54,888	83,321	36,106	42,935	60,810	42,878	44,224
	3311,Walnut Street	Arden B.		20,684	22,079	20,752	31,374	23,652	25,101	37,548	33,362	30,580	39,285	16,116	28,174	32,196	27,957	30,016
	3312,Newport Center Mall	Arden B.		22,174	19,022	16,067	22,141	16,219	16,939	22,578	17,964	18,786	33,919	13,755	20,925	23,026	22,336	22,381
	3313,Woodfield	Arden B.		30,755	31,369	28,109	30,256	24,724	26,860	26,436	15,717	24,478	47,549	14,311	19,733	30,160	23,863	31,507
	3314,Oak Street	Arden B.		35,548	27,450	34,353	40,871	36,036	36,020	42,593	33,665	31,267	38,168	15,046	24,072	29,552	29,064	30,043
	3315,Beverly Center	Arden B.		39,940	33,090	29,112	46,516	33,134	32,628	40,830	42,433	31,436	36,846	22,704	31,032	33,972	19,463	20,385
	3316,Bellevue Square	Arden B.		35,861	29,983	29,709	41,593	30,355	34,411	47,106	43,377	44,739	60,450	25,783	20,490	31,170	28,452	26,707
	3317,Dallas Galleria	Arden B.		47,560	29,202	30,590	44,099	44,103	40,477	45,432	46,138	45,969	53,936	24,050	29,269	47,146	30,197	29,591
	3318,Cherry Creek	Arden B.		30,792	27,915	24,332	27,410	27,874	24,553	30,932	26,860	22,633	38,197	16,065	20,500	28,824	23,074	23,569
	3319,Lenox Square	Arden B.		59,379	44,487	44,354	58,349	43,147	45,126	65,950	55,155	66,060	87,783	38,753	50,262	78,428	52,929	57,680
	3320,Town Ctr @ Boca Rato	Arden B.		46,067	42,083	31,194	44,981	33,219	36,220	40,897	33,163	40,391	59,384	28,730	39,379	44,815	35,560	41,175
	3321,George Town Park	Arden B.		15,361	17,428	13,137	22,941	15,858	18,086	27,173	24,477	22,617	23,379	12,045	21,867	22,573	20,503	22,021
	3322,The Atrium @ Chest	Arden B.		14,507	14,147	13,909	17,639	13,886	16,528	25,190	17,975	21,598	30,584	17,477	21,507	30,349	23,984	23,660
	3323,Mall Short Hills	Arden B.		40,437	33,100	35,789	38,079	21,560	30,469	41,224	38,067	39,664	57,385	17,992	23,856	36,599	31,665	35,421
	3324,Riverside Square	Arden B.		19,896	19,912	15,620	23,179	13,422	17,572	20,160	16,541	18,863	22,454	6,739	10,601	14,767	15,237	17,366
	3325,The Galleria	Arden B.		26,973	25,114	24,180	28,300	11,756	23,125	28,147	18,176	21,360	33,278	16,067	19,352	21,271	24,875	26,981
	3326,The Plaza (King Of P	Arden B.		25,336	23,650	24,676	35,638	22,646	37,142	57,875	41,622	49,293	63,598	24,158	35,390	47,135	33,317	34,835
	3327,Woodbury Commons/Out	Arden B.		24,476	27,014	20,895	27,747	36,339	47,984	33,501	22,505	33,705	45,789	11,202	15,361	30,658	19,474	28,532
	3328,Dadeland Mall	Arden B.		37,335	33,262	35,054	43,549	32,152	33,426	40,500	30,236	40,286	64,328	25,286	25,531	39,610	31,816	30,982
	3330,Somerset Collection	Arden B.		43,646	49,713	50,153	56,878	35,082	41,681	49,002	41,845	50,812	66,136	20,655	44,050	49,901	37,266	44,992
	3331,The Westchester	Arden B.		43,189	38,417	44,506	52,101	33,486	37,810	54,061	44,186	48,310	58,855	25,603	31,250	43,669	34,298	43,613
	3333,Montgomery Mall	Arden B.		39,054	30,113	31,372	43,544	28,492	30,021	30,796	25,763	26,046	36,067	13,976				
	3334,Columbia	Arden B.		16,709	16,339	14,914	20,973	12,819	16,129	20,983	16,937	21,181	30,416	13,078	17,603	21,982	17,927	21,065
	3335,Haywood Mall	Arden B.		16,898	12,457	16,029	22,263	17,592	18,769	27,876	31,416	28,693	31,622	17,726	23,316	28,872	26,384	
	3336,Buckland Hills	Arden B.																
	3337,Paramus Park	Arden B.		13,800	18,177	16,122	24,517	16,255	17,647	24,704	14,933	24,404	31,686	12,644	15,284	22,615	19,592	6,172
	3338,North Point Mall	Arden B.																
	3339,Perimeter Mall	Arden B.		26,997	18,613	17,498	25,591	21,564	22,678	34,567	28,623	30,432	47,832	22,680	32,131	37,951	23,037	28,701
	3340,Garden State	Arden B.		57,279	46,611	51,417	59,894	39,710	50,651	62,933	49,098	55,163	82,624	32,557	43,951	48,836	38,322	51,588
	3341,Willowbrook Mall	Arden B.																
	3342,Bridgewater Co	Arden B.																
	3343,Freehold Raceway	Arden B.		19,945	15,884	23,419	27,532	20,804	29,987	42,927	26,582	29,744	43,547	13,985	19,090	27,893	21,987	28,158
	3344,Pentagon City	Arden B.		62,169	44,338	48,420	63,062	46,366	43,557	55,375	59,708	54,055	70,569	34,559	45,560	46,871	40,336	42,505
	3345,Rockaway Town Sq.	Arden B.		14,828	14,813	15,989	17,927	16,533	14,811	22,601	16,219	17,003	35,473	14,619	14,801	25,485	17,265	21,928
	3346,Northlake Mall	Arden B.		9,943	13,015	7,720	9,368	7,098	10,659	6,562	8,171	13,973	20,184	5,049	13,262	20,204	10,832	18,056
	3347,Keystone @ The Cross	Arden B.		31,653	27,284	30,825	35,968	28,181	31,656	41,330	35,815	48,120	54,433	20,083	26,558	39,425	30,985	35,839
	3348,Oak Brook	Arden B.		32,286	23,877	28,871	43,185	25,586	34,909	43,712	38,724	42,696	59,212	22,949	30,139	40,517	31,761	35,552
	3349,Towson Town Center	Arden B.		25,310	21,823	18,945	25,036	18,125	19,784	31,820	22,956	28,082	38,223	17,249	22,766	30,040	21,101	22,063
	3350,Town Center At Cobb	Arden B.		13,357	13,390	12,875	16,672	16,759	18,647	21,873	15,607	22,570	32,900	13,421				

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3307,Santa Monica Place	Arden B.		24,433	13,776	18,470	20,949	14,161	12,469	20,692	1,257
	3308,Ala Moana	Arden B.		25,596	23,852	24,143	29,887	17,584	20,176	31,740	3,429
	3309,Mac Arthur Center	Arden B.		26,736	19,558	22,604	27,080	16,539	12,725	27,474	1,764
	3310,Fashion Island	Arden B.		57,390	46,258	45,825	50,293	29,031	25,810	51,926	4,189
	3311,Walnut Street	Arden B.		25,146	22,845	25,276	34,079	19,075	15,253	25,264	1,517
	3312,Newport Center Mall	Arden B.		27,566	24,425	16,701	25,581	17,752	15,759	32,276	2,049
	3313,Woodfield	Arden B.		36,912	28,972	29,252	26,984	19,290	25,301	47,761	1,914
	3314,Oak Street	Arden B.		36,826	31,120	25,155	39,220	24,570	23,632	39,347	491
	3315,Beverly Center	Arden B.		29,278	24,497	19,631	32,175	22,023	19,968	25,083	2,647
	3316,Bellevue Square	Arden B.		37,529	32,312	32,064	35,412	25,244	23,531	49,844	4,081
	3317,Dallas Galleria	Arden B.		35,660	34,959	32,014	38,767	29,746	21,302	44,206	4,186
	3318,Cherry Creek	Arden B.		25,261	18,287	19,623	22,940	18,995	15,873	39,430	3,004
	3319,Lenox Square	Arden B.		57,903	62,326	54,304	65,809	46,917	41,633	80,101	5,427
	3320,Town Ctr @ Boca Rato	Arden B.		38,276	35,853	37,697	25,610	22,379	23,250	47,884	4,706
	3321,George Town Park	Arden B.		25,065	15,985	15,685	22,625	15,927	14,228	17,130	507
	3322,The Atrium @ Chest	Arden B.		23,826	18,830	16,860	24,503	14,985	14,596	25,952	982
	3323,Mall Short Hills	Arden B.		32,355	22,166	24,006	26,823	19,335	16,653	33,255	2,851
	3324,Riverside Square	Arden B.		25,780	17,806	19,167	24,219	15,989	12,998	26,868	1,427
	3325,The Galleria	Arden B.		25,313	17,895	20,395	21,127	17,270	14,331	28,328	972
	3326,The Plaza (King Of P	Arden B.		43,973	31,856	36,822	45,754	28,187	26,473	57,933	2,336
0201,Arden B. Bottoms	3327,Woodbury Commons/Out	Arden B.		40,102	36,316	59,246	48,638	30,733	26,856	25,728	2,797
	3328,Dadeland Mall	Arden B.		41,338	33,960	31,739	31,738	23,317	27,265	56,693	3,411
	3330,Somerset Collection	Arden B.		53,491	38,300	42,920	34,779	29,543	27,171	57,922	3,082
	3331,The Westchester	Arden B.		48,227	36,749	25,977	41,398	25,797	20,282	50,320	2,453
	3333,Montgomery Mall	Arden B.									
	3334,Columbia	Arden B.		30,198	23,176	18,150	21,719	19,829	15,629	30,262	1,795
	3335,Haywood Mall	Arden B.									
	3336,Buckland Hills	Arden B.									
	3337,Paramus Park	Arden B.									
	3338,North Point Mall	Arden B.									
	3339,Perimeter Mall	Arden B.		34,397	28,038	29,797	34,773	25,998	22,018	55,427	3,291
	3340,Garden State	Arden B.		55,717	39,357	36,065	46,290	29,717	32,380	58,884	1,540
	3341,Willowbrook Mall	Arden B.									
	3342,Bridgewater Co	Arden B.									
	3343,Freehold Raceway	Arden B.		30,558	24,308	26,875	32,994	19,348	15,223	50,990	1,728
	3344,Pentagon City	Arden B.		55,550	41,497	40,446	55,222	38,416	33,613	63,163	3,747
	3345,Rockaway Town Sq.	Arden B.		30,111	21,716	22,343	23,598	13,721	13,866	30,395	1,624
	3346,Northlake Mall	Arden B.		18,071							
	3347,Keystone @ The Cross	Arden B.		40,001	30,025	27,155	39,684	21,753	23,098	41,568	3,144
	3348,Oak Brook	Arden B.		43,689	38,933	32,878	32,210	20,152	20,746	44,480	2,236
	3349,Towson Town Center	Arden B.		25,717	17,364	15,710	26,862	17,462	15,946	30,657	1,184
	3350,Town Center At Cobb	Arden B.									

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Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3351,Gwinnett	Arden B.		10,992	6,233	5,190	14,130	8,981	7,895	9,318	6,493	8,078	8,727	6,324	7,404	7,582	7,305	11,366
	3352,Menlo Park	Arden B.		42,121	30,911	31,395	51,733	28,477	28,755	40,747	37,283	33,661	39,354	32,671	35,479	50,056	38,777	33,261
	3353,Stamford Town Center	Arden B.		25,817	20,274	15,922	31,868	18,719	16,786	21,937	14,203	15,205	22,795	18,716	19,145	21,688	14,595	19,527
	3354,Westfarms Mall	Arden B.		20,082	16,102	18,417	24,308	17,649	12,582	16,168	13,222	13,824	16,797	14,723	20,404	19,908	16,523	20,970
	3355,Danbury Fair	Arden B.		25,617	18,312	19,122	32,235	20,490	14,647	16,215	15,527	15,460	23,690	15,664	20,930	21,481	17,105	20,728
	3356,St Louis Galleria	Arden B.		39,902	26,661	29,902	50,514	23,143	24,648	34,595	32,640	30,102	44,762	36,263	40,609	48,212	38,026	52,616
	3357,Northbrook	Arden B.		19,830	12,803	12,501	21,912	12,563	13,031	16,539	12,141	12,158	15,624	15,099	18,069	19,437	17,398	21,500
	3358,Mall Of America	Arden B.		23,889	14,626	14,606	25,932	16,509	13,632	16,132	15,369	13,729	30,430	27,155	34,122	27,142	22,317	26,394
	3359,Carousel Center	Arden B.		28,178	16,749	12,956	19,988	14,054	15,161	16,598	14,495	13,056	16,978	15,230	24,827	21,056	17,011	18,215
	3360,Burlington Mall	Arden B.		21,941	12,818	19,318	29,626	18,652	16,664	24,648	18,161	22,080	28,092	18,919	23,842	24,447	19,657	24,866
	3361,Annapolis Mall	Arden B.		17,120	10,743	10,224	20,307	10,030	8,636	12,772	8,162	9,893	13,814	12,050	13,174	8,229		
	3362,Willow Grove Park	Arden B.		16,650	13,073	12,301	25,006	14,000	12,002	18,704	14,795	16,400	21,549	18,634	20,720	28,930	21,217	25,555
	3363,Cambridgeside Galler	Arden B.		31,056	19,963	24,092	52,489	21,905	23,557	30,099	28,025	24,643	29,098	21,790	29,502	36,461	30,984	32,664
	3364,Mall Of New Hampshir	Arden B.		16,275	9,526	15,497	26,681	16,604	14,189	15,522	13,183	10,349	14,127	9,818	18,530	12,627	10,572	16,125
	3365,Orland Square	Arden B.		22,702	15,565	20,025	40,872	19,606	15,522	24,344	20,382	24,704	34,970	25,002	27,509	28,217	20,235	25,903
	3366,Ridgedale Cntr.	Arden B.		19,903	12,681	13,958	24,348	18,026	15,650	15,915	13,290	14,093	21,889	22,562	27,969	24,637	20,872	20,537
	3367,Baybrook Mall	Arden B.		15,667	10,893	11,155	23,841	16,689	12,241	12,782	10,654	16,123	14,429	19,112	18,681	21,435	18,348	16,859
	3368,Highland Mall	Arden B.		18,024	12,313	13,943	23,539	14,536	12,589	14,741	8,864	8,704	11,322	14,436	17,695	23,623	17,072	16,690
	3369,Meriden Square	Arden B.		9,817	7,022	8,495	11,466	8,569	6,978	9,881	7,172	5,839	6,795	6,170	9,164	7,808	5,742	8,822
	3370,Prudential Center	Arden B.		43,523	29,264	27,093	40,612	30,048	27,102	36,242	40,101	33,404	42,614	42,211	43,629	47,263	43,629	41,297
	3371,Scottsdale Center	Arden B.		21,034	13,568	15,646	26,378	19,707	19,411	26,227	20,563	21,010	24,974	23,702	31,942	35,237	28,301	28,353
0201,Arden B. Bottoms	3372,The Parks Arlington	Arden B.		15,733	9,231	8,811	19,422	12,925	12,674	13,367	11,486	11,725	18,588	15,411	16,265	14,691		
	3373,Vista Ridge	Arden B.		11,663	8,367	9,945	15,876	11,158	9,433	10,332	8,227	7,933	13,605	12,961	16,204	12,640	10,720	14,037
	3374,Woodland Hills	Arden B.		16,135	9,953	10,569	19,585	12,741	13,071	14,046	11,081	13,447	20,989	14,090	19,576	16,661	15,161	16,035
	3375,Columbiana Center	Arden B.		20,715	12,327	16,138	28,840	12,931	14,063	15,499	13,543	10,702	15,955	12,252	19,803	22,575	19,998	23,862
	3376,The Woodlands	Arden B.		14,820	10,030	12,887	24,072	12,812	9,374	10,914	9,554	8,671	11,507	13,149	16,567	11,622	10,553	14,498
	3377,Southdale Center	Arden B.		22,770	13,624	14,899	25,181	12,908	14,035	21,810	18,864	18,562	26,293	21,028	23,962	20,308	14,482	18,200
	3378,Old Orchard	Arden B.		40,286	20,337	23,625	32,020	19,808	18,941	27,514	21,994	22,451	29,668	25,017	30,555	37,600	31,258	35,222
	3379,Providence Place Mal	Arden B.		29,926	20,921	17,415	29,724	15,567	14,806	19,684	19,284	19,495	22,589	21,200	27,031	29,396	27,364	25,509
	3380,Fayette Mall	Arden B.		16,291	10,808	11,406	20,622	13,104	10,990	11,993	8,995	12,170	14,722	14,666	15,880	22,024	16,617	17,137
	3381,Regency Square Mall	Arden B.		21,380	14,381	13,537	28,395	17,392	11,637	8,294								
	3382,Willowbrook	Arden B.		16,665	10,986	12,915	27,029	14,085	10,795	12,607	12,154	14,314	19,713	18,644	22,879	20,140	13,910	17,372
	3383,Mission Viejo Mall	Arden B.		12,863	7,567	10,828	23,815	13,865	11,159	14,834	11,306	14,675	22,440	16,503	21,833	20,125	15,264	19,557
	3384,Concord Mills/Outlet	Arden B.		15,305	8,968	10,933	14,093	11,947	7,248	13,062	7,676	13,193	22,053	23,891	21,666	22,681	19,032	21,938
	3385,Aventura Mall	Arden B.		9,326	20,663	25,182	39,222	24,617	20,666	26,536	29,711	30,196	41,288	45,036	47,165	41,882	41,866	45,628
	3386,Plaza Las Americas	Arden B.					41,108	23,300	16,829	23,656	19,548	24,337	34,148	20,833	25,917	25,318	20,556	38,218
	3387,Easton Towne Center	Arden B.														31,294	18,827	21,535
	3388,Gateway Mall	Arden B.															3,549	17,953
	3389,Streets At South Poi	Arden B.																
	3390,Arden Fair	Arden B.																
	3391,Halsted & Aarmitage	Arden B.																
	3392,International Plaza	Arden B.														24,189	23,710	29,251

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0201,Arden B. Bottoms	3351,Gwinnett	Arden B.		18,503	7,668	11,745	11,010	8,432	7,991	11,502	9,960	9,403	11,985	6,503	12,608	11,596	5,768	10,316
	3352,Menlo Park	Arden B.		66,816	31,501	30,490	37,310	29,597	31,550	35,798	23,891	26,377	40,251	27,530	40,402	55,364	26,311	31,927
	3353,Stamford Town Center	Arden B.		31,631	13,559	15,161	19,869	16,361	18,400	23,263	11,263							
	3354,Westfarms Mall	Arden B.		35,177	18,107	21,083	23,651	17,789	20,218	25,586	18,585	21,682	26,702	17,778	18,236	29,293	10,500	12,228
	3355,Danbury Fair	Arden B.		36,352	13,276	13,379	19,014	14,887	16,017	20,854	14,780	19,853	22,614	15,641	18,075	32,278	9,105	10,358
	3356,St Louis Galleria	Arden B.		77,596	34,906	43,150	49,531	39,490	33,790	46,138	34,323	36,629	34,212	24,835	25,964	45,588	23,193	20,882
	3357,Northbrook	Arden B.		33,049	16,752	17,182	16,014	12,823	10,772	18,667	12,169	13,852	14,322	10,450	10,887	16,373	5,364	9,232
	3358,Mall Of America	Arden B.		40,381	25,371	29,977	39,442	29,916	26,433	38,835	35,151	37,308	37,341	21,995	28,851	39,686	18,410	20,011
	3359,Carousel Center	Arden B.		28,997	16,119	19,944	25,413	20,766	18,488	21,666	16,675	23,932	27,471	16,816	16,777	31,151	11,406	15,720
	3360,Burlington Mall	Arden B.		48,024	19,120	21,449	27,748	21,589	19,688	30,521	23,385	26,042	28,805	17,037	22,931	42,549	15,871	17,429
	3361,Annapolis Mall	Arden B.																
	3362,Willow Grove Park	Arden B.		38,085	18,681	21,016	24,128	19,998	16,369	23,739	17,767	18,680	29,689	16,965	19,068	28,663	10,934	10,295
	3363,Cambridgeside Galler	Arden B.		52,361	27,648	35,339	35,461	28,391	23,901	37,861	22,099	21,119	36,287	23,044	30,421	52,383	22,865	24,031
	3364,Mall Of New Hampshir	Arden B.		29,464	12,845	14,919	14,300	14,741	17,632	18,450	14,395	19,186	17,497	17,613	17,907	28,311	10,921	11,950
	3365,Orland Square	Arden B.		44,965	15,421	20,640	27,365	17,725	22,235	31,003	21,985	21,356	26,216	16,322	24,649	39,103	17,330	18,569
	3366,Ridgedale Cntr.	Arden B.		32,343	18,333	18,896	24,163	22,336	15,225	24,450	17,700	24,963	24,088	16,484	22,726	29,059	13,394	9,639
	3367,Baybrook Mall	Arden B.		29,794	12,149	12,055	14,412	11,400	14,526	19,439	15,561	11,072	17,216	10,328	16,021	23,768	11,297	9,967
	3368,Highland Mall	Arden B.		22,343	12,353	17,582	18,229	15,446	13,587	17,798	13,923	16,961	19,018	15,117	15,095	16,424	10,487	13,593
	3369,Meriden Square	Arden B.		11,438														
	3370,Prudential Center	Arden B.		56,186	37,766	46,161	56,768	42,546	38,174	46,025	42,540	38,048	53,560	39,055	39,917	52,422	31,577	34,696
	3371,Scottsdale Center	Arden B.		42,365	25,703	27,742	40,357	22,003	27,244	26,893	18,774	21,440	25,118	19,842	24,583	31,333	15,246	26,091
	3372,The Parks Arlington	Arden B.																
	3373,Vista Ridge	Arden B.		20,773	10,794	10,188	16,765	11,092	11,497	13,344	10,775	11,784	11,352	9,125	8,506	11,912	3,789	5,870
	3374,Woodland Hills	Arden B.		32,236	12,802	12,886	17,507	15,055	14,661	20,717	19,536	19,364	21,350	12,175	12,727	23,853	7,964	11,093
	3375,Columbiana Center	Arden B.		35,652	20,223	17,053	21,609	12,227	14,474	14,652	15,875	19,646	23,069	12,401	15,748	24,028	14,368	13,773
	3376,The Woodlands	Arden B.		25,826	9,881	11,624	14,724	14,151	14,790	18,968	23,913	18,638	20,334	12,970	22,993	36,381	11,215	13,417
	3377,Southdale Center	Arden B.		29,956	16,611	18,763	22,911	17,245	15,955	22,638	21,610	25,015	26,712	15,742	18,451	29,214	12,221	13,631
	3378,Old Orchard	Arden B.		48,739	28,801	26,658	37,490	32,709	35,293	47,470	29,925	40,949	44,693	35,533	33,626	62,225	23,008	26,654
	3379,Providence Place Mal	Arden B.		46,735	18,584	20,269	26,496	25,559	21,771	24,908	19,240	25,940	31,958	22,254	24,553	37,004	15,560	19,619
	3380,Fayette Mall	Arden B.		28,152	14,627	14,417	16,070	11,168	11,214	16,739	13,227	21,230	26,754	15,295	17,325	30,466	12,264	11,934
	3381,Regency Square Mall	Arden B.																
	3382,Willowbrook	Arden B.		36,430	12,818	13,889	18,762	13,362	17,375	24,665	28,822	23,619	28,912	17,562	19,811	33,955	18,803	19,767
	3383,Mission Viejo Mall	Arden B.		28,647	15,693	12,148	19,820	15,326	17,972	26,655	16,736	17,315	21,849	13,796	19,861	27,716	12,446	15,642
	3384,Concord Mills/Outlet	Arden B.		37,262	18,752	22,149	27,608	15,519	19,114	25,293	26,918	25,533	26,501	18,320	23,061	24,280	10,898	18,042
	3385,Aventura Mall	Arden B.		72,785	34,845	43,076	64,309	33,779	33,616	43,361	43,635	40,287	34,657	23,416	26,977	54,213	30,566	40,819
	3386,Plaza Las Americas	Arden B.		73,001	27,523	29,414	29,502	26,670	29,042	37,648	24,762	25,477	35,725	26,487	29,231	60,109	34,219	31,231
	3387,Easton Towne Center	Arden B.		34,520	17,003	16,058	16,975	15,477	15,290	21,722	16,161	21,103	19,722	15,570	15,421	19,458	8,181	8,431
	3388,Gateway Mall	Arden B.		19,128	7,736	10,477	12,488	9,734	10,920	12,742	9,884	11,882	12,113	7,432	7,824	15,441	9,917	7,261
	3389,Streets At South Pol	Arden B.					32,962	13,639	14,019	16,070	11,989	11,360	20,127	16,150	16,494	18,981	8,925	9,865
	3390,Arden Fair	Arden B.					7,044	22,792	15,911	24,716	15,600	13,550	18,809	15,010	18,905	26,864	13,706	13,397
	3391,Halsted & Aarmitage	Arden B.																
	3392,International Plaza	Arden B.		43,204	22,212	20,217	29,261	20,093	21,404	23,627	22,067	20,688	24,656	15,254	19,445	35,110	12,646	17,429

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3351,Gwinnett	Arden B.		9,403	10,368	7,892	10,265	8,237	8,685	9,310	8,513	15,693	17,132	3,453				
	3352,Menlo Park	Arden B.		47,023	36,316	34,345	41,199	26,660	35,362	58,289	37,340	45,106	63,587	29,006	35,413	43,661	36,994	42,700
	3353,Stamford Town Center	Arden B.																
	3354,Westfarms Mall	Arden B.		15,063	16,156	3,003												
	3355,Danbury Fair	Arden B.		15,820	14,532	13,550	18,800	13,060	19,896	21,683	13,643	19,243	29,745	5,039				
	3356,St Louis Galleria	Arden B.		32,075	26,574	29,712	36,623	31,614	36,103	47,229	34,079	39,215	55,001	18,133	20,929	34,110	26,135	26,109
	3357,Northbrook	Arden B.		11,576	11,168	12,679	15,502	14,440	15,753	18,384	13,596	14,488	25,779	7,148				
	3358,Mall Of America	Arden B.		28,877	29,355	26,846	32,690	31,541	35,551	40,227	31,940	32,441	45,745	23,476	27,417	41,188	25,035	34,229
	3359,Carousel Center	Arden B.		14,079	17,417	12,496	17,027	10,108	16,832	22,940	16,681	20,196	33,044	13,912	21,922	25,599	21,131	21,411
	3360,Burlington Mall	Arden B.		24,748	18,757	20,547	29,235	18,544	25,148	31,241	24,050	30,531	46,291	18,174	25,462	28,171	27,261	28,225
	3361,Annapolis Mall	Arden B.																
	3362,Willow Grove Park	Arden B.		19,834	23,122	22,427	28,648	17,159	21,032	30,537	20,542	28,055	36,312	15,604	20,446	23,561	20,393	26,270
	3363,Cambridgeside Galler	Arden B.		30,494	29,160	24,736	28,125	25,855	24,955	34,046	32,422	35,847	51,063	22,066	29,702	28,965	26,290	25,387
	3364,Mall Of New Hampshir	Arden B.		12,964	13,474	10,957	18,726	12,151	16,406	20,590	17,855	22,191	35,642	12,308	17,349	18,184	20,174	25,824
	3365,Orland Square	Arden B.		23,022	21,761	22,851	30,207	19,547	23,145	26,768	18,239	27,303	36,478	14,021	20,933	26,209	25,628	25,808
	3366,Ridgedale Cntr.	Arden B.		14,633	14,457	15,615	21,728	18,768	21,737	22,054	14,597	19,360	22,928	16,825	19,662	20,100	17,533	19,552
	3367,Baybrook Mall	Arden B.		13,507	11,104	11,616	22,584	17,552	19,980	22,007	18,212	19,881	38,686	17,713	16,129	21,391	16,824	17,298
	3368,Highland Mall	Arden B.		12,563	9,638	9,333	15,914	14,870	14,539	20,483	18,586	19,542	26,350	14,895	18,710	21,469	14,773	16,205
	3369,Meriden Square	Arden B.																
	3370,Prudential Center	Arden B.		42,983	50,478	44,138	44,822	39,140	41,852	58,127	51,986	58,250	48,970	28,464	42,563	47,017	39,556	48,438
0201,Arden B. Bottoms	3371,Scottsdale Center	Arden B.		32,607	26,214	26,974	28,156	23,713	23,774	27,478	29,722	32,876	42,297	25,637	32,564	47,046	33,760	34,961
	3372,The Parks Arlington	Arden B.																
	3373,Vista Ridge	Arden B.		10,383	5,666	9,088	12,979	9,074	12,133	15,440	11,538	13,572	15,449	565				
	3374,Woodland Hills	Arden B.		11,462	11,231	13,004	18,477	18,287	20,635	29,212	16,966	29,206	43,477	12,741				
	3375,Columbiana Center	Arden B.		21,955	15,008	13,947	16,742	20,722	27,870	40,474	30,833	36,276	47,468	20,791	28,127	38,865	23,827	28,469
	3376,The Woodlands	Arden B.		13,634	8,241	12,510	18,446	20,570	21,645	23,094	20,240	30,576	48,501	22,158	22,586	27,954	26,154	25,896
	3377,Southdale Center	Arden B.		18,478	15,233	13,737	22,971	17,350	19,757	23,420	16,291	25,873	33,977	15,201	22,902	23,937	18,550	24,884
	3378,Old Orchard	Arden B.		41,136	31,418	33,151	38,301	29,544	31,530	35,678	30,553	31,120	42,785	16,673	22,131	32,169	27,328	29,016
	3379,Providence Place Mal	Arden B.		28,334	26,464	30,304	31,777	23,037	26,446	37,695	31,626	35,598	53,248	23,868	29,783	39,262	32,828	29,461
	3380,Fayette Mall	Arden B.		19,094	13,316	15,026	19,596	14,757	20,813	31,212	26,626	29,163	38,675	19,580	30,844	32,035	29,367	24,494
	3381,Regency Square Mall	Arden B.																
	3382,Willowbrook	Arden B.		20,178	18,811	23,354	28,393	24,917	24,976	32,302	27,005	33,444	46,267	21,882	21,485	29,126	19,074	25,107
	3383,Mission Viejo Mall	Arden B.		20,233	21,546	19,849	35,932	30,420	31,318	38,293	30,677	36,575	55,848	25,580	33,413	37,593	34,661	33,626
	3384,Concord Mills/Outlet	Arden B.		26,157	25,825	25,648	23,331	24,432	23,587	22,068	16,654	22,589	32,179	13,784	21,210	29,710	19,684	26,805
	3385,Aventura Mall	Arden B.		52,678	51,227	38,739	44,227	41,523	38,079	48,724	36,123	47,316	61,802	28,898	34,306	45,499	41,340	40,762
	3386,Plaza Las Americas	Arden B.		41,272	36,505	38,428	41,288	34,295	38,192	49,254	36,983	46,429	90,093	29,738	29,160	36,224	29,950	37,448
	3387,Easton Towne Center	Arden B.		15,810	16,299	14,695	18,606	16,388	19,383	23,130	20,606	22,132	29,816	12,536	17,848	30,817	26,476	28,913
	3388,Gateway Mall	Arden B.		9,136	9,908	10,655	17,271	12,579	18,558	19,603	11,946	15,387	22,398	10,709	10,239	19,003	13,055	19,395
	3389,Streets At South Poi	Arden B.		13,998	10,421	12,919	17,124	15,398	21,043	30,917	24,029	31,068	40,608	22,613	26,480	30,817	24,920	23,139
	3390,Arden Fair	Arden B.		18,533	13,039	15,883	24,998	14,497	17,424	24,680	17,302	25,659	34,329	19,230	19,419	23,827	16,407	21,932
	3391,Halsted & Aarmitage	Arden B.				2,754	26,372	18,185	19,010	23,471	18,617	24,891	24,333	13,215	19,358	24,752	21,614	21,235
	3392,International Plaza	Arden B.		25,621	24,038	17,178	24,737	20,300	25,282	28,335	19,972	30,835	45,572	18,201	28,891	29,553	28,548	28,639

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3351,Gwinnett	Arden B.									
	3352,Menlo Park	Arden B.		47,437	33,117	36,389	45,712	26,992	28,783	60,200	3,110
	3353,Stamford Town Center	Arden B.									
	3354,Westfarms Mall	Arden B.									
	3355,Danbury Fair	Arden B.									
	3356,St Louis Galleria	Arden B.		39,844	32,897	30,131	38,128	23,467	20,865	49,378	2,373
	3357,Northbrook	Arden B.									
	3358,Mall Of America	Arden B.		43,669	33,997	35,766	37,847	25,282	22,865	47,453	3,537
	3359,Carousel Center	Arden B.		25,798	20,265	23,680	32,907	15,028	18,929	36,612	830
	3360,Burlington Mall	Arden B.		38,533	24,775	23,148	33,213	23,236	20,980	45,453	1,870
	3361,Annapolis Mall	Arden B.									
	3362,Willow Grove Park	Arden B.		29,694	23,916	23,484	36,025	16,863	19,550	40,783	3,066
	3363,Cambridgeside Galler	Arden B.		36,525	27,730	25,497	33,677	25,523	26,444	55,010	1,766
	3364,Mall Of New Hampshir	Arden B.		26,132	20,245	24,751	29,351	18,628	20,647	41,992	2,244
	3365,Orland Square	Arden B.		27,543	22,684	25,613	29,670	22,624	28,840	60,028	2,473
	3366,Ridgedale Cntr.	Arden B.		26,688	19,593	23,258	23,691	13,337	12,575	27,821	1,508
	3367,Baybrook Mall	Arden B.									
	3368,Highland Mall	Arden B.		20,481	21,397						
	3369,Meriden Square	Arden B.									
	3370,Prudential Center	Arden B.		44,575	37,322	30,824	43,825	25,079	28,180	42,714	3,105
	3371,Scottsdale Center	Arden B.		36,713	25,924	21,901	30,165	22,120	24,796	42,518	3,513
0201,Arden B. Bottoms	3372,The Parks Arlington	Arden B.									
	3373,Vista Ridge	Arden B.									
	3374,Woodland Hills	Arden B.									
	3375,Columbiana Center	Arden B.		39,194	31,619	32,553	42,988	26,254	23,849	53,088	2,388
	3376,The Woodlands	Arden B.		30,058	28,426	27,122	25,476	19,675	20,141	40,506	2,898
	3377,Southdale Center	Arden B.		31,247	25,081	26,597	31,687	20,030	22,589	33,458	2,044
	3378,Old Orchard	Arden B.		40,896	31,485	37,121	45,047	24,650	26,398	47,844	2,138
	3379,Providence Place Mal	Arden B.		37,887	31,615	26,311	38,832	19,456	16,638	37,563	1,855
	3380,Fayette Mall	Arden B.		28,873	22,406	22,695	36,323	21,608	18,317	44,067	1,857
	3381,Regency Square Mall	Arden B.									
	3382,Willowbrook	Arden B.		34,219	26,288	37,613	28,263	22,571	22,723	52,068	3,401
	3383,Mission Viejo Mall	Arden B.		41,623	29,898	30,390	32,281	21,209	20,653	44,426	2,453
	3384,Concord Mills/Outlet	Arden B.		28,921	32,409	47,098	43,566	27,854	22,875	28,558	2,011
	3385,Aventura Mall	Arden B.		48,808	45,452	38,852	35,802	26,864	24,072	51,742	5,173
	3386,Plaza Las Americas	Arden B.		47,779	38,894	31,516	42,584	20,767	20,444	55,178	4,078
	3387,Easton Towne Center	Arden B.		30,394	20,580	25,418	23,172	13,786	13,892	28,292	1,476
	3388,Gateway Mall	Arden B.		24,427	15,407	18,666	16,825	8,545	10,198	25,070	1,353
	3389,Streets At South Poi	Arden B.		26,448	26,126	26,131	34,009	19,531	21,078	43,110	2,613
	3390,Arden Fair	Arden B.		24,088	23,942	22,898	24,441	16,486	18,500	34,468	1,039
	3391,Halsted & Aarmitage	Arden B.		24,166	19,591	20,739	24,414	17,566	15,955	26,810	1,222
	3392,International Plaza	Arden B.		30,967	30,767	27,687	23,847	23,949	23,457	47,802	2,963

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trail	Month / Metrics	Sep 00 Sls All $	Oct 00 Sls All $	Nov 00 Sls All $	Dec 00 Sls All $	Jan 01 Sls All $	Feb 01 Sls All $	Mar 01 Sls All $	Apr 01 Sls All $	May 01 Sls All $	Jun 01 Sls All $	Jul 01 Sls All $	Aug 01 Sls All $	Sep 01 Sls All $	Oct 01 Sls All $	Nov 01 Sls All $
0201,Arden B. Bottoms	3393,Willowbend Mall	Arden B.														10,125	18,661	18,017
	3395,Sherman Oaks	Arden B.																19,021
	3396,Florida Mall	Arden B.																17,085
	3397,Valley Faire	Arden B.																
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.																
	3401,Beachwood Place	Arden B.																
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.																
	3926,Farmers Market	Arden B.																
	3927,Chandler Mall	Arden B.																
	3928,Fashion Show	Arden B.																
	3929,Broadway Plaza	Arden B.																
	3930,Riverchase Galleria	Arden B.																
	3932,Northstar Mall	Arden B.																
	3934,Monroeville Mall	Arden B.																
	3935,Colorado Mills	Arden B.																
	3936,Collins Ave	Arden B.																
	3937,Park Meadows	Arden B.																
	3938,Mall Of Greenhills	Arden B.																
	3940,NYC - 3rd Avenue	Arden B.																
	3941,Wrentham Village	Arden B.																
	3943,Stony Point Mall	Arden B.																
	3945,Oak Park Mall	Arden B.																
	3946,Great Mall	Arden B.																
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
	Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
0202,Arden B. Suits	3300,San Francisco Center	Arden B.		178		1,093	1,586	1,078	603	2,528	990							
	3301,The Shops @ Sunset	Arden B.		20		514	1,384	1,740	1,157	1,000	782	812	1,589	396	267	134	203	124
	3302,South Shore Plaza	Arden B.		78			2,380	492	623	1,980	891	980	337	277	335	490	30	
	3303,The Gardens	Arden B.				356	1,186	1,542	1,224	1,188	1,188	554	317	906	297	356	139	272
	3304,Glendale Galleria	Arden B.		38		336	2,234		1,147	2,742	1,564	584	465	243	129	59		
	3305,Houston Galleria	Arden B.			158	592	1,028	1,687	2,365	2,851	297	772	35					
	3306,Fashion Valley	Arden B.			158	379	1,642	1,384	1,049	1,287	990	1,213	866	223	59		157	
	3307,Santa Monica Place	Arden B.				880	750	243	1,108	1,386	1,535	495	1,336	908	364			
	3308,Ala Moana	Arden B.		237	512	867	1,978	2,274	2,709	3,247	2,475	1,069	1,094	450	282			
	3309,Mac Arthur Center	Arden B.					494	870		2,178	297	515	589	446	129	109	73	
	3310,Fashion Island	Arden B.			158	459	1,880	1,266	1,562	2,952	1,574	1,040	139	292	347			
	3311,Walnut Street	Arden B.				494		672	752	1,960	1,040	659	723	446	386			
	3312,Newport Center Mall	Arden B.				692	1,150	2,156	1,138	3,069	1,881	901	584	673	94			
	3313,Woodfield	Arden B.		17		347	830	336	1,522	1,154	495	921	1,495	292	371	30		

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0201,Arden B. Bottoms	3393,Willowbend Mall	Arden B.		22,839	14,965	15,814	14,286	13,619	12,095	12,916	13,120	16,310	15,791	12,156	10,622	17,765	6,175	6,771
	3395,Sherman Oaks	Arden B.		37,933	24,935	27,990	29,401	26,754	24,304	24,699	17,591	16,015	19,128	18,043	19,948	29,352	19,099	24,412
	3396,Florida Mall	Arden B.		40,347	17,503	18,647	23,547	13,956	18,202	19,792	15,345	13,256	17,489	7,452	7,805	12,468	5,761	4,996
	3397,Valley Faire	Arden B.							11,315	31,330	22,295	14,782	21,367	18,904	21,530	35,560	21,028	26,212
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.						21,425	21,214	27,383	18,948	17,980	20,168	12,815	13,961	29,471	7,834	15,532
	3401,Beachwood Place	Arden B.																
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.												15,868	18,166	25,638	14,225	10,934
	3926,Farmers Market	Arden B.								6,145	25,451	19,361	23,708	25,381	23,097	34,043	25,880	22,253
	3927,Chandler Mall	Arden B.									1,888	9,987	11,041	9,742	9,927	15,969	6,691	7,754
	3928,Fashion Show	Arden B.							1,966	31,840	24,190	20,557	21,454	17,903	18,903	27,366	19,774	27,993
	3929,Broadway Plaza	Arden B.																18,108
	3930,Riverchase Galleria	Arden B.												3,689	19,794	34,140	10,750	12,471
	3932,Northstar Mall	Arden B.																
	3934,Monroeville Mall	Arden B.													10,403	26,656	9,855	12,817
	3935,Colorado Mills	Arden B.													15,762	16,189	6,918	6,537
	3936,Collins Ave	Arden B.										9,387	9,718	9,126	9,871	17,081	13,668	21,411
	3937,Park Meadows	Arden B.													11,903	28,732	9,742	8,002
	3938,Mall Of Greenhills	Arden B.													27,373	39,617	14,489	22,095
	3940,NYC - 3rd Avenue	Arden B.													25,717	47,276	28,896	32,874
	3941,Wrentham Village	Arden B.													15,290	25,612	8,235	9,917
	3943,Stony Point Mall	Arden B.																
	3945,Oak Park Mall	Arden B.																
	3946,Great Mall	Arden B.												29,442	26,192	20,988	10,038	21,656
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
0202,Arden B. Suits	3300,San Francisco Center	Arden B.						549	431	490	138						1,389	2,769
	3301,The Shops @ Sunset	Arden B.		277	50		500	608	1,176	1,274	1,168	277	182	40			455	823
	3302,South Shore Plaza	Arden B.					451	1,137	3,038	392	217	1,246	217				673	969
	3303,The Gardens	Arden B.		198			216	549	245	568	401	313	178				202	320
	3304,Glendale Galleria	Arden B.					196	353	402	408	158	237	60				266	863
	3305,Houston Galleria	Arden B.					784	1,568	1,725	392	248				617	129	4,334	3,763
	3306,Fashion Valley	Arden B.					98	686	784	392	529	196					1,815	3,186
	3307,Santa Monica Place	Arden B.						686	98	412	414	198	245	20				868
	3308,Ala Moana	Arden B.					245	196	686	1,023	299	435	277			40	996	1,421
	3309,Mac Arthur Center	Arden B.					294	387	490	529	433	519	149	55				
	3310,Fashion Island	Arden B.					568	1,891	2,195	1,034	935	79					2,768	2,125
	3311,Walnut Street	Arden B.			198			1,578	1,161	882	358	395	17					79
	3312,Newport Center Mall	Arden B.					98	1,029	1,568	588	253	158	79			40		
	3313,Woodfield	Arden B.					98	392	294	196	119		40				30	138

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0201,Arden B. Bottoms	3393,Willowbend Mall	Arden B.		8,289	10,857	13,404	20,061	18,341	18,485	24,254	19,517	16,409	28,956	16,320	17,989	23,237	13,857	17,575
	3395,Sherman Oaks	Arden B.		32,477	31,201	36,077	46,459	31,112	33,623	35,604	32,742	34,103	37,074	18,109	21,120	31,447	24,303	21,685
	3396,Florida Mall	Arden B.		7,571	8,278	6,636	10,747	12,569	11,788	12,807	8,353	10,030	17,780	10,446	16,214	16,848	18,782	14,790
	3397,Valley Faire	Arden B.		31,161	23,233	26,403	39,410	22,415	28,675	35,717	30,829	36,169	37,240	21,881	24,499	29,076	20,312	23,385
	3398,Short Pump Town Ctr.	Arden B.								28,905	18,387	19,918	21,379	8,335	9,589	17,065	10,489	11,638
	3399,Roosevelt Field	Arden B.		24,270	17,910	23,289	29,919	24,142	30,681	33,297	25,717	27,330	36,060	11,889	16,297	21,873	20,751	21,940
	3401,Beachwood Place	Arden B.															8,634	35,505
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.		15,039	12,911	13,084	17,861	19,812	17,843	22,999	22,157	26,049	36,234	16,830	20,478	23,284	21,518	19,413
	3926,Farmers Market	Arden B.		40,730	29,403	30,999	43,602	35,691	30,931	38,375	35,213	32,505	40,667	30,063	27,183	35,972	24,698	28,303
	3927,Chandler Mall	Arden B.		9,690	7,781	8,618	12,365	12,709	12,797	17,581	14,165	15,065	24,667	10,677	12,251	15,935	10,570	9,987
	3928,Fashion Show	Arden B.		38,000	28,199	33,120	43,152	34,670	36,008	40,429	35,316	42,658	48,666	26,382	35,225	42,261	34,579	31,785
	3929,Broadway Plaza	Arden B.		29,599	19,881	24,499	27,996	22,671	26,385	26,656	21,637	26,485	37,132	19,978	21,409	35,511	25,858	29,083
	3930,Riverchase Galleria	Arden B.		13,406	7,448	7,352	14,567	12,970	20,370	31,044	25,015	35,705	51,702	24,179	25,672	32,342	26,983	25,701
	3932,Northstar Mall	Arden B.									36,655	50,935	58,975	19,731	26,184	36,371	25,972	24,278
	3934,Monroeville Mall	Arden B.		17,946	13,534	14,823	20,315	12,981	18,310	24,284	16,654	23,235	31,841	11,206	18,229	19,537	18,244	18,698
	3935,Colorado Mills	Arden B.		7,194	10,035	9,262	8,154	5,865	5,837	4,785	3,954	10,325	11,829	3,597	5,223	9,449	6,001	10,162
	3936,Collins Ave	Arden B.		37,942	21,929	21,165	25,415	16,149	18,627	17,519	15,333	19,664	26,042	14,875	21,610	31,727	25,668	18,917
	3937,Park Meadows	Arden B.		9,290	9,507	11,035	20,030	15,667	17,207	15,772	15,850	19,054	31,611	14,765	16,779	25,913	19,661	22,085
	3938,Mall Of Greenhills	Arden B.		30,908	16,163	18,303	24,620	16,726	26,545	33,338	26,679	31,364	43,460	23,074	28,927	38,076	28,049	27,211
	3940,NYC - 3rd Avenue	Arden B.		57,577	42,921	38,509	45,379	33,973	28,916	42,454	33,197	37,122	41,818	19,942	23,291	35,537	34,527	41,098
	3941,Wrentham Village	Arden B.		23,612	20,778	20,014	27,858	25,001	42,999	29,250	22,264	26,463	36,663	8,896	17,306	21,975	18,648	25,147
	3943,Stony Point Mall	Arden B.								15,072	21,458	20,648	26,347	9,598	10,684	16,120	11,234	11,652
	3945,Oak Park Mall	Arden B.		16,686	26,412	28,033	29,861	28,024	27,673	31,780	18,051	25,449	35,343	18,065	22,003	29,750	25,778	24,199
	3946,Great Mall	Arden B.		35,119	42,973	35,209	31,799	32,411	33,791	26,285	21,930	38,311	52,190	15,100	26,156	38,694	22,939	37,404
	3947,532 Broadway	Arden B.			45,734	40,451	56,817	44,121	39,526	60,970	38,887	43,870	48,371	19,499	33,574	44,276	30,878	36,327
	3948,104 Fifth Avenue	Arden B.				5,391	50,085	29,964	29,552	40,469	28,323	24,705	27,068	14,928	21,576	31,546	24,624	30,169
	[redacted]			[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
0202,Arden B. Suits	3300,San Francisco Center	Arden B.		4,114	4,466	1,117	2,548	4,764	1,626	4,065	2,724	7,815	11,804	2,305	3,192	10,194	4,004	3,889
	3301,The Shops @ Sunset	Arden B.		380	140	301		108	1,037	475	1,154	4,251	7,865	1,969	2,163	4,478	2,817	1,153
	3302,South Shore Plaza	Arden B.		1,406	3,279	2,303	1,891	1,427	3,023	3,781	4,499	6,336	12,465	3,160	5,204	8,375	2,799	2,364
	3303,The Gardens	Arden B.		336	674	534	1,113	573	830	908	1,485	3,698	10,084	3,367	5,314	6,559	6,896	2,449
	3304,Glendale Galleria	Arden B.		43		1,306	1,078	3,146	772	1,873	1,254	2,696	6,362	2,000	3,512	8,816	7,341	5,102
	3305,Houston Galleria	Arden B.		3,856	4,169	4,289	2,751	5,838	2,819	6,057	9,873	13,217	22,091	7,628	7,649	12,773	6,978	5,723
	3306,Fashion Valley	Arden B.		3,023	4,179	3,723	2,738	6,120	2,652	8,047	9,922	15,566	18,423	6,864	8,891	15,536	8,472	4,420
	3307,Santa Monica Place	Arden B.		254	436			778	682	30	125	1,106	4,067	2,769	3,886	11,754	7,790	3,793
	3308,Ala Moana	Arden B.		2,633	2,256	2,480	1,836	3,979	2,871	3,889	2,609	5,565	10,704	4,375	3,733	6,529	5,938	2,588
	3309,Mac Arthur Center	Arden B.			105	441	224	403	807		596	2,922	6,741	1,511	3,732	4,266	2,253	1,230
	3310,Fashion Island	Arden B.		3,820	4,381	4,228	3,365	6,347	1,892	10,388	11,251	13,061	27,119	8,649	7,496	18,781	6,877	4,620
	3311,Walnut Street	Arden B.		813	318	1,230	1,573	1,815	2,736	4,051	4,690	3,615	7,552	3,143	4,077	5,625	4,830	1,728
	3312,Newport Center Mall	Arden B.		280	336		695	328	1,168	258	225	1,703	3,920	1,429	2,285	5,086	3,046	2,535
	3313,Woodfield	Arden B.		1,180	2,169	1,139	1,399	2,614	2,942	843	1,253	1,722	5,006	1,505	1,395	4,073	2,357	2,577

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0201,Arden B. Bottoms	3393,Willowbend Mall	Arden B.		23,720	17,229	22,778	18,889	15,721	14,428	25,351	921
	3395,Sherman Oaks	Arden B.		34,659	24,241	23,162	28,779	20,175	19,743	37,174	2,205
	3396,Florida Mall	Arden B.		20,104	20,757	15,380	11,151	9,801	11,347	21,763	2,644
	3397,Valley Faire	Arden B.		32,377	26,772	21,210	24,125	16,882	17,031	35,731	1,740
	3398,Short Pump Town Ctr.	Arden B.		14,624	12,061	13,648	16,802	12,931	10,034	21,889	1,893
	3399,Roosevelt Field	Arden B.		24,742	23,954	22,071	22,769	17,276	15,331	27,743	1,824
	3401,Beachwood Place	Arden B.		31,066	23,764	23,741	30,533	18,346	15,919	25,568	1,496
	3402,Cherry Hill	Arden B.							8,155	46,132	3,427
	3925,Mall At Millenia	Arden B.		24,730	28,064	23,688	19,180	19,019	17,408	34,742	3,537
	3926,Farmers Market	Arden B.		43,061	34,560	36,409	36,309	27,160	22,928	32,237	1,594
	3927,Chandler Mall	Arden B.		15,183	12,265	16,056	18,259	17,564	13,208	27,420	1,657
	3928,Fashion Show	Arden B.		34,703	28,565	24,028	36,347	25,903	17,453	32,539	2,796
	3929,Broadway Plaza	Arden B.		40,752	30,756	29,708	32,334	22,133	23,670	39,445	1,912
	3930,Riverchase Galleria	Arden B.		36,389	29,742	27,859	31,383	20,158	23,611	39,601	2,208
	3932,Northstar Mall	Arden B.		27,105	25,653	21,564	28,717	21,438	20,543	46,254	3,397
	3934,Monroeville Mall	Arden B.		23,729	16,695	18,881	23,620	12,235	13,824	27,919	1,279
	3935,Colorado Mills	Arden B.		11,884	11,968	25,106	16,277	9,654	9,512	9,633	686
	3936,Collins Ave	Arden B.		16,409	14,959	14,035	9,583	9,900	6,926	13,491	3,945
	3937,Park Meadows	Arden B.		24,858	17,335	17,568	16,572	13,083	10,931	29,183	2,783
	3938,Mall Of Greenhills	Arden B.		26,273	18,660	23,707	29,720	17,576	20,053	40,271	2,425
	3940,NYC - 3rd Avenue	Arden B.		38,274	33,526	33,795	36,014	21,766	19,875	30,774	1,866
	3941,Wrentham Village	Arden B.		37,958	33,968	55,116	55,011	33,270	33,469	37,567	1,498
	3943,Stony Point Mall	Arden B.		13,944	10,511	11,011	14,136	10,779	9,038	16,248	493
	3945,Oak Park Mall	Arden B.		26,052	22,275	16,919	26,936	15,005	19,156	40,734	879
	3946,Great Mall	Arden B.		42,263	34,612	42,438	36,342	11,715	18,226	16,412	654
	3947,532 Broadway	Arden B.		40,933	32,653	25,743	40,350	25,679	19,642	32,000	3,426
	3948,104 Fifth Avenue	Arden B.		31,744	25,145	22,934	32,221	18,915	14,381	21,009	1,361
	Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
0202,Arden B. Suits	3300,San Francisco Center	Arden B.		2,170	5,266	6,750	6,052	2,113	4,373	3,010	551
	3301,The Shops @ Sunset	Arden B.		1,282	4,147	2,941	1,686	1,772	3,849	1,846	100
	3302,South Shore Plaza	Arden B.		3,381	5,897	9,740	6,350	6,473	11,172	10,810	216
	3303,The Gardens	Arden B.		2,646	4,611	6,424	4,747	2,674	7,241	8,818	505
	3304,Glendale Galleria	Arden B.		7,865	9,974	11,756	4,960	4,583	8,655	9,120	275
	3305,Houston Galleria	Arden B.		7,855	14,713	11,670	11,160	8,672	14,534	14,138	344
	3306,Fashion Valley	Arden B.		7,032	15,676	15,119	10,827	8,481	14,266	15,952	316
	3307,Santa Monica Place	Arden B.		4,792	9,546	7,852	3,356	2,429	4,250	3,395	107
	3308,Ala Moana	Arden B.		2,181	5,255	4,446	2,782	1,665	5,513	5,187	
	3309,Mac Arthur Center	Arden B.		1,685	4,525	4,995	4,737	3,069	4,428	5,764	326
	3310,Fashion Island	Arden B.		6,611	15,617	14,608	10,544	5,252	9,813	10,673	233
	3311,Walnut Street	Arden B.		1,125	2,891	4,498	4,065	1,906	4,464	3,280	301
	3312,Newport Center Mall	Arden B.		2,351	4,052	3,555	4,792	2,681	5,142	4,384	37
	3313,Woodfield	Arden B.		3,053	7,634	6,373	4,350	3,133	5,540	2,990	

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3314,Oak Street	Arden B.			299	890	950	1,577	2,486	3,159	842	980	1,521	327				
	3315,Beverly Center	Arden B.		178	71	427	494	1,306	1,513	881								
	3316,Bellevue Square	Arden B.				830	2,113	890	1,799	1,574	198							
	3317,Dallas Galleria	Arden B.		178	904	1,760	1,424	2,259	3,207	3,053	1,575	752	1,535	589				
	3318,Cherry Creek	Arden B.		156	71	474	1,521	2,155	2,517	4,554	1,584	1,327	1,014					
	3319,Lenox Square	Arden B.		657	234	890	1,879	3,337	2,117	2,753	1,287	619	267					
	3320,Town Ctr @ Boca Rato	Arden B.			178	1,295	2,425	2,254	782	2,525	1,926	926	149					
	3321,George Town Park	Arden B.			71	356	1,088	1,128	1,695	2,663	802	980	431	64	30			
	3322,The Atrium @ Chest	Arden B.					1,177	831	638	1,584	1,203	733	302	69	35	25	30	
	3323,Mall Short Hills	Arden B.			78	1,048	2,334	1,642	2,913	2,094	990	198						
	3324,Riverside Square	Arden B.				534	950	970	990	1,960	495	574	777	416	307			
	3325,The Galleria	Arden B.			178	285	1,529	772	1,028	1,386	693	653	198					
	3326,The Plaza (King Of P	Arden B.				534	2,132		1,582	1,970	792	297	50					
	3327,Woodbury Commons/Out	Arden B.		236	169		69	40	50	396	980	1,792	2,030	1,683	1,312	782	718	74
	3328,Dadeland Mall	Arden B.				178	1,573	534	129	1,178	431	50		35	30			
	3330,Somerset Collection	Arden B.			178	890	943	1,427	2,228	2,851	1,960	465	590	431				
	3331,The Westchester	Arden B.		902	534	1,188	2,374	3,738	811	3,732	1,198							
	3333,Montgomery Mall	Arden B.		156	149	907	1,177	1,990	2,196	1,772	1,188	1,678	426		59			
	3334,Columbia	Arden B.				158	1,464	1,028	1,008	1,386	396	752	1,782	535	510	208	158	35
	3335,Haywood Mall	Arden B.		52		494	494	1,898	534	1,495	683	619	812	381	307			
	3336,Buckland Hills	Arden B.					490	99	198	792	1,614	317	495	302	337			
0202,Arden B. Suits	3337,Paramus Park	Arden B.				20	1,500	356	692	1,673	594	248	846	416	589	158		
	3338,North Point Mall	Arden B.				178	672	1,323	712	703	361	267	282	208	168	119		
	3339,Perimeter Mall	Arden B.				850		1,246	20	1,782	792	945	1,163	515	270	99		
	3340,Garden State	Arden B.		276	158	178	2,452	1,700	1,493	2,262	1,297	970	470	158	312	322	149	
	3341,Willowbrook Mall	Arden B.			158		1,958	474	989	525	1,238							
	3342,Bridgewater Co	Arden B.				336	910	850	1,676	2,138	1,089	544						
	3343,Freehold Raceway	Arden B.				850	1,682	775	213	1,584	693	515	613	520	238	134		
	3344,Pentagon City	Arden B.		356	412	1,245	1,346	2,511	4,048	3,574	891	1,000	1,134	406	69	50		
	3345,Rockaway Town Sq.	Arden B.				356	2,513	825	998	2,445	549	733	109	208	277	59	74	
	3346,Northlake Mall	Arden B.						356	356	941	198	515	351	277	416	493	198	74
	3347,Keystone @ The Cross	Arden B.			89	890	2,125	890	2,453	2,000	99							
	3348,Oak Brook	Arden B.		156	492	1,760	1,226	917	771	2,861	1,386	1,564	941	347				
	3349,Towson Town Center	Arden B.		207	158	336	2,088	1,068	1,503	2,396	1,386	1,455	332					
	3350,Town Center At Cobb	Arden B.				316	1,456	808	494	832	267	386	616	599	282	74		
	3351,Gwinnett	Arden B.				158	236	479	356	832	168	450	559	510	800	787	1,004	320
	3352,Menlo Park	Arden B.		334	414	1,650	1,744	761	1,586	3,904	1,287	1,687	248					
	3353,Stamford Town Center	Arden B.				316		1,048	920	1,089	1,485	743	337	442	347	287		50
	3354,Westfarms Mall	Arden B.				356	692	1,068	1,206	2,396	644	287	510	485	163	228		50
	3355,Danbury Fair	Arden B.				890	574	1,097	1,899	1,797	891	644	1,337	327	619	158	139	25
	3356,St Louis Galleria	Arden B.		434	434	1,344	1,800	1,526	258	1,287	1,188	297						
	3357,Northbrook	Arden B.			89	178	1,458	196	394	1,752	383		69					

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3314,Oak Street	Arden B.						588	1,950	823	79		164				1,535	2,084
	3315,Beverly Center	Arden B.					451	1,980	588	98							3,719	3,576
	3316,Bellevue Square	Arden B.					392	882	1,137	1,607	111						2,640	978
	3317,Dallas Galleria	Arden B.					98	490	648	98	201	158	79				1,914	431
	3318,Cherry Creek	Arden B.			50			735	1,470	686	158	79	435				1,199	589
	3319,Lenox Square	Arden B.			149		59	588	1,274		651							
	3320,Town Ctr @ Boca Rato	Arden B.					490	1,176	2,254	431	537	316					1,940	950
	3321,George Town Park	Arden B.					245	588	1,421	490	79	158		40				
	3322,The Atrium @ Chest	Arden B.					98		588	235	395	79						
	3323,Mall Short Hills	Arden B.					451	2,313	882	1,176	727	217					1,457	1,371
	3324,Riverside Square	Arden B.					98	686	1,176	882	256	277	79		79	40	306	368
	3325,The Galleria	Arden B.					98	931	588		177						179	296
	3326,The Plaza (King Of P	Arden B.		298			392	637	686	98	237	198		129			1,160	2,047
	3327,Woodbury Commons/Out	Arden B.		124	248	166		686	1,127	78	198	415	553	183	99	59		40
	3328,Dadeland Mall	Arden B.					245	1,039	1,372	516	411	100	79				1,388	1,742
	3330,Somerset Collection	Arden B.		132			314	1,392	2,443	882	119	158					1,026	906
	3331,The Westchester	Arden B.					294	686	1,627	882	196	177	157			50	932	2,613
	3333,Montgomery Mall	Arden B.					441	735	147		119	198	40				1,725	2,039
	3334,Columbia	Arden B.		25	50		98	588	392	431	198	247	79				91	790
	3335,Haywood Mall	Arden B.			50		98	98	804	392	375	258	79			40		
	3336,Buckland Hills	Arden B.																
0202,Arden B. Suits	3337,Paramus Park	Arden B.			50			549	784	1,313	375	198	67		19	79	128	387
	3338,North Point Mall	Arden B.																
	3339,Perimeter Mall	Arden B.					49	216	157	196	237	119	329		40		541	835
	3340,Garden State	Arden B.					686	1,627	502	137	158	158	198				2,822	3,309
	3341,Willowbrook Mall	Arden B.																
	3342,Bridgewater Co	Arden B.					255	549	1,215	1,078	429	316	40					
	3343,Freehold Raceway	Arden B.					294	245	392	235		40				40	225	747
	3344,Pentagon City	Arden B.					196	235	735	333	483	435	40	55			1,195	2,468
	3345,Rockaway Town Sq.	Arden B.		20	25			392	623	333	256	119	79			40	314	881
	3346,Northlake Mall	Arden B.		193		30			98			237	242	59	20		20	
	3347,Keystone @ The Cross	Arden B.					294	549	588	294							829	462
	3348,Oak Brook	Arden B.					461	951	1,470	98							1,068	1,530
	3349,Towson Town Center	Arden B.						98	244	147	198	198	140				520	767
	3350,Town Center At Cobb	Arden B.		25				98	196	392	119	40	217	20				40
	3351,Gwinnett	Arden B.		333	359	170		98	35			35	435	99	59		138	
	3352,Menlo Park	Arden B.					98	1,274	1,078	98	119	198	40				1,048	1,874
	3353,Stamford Town Center	Arden B.		50	35		392	647	294	392	177							
	3354,Westfarms Mall	Arden B.		99	50		98	882	1,078	392	474	198	217				89	185
	3355,Danbury Fair	Arden B.					245	431	343	529		391	183					414
	3356,St Louis Galleria	Arden B.						941	1,071	333	277	316				95	1,931	828
	3357,Northbrook	Arden B.					196	784	1,078	392	237	356						53

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month / Metrics	Mar 03 Sls All $	Apr 03 Sls All $	May 03 Sls All $	Jun 03 Sls All $	Jul 03 Sls All $	Aug 03 Sls All $	Sep 03 Sls All $	Oct 03 Sls All $	Nov 03 Sls All $	Dec 03 Sls All $	Jan 04 Sls All $	Feb 04 Sls All $	Mar 04 Sls All $	Apr 04 Sls All $	May 04 Sls All $
	3314,Oak Street	Arden B.		4,015	3,117	2,959	1,312	3,665	3,282	4,661	5,821	8,699	10,232	4,674	4,743	10,984	6,232	2,833
	3315,Beverly Center	Arden B.		5,780	7,464	3,851	2,738	4,407	3,199	10,657	7,504	13,011	20,479	6,052	4,650	14,056	6,144	5,863
	3316,Bellevue Square	Arden B.		2,197	2,099	1,824	905	1,708	3,019	3,727	5,621	7,794	11,728	1,878	4,427	6,915	3,484	2,692
	3317,Dallas Galleria	Arden B.		2,887	3,825	1,601	3,272	4,390	2,424	5,228	5,976	9,480	14,651	4,670	3,499	9,150	4,177	3,887
	3318,Cherry Creek	Arden B.		1,995	2,913	1,316	2,047	2,680	1,305	2,501	3,515	4,391	5,522	1,764	3,385	6,095	4,418	1,827
	3319,Lenox Square	Arden B.		2,275	4,347	2,313	2,242	6,017	1,212	6,042	8,435	14,519	18,618	6,997	8,130	11,611	5,407	5,107
	3320,Town Ctr @ Boca Rato	Arden B.		1,265	2,548	1,085	755	2,525	2,227	2,731	3,922	10,000	17,118	3,753	6,711	9,715	6,436	3,553
	3321,George Town Park	Arden B.		9	264			687	276	1,031	1,092	3,092	5,967	2,995	3,636	4,057	2,402	1,414
	3322,The Atrium @ Chest	Arden B.		153	347		534	306	897	488	542	1,969	2,271	2,072	3,205	4,546	3,707	1,157
	3323,Mall Short Hills	Arden B.		3,207	4,850	2,374	1,588	1,238	2,406	5,000	4,493	6,014	11,382	3,733	5,060	11,422	6,368	3,043
	3324,Riverside Square	Arden B.		1,532	875	346	187	888	1,164		291	1,933	2,565	964	2,045	5,066	4,405	302
	3325,The Galleria	Arden B.		966	2,933	1,445	1,404	697	1,970	1,150	1,279	2,955	5,348	2,322	2,981	2,958	2,857	919
	3326,The Plaza (King Of P	Arden B.		1,561	2,693	1,693	663	2,502	3,777	6,314	5,900	8,304	16,966	3,695	3,658	11,638	4,692	3,391
	3327,Woodbury Commons/Out	Arden B.		259	807	1,304	2,255	5,708	3,890	2,925	2,413	2,238	5,070	1,102	3,544	2,247	1,077	1,762
	3328,Dadeland Mall	Arden B.		1,315	3,516	2,320	1,579	4,137	1,552	3,721	3,808	7,350	16,608	3,462	5,070	7,440	3,559	3,455
	3330,Somerset Collection	Arden B.		3,903	3,804	1,729	1,260	3,854	2,125	5,165	6,488	10,673	14,156	3,234	5,350	10,362	8,670	2,545
	3331,The Westchester	Arden B.		4,456	5,503	4,815	1,685	2,621	2,619	4,291	8,219	10,143	12,308	3,738	4,271	13,810	6,830	3,442
	3333,Montgomery Mall	Arden B.		3,424	4,706	3,400	1,500	4,012	2,144	4,751	3,626	3,662	11,930	2,610				
	3334,Columbia	Arden B.			493	105	316	844	1,701	2,032	1,724	2,821	7,813	1,610	3,598	5,393	3,030	1,866
	3335,Haywood Mall	Arden B.		90		118	178	624	1,162	1,302	600	5,781	7,571	1,399	2,645	2,811	2,287	
	3336,Buckland Hills	Arden B.																
0202,Arden B. Suits	3337,Paramus Park	Arden B.		98			325	719	690	704	771	2,299	3,504	2,018	4,520	5,443	3,087	110
	3338,North Point Mall	Arden B.																
	3339,Perimeter Mall	Arden B.		596	105	247	306	2,636	537	2,871	1,432	3,917	9,035	2,135	2,923	3,225	2,516	1,160
	3340,Garden State	Arden B.		3,326	4,600	4,991	2,807	3,904	2,307	7,267	7,575	8,498	17,254	5,815	5,430	9,746	7,578	3,685
	3341,Willowbrook Mall	Arden B.																
	3342,Bridgewater Co	Arden B.																
	3343,Freehold Raceway	Arden B.		369		655	914	756	1,166	1,064	85	3,033	7,320	3,080	3,351	6,080	4,900	952
	3344,Pentagon City	Arden B.		4,689	4,941	2,178	4,232	3,363	4,888	6,479	9,854	8,810	21,773	6,213	8,566	9,814	9,251	5,147
	3345,Rockaway Town Sq.	Arden B.		415	60	767	166	445	1,235	258	593	977	2,169	1,291	2,851	3,980	2,526	1,391
	3346,Northlake Mall	Arden B.			514	500	1,310	960	1,146	335	1,310	594	2,137	435	1,968	1,002	1,065	2,002
	3347,Keystone @ The Cross	Arden B.		911	898	1,365	1,060	3,376	1,422	3,564	4,868	7,012	15,496	2,473	5,761	11,884	5,215	3,236
	3348,Oak Brook	Arden B.		2,408	3,799	2,568	1,420	2,188	2,538	5,497	3,763	6,884	14,645	3,337	5,493	10,269	6,311	3,108
	3349,Towson Town Center	Arden B.		171	855	509	307	1,234	1,213	1,600	1,397	3,409	9,054	1,452	2,500	6,836	1,997	1,455
	3350,Town Center At Cobb	Arden B.		258	108	108	164	30			709	3,378	3,808	2,834				
	3351,Gwinnett	Arden B.		412	582		662	530	990	703	1,105	765	843					
	3352,Menlo Park	Arden B.		3,542	3,973	2,619	1,773	2,212	2,950	5,656	5,819	5,001	12,768	4,642	5,384	10,157	6,944	3,636
	3353,Stamford Town Center	Arden B.																
	3354,Westfarms Mall	Arden B.		192		105												
	3355,Danbury Fair	Arden B.		911	544	175		678	1,880	338	493	1,520	2,816	201				
	3356,St Louis Galleria	Arden B.		961	2,276	847	394	3,063	1,601	3,765	4,789	6,481	11,932	3,614	2,665	5,500	4,535	1,562
	3357,Northbrook	Arden B.				125	223	65	60	198		2,860	5,547	2,898				

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3314,Oak Street	Arden B.		2,340	7,488	6,688	8,968	3,357	5,319	4,310	70
	3315,Beverly Center	Arden B.		6,798	7,243	7,348	5,643	4,544	7,583	6,167	572
	3316,Bellevue Square	Arden B.		4,020	4,670	5,965	6,567	3,312	7,446	6,375	334
	3317,Dallas Galleria	Arden B.		1,751	5,377	7,450	6,250	4,786	7,539	5,847	444
	3318,Cherry Creek	Arden B.		1,903	5,799	5,895	5,633	1,342	3,829	6,435	683
	3319,Lenox Square	Arden B.		4,338	15,147	16,367	11,802	10,795	13,851	15,103	
	3320,Town Ctr @ Boca Rato	Arden B.		1,449	4,021	7,262	3,279	3,055	7,380	5,356	
	3321,George Town Park	Arden B.		1,607	4,229	4,658	4,999	2,679	3,157	1,540	
	3322,The Atrium @ Chest	Arden B.		1,398	1,824	2,462	1,999	1,550	4,091	2,262	158
	3323,Mall Short Hills	Arden B.		1,937	4,486	4,465	5,567	2,569	3,700	4,145	294
	3324,Riverside Square	Arden B.		2,033	3,272	3,240	3,918	2,761	4,583	3,768	78
	3325,The Galleria	Arden B.		1,564	3,098	5,457	3,376	1,719	3,877	1,094	
	3326,The Plaza (King Of P	Arden B.		3,042	5,388	7,915	6,934	4,050	6,643	6,829	
	3327,Woodbury Commons/Out	Arden B.		3,582	3,349	2,855	1,436	437	648	5,874	150
	3328,Dadeland Mall	Arden B.		444	6,463	5,075	3,708	3,672	5,839	8,041	589
	3330,Somerset Collection	Arden B.		4,574	8,017	10,658	6,105	4,968	10,244	11,444	566
	3331,The Westchester	Arden B.		3,098	5,088	5,052	5,482	1,519	3,687	4,500	324
	3333,Montgomery Mall	Arden B.									
	3334,Columbia	Arden B.		1,778	3,228	3,406	5,258	2,701	4,589	8,854	398
	3335,Haywood Mall	Arden B.									
	3336,Buckland Hills	Arden B.									
0202,Arden B. Suits	3337,Paramus Park	Arden B.									
	3338,North Point Mall	Arden B.									
	3339,Perimeter Mall	Arden B.		2,197	4,877	6,237	4,033	3,269	6,109	5,516	
	3340,Garden State	Arden B.		2,298	8,565	9,898	11,123	7,467	12,431	10,405	580
	3341,Willowbrook Mall	Arden B.									
	3342,Bridgewater Co	Arden B.									
	3343,Freehold Raceway	Arden B.		1,144	3,455	4,402	5,159	3,448	3,921	7,315	31
	3344,Pentagon City	Arden B.		4,556	12,340	12,606	13,084	6,852	12,365	8,430	130
	3345,Rockaway Town Sq.	Arden B.		1,311	3,501	4,343	4,935	2,972	7,214	4,385	255
	3346,Northlake Mall	Arden B.		2,476							
	3347,Keystone @ The Cross	Arden B.		2,027	5,353	6,900	5,667	4,218	8,941	11,635	748
	3348,Oak Brook	Arden B.		1,963	8,132	8,221	7,319	5,102	6,134	10,192	
	3349,Towson Town Center	Arden B.		2,815	4,610	5,709	7,238	3,408	5,138	8,090	226
	3350,Town Center At Cobb	Arden B.									
	3351,Gwinnett	Arden B.									
	3352,Menlo Park	Arden B.		1,532	4,496	8,150	6,473	4,285	6,383	10,272	38
	3353,Stamford Town Center	Arden B.									
	3354,Westfarms Mall	Arden B.									
	3355,Danbury Fair	Arden B.									
	3356,St Louis Galleria	Arden B.		2,736	4,553	6,293	6,709	5,126	6,035	7,711	153
	3357,Northbrook	Arden B.									

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3358,Mall Of America	Arden B.				1,459	1,523	950	336	594	792	876	1,485	35	59	124	59	
	3359,Carousel Center	Arden B.				1,039	178	850	1,046	1,584	564	267	50					
	3360,Burlington Mall	Arden B.			71	455	1,760	476	712	2,277	594	495	109	203	129	69		
	3361,Annapolis Mall	Arden B.				712	614	692	544	1,277	198	198	1,004	69	282	74		
	3362,Willow Grove Park	Arden B.				474	554	1,463	910	1,495	386	475	733	277	297	79		
	3363,Cambridgeside Galler	Arden B.					1,473	534	999	2,465	643	1,010	277	173	29	173	228	69
	3364,Mall Of New Hampshir	Arden B.			71	812	138	1,731	850	2,178	1,287	832	1,124	554	351	248	50	
	3365,Orland Square	Arden B.				294	2,592	1,128	1,444	1,782	745	906	154	413	681	297		
	3366,Ridgedale Cntr.	Arden B.				176	593	356	356	1,287	564	267	648	169	35			
	3367,Baybrook Mall	Arden B.				158	514	790	485	297	614	970	935	416	69			
	3368,Highland Mall	Arden B.				316	890	396	474	1,238	198	614	564	1,139	480	168		25
	3369,Meriden Square	Arden B.		46	87	158		316	158	396	648	337	312	218	228	173		
	3370,Prudential Center	Arden B.		526	571	849	657	1,088	1,890	4,554	771	1,322	441	445				
	3371,Scottsdale Center	Arden B.				178	811	930	1,195	1,287		198	595	188				
	3372,The Parks Arlington	Arden B.				71	969	759	633	1,079	168	921	950	347	84			
	3373,Vista Ridge	Arden B.				68	358	930		476	366	515	505	492	510	25		74
	3374,Woodland Hills	Arden B.					1,168	712	1,014	1,054	792	900	832	416	198			25
	3375,Columbiana Center	Arden B.				494	1,305	534	649	1,287	782	188	460	500	411			
	3376,The Woodlands	Arden B.				158	1,146	870	920	1,574	168	510	158	272	609	243	173	272
	3377,Southdale Center	Arden B.						158	732	990	1,020	703	1,440	1,071	505			
	3378,Old Orchard	Arden B.		156	236	1,800	2,056	1,444	959	2,079	1,583	871	639	480	208	257	109	
0202,Arden B. Suits	3379,Providence Place Mal	Arden B.		356	178	178	534	880	514	1,574	198	980	431	243	134	83		
	3380,Fayette Mall	Arden B.			356	249	850	672	495	891	297	267	119					
	3381,Regency Square Mall	Arden B.				178	692	870	475	802								
	3382,Willowbrook	Arden B.				403	1,108	870	514	792	545	931	831	495	371	94	74	
	3383,Mission Viejo Mall	Arden B.			158	692	1,048	459	708	1,584	822	520	545	139	163	50		
	3384,Concord Mills/Outlet	Arden B.		1,560	199	178				297	1,317	2,679	4,063	1,655	886	712	520	144
	3385,Aventura Mall	Arden B.		178	241	504	3,103	1,918	692	1,564	1,089	1,733	910	579	144	15		
	3386,Plaza Las Americas	Arden B.					692	1,186	1,752	2,283	891	802	292	50				
	3387,Easton Towne Center	Arden B.																
	3388,Gateway Mall	Arden B.																
	3389,Streets At South Poi	Arden B.																
	3390,Arden Fair	Arden B.																
	3391,Halsted & Aarmitage	Arden B.																
	3392,International Plaza	Arden B.																
	3393,Willowbend Mall	Arden B.																
	3395,Sherman Oaks	Arden B.																
	3396,Florida Mall	Arden B.																
	3397,Valley Faire	Arden B.																
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.																
	3401,Beachwood Place	Arden B.																

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Tran	Month / Metrics	Dec 01 Sls All $	Jan 02 Sls All $	Feb 02 Sls All $	Mar 02 Sls All $	Apr 02 Sls All $	May 02 Sls All $	Jun 02 Sls All $	Jul 02 Sls All $	Aug 02 Sls All $	Sep 02 Sls All $	Oct 02 Sls All $	Nov 02 Sls All $	Dec 02 Sls All $	Jan 03 Sls All $	Feb 03 Sls All $
	3358,Mall Of America	Arden B.						484	735	157	356	198	40				35	171
	3359,Carousel Center	Arden B.						98	392	196		158	158			40	355	293
	3360,Burlington Mall	Arden B.					98	1,156	1,019	431	631	40	40				680	765
	3361,Annapolis Mall	Arden B.																
	3362,Willow Grove Park	Arden B.					196	98	294	196		168	40	55	40		148	
	3363,Cambridgeside Galler	Arden B.		99			49	686	1,431	1,372	612	237	296				757	825
	3364,Mall Of New Hampshir	Arden B.						294	1,078	529	196	158	99	40	79	237		
	3365,Orland Square	Arden B.		35		50	98	490	392	274	275	79	79				1,254	874
	3366,Ridgedale Cntr.	Arden B.						1,235	490	588	196	222	62	150			79	
	3367,Baybrook Mall	Arden B.						255	245	294	553	198	189		40			410
	3368,Highland Mall	Arden B.		99	149	29		157	686	196	256	356	150		79	79	40	36
	3369,Meriden Square	Arden B.																
	3370,Prudential Center	Arden B.					196	1,235	2,313	1,137	296	376					1,236	1,617
	3371,Scottsdale Center	Arden B.						1,078	294	196	138	79	79				239	1,264
	3372,The Parks Arlington	Arden B.																
	3373,Vista Ridge	Arden B.						98	196	353	40	306	316	20		79	40	151
	3374,Woodland Hills	Arden B.		25			196	59	490	49	277	672	301		40			40
	3375,Columbiana Center	Arden B.					98	196		235	435	237	217					292
	3376,The Woodlands	Arden B.		188	50			490		196	98	40	178				40	40
	3377,Southdale Center	Arden B.					49	441	1,127	98	488	198	40					375
	3378,Old Orchard	Arden B.						784	1,882	227	119	237					1,408	1,763
0202,Arden B. Suits	3379,Providence Place Mal	Arden B.					196	843	1,725	686	354	543	336				523	668
	3380,Fayette Mall	Arden B.						196	196	196			40				128	1,291
	3381,Regency Square Mall	Arden B.																
	3382,Willowbrook	Arden B.					147	98	392		296	672	406	55		119	933	392
	3383,Mission Viejo Mall	Arden B.					363	108	1,210	392	79	277				35	128	634
	3384,Concord Mills/Outlet	Arden B.		284	270	111	62	294	196	222	138	198	356	316	158	217	158	122
	3385,Aventura Mall	Arden B.					1,029	980	1,333	392	699	378	79				2,911	1,474
	3386,Plaza Las Americas	Arden B.					294	1,078	1,294	672	395	158	339			45	1,731	2,318
	3387,Easton Towne Center	Arden B.					147	1,088	1,078	294	256	356	367	79				
	3388,Gateway Mall	Arden B.						392	348			237	40					
	3389,Streets At South Poi	Arden B.					98		245									196
	3390,Arden Fair	Arden B.					98	980	735	529	296							
	3391,Halsted & Aarmitage	Arden B.																
	3392,International Plaza	Arden B.					392	353	882	686	449	277	889	154	79			
	3393,Willowbend Mall	Arden B.					196	588	960	137	134	340	316			40	40	
	3395,Sherman Oaks	Arden B.					294	294	980	490	237	198	198				1,582	1,234
	3396,Florida Mall	Arden B.					49	490	392	196		196	266	55	79			
	3397,Valley Faire	Arden B.							245	872	572	40					1,580	1,468
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.						882	882	98	272	158						212
	3401,Beachwood Place	Arden B.																

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3358,Mall Of America	Arden B.			1,588	1,805	1,312	2,927	2,202	4,237	4,796	3,405	7,784	2,962	4,405	6,043	3,075	2,781
	3359,Carousel Center	Arden B.		529	965	262	625	752	1,288	888	1,414	3,321	6,459	2,335	2,128	3,711	3,521	2,723
	3360,Burlington Mall	Arden B.		251	541	543	680	189	1,148		475	2,479	3,263	714	1,891	2,945	2,751	1,523
	3361,Annapolis Mall	Arden B.																
	3362,Willow Grove Park	Arden B.		465	336	145	138	1,125	1,537	432	697	3,536	6,140	845	3,973	5,415	3,532	3,460
	3363,Cambridgeside Galler	Arden B.		983	1,100	1,362	1,024	1,626	2,653	2,464	2,486	3,393	7,204	3,065	4,277	4,895	4,267	1,639
	3364,Mall Of New Hampshir	Arden B.			198		316	716	962		501	1,370	3,560	493	990	2,044	1,932	1,286
	3365,Orland Square	Arden B.		461	806	64	304	1,520	756	935	1,209	1,574	2,685	896	1,989	4,222	3,348	1,275
	3366,Ridgedale Cntr.	Arden B.		770	534	608	266	1,312	671	243	1,442	2,794	5,944	1,807	2,999	3,039	2,134	1,750
	3367,Baybrook Mall	Arden B.		295		145	156	1,212	482	1,527	1,419	2,496	4,437	388	2,839	2,769	2,320	1,935
	3368,Highland Mall	Arden B.			353	63	20	20			620	1,184	2,560	1,631	2,861	2,544	1,655	1,163
	3369,Meriden Square	Arden B.																
	3370,Prudential Center	Arden B.		3,377	5,020	2,632	4,446	3,335	1,881	5,012	6,449	8,374	13,267	3,668	6,214	8,928	5,969	2,806
	3371,Scottsdale Center	Arden B.		1,421	1,452	1,218	165	1,313	2,380	1,666	2,381	5,112	7,713	1,852	1,947	6,522	5,594	3,239
	3372,The Parks Arlington	Arden B.																
	3373,Vista Ridge	Arden B.		312		171		80	115	166	138	1,961	1,513					
	3374,Woodland Hills	Arden B.		50	240	108		652	471	256	1,027	3,968	2,865	797				
	3375,Columbiana Center	Arden B.		1,113		269	484	1,309	1,713	3,901	2,015	7,200	12,908	4,255	4,408	4,520	2,438	148
	3376,The Woodlands	Arden B.		53		168		538	414			4,558	6,984	1,008	2,987	5,350	3,947	1,975
	3377,Southdale Center	Arden B.		227	609	966	880	1,976	608	1,591	1,734	2,381	8,423	2,569	4,607	5,801	3,555	1,429
	3378,Old Orchard	Arden B.		2,175	5,314	1,937	2,972	3,114	2,885	1,608	2,955	5,125	11,000	1,226	3,025	7,975	5,985	2,261
0202,Arden B. Suits	3379,Providence Place Mal	Arden B.		1,093	70	574	138	1,361	2,567	1,811	1,691	6,422	9,817	4,513	4,117	5,030	2,262	522
	3380,Fayette Mall	Arden B.		559	569	267	138	2,719	1,543	2,986	2,892	6,577	12,860	2,585	4,179	5,171	5,048	479
	3381,Regency Square Mall	Arden B.																
	3382,Willowbrook	Arden B.		232	218	416		2,036	1,568	1,195	2,303	4,252	8,171	2,670	3,206	4,113	2,345	2,142
	3383,Mission Viejo Mall	Arden B.			85		872	2,628	738	1,846	5,690	10,259	18,209	7,700	8,437	11,516	7,636	3,040
	3384,Concord Mills/Outlet	Arden B.		350	682	721	417	1,716	930	1,355	1,359	2,359	3,581	592	2,823	2,519	2,112	2,268
	3385,Aventura Mall	Arden B.		2,869	4,394	2,450	2,010	4,465	2,004	3,776	3,560	10,543	15,948	3,900	5,906	10,440	8,526	3,867
	3386,Plaza Las Americas	Arden B.		3,587	4,748	2,907	2,673	3,971	2,448	5,267	5,589	7,020	15,238	3,393	5,046	5,779	4,170	3,538
	3387,Easton Towne Center	Arden B.		355	865	497	474	406	373	756	403	3,588	7,285	2,076	3,558	6,305	3,225	2,808
	3388,Gateway Mall	Arden B.			148		227	233	122	178		1,765	4,215	1,579	1,756	3,852	2,889	1,286
	3389,Streets At South Poi	Arden B.		160	356	320	178	1,031	524	195	1,036	4,674	7,995	1,726	3,230	4,483	2,616	1,095
	3390,Arden Fair	Arden B.		793	594			1,251	973	138	497	3,393	8,362	2,585	2,433	3,968	4,452	2,340
	3391,Halsted & Aarmitage	Arden B.				247	623	1,680	1,794	1,500	508	3,179	3,433	2,630	3,052	5,264	2,518	1,563
	3392,International Plaza	Arden B.		955	158	248		763	336	138	152	4,147	8,409	1,855	3,779	5,666	3,084	1,309
	3393,Willowbend Mall	Arden B.			338	441	121	65		138	225	2,805	4,247	3,520	2,670	3,067	3,454	1,701
	3395,Sherman Oaks	Arden B.		4,313	2,816	1,527	2,776	4,498	672	3,320	4,593	5,028	6,322	3,352	4,931	11,254	6,078	1,110
	3396,Florida Mall	Arden B.			20		65	67	70		414	1,979	2,605	1,063	1,824	3,440	4,397	1,535
	3397,Valley Faire	Arden B.		2,593	2,626	2,610	2,533	3,710	884	3,140	2,754	8,303	13,523	3,629	4,106	10,739	5,319	2,480
	3398,Short Pump Town Ctr.	Arden B.								5,796	4,330	4,428	4,219	949	2,954	2,235	1,835	669
	3399,Roosevelt Field	Arden B.		367	2,336	1,290	420	1,320	1,773	2,926	3,426	3,393	7,073	1,258	2,193	7,461	5,852	3,182
	3401,Beachwood Place	Arden B.															3,247	10,204

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trail	Month / Metrics	Jun 04 Sls All $	Jul 04 Sls All $	Aug 04 Sls All $	Sep 04 Sls All $	Oct 04 Sls All $	Nov 04 Sls All $	Dec 04 Sls All $	Jan 05 Sls All $
0202,Arden B. Suits	3358,Mall Of America	Arden B.		1,439	4,591	5,933	6,803	1,815	4,850	5,080	20
	3359,Carousel Center	Arden B.		1,054	3,494	3,375	6,165	3,599	7,839	5,955	
	3360,Burlington Mall	Arden B.		980	2,026	6,655	4,450	4,647	5,232	3,926	324
	3361,Annapolis Mall	Arden B.									
	3362,Willow Grove Park	Arden B.		1,404	4,385	3,700	3,803	4,028	6,035	6,289	
	3363,Cambridgeside Galler	Arden B.		2,313	4,134	3,839	3,574	1,687	5,224	4,175	38
	3364,Mall Of New Hampshir	Arden B.		531	1,521	2,619	2,741	2,551	5,136	5,174	222
	3365,Orland Square	Arden B.		2,100	3,818	6,046	6,735	2,756	5,925	5,275	
	3366,Ridgedale Cntr.	Arden B.		1,217	2,856	5,313	6,354	3,036	3,693	3,528	518
	3367,Baybrook Mall	Arden B.									
	3368,Highland Mall	Arden B.		868	490						
	3369,Meriden Square	Arden B.									
	3370,Prudential Center	Arden B.		2,719	10,776	12,453	10,380	5,882	8,427	7,491	118
	3371,Scottsdale Center	Arden B.		1,812	4,290	2,242	5,794	5,030	7,146	6,166	263
	3372,The Parks Arlington	Arden B.									
	3373,Vista Ridge	Arden B.									
	3374,Woodland Hills	Arden B.									
	3375,Columbiana Center	Arden B.		2,107	4,329	6,705	8,598	5,895	7,076	9,726	1,037
	3376,The Woodlands	Arden B.		2,780	6,176	5,861	5,131	4,541	8,153	11,328	1,144
	3377,Southdale Center	Arden B.		2,679	6,483	8,499	6,211	3,848	6,462	3,626	606
	3378,Old Orchard	Arden B.		1,730	4,374	6,256	9,576	4,884	8,698	8,262	622
	3379,Providence Place Mal	Arden B.		2,084	3,487	4,444	4,414	3,251	4,629	3,162	226
	3380,Fayette Mall	Arden B.		1,795	3,229	6,755	10,356	7,025	5,408	5,794	
	3381,Regency Square Mall	Arden B.									
	3382,Willowbrook	Arden B.		2,130	3,221	7,086	4,680	2,893	6,606	6,729	163
	3383,Mission Viejo Mall	Arden B.		3,104	7,881	6,262	4,710	4,373	8,622	7,580	272
	3384,Concord Mills/Outlet	Arden B.		3,097	3,814	2,730	3,089	1,123	6,362	5,087	26
	3385,Aventura Mall	Arden B.		2,548	13,026	9,064	5,764	5,970	7,675	6,190	1,185
	3386,Plaza Las Americas	Arden B.		2,639	10,878	8,554	6,918	2,265	5,139	3,892	296
	3387,Easton Towne Center	Arden B.		2,261	4,116	6,880	6,041	3,223	4,468	4,435	
	3388,Gateway Mall	Arden B.		3,298	2,929	3,735	4,454	1,849	3,298	1,986	179
	3389,Streets At South Poi	Arden B.		1,601	4,134	5,085	6,029	2,387	4,507	2,915	188
	3390,Arden Fair	Arden B.		2,007	5,090	5,396	3,335	1,575	6,684	4,886	148
	3391,Halsted & Aarmitage	Arden B.		1,854	4,287	5,782	3,177	1,523	3,351	1,724	414
	3392,International Plaza	Arden B.		1,008	3,719	3,911	3,492	2,789	5,088	5,698	82
	3393,Willowbend Mall	Arden B.		2,104	3,025	5,121	3,220	2,554	3,489	4,058	30
	3395,Sherman Oaks	Arden B.		2,386	4,133	3,119	3,339	4,304	4,764	8,163	345
	3396,Florida Mall	Arden B.		2,414	2,599	2,743	2,168	1,661	4,315	4,766	70
	3397,Valley Faire	Arden B.		3,886	9,703	6,816	5,222	3,020	6,283	5,501	30
	3398,Short Pump Town Ctr.	Arden B.		1,485	1,977	4,136	4,426	2,258	3,842	2,280	110
	3399,Roosevelt Field	Arden B.		1,525	4,273	3,707	3,952	3,052	5,106	2,669	110
	3401,Beachwood Place	Arden B.		3,616	6,901	11,136	6,636	2,753	4,612	5,224	148

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0202,Arden B. Suits	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.																
	3926,Farmers Market	Arden B.																
	3927,Chandler Mall	Arden B.																
	3928,Fashion Show	Arden B.																
	3929,Broadway Plaza	Arden B.																
	3930,Riverchase Galleria	Arden B.																
	3932,Northstar Mall	Arden B.																
	3934,Monroeville Mall	Arden B.																
	3935,Colorado Mills	Arden B.																
	3936,Collins Ave	Arden B.																
	3937,Park Meadows	Arden B.																
	3938,Mall Of Greenhills	Arden B.																
	3940,NYC - 3rd Avenue	Arden B.																
	3941,Wrentham Village	Arden B.																
	3943,Stony Point Mall	Arden B.																
	3945,Oak Park Mall	Arden B.																
	3946,Great Mall	Arden B.																
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
0203,Arden B. Dresses	3300,San Francisco Center	Arden B.		8,984	19,346	15,826	21,499	11,639	7,515	9,023	6,808	8,484	7,352	3,759	4,253	7,385	5,587	8,978
	3301,The Shops @ Sunset	Arden B.		7,090	9,399	11,599	17,664	4,515	7,377	11,725	10,578	10,713	12,509	5,999	6,110	10,549	7,871	10,277
	3302,South Shore Plaza	Arden B.		12,619	13,507	12,796	14,187	7,924	7,649	10,328	9,987	16,114	15,351	9,638	10,116	15,259	9,239	9,777
	3303,The Gardens	Arden B.		14,102	12,401	9,667	15,777	6,471	7,440	16,822	11,329	11,150	12,681	9,187	8,224	12,016	6,789	8,041
	3304,Glendale Galleria	Arden B.		6,825	11,694	8,965	13,347	6,654	7,322	6,072	4,935	9,110	9,155	6,313	9,429	10,534	8,036	11,921
	3305,Houston Galleria	Arden B.		24,407	19,630	19,382	22,683	14,826	15,081	30,608	22,367	17,939	22,417	15,029	12,774	24,204	17,218	16,199
	3306,Fashion Valley	Arden B.		17,924	16,081	13,634	19,106	9,685	8,445	14,132	10,861	11,853	13,850	8,811	9,881	13,112	14,695	12,512
	3307,Santa Monica Place	Arden B.		5,360	3,433	4,671	5,550	2,771	2,945	4,730	4,594	5,597	6,855	2,369	3,338	3,534	4,772	4,989
	3308,Ala Moana	Arden B.		19,323	14,357	16,767	19,727	10,617	14,154	23,735	16,940	16,966	19,382	11,978	10,549	9,644	6,679	9,377
	3309,Mac Arthur Center	Arden B.		4,504	5,201	5,074	8,872	4,790	6,997	10,857	8,654	9,819	10,283	4,997	5,234	7,312	7,210	9,537
	3310,Fashion Island	Arden B.		13,083	18,216	11,973	15,937	8,093	6,454	7,885	6,747	8,591	9,934	8,074	6,014	8,022	7,823	7,282
	3311,Walnut Street	Arden B.		4,240	4,705	5,168	7,789	4,046	6,519	6,906	10,871	10,125	10,101	5,586	6,083	10,046	7,372	8,029
	3312,Newport Center Mall	Arden B.		9,393	7,576	7,156	10,911	4,428	6,725	9,786	9,597	12,807	18,657	6,380	10,722	8,033	5,917	6,231
	3313,Woodfield	Arden B.		16,401	8,229	9,295	12,093	5,075	7,955	10,490	7,588	8,829	11,243	7,353	10,363	12,234	6,660	9,525
	3314,Oak Street	Arden B.		15,853	13,520	10,075	9,366	6,834	11,547	15,011	15,902	15,625	18,483	14,237	12,184	13,162	9,199	10,753
	3315,Beverly Center	Arden B.		11,279	12,350	9,459	9,660	4,707	9,133	14,625	7,746	8,602	13,665	5,805	6,303	8,963	5,055	7,692
	3316,Bellevue Square	Arden B.		8,256	11,419	11,032	17,569	12,043	9,468	13,099	8,073	10,208	11,196	4,225	5,327	10,334	4,803	9,217
	3317,Dallas Galleria	Arden B.		17,178	19,376	14,194	18,839	16,441	14,816	21,751	20,260	20,145	22,056	10,231	4,707	7,704	2,955	6,132
	3318,Cherry Creek	Arden B.		17,094	13,249	10,062	17,768	13,628	13,186	18,018	15,013	18,657	16,742	9,967	7,925	12,170	6,611	7,353
	3319,Lenox Square	Arden B.		23,502	29,911	20,990	31,558	13,955	16,879	35,674	23,221	24,358	33,224	17,515	20,485	29,391	19,364	18,682
	3320,Town Ctr @ Boca Rato	Arden B.		14,178	23,248	15,108	22,812	13,390	13,324	23,441	18,337	17,373	22,028	13,966	13,176	20,569	11,987	11,024

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0202,Arden B. Suits	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.																
	3926,Farmers Market	Arden B.															2,306	1,635
	3927,Chandler Mall	Arden B.																
	3928,Fashion Show	Arden B.								98	39	119					1,650	2,525
	3929,Broadway Plaza	Arden B.																1,152
	3930,Riverchase Galleria	Arden B.															77	
	3932,Northstar Mall	Arden B.																
	3934,Monroeville Mall	Arden B.																118
	3935,Colorado Mills	Arden B.													20	59	40	
	3936,Collins Ave	Arden B.															435	602
	3937,Park Meadows	Arden B.																
	3938,Mall Of Greenhills	Arden B.																706
	3940,NYC - 3rd Avenue	Arden B.															1,464	1,296
	3941,Wrentham Village	Arden B.													119	119	158	57
	3943,Stony Point Mall	Arden B.																
	3945,Oak Park Mall	Arden B.																
	3946,Great Mall	Arden B.												521	306	351	20	46
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
	Total	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
0203,Arden B. Dresses	3300,San Francisco Center	Arden B.		11,358	7,082	9,734	13,978	8,234	11,294	8,308	4,782	5,294	7,187	6,244	8,489	7,619	2,912	2,612
	3301,The Shops @ Sunset	Arden B.		18,195	7,550	9,728	12,060	8,850	9,250	8,332	3,824	2,652	4,260	2,540	2,866	3,065	952	1,906
	3302,South Shore Plaza	Arden B.		21,650	8,200	9,448	13,850	9,042	15,630	14,893	10,251	10,817	14,423	7,869	10,809	10,656	4,257	7,407
	3303,The Gardens	Arden B.		12,685	5,197	8,395	14,784	7,288	8,723	7,553	3,978	4,032	7,258	4,639	5,013	7,994	2,875	4,737
	3304,Glendale Galleria	Arden B.		18,663	9,927	10,926	17,017	8,447	12,533	11,029	5,203	7,549	9,036	5,864	6,885	8,537	2,445	1,929
	3305,Houston Galleria	Arden B.		27,372	12,188	15,300	28,298	21,296	19,232	14,124	11,520	9,475	11,838	6,580	10,715	12,692	7,923	12,246
	3306,Fashion Valley	Arden B.		22,306	8,916	13,347	15,397	10,256	13,093	14,249	10,013	8,414	11,805	9,964	10,899	12,033	9,476	7,390
	3307,Santa Monica Place	Arden B.		8,208	6,490	7,039	10,456	5,874	5,909	5,535	3,502	3,324	3,794	1,374	1,672	1,978	765	1,203
	3308,Ala Moana	Arden B.		14,517	9,857	11,545	22,394	12,518	13,300	16,912	8,887	6,887	8,522	7,268	11,797	10,948	6,270	9,641
	3309,Mac Arthur Center	Arden B.		15,819	7,066	5,622	10,236	6,677	6,972	6,325	5,216	5,489	6,615	2,886	3,887	4,405	1,626	2,266
	3310,Fashion Island	Arden B.		12,626	8,758	10,592	18,073	6,314	12,805	12,689	9,203	6,767	9,972	4,960	6,633	7,836	7,424	4,726
	3311,Walnut Street	Arden B.		11,556	6,849	9,596	10,957	10,261	12,314	9,700	6,756	7,794	8,551	3,784	4,070	5,482	1,860	1,716
	3312,Newport Center Mall	Arden B.		14,279	4,518	4,516	6,480	4,438	8,599	11,710	7,536	5,335	9,406	5,502	5,508	5,261	798	2,925
	3313,Woodfield	Arden B.		17,306	7,475	8,301	12,642	8,270	10,879	12,049	5,712	6,130	9,958	3,595	4,357	7,181	1,884	2,042
	3314,Oak Street	Arden B.		15,117	6,137	9,044	11,920	10,323	9,111	12,475	7,508	8,086	9,509	4,443	6,162	8,329	3,203	6,302
	3315,Beverly Center	Arden B.		11,505	9,752	14,859	14,600	4,570	7,878	9,123	6,070	10,268	5,371	5,580	5,678	5,782	3,943	7,406
	3316,Bellevue Square	Arden B.		13,319	7,970	9,684	9,859	8,345	11,140	7,097	5,056	6,458	6,936	7,158	6,912	8,213	5,648	5,795
	3317,Dallas Galleria	Arden B.		13,167	5,205	6,145	12,444	8,080	10,655	8,005	5,781	4,920	9,269	4,000	5,161	6,548	3,875	5,080
	3318,Cherry Creek	Arden B.		15,436	5,971	12,321	17,092	12,839	20,786	17,607	12,143	9,371	12,804	5,874	3,874	8,910	4,105	5,370
	3319,Lenox Square	Arden B.		28,318	14,818	14,872	27,366	12,657	14,165	13,223	10,640	11,680	14,577	10,198	11,706	12,040		
	3320,Town Ctr @ Boca Rato	Arden B.		20,944	6,771	11,348	18,662	11,185	15,685	11,520	6,414	5,560		2,122	10,781	8,679	3,351	5,955

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0202,Arden B. Suits	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.						175	530	794	532	5,309	7,945	2,084	2,940	4,399	2,817	1,576
	3926,Farmers Market	Arden B.		5,298	2,905	3,268	1,844	4,833	1,712	8,382	8,101	12,442	18,047	7,978	6,954	14,981	9,552	4,216
	3927,Chandler Mall	Arden B.		178					178		416	1,634	1,785	114	1,417	1,288	1,501	1,211
	3928,Fashion Show	Arden B.		3,139	4,449	1,045	1,956	4,222	1,074	4,583	4,085	10,722	18,520	5,466	4,369	11,255	5,241	2,170
	3929,Broadway Plaza	Arden B.		1,063	955	1,352	514	3,077	935	352	597	1,950	4,314	1,359	2,921	3,968	4,295	3,768
	3930,Riverchase Galleria	Arden B.				128	98	266	1,438	386	1,697	6,518	11,214	4,927	4,458	3,262	3,105	1,023
	3932,Northstar Mall	Arden B.									5,587	9,112	16,208	3,022	5,318	6,333	3,659	3,430
	3934,Monroeville Mall	Arden B.		168			236	278	1,113	1,513	2,781	3,020	8,555	1,121	2,032	4,399	2,276	376
	3935,Colorado Mills	Arden B.		20	10	88	222	335	325	165	875	917	1,089	556	799	1,180	1,015	1,227
	3936,Collins Ave	Arden B.		511	1,467	283	534	2,032	409	2,132	592	3,175	6,073	1,087	2,466	4,854	3,906	2,386
	3937,Park Meadows	Arden B.						490	30			2,542	4,976	566	3,060	4,454	4,442	2,040
	3938,Mall Of Greenhills	Arden B.		1,399	564	480	454	989	1,162	1,172	584	3,527	8,350	2,711	2,126	4,595	1,308	1,599
	3940,NYC - 3rd Avenue	Arden B.		3,772	5,323	3,402	2,909	2,850	2,372	6,344	6,694	10,024	13,548	4,985	6,376	15,603	9,333	6,419
	3941,Wrentham Village	Arden B.		254	286	1,013	1,810	1,551	2,731	1,943	2,290	3,177	4,548	886	1,976	2,143	1,390	3,155
	3943,Stony Point Mall	Arden B.								4,702	2,766	3,676	3,006	1,424	1,375	3,661	2,109	971
	3945,Oak Park Mall	Arden B.		1,210	2,548	1,222	1,028	2,320	2,673	2,035	1,528	6,228	10,365	2,136	2,748	7,488	4,324	1,678
	3946,Great Mall	Arden B.		540	1,217	2,056	3,342	3,187	2,585	1,640	3,683	3,452	6,916	1,578	3,724	2,950	3,360	4,961
	3947,532 Broadway	Arden B.			7,027	3,740	2,689	4,646	2,835	7,539	6,246	11,806	16,914	3,478	6,761	13,043	5,998	4,344
	3948,104 Fifth Avenue	Arden B.				742	3,131	1,987	2,629	6,009	6,765	5,783	13,431	3,765	4,931	6,980	6,329	3,345
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
0203,Arden B. Dresses	3300,San Francisco Center	Arden B.		3,231	3,367	4,749	4,792	3,497	7,433	8,376	7,540	3,743	5,600	1,459	4,039	5,077	6,603	6,489
	3301,The Shops @ Sunset	Arden B.		1,861	3,501	3,868	3,526	2,798	2,650	3,784	2,669	2,821	4,488	2,273	3,400	3,756	3,857	4,180
	3302,South Shore Plaza	Arden B.		7,493	11,598	10,396	8,952	6,260	12,749	16,002	9,222	10,669	11,008	6,075	6,371	10,428	8,544	12,105
	3303,The Gardens	Arden B.		9,357	9,594	9,328	6,856	4,266	6,038	11,051	10,771	7,470	9,639	3,324	5,658	8,002	7,628	6,726
	3304,Glendale Galleria	Arden B.		1,912	4,623	4,274	3,841	2,222	3,157	3,875	2,095	1,982	4,950	2,870	3,268	6,685	4,971	10,083
	3305,Houston Galleria	Arden B.		15,368	16,480	9,138	8,685	8,531	14,801	20,656	13,652	8,552	11,778	5,456	6,614	11,118	13,640	12,406
	3306,Fashion Valley	Arden B.		11,242	12,546	11,324	8,455	11,373	16,242	18,597	16,629	7,878	11,645	7,120	8,981	12,571	12,993	14,439
	3307,Santa Monica Place	Arden B.		1,018	1,226	2,115	714	547	1,223	1,364	1,411	392	1,786	622	1,124	1,016		1,087
	3308,Ala Moana	Arden B.		10,088	10,679	6,212	7,811	4,221	7,343	12,313	9,007	7,574	11,612	7,452	9,927	12,047	7,682	8,534
	3309,Mac Arthur Center	Arden B.		4,377	7,823	4,591	4,745	2,945	2,541	4,525	2,931	2,996	6,498	2,201	3,669	7,006	5,228	8,222
	3310,Fashion Island	Arden B.		7,128	9,943	7,032	6,247	6,594	12,249	11,569	9,670	4,906	5,389	4,209	4,289	7,548	7,376	10,201
	3311,Walnut Street	Arden B.		5,090	8,520	5,166	5,784	4,266	4,545	7,594	3,459	2,974	3,992	925	3,312	4,960	6,276	6,475
	3312,Newport Center Mall	Arden B.		4,863	5,341	5,920	5,698	4,198	5,711	4,950	2,159	2,176	4,365	1,270	2,767	3,950	3,134	4,603
	3313,Woodfield	Arden B.		4,058	7,746	6,160	4,852	4,587	8,082	10,843	2,757	4,397	9,825	3,617	4,611	6,349	9,034	9,526
	3314,Oak Street	Arden B.		7,921	5,431	4,978	6,896	6,044	9,369	14,122	4,575	6,053	4,131	951	3,721	3,687	2,196	3,804
	3315,Beverly Center	Arden B.		8,782	4,888	7,490	6,034	6,368	11,427	11,770	9,443	6,150	4,711	4,032	5,812	5,086	5,169	3,210
	3316,Bellevue Square	Arden B.		4,089	4,416	3,695	5,938	3,535	7,556	11,592	6,815	4,655	4,438	4,134	3,422	3,923	7,541	5,923
	3317,Dallas Galleria	Arden B.		5,333	8,651	6,669	3,589	4,749	8,217	8,306	5,269	4,407	5,370	2,711	5,258	6,271	4,679	3,620
	3318,Cherry Creek	Arden B.		5,903	9,462	5,102	3,880	5,497	5,466	11,309	6,471	2,716	3,332	2,073	2,842	4,766	4,347	6,059
	3319,Lenox Square	Arden B.		13,442	15,606	10,138	10,677	8,661	15,412	21,493	14,525	8,043	7,907	4,691	7,871	12,336	9,561	10,360
	3320,Town Ctr @ Boca Rato	Arden B.		6,766	7,238	3,926	3,997	2,989	6,908	9,245	6,800	6,822	7,495	2,765	5,614	8,692	6,001	5,109

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0202,Arden B. Suits	3402,Cherry Hill	Arden B.							994	7,305	
	3925,Mall At Millenia	Arden B.		2,030	4,635	2,896	2,212	1,559	3,276	4,068	
	3926,Farmers Market	Arden B.		6,266	9,127	7,556	5,543	2,468	7,979	6,212	858
	3927,Chandler Mall	Arden B.		1,003	1,809	1,453	3,065	2,064	3,993	2,835	
	3928,Fashion Show	Arden B.		2,182	5,525	11,195	8,862	4,107	4,669	4,879	669
	3929,Broadway Plaza	Arden B.		2,110	5,497	2,915	4,384	2,308	6,498	5,038	
	3930,Riverchase Galleria	Arden B.		1,117	5,236	5,850	8,095	2,204	6,647	4,766	965
	3932,Northstar Mall	Arden B.		2,929	7,362	6,662	4,398	4,013	5,860	5,242	
	3934,Monroeville Mall	Arden B.		1,544	2,981	3,284	3,041	2,153	4,711	3,369	
	3935,Colorado Mills	Arden B.		1,519	1,552	2,006	505	350	140	1,342	68
	3936,Collins Ave	Arden B.		1,460	3,666	3,790	1,865	1,544	2,427	2,831	404
	3937,Park Meadows	Arden B.		776	4,096	2,980	4,611	1,768	3,600	3,422	574
	3938,Mall Of Greenhills	Arden B.		1,670	4,722	3,799	4,690	2,695	5,051	3,950	94
	3940,NYC - 3rd Avenue	Arden B.		2,494	9,757	10,359	8,345	4,053	5,385	6,184	27
	3941,Wrentham Village	Arden B.		2,581	3,740	3,913	1,496	397	3,949	4,410	60
	3943,Stony Point Mall	Arden B.		1,070	2,769	2,936	1,218	2,213	2,941	2,977	98
	3945,Oak Park Mall	Arden B.		1,309	4,001	3,615	3,963	511	4,324	3,685	444
	3946,Great Mall	Arden B.		4,585	2,813	1,737	1,197	175	1,275	3,588	
	3947,532 Broadway	Arden B.		3,445	6,819	8,146	6,515	4,793	5,379	3,373	498
	3948,104 Fifth Avenue	Arden B.		1,314	3,881	4,097	4,905	1,795	4,173	3,313	364
	[redacted]			[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
0203,Arden B. Dresses	3300,San Francisco Center	Arden B.		2,195	2,030	1,858	6,334	4,151	3,844	7,158	571
	3301,The Shops @ Sunset	Arden B.		2,295	1,306	2,653	3,191	3,263	5,498	4,772	7
	3302,South Shore Plaza	Arden B.		6,030	7,222	9,181	21,055	8,001	9,326	12,530	44
	3303,The Gardens	Arden B.		4,459	1,683	3,345	3,400	4,497	5,396	6,751	
	3304,Glendale Galleria	Arden B.		6,967	5,890	7,046	12,033	4,916	4,362	9,925	361
	3305,Houston Galleria	Arden B.		7,564	6,003	10,501	19,652	13,568	12,260	12,159	1,498
	3306,Fashion Valley	Arden B.		11,213	10,204	10,163	23,556	14,063	13,534	14,752	
	3307,Santa Monica Place	Arden B.		1,199	1,891	2,959	7,538	3,917	4,432	4,833	364
	3308,Ala Moana	Arden B.		6,412	3,672	5,677	11,933	6,207	11,999	8,643	766
	3309,Mac Arthur Center	Arden B.		6,561	4,551	3,228	7,734	4,622	4,347	5,685	66
	3310,Fashion Island	Arden B.		7,796	5,499	7,443	15,485	8,875	8,745	14,888	105
	3311,Walnut Street	Arden B.		3,258	2,488	3,438	8,243	5,493	6,158	6,890	169
	3312,Newport Center Mall	Arden B.		3,217	4,074	6,288	10,554	7,054	5,402	8,708	106
	3313,Woodfield	Arden B.		6,613	5,913	7,439	12,618	4,479	4,962	6,756	88
	3314,Oak Street	Arden B.		2,503	2,531	3,321	8,177	1,081	4,500	3,261	
	3315,Beverly Center	Arden B.		2,763	4,139	5,998	11,409	8,083	8,234	6,707	198
	3316,Bellevue Square	Arden B.		5,654	3,244	6,078	8,608	5,614	4,716	8,576	373
	3317,Dallas Galleria	Arden B.		3,256	3,642	3,423	8,737	6,169	5,024	5,581	
	3318,Cherry Creek	Arden B.		2,177	2,075	3,445	9,495	5,469	3,996	5,187	326
	3319,Lenox Square	Arden B.		8,785	5,642	8,031	20,978	9,129	12,056	14,454	
	3320,Town Ctr @ Boca Rato	Arden B.		4,879	2,822	4,640	5,872	7,119	6,468	9,197	18

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3321,George Town Park	Arden B.		5,312	6,308	5,990	9,772	5,808	7,541	9,347	10,314	13,796	7,207	4,878	4,149	6,191	2,617	5,838
	3322,The Atrium @ Chest	Arden B.		4,625	4,490	5,482	8,864	4,978	6,131	5,892	5,487	6,740	6,516	3,189	3,524	6,279	6,652	7,349
	3323,Mall Short Hills	Arden B.		11,849	11,906	15,793	14,042	6,218	9,323	21,658	20,831	16,505	16,293	8,934	9,514	11,830	11,401	10,592
	3324,Riverside Square	Arden B.		1,430	3,404	2,407	5,592	1,342	801	398	463	2,197	5,680	2,871	2,695	2,272	1,808	4,862
	3325,The Galleria	Arden B.		3,277	1,454	3,983	4,113	3,651	3,301	5,010	4,721	5,276	5,623	3,353	3,443	6,317	4,055	4,485
	3326,The Plaza (King Of P	Arden B.		11,651	8,696	13,281	14,164	5,895	8,378	14,714	13,777	14,252	12,492	6,473	7,155	16,555	12,054	11,667
	3327,Woodbury Commons/Out	Arden B.		3,664	2,749	2,206	4,288	2,543	2,751	3,764	4,893	5,746	5,594	3,850	8,615	5,911	3,402	4,781
	3328,Dadeland Mall	Arden B.		18,636	15,656	19,683	24,546	8,273	12,884	18,977	14,827	16,693	20,041	14,756	15,654	20,974	14,181	19,106
	3330,Somerset Collection	Arden B.		20,480	11,722	13,114	12,495	8,020	10,058	16,940	16,469	15,038	18,853	14,658	14,980	21,569	9,380	11,051
	3331,The Westchester	Arden B.		8,463	11,037	12,612	13,531	8,233	6,950	15,155	12,936	16,322	16,366	8,094	7,868	12,912	8,395	8,359
	3333,Montgomery Mall	Arden B.		16,512	20,579	16,471	21,427	11,460	13,298	13,844	12,110	18,442	17,405	8,014	8,702	23,840	16,489	17,075
	3334,Columbia	Arden B.		14,393	21,090	9,977	12,436	4,521	7,583	5,951	6,296	10,200	10,381	4,830	8,050	12,426	8,141	8,027
	3335,Haywood Mall	Arden B.		3,507	3,625	2,572	5,293	2,302	1,889	1,402	534	1,041	559	527		1,368	3,611	6,771
	3336,Buckland Hills	Arden B.		2,503	4,477	5,996	6,445	5,564	3,322	5,036	4,114	5,629	6,385	2,556	4,607			
	3337,Paramus Park	Arden B.		3,576	3,001	5,553	5,612	2,331	2,436	3,123	3,291	4,919	9,002	2,500	2,436	4,190	4,413	5,596
	3338,North Point Mall	Arden B.		3,016	2,633	4,099	5,206	3,955	5,201	6,197	4,249	5,823	5,909	3,843	4,351	1,776		
	3339,Perimeter Mall	Arden B.		3,166	5,966	4,493	8,930	4,524	6,759	10,379	8,635	11,362	8,678	3,322	4,333	4,499	5,313	6,787
	3340,Garden State	Arden B.		13,818	13,786	16,977	13,712	7,141	10,509	20,875	20,171	26,912	33,343	14,803	18,371	21,178	15,920	15,679
	3341,Willowbrook Mall	Arden B.		6,479	8,122	10,709	14,525	6,886	8,199	10,915	4,231							
	3342,Bridgewater Co	Arden B.		6,275	9,021	11,995	11,175	5,461	6,369	6,211	6,438	6,272	10,606	5,706	5,682	8,308	4,933	7,721
	3343,Freehold Raceway	Arden B.		7,034	9,600	11,849	10,778	9,174	9,294	14,832	14,542	14,233	13,965	7,709	9,435	11,749	8,316	8,815
0203,Arden B. Dresses	3344,Pentagon City	Arden B.		24,064	34,840	22,297	34,757	19,385	18,101	27,736	25,558	29,364	31,600	14,797	16,761	25,752	22,329	18,841
	3345,Rockaway Town Sq.	Arden B.		3,958	4,539	4,494	6,474	3,731	3,485	5,870	6,063	7,362	8,266	6,726	5,631	5,004	2,676	6,664
	3346,Northlake Mall	Arden B.		3,450	6,199	5,355	7,377	4,142	5,994	5,840	4,094	4,619	6,982	1,879	2,919	2,337	1,919	2,350
	3347,Keystone @ The Cross	Arden B.		9,302	7,932	11,249	9,664	5,672	10,050	9,635	7,309	11,800	10,154	6,434	5,303	11,494	3,995	5,703
	3348,Oak Brook	Arden B.		18,644	11,088	12,803	13,301	10,929	10,283	15,297	15,929	15,548	17,836	11,432	14,110	24,060	8,288	7,839
	3349,Towson Town Center	Arden B.		11,448	15,695	9,369	13,195	5,451	9,449	8,119	7,582	8,822	9,834	4,682	7,303	11,667	9,029	8,092
	3350,Town Center At Cobb	Arden B.		4,728	4,133	5,159	4,867	2,892	3,513	4,052	3,573	4,155	6,123	4,085	3,515	5,454	4,838	3,674
	3351,Gwinnett	Arden B.		2,277	3,503	1,683	3,539	2,300	1,299	915	355	867	1,206	773	1,787	2,512	1,916	2,446
	3352,Menlo Park	Arden B.		13,768	17,884	21,841	26,896	9,283	13,972	22,964	15,497	21,336	21,424	9,896	12,938	16,227	8,334	14,233
	3353,Stamford Town Center	Arden B.		4,789	3,546	3,856	7,027	2,731	3,875	5,255	3,915	5,612	7,793	5,424	4,838	6,322	5,751	7,895
	3354,Westfarms Mall	Arden B.		9,920	14,508	16,833	11,148	7,347	7,845	12,246	8,921	12,432	11,617	7,084	9,211	11,436	7,276	8,898
	3355,Danbury Fair	Arden B.		6,260	8,842	11,748	10,760	4,840	3,180	5,160	5,230	6,069	6,995	3,816	5,262	5,110	2,844	5,006
	3356,St Louis Galleria	Arden B.		25,685	14,451	17,161	21,159	14,031	14,445	19,361	17,927	17,722	19,342	12,167	10,037	21,443	10,925	8,933
	3357,Northbrook	Arden B.		5,647	2,359	1,888	2,986	3,209	2,791	2,977	2,036	3,469	5,612	2,837	2,746	5,577	1,782	2,251
	3358,Mall Of America	Arden B.		10,914	8,641	7,916	9,723	8,061	7,657	8,133	8,410	7,439	13,314	9,359	8,069	12,729	7,259	5,354
	3359,Carousel Center	Arden B.		8,671	8,984	11,668	11,628	6,069	7,525	9,262	13,222	9,322	8,760	4,683	4,474	6,705	5,925	8,852
	3360,Burlington Mall	Arden B.		5,287	5,803	6,342	8,156	4,114	4,291	7,041	6,361	9,646	9,384	6,149	8,370	9,698	6,129	9,935
	3361,Annapolis Mall	Arden B.		8,033	9,782	7,188	10,011	3,621	4,103	5,327	4,541	6,925	7,973	3,925	5,029	4,678		
	3362,Willow Grove Park	Arden B.		6,617	6,913	9,923	11,410	5,194	5,194	9,371	7,363	8,896	9,671	6,250	8,356	10,686	4,578	10,179
	3363,Cambridgeside Galler	Arden B.		9,987	10,970	13,614	17,581	9,562	10,703	17,934	12,967	18,641	20,525	11,569	12,727	11,517	8,089	11,630
	3364,Mall Of New Hampshir	Arden B.		6,488	9,391	10,448	10,162	5,391	5,535	5,744	5,125	5,312	6,013	3,741	4,152	5,283	3,789	5,394

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3321,George Town Park	Arden B.		7,282	5,181	5,833	7,024	6,638	6,764	6,658	4,677	4,247	4,627	1,939	327	1,016	205	637
	3322,The Atrium @ Chest	Arden B.		10,145	4,708	6,515	9,491	8,664	9,876	9,071	5,691	5,497	8,438	6,120	4,061	4,909	1,404	1,286
	3323,Mall Short Hills	Arden B.		15,985	9,423	11,096	18,205	10,746	11,688	9,639	7,967	6,448	7,672	6,502	6,253	8,610	3,011	3,926
	3324,Riverside Square	Arden B.		8,088	4,972	8,437	7,624	5,966	6,033	7,767	5,180	4,287	3,789	2,284	2,276	1,028	248	743
	3325,The Galleria	Arden B.		6,140	4,299	6,775	9,914	8,607	7,435	6,317	2,998	2,370	4,673	2,115	1,857	1,728	1,699	2,126
	3326,The Plaza (King Of P	Arden B.		15,744	6,234	10,679	11,123	8,332	13,224	9,853	7,314	8,115	9,889	7,974	10,137	5,881	3,575	5,063
	3327,Woodbury Commons/Out	Arden B.		5,675	4,096	5,970	8,405	7,741	6,673	7,045	4,006	4,783	5,575	1,879	4,209	3,928	1,794	2,413
	3328,Dadeland Mall	Arden B.		25,500	11,346	13,720	21,659	12,174	12,028	13,986	7,626	8,346	9,162	7,754	8,747	14,437	3,723	6,411
	3330,Somerset Collection	Arden B.		19,309	10,719	11,268	17,377	14,184	13,080	14,884	11,486	7,771	11,337	4,749	6,736	10,160		2,265
	3331,The Westchester	Arden B.		13,681	6,620	9,651	14,040	7,497	11,711	13,897	6,688	7,436	9,769	4,437	7,281	7,181	3,703	3,672
	3333,Montgomery Mall	Arden B.		21,853	9,533	8,948	14,614	9,598	10,549	9,018	6,613	7,500	14,084	6,814	8,197	9,563	4,949	6,930
	3334,Columbia	Arden B.		11,185	5,467	4,512	8,309	4,947	7,805	8,550	7,232	5,063	14,969	6,016	8,853	6,130	3,512	6,782
	3335,Haywood Mall	Arden B.		8,829	3,321	5,651	7,728	3,785	6,309	5,374	3,881	3,594	5,271	2,101	2,136	2,749	1,186	2,166
	3336,Buckland Hills	Arden B.																
	3337,Paramus Park	Arden B.		8,543	3,265	3,303	5,540	3,560	5,267	5,834	4,398	3,524	5,266	1,457	3,257	2,632	62	1,320
	3338,North Point Mall	Arden B.																
	3339,Perimeter Mall	Arden B.		11,237	5,531	7,395	13,151	7,727	10,613	7,451	4,748	5,855	8,546	2,312	1,213	4,562	3,166	7,147
	3340,Garden State	Arden B.		20,104	9,386	13,476	21,687	12,983	17,581	20,172	12,307	9,046	16,909	6,761	11,663	13,112	6,197	8,719
	3341,Willowbrook Mall	Arden B.																
	3342,Bridgewater Co	Arden B.		10,790	5,970	5,687	13,437	10,356	13,478	14,002	6,776	6,092	6,776	4,314	4,667	5,800	631	1,459
	3343,Freehold Raceway	Arden B.		13,039	8,738	9,995	14,848	9,580	11,304	13,738	7,912	8,755	11,293	5,617	6,333	4,544	2,022	2,075
0203,Arden B. Dresses	3344,Pentagon City	Arden B.		33,965	13,409	19,390	20,968	19,780	22,978	21,604	14,937	15,648	20,575	9,821	13,126	18,660	8,321	12,622
	3345,Rockaway Town Sq.	Arden B.		9,581	3,891	3,747	5,475	3,400	6,941	6,476	3,169	5,733	6,518	3,495	5,017	4,532	1,838	1,632
	3346,Northlake Mall	Arden B.		3,999	2,333	3,295	3,752	2,415	2,622	1,859	454	1,179	1,177	1,268	1,174	1,477	2,030	2,369
	3347,Keystone @ The Cross	Arden B.		9,429	4,990	8,907	10,732	9,872	12,186	8,165	5,368	7,478	10,812	6,041	5,706	7,109	5,253	3,022
	3348,Oak Brook	Arden B.		15,120	6,454	9,503	13,051	12,298	17,827	6,508	1,514	5,229	10,739	4,379	6,034	5,810	2,592	1,813
	3349,Towson Town Center	Arden B.		11,267	5,806	8,395	10,414	6,419	6,777	6,778	4,589	3,999	8,569	5,822	3,637	6,921	2,517	5,804
	3350,Town Center At Cobb	Arden B.		10,820	4,027	4,904	7,636	6,158	7,523	6,675	5,842	3,687	7,878	2,509	1,955	3,138	575	1,817
	3351,Gwinnett	Arden B.		5,072	3,190	2,580	4,413	2,743	2,153	2,561	1,462	845	3,056	1,893	2,539	2,306	1,788	1,212
	3352,Menlo Park	Arden B.		17,487	7,616	10,556	11,943	10,296	11,862	11,988	6,644	10,754	11,787	8,316	9,202	10,291	5,277	4,992
	3353,Stamford Town Center	Arden B.		8,686	3,017	4,153	7,938	4,286	5,791	7,979	2,190							
	3354,Westfarms Mall	Arden B.		10,767	7,204	7,972	9,481	8,990	10,923	11,680	8,597	7,052	7,545	3,483	4,089	3,779	3,047	3,960
	3355,Danbury Fair	Arden B.		9,256	3,580	4,588	10,742	7,820	11,234	9,516	5,599	4,864	7,881	5,290	4,190	5,026	3,240	4,754
	3356,St Louis Galleria	Arden B.		16,824	8,147	10,632	16,952	11,837	12,039	11,895	8,594	10,073	11,545	4,428	6,620	9,763	5,095	4,630
	3357,Northbrook	Arden B.		3,842	2,416	4,185	6,448	4,293	5,671	4,050	3,069	1,545	5,209	1,889	1,676	1,706	667	620
	3358,Mall Of America	Arden B.		10,221	6,613	9,085	11,911	8,672	9,904	10,969	8,674	6,815	11,891	5,385	7,652	7,783	5,243	7,449
	3359,Carousel Center	Arden B.		10,957	3,599	7,172	10,200	8,742	12,360	10,610	7,262	5,801	8,227	5,002	5,118	7,121	2,012	2,042
	3360,Burlington Mall	Arden B.		11,990	6,189	4,956	11,062	8,341	13,378	10,331	5,622	6,165	8,053	3,988	3,580	4,807	2,573	3,679
	3361,Annapolis Mall	Arden B.																
	3362,Willow Grove Park	Arden B.		13,227	6,828	5,031	9,007	7,527	9,322	9,128	5,748	4,719	6,659	3,968	4,157	3,541	2,094	1,605
	3363,Cambridgeside Galler	Arden B.		16,566	8,362	10,936	10,981	10,292	12,397	15,270	8,921	8,543	12,888	7,285	7,716	10,672	4,912	5,463
	3364,Mall Of New Hampshir	Arden B.		10,676	3,616	5,697	7,961	7,407	11,746	9,314	6,352	5,106	8,022	4,598	3,810	4,136	612	2,289

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3321,George Town Park	Arden B.		485	3,461	1,310	499	252	487	777	829	45	465	160	697	375	876	1,724
	3322,The Atrium @ Chest	Arden B.		2,844	5,910	4,065	5,308	3,740	6,886	8,146	5,474	6,588	5,724	3,389	4,242	5,649	3,438	3,237
	3323,Mall Short Hills	Arden B.		3,733	2,710	2,368	4,692	3,627	7,670	10,676	4,734	6,319	4,038	4,386	3,819	6,914	7,197	7,878
	3324,Riverside Square	Arden B.		2,964	5,095	3,156	2,263	1,606	2,656	998	1,087	187	1,305	319		1,157	1,020	1,774
	3325,The Galleria	Arden B.		2,460	3,156	4,517	3,321	1,682	4,081	7,040	4,743	4,372	4,549	868	1,718	937	327	1,996
	3326,The Plaza (King Of P	Arden B.		8,111	11,702	6,768	7,765	3,839	8,088	11,679	8,578	6,629	8,340	2,618	4,511	6,713	7,094	7,972
	3327,Woodbury Commons/Out	Arden B.		4,704	6,203	6,649	6,700	5,105	5,164	5,374	4,847	6,282	13,220	2,741	3,118	6,405	5,843	10,107
	3328,Dadeland Mall	Arden B.		8,791	8,702	7,105	4,681	4,624	6,297	13,676	10,969	6,431	9,756	4,844	6,692	9,277	7,976	8,653
	3330,Somerset Collection	Arden B.		6,295	12,255	8,604	9,345	7,391	14,886	22,079	3,796	5,766	7,410	3,053	4,456	7,178	10,567	10,516
	3331,The Westchester	Arden B.		6,144	7,125	7,350	6,800	4,138	8,648	9,979	9,310	4,616	3,401	2,508	2,330	5,399	4,744	5,093
	3333,Montgomery Mall	Arden B.		7,252	11,793	10,030	5,945	5,637	12,850	19,286	14,807	6,680	14,152	4,121				
	3334,Columbia	Arden B.		7,815	10,401	6,504	4,054	2,463	4,295	7,852	7,318	5,472	7,087	2,536	3,305	6,009	7,909	6,970
	3335,Haywood Mall	Arden B.		3,071	4,198	2,573	3,802	3,704	2,796	4,853	2,754	5,006	3,816	2,861	3,466	4,330	3,029	
	3336,Buckland Hills	Arden B.																
	3337,Paramus Park	Arden B.		3,498	6,193	4,745	3,691	2,763	5,070	5,596	2,428	2,423	3,599	1,889	2,843	3,220	3,079	1,337
	3338,North Point Mall	Arden B.																
	3339,Perimeter Mall	Arden B.		6,503	9,652	3,748	2,252	2,627	4,543	6,127	3,418	2,475	3,138	1,401	3,769	6,831	4,054	5,438
	3340,Garden State	Arden B.		10,288	12,704	9,817	12,145	5,366	7,592	11,575	8,143	7,486	7,117	2,859	4,475	6,545	10,124	11,564
	3341,Willowbrook Mall	Arden B.																
	3342,Bridgewater Co	Arden B.																
	3343,Freehold Raceway	Arden B.		4,061	5,920	5,711	5,874	4,237	4,688	5,933	2,303	3,404	4,442	4,640	3,549	5,546	7,413	6,152
0203,Arden B. Dresses	3344,Pentagon City	Arden B.		13,851	15,107	13,319	14,903	8,079	13,993	22,791	14,213	11,761	19,261	5,526	8,016	9,946	12,925	11,518
	3345,Rockaway Town Sq.	Arden B.		2,288	4,782	2,473	3,639	2,947	3,106	3,019	1,657	2,408	2,582	1,752	2,022	3,250	3,827	4,377
	3346,Northlake Mall	Arden B.		1,792	3,611	2,452	3,384	2,232	1,139	1,270	821	2,616	7,791	2,512	2,148	4,478	4,941	6,205
	3347,Keystone @ The Cross	Arden B.		4,852	6,123	6,641	5,072	5,155	7,790	10,430	7,874	5,766	8,127	3,612	6,604	6,518	5,358	8,328
	3348,Oak Brook	Arden B.		3,317	6,511	6,879	9,225	7,387	9,857	18,661	5,277	4,865	6,496	3,145	4,293	5,884	5,742	7,551
	3349,Towson Town Center	Arden B.		7,456	9,139	5,179	3,705	3,978	5,263	8,584	7,138	5,722	6,391	2,814	4,753	4,774	6,386	6,737
	3350,Town Center At Cobb	Arden B.		2,992	6,324	3,940	3,552	4,005	2,557	7,869	5,695	2,290	6,400	932				
	3351,Gwinnett	Arden B.		2,843	5,764	3,222	3,785	2,953	2,265	2,237	1,853	2,269	4,084	877				
	3352,Menlo Park	Arden B.		6,064	7,955	9,435	6,369	5,549	9,311	12,873	6,517	6,288	9,843	3,365	4,642	7,286	9,446	10,190
	3353,Stamford Town Center	Arden B.																
	3354,Westfarms Mall	Arden B.		6,710	6,636	2,360												
	3355,Danbury Fair	Arden B.		4,877	6,717	6,418	5,638	4,218	6,097	7,076	5,131	3,582	5,035	973				
	3356,St Louis Galleria	Arden B.		10,121	9,362	7,538	5,796	5,329	9,157	16,667	6,514	9,460	8,560	3,934	5,771	8,178	6,232	7,053
	3357,Northbrook	Arden B.		1,915	2,399	2,214	1,348	476	1,585	4,966	1,769	1,410	1,532	718				
	3358,Mall Of America	Arden B.		7,511	9,879	6,281	6,471	6,013	8,656	13,935	4,686	5,216	6,410	4,299	3,965	6,783	5,530	6,068
	3359,Carousel Center	Arden B.		2,637	6,540	4,214	4,828	4,613	6,729	9,255	7,961	9,518	5,721	3,215	6,772	7,436	8,409	9,118
	3360,Burlington Mall	Arden B.		5,281	5,329	4,953	3,632	4,248	7,476	5,502	4,161	4,787	3,190	3,698	1,860	264	712	2,310
	3361,Annapolis Mall	Arden B.																
	3362,Willow Grove Park	Arden B.		3,509	7,714	6,701	4,261	3,198	4,493	5,963	3,216	2,568	4,916	2,162	3,561	6,105	4,982	3,911
	3363,Cambridgeside Galler	Arden B.		8,581	12,591	10,891	7,940	6,768	12,201	14,836	9,538	8,830	10,563	4,428	7,304	8,501	8,521	9,270
	3364,Mall Of New Hampshir	Arden B.		2,374	5,211	3,682	3,306	1,892	3,221	3,059	2,850	1,792	1,419	952	1,938	3,583	4,303	6,058

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3321,George Town Park	Arden B.		669	1,063	1,175	2,920	2,307	1,879	2,397	
	3322,The Atrium @ Chest	Arden B.		1,179	2,017	2,263	3,992	3,613	2,627	3,530	
	3323,Mall Short Hills	Arden B.		5,581	4,804	4,276	10,384	3,304	3,974	2,991	60
	3324,Riverside Square	Arden B.		1,434	1,643	1,233	1,386	728	1,510	1,908	
	3325,The Galleria	Arden B.		1,636	1,809	2,317	6,887	2,178	3,027	5,069	84
	3326,The Plaza (King Of P	Arden B.		3,013	3,496	5,655	11,218	7,705	7,707	6,784	273
	3327,Woodbury Commons/Out	Arden B.		10,717	7,854	4,879	4,057	2,890	4,405	7,938	233
	3328,Dadeland Mall	Arden B.		5,089	3,998	5,886	12,580	8,660	10,147	11,139	47
	3330,Somerset Collection	Arden B.		9,439	6,650	5,540	13,282	6,994	5,876	7,804	370
	3331,The Westchester	Arden B.		2,519	2,616	1,780	5,908	3,423	6,288	4,703	
	3333,Montgomery Mall	Arden B.									
	3334,Columbia	Arden B.		6,076	5,061	3,751	10,645	6,206	4,271	6,372	377
	3335,Haywood Mall	Arden B.									
	3336,Buckland Hills	Arden B.									
	3337,Paramus Park	Arden B.									
	3338,North Point Mall	Arden B.									
	3339,Perimeter Mall	Arden B.		1,870	2,459	4,196	10,933	4,996	2,846	5,127	378
	3340,Garden State	Arden B.		8,295	6,951	8,657	15,134	9,058	7,449	9,310	801
	3341,Willowbrook Mall	Arden B.									
	3342,Bridgewater Co	Arden B.									
	3343,Freehold Raceway	Arden B.		4,035	2,770	5,222	11,605	5,526	7,426	7,417	696
0203,Arden B. Dresses	3344,Pentagon City	Arden B.		7,521	8,043	9,149	21,106	14,272	9,721	18,781	
	3345,Rockaway Town Sq.	Arden B.		2,847	1,848	1,684	3,737	2,286	3,546	4,397	415
	3346,Northlake Mall	Arden B.		4,876							
	3347,Keystone @ The Cross	Arden B.		3,207	3,627	4,822	14,382	6,189	6,943	7,250	114
	3348,Oak Brook	Arden B.		4,080	4,732	6,518	12,630	6,976	5,590	6,340	
	3349,Towson Town Center	Arden B.		3,485	1,701	2,174	5,571	4,192	3,444	4,231	549
	3350,Town Center At Cobb	Arden B.									
	3351,Gwinnett	Arden B.									
	3352,Menlo Park	Arden B.		7,223	6,278	6,829	16,519	10,025	9,735	11,620	272
	3353,Stamford Town Center	Arden B.									
	3354,Westfarms Mall	Arden B.									
	3355,Danbury Fair	Arden B.									
	3356,St Louis Galleria	Arden B.		5,165	3,073	4,760	10,875	6,226	7,126	7,790	270
	3357,Northbrook	Arden B.									
	3358,Mall Of America	Arden B.		3,270	3,957	5,510	9,243	5,674	6,298	8,029	
	3359,Carousel Center	Arden B.		5,329	3,486	5,009	8,671	4,151	4,428	4,361	
	3360,Burlington Mall	Arden B.		976	1,430	2,545	6,327	2,908	3,264	5,470	108
	3361,Annapolis Mall	Arden B.									
	3362,Willow Grove Park	Arden B.		4,452	4,255	2,949	7,363	6,122	3,746	4,659	308
	3363,Cambridgeside Galler	Arden B.		5,103	5,556	7,585	14,320	8,948	6,280	13,043	
	3364,Mall Of New Hampshir	Arden B.		2,840	1,555	4,049	8,168	4,511	5,364	4,055	216

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3365,Orland Square	Arden B.		14,557	9,146	10,463	15,635	8,527	9,326	11,032	9,287	13,688	17,773	13,659	10,262	21,489	8,714	11,854
	3366,Ridgedale Cntr.	Arden B.		5,277	2,721	2,080	4,104	2,429	2,376	4,090	4,406	5,554	8,670	6,095	5,593	9,623	3,997	3,919
	3367,Baybrook Mall	Arden B.		4,176	3,774	4,802	7,368	3,560	3,798	3,523	3,988	6,780	7,114	5,230	6,620	10,457	5,864	7,249
	3368,Highland Mall	Arden B.		4,544	3,754	6,379	7,670	5,063	4,676	6,386	4,802	4,051	5,096	4,195	7,126	7,737	4,018	3,915
	3369,Meriden Square	Arden B.		1,494	3,276	3,992	2,166	2,353	1,344	2,814	3,231	2,677	3,041	1,883	2,539	2,338	3,073	3,714
	3370,Prudential Center	Arden B.		16,114	21,093	22,296	26,897	14,499	17,680	24,552	23,047	25,191	18,916	13,026	14,376	13,085	12,483	12,803
	3371,Scottsdale Center	Arden B.		10,064	9,492	7,407	10,347	4,953	6,905	11,252	9,001	10,081	6,890	4,645	3,857	5,405	4,341	5,936
	3372,The Parks Arlington	Arden B.		2,683	1,995	2,578	5,034	2,921	2,553	3,705	5,010	4,659	5,542	3,471	3,569	3,657		
	3373,Vista Ridge	Arden B.		1,095	995	2,767	3,144	3,534	1,376	1,324	2,161	221	618	433	446	572	115	1,189
	3374,Woodland Hills	Arden B.		4,760	1,543	3,524	4,239	2,732	3,562	3,235	2,558	4,557	4,439	5,041	4,916	4,691	4,077	3,437
	3375,Columbiane Center	Arden B.		5,186	5,127	5,102	7,312	3,932	3,473	5,487	3,701	3,966	4,622	2,840	4,514	7,333	4,815	7,389
	3376,The Woodlands	Arden B.		3,876	3,247	3,382	5,169	1,983	1,991	3,526	2,181	2,434	3,912	2,531	2,883	5,152	2,705	4,646
	3377,Southdale Center	Arden B.		3,646	2,469	1,979	2,449	2,107	1,106	1,690	1,937	306		663	1,652	5,544	2,797	2,722
	3378,Old Orchard	Arden B.		22,433	14,445	16,210	13,668	6,933	10,713	11,421	8,973	8,522	12,278	8,736	9,785	12,765	9,066	10,496
	3379,Providence Place Mal	Arden B.		14,416	11,018	13,696	13,747	7,209	6,912	10,806	7,897	14,729	11,555	5,412	9,739	10,362	7,430	8,043
	3380,Fayette Mall	Arden B.		7,411	4,625	5,381	5,666	3,601	7,237	5,166	6,030	6,394	5,710	5,558	4,848	8,608	3,678	5,229
	3381,Regency Square Mall	Arden B.		9,748	9,754	8,996	11,898	5,677	6,682	6,139								
	3382,Willowbrook	Arden B.		7,244	6,155	6,361	8,329	4,636	3,781	4,729	5,138	5,653	7,345	4,524	5,325	9,328	5,318	6,576
	3383,Mission Viejo Mall	Arden B.		2,651	3,025	3,024	4,205	4,196	2,350	2,944	2,218	4,343	6,420	2,979	4,296	6,040	5,072	5,967
	3384,Concord Mills/Outlet	Arden B.		5,363	2,669	3,418	8,813	8,367	9,105	9,813	8,141	8,062	9,954	7,813	6,235	7,562	3,785	4,403
0203,Arden B. Dresses	3385,Aventura Mall	Arden B.		6,267	17,230	16,331	24,265	7,683	8,852	14,716	9,399	11,674	16,161	11,207	17,767	18,162	14,183	18,280
	3386,Plaza Las Americas	Arden B.					21,834	6,964	8,994	16,327	11,850	19,918	19,423	9,076	10,409	13,015	14,268	21,243
	3387,Easton Towne Center	Arden B.														14,633	3,649	4,811
	3388,Gateway Mall	Arden B.															493	3,543
	3389,Streets At South Pol	Arden B.																
	3390,Arden Fair	Arden B.																
	3391,Halsted & Aarmitage	Arden B.																
	3392,International Plaza	Arden B.														7,986	8,735	7,394
	3393,Willowbend Mall	Arden B.														3,527	2,994	3,580
	3395,Sherman Oaks	Arden B.																3,959
	3396,Florida Mall	Arden B.																2,064
	3397,Valley Faire	Arden B.																
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.																
	3401,Beachwood Place	Arden B.																
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.																
	3926,Farmers Market	Arden B.																
	3927,Chandler Mall	Arden B.																
	3928,Fashion Show	Arden B.																
	3929,Broadway Plaza	Arden B.																
	3930,Riverchase Galleria	Arden B.																

WS 001303

Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3365,Orland Square	Arden B.		15,583	5,061	7,170	9,830	6,083	9,017	8,812	9,236	6,948	12,749	5,372	5,860	9,522	5,483	5,977
	3366,Ridgedale Ctr.	Arden B.		6,926	5,589	4,492	7,995	6,196	8,736	8,392	5,551	5,123	7,381	1,734	2,633	3,900	719	1,796
	3367,Baybrook Mall	Arden B.		12,321	4,404	5,261	5,454	5,391	6,199	5,504	5,376	3,674	7,239	1,492	3,048	2,327	1,646	1,731
	3368,Highland Mall	Arden B.		7,446	3,478	4,916	9,390	7,255	6,724	5,720	4,212	3,657	5,300	1,556	2,459	1,833	849	621
	3369,Meriden Square	Arden B.		5,935														
	3370,Prudential Center	Arden B.		15,902	8,265	14,689	18,843	19,127	19,666	16,412	11,665	10,267	16,285	10,682	9,833	11,924	6,631	6,833
	3371,Scottsdale Center	Arden B.		8,845	5,826	6,362	11,727	7,232	9,608	6,285	5,956	6,404	6,741	3,839	4,058	4,596	3,929	5,487
	3372,The Parks Arlington	Arden B.																
	3373,Vista Ridge	Arden B.		2,438	1,437	1,186		98	2	512	838	672	1,133	25	153	466	176	524
	3374,Woodland Hills	Arden B.		5,733	4,017	4,105	6,693	6,997	8,573	6,986	4,077	3,066	4,675	1,945	1,601	1,849	525	1,159
	3375,Columbiana Center	Arden B.		11,499	5,070	6,954	10,878	4,817	7,558	7,014	5,044	5,690	7,097	1,813	3,075	3,253	1,266	1,286
	3376,The Woodlands	Arden B.		7,409	5,494	5,665	11,675	6,339	7,932	3,239	4,277	3,964	5,520	2,744	4,271	4,479	1,102	1,948
	3377,Southdale Center	Arden B.		7,304	4,660	5,537	8,360	6,010	7,749	9,567	6,198	6,902	9,475	5,482	3,165	3,803	1,658	2,688
	3378,Old Orchard	Arden B.		14,449	7,394	11,026	11,889	11,544	15,830	15,785	8,959	12,977	16,191	4,955	7,835	10,796	7,336	8,055
	3379,Providence Place Mal	Arden B.		17,031	5,127	7,234	12,538	10,021	13,278	11,943	7,327	7,721	9,037	4,855	4,213	4,864	3,425	5,730
	3380,Fayette Mall	Arden B.		7,416	3,764	6,512	6,965	5,484	5,018	3,972	3,168	3,427	4,745	2,485	1,512	3,498	1,636	5,114
	3381,Regency Square Mall	Arden B.																
	3382,Willowbrook	Arden B.		10,192	6,952	5,845	11,410	8,480	7,701	9,057	9,082	6,225	8,413	3,653	2,403	5,365	2,430	4,185
	3383,Mission Viejo Mall	Arden B.		8,276	4,553	4,715	7,665	3,633	7,834	8,692	7,570	3,891	4,336	3,371	2,068	2,328	1,464	1,067
	3384,Concord Mills/Outlet	Arden B.		6,082	3,654	5,361	3,889	5,094	6,749	5,409	3,909	4,121	8,173	4,986	4,399	5,242	4,132	5,136
	3385,Aventura Mall	Arden B.		26,106	9,831	16,495	23,312	9,480	10,568	13,064	8,873	11,846	11,943	7,395	9,456	10,999	2,791	7,526
0203,Arden B. Dresses	3386,Plaza Las Americas	Arden B.		34,783	11,984	17,468	20,621	17,345	24,208	14,347	9,753	9,160	15,047	11,417	15,933	19,212	6,523	10,836
	3387,Easton Towne Center	Arden B.		6,728	3,505	3,817	7,138	5,233	4,830	6,323	3,978	3,721	4,808	2,147	1,444	1,351	490	1,497
	3388,Gateway Mall	Arden B.		5,418	1,485	2,992	5,385	4,065	5,883	4,188	2,735	3,544	4,268	853	1,231	2,462	203	525
	3389,Streets At South Pol	Arden B.					14,164	6,115	3,364	3,929	3,652	3,044	5,661	2,012	3,693	3,003	1,294	3,351
	3390,Arden Fair	Arden B.					1,028	6,443	7,552	6,776	4,214	3,918	4,501	1,967	1,147	2,261	476	1,820
	3391,Halsted & Aarmitage	Arden B.																
	3392,International Plaza	Arden B.		11,536	5,008	5,589	7,960	5,140	7,490	7,389	4,318	5,116	5,218	3,717	2,392	3,890	1,256	2,114
	3393,Willowbend Mall	Arden B.		7,178	3,671	3,425	3,947	3,153	4,469	3,676	2,386	1,999	2,499	685	648	870	711	615
	3395,Sherman Oaks	Arden B.		11,841	6,225	10,885	13,856	6,293	7,878	8,305	6,295	5,902	2,694	2,734	2,777	3,375	1,308	760
	3396,Florida Mall	Arden B.		9,982	3,658	3,563	6,874	2,304	4,097	3,337	4,681	3,411	6,303	2,796	3,217	2,637	1,988	4,976
	3397,Valley Faire	Arden B.							5,543	11,228	5,092	3,398	3,533	4,008	2,909	4,661	2,732	2,392
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.						6,750	6,846	5,448	3,290	5,296	7,766	5,160	4,890	3,311	881	1,485
	3401,Beachwood Place	Arden B.																
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.												4,652	5,622	4,979	1,700	1,612
	3926,Farmers Market	Arden B.								2,134	7,664	6,288	8,710	5,360	5,195	5,582	5,467	6,043
	3927,Chandler Mall	Arden B.										1,660	2,627	949	288	1,228	300	859
	3928,Fashion Show	Arden B.							264	6,867	6,370	6,978	4,002	4,560	3,023	4,878	3,162	4,328
	3929,Broadway Plaza	Arden B.																1,128
	3930,Riverchase Galleria	Arden B.												963	5,573	5,288	603	2,107

MS 001304

Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3365,Orland Square	Arden B.		6,150	9,791	7,006	6,064	3,902	7,771	14,255	8,392	5,151	8,776	3,456	4,903	5,403	6,625	6,852
	3366,Ridgedale Cntr.	Arden B.		2,226	6,478	4,369	4,262	5,069	5,915	8,353	3,051	638	3,099	1,520	2,173	2,896	1,496	1,517
	3367,Baybrook Mall	Arden B.		1,625	3,539	3,460	2,810	1,888	2,190	3,477	3,124	3,090	5,760	2,359	2,828	4,414	2,661	1,896
	3368,Highland Mall	Arden B.		3,153	4,589	2,974	1,809	1,207	1,534	1,241	1,668	2,575	4,397	695	1,954	2,761	1,660	2,027
	3369,Meriden Square	Arden B.																
	3370,Prudential Center	Arden B.		8,732	10,539	7,795	7,620	6,784	11,193	17,089	11,595	6,518	6,278	3,609	7,812	8,311	10,744	8,871
	3371,Scottsdale Center	Arden B.		6,169	4,424	3,018	2,733	1,319	3,953	4,748	4,887	3,372	5,685	2,344	3,052	5,252	6,048	5,607
	3372,The Parks Arlington	Arden B.																
	3373,Vista Ridge	Arden B.		1,010	2,197	1,770	1,908	1,011	1,633	1,060	215	361	69					
	3374,Woodland Hills	Arden B.		1,529	3,081	1,959	1,381	238	163	2,558	831	2,386	1,629	650				
	3375,Columbiane Center	Arden B.		4,274	6,003	3,342	1,390	2,173	3,496	5,303	2,088	2,925	5,736	4,029	4,298	10,075	6,888	7,784
	3376,The Woodlands	Arden B.		4,430	9,247	6,886	6,268	5,529	5,384	11,238	7,814	6,490	10,567	3,272	3,559	7,180	5,933	6,009
	3377,Southdale Center	Arden B.		3,116	5,889	2,750	3,190	5,389	8,397	11,942	3,153	3,404	6,869	3,631	4,466	5,417	4,495	3,719
	3378,Old Orchard	Arden B.		9,219	11,891	8,750	8,148	6,885	11,765	18,352	6,371	10,035	9,576	4,317	6,415	7,144	8,685	9,229
	3379,Providence Place Mal	Arden B.		5,340	11,293	9,804	7,554	5,877	10,419	12,713	6,682	6,473	5,494	3,737	4,684	4,868	6,391	7,102
	3380,Fayette Mall	Arden B.		5,997	12,108	6,537	4,753	4,364	5,712	11,870	9,593	6,409	6,694	3,583	4,878	7,065	5,838	4,391
	3381,Regency Square Mall	Arden B.																
	3382,Willowbrook	Arden B.		3,877	6,028	4,375	5,132	6,304	5,990	13,141	7,359	5,493	10,068	2,009	1,914	3,709	2,790	3,368
	3383,Mission Viejo Mall	Arden B.		1,774	3,760	1,991	2,140	4,028	6,453	10,554	8,894	4,076	3,841	2,946	3,518	4,097	4,225	4,898
	3384,Concord Mills/Outlet	Arden B.		8,254	5,803	5,539	5,990	4,932	3,329	4,251	3,084	5,720	9,673	2,347	3,658	4,816	5,271	7,623
	3385,Aventura Mall	Arden B.		10,014	10,739	8,677	7,598	5,805	8,089	9,323	6,431	5,439	5,232	2,960	3,342	8,057	8,650	9,712
0203,Arden B. Dresses	3386,Plaza Las Americas	Arden B.		12,695	9,771	10,062	8,977	5,350	8,778	11,032	7,057	9,387	19,477	4,033	6,727	9,875	10,195	13,469
	3387,Easton Towne Center	Arden B.		3,522	7,006	3,410	2,471	3,950	5,054	8,144	3,775	3,698	6,295	2,814	5,059	7,540	6,792	6,575
	3388,Gateway Mall	Arden B.		751	3,527	2,209	1,345	251	1,167	1,177	825	143	480	479	810	574	690	1,328
	3389,Streets At South Poi	Arden B.		7,417	8,410	5,839	4,358	6,022	4,486	6,627	4,932	6,718	6,345	4,506	5,020	6,167	6,480	3,398
	3390,Arden Fair	Arden B.		4,883	6,374	3,311	3,148	2,108	2,333	3,063	831	713	491	35	492	737	548	1,170
	3391,Halsted & Aarmitage	Arden B.				609	2,783	2,837	1,616	2,511	130	118	1,148	843	1,164	1,213	1,286	1,652
	3392,International Plaza	Arden B.		5,451	6,318	7,510	5,017	4,760	6,316	10,781	5,147	6,275	5,025	3,365	4,471	6,830	4,014	5,212
	3393,Willowbend Mall	Arden B.		1,284	2,899	2,682	2,803	2,689	1,349	3,941	1,685	1,473	2,065	249	218	700	189	821
	3395,Sherman Oaks	Arden B.		520	3,395	4,035	3,883	3,219	3,547	3,561	3,508	736	1,408	384	254	358	244	1,356
	3396,Florida Mall	Arden B.		4,861	3,815	1,320	2,247	935	1,605	804	1,343	361	575	275	1,035	2,769	2,130	2,903
	3397,Valley Faire	Arden B.		2,037	2,146	2,136	1,758	941	894	1,577	1,044	306	911	324	786	1,088	53	835
	3398,Short Pump Town Ctr.	Arden B.								7,237	2,127	1,095	1,375	98	756	1,026	70	1,036
	3399,Roosevelt Field	Arden B.		3,373	2,292	3,529	3,195	1,019	1,708	1,584	266	385	535	987	2,971	3,341	2,426	2,437
	3401,Beachwood Place	Arden B.															2,292	9,828
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.		1,841	4,464	4,041	3,643	3,320	4,729	5,192	3,854	3,721	5,805	2,296	3,807	5,493	5,434	5,173
	3926,Farmers Market	Arden B.		9,692	6,239	7,162	7,210	4,406	7,139	7,462	6,021	3,182	3,447	1,126	4,350	7,603	5,803	6,043
	3927,Chandler Mall	Arden B.		1,789	1,564	2,030	745	128	866	1,282	742	11	147	214	40	504	523	444
	3928,Fashion Show	Arden B.		2,239	3,283	4,876	2,692	1,512	3,586	3,259	1,951	664	84		480	656	176	1,248
	3929,Broadway Plaza	Arden B.		2,498	2,351	2,675	1,765	2,181	2,775	4,081	2,206		2,006	612	746	1,571	702	1,558
	3930,Riverchase Galleria	Arden B.		3,630	5,249	3,367	4,864	4,410	3,870	6,748	3,031	2,613	4,434	2,224	3,560	6,889	5,383	5,441

MS 001305

Arden B: Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0203,Arden B. Dresses	3365,Orland Square	Arden B.		6,811	4,913	5,929	12,000	5,834	4,565	5,541	
	3366,Ridgedale Cntr.	Arden B.		1,814	2,767	2,232	4,049	1,185	1,418	2,795	359
	3367,Baybrook Mall	Arden B.									
	3368,Highland Mall	Arden B.		1,071	795						
	3369,Meriden Square	Arden B.									
	3370,Prudential Center	Arden B.		5,295	4,769	7,378	19,618	11,586	10,237	8,944	349
	3371,Scottsdale Center	Arden B.		2,021	1,918	4,069	9,034	5,036	5,062	5,874	293
	3372,The Parks Arlington	Arden B.									
	3373,Vista Ridge	Arden B.									
	3374,Woodland Hills	Arden B.									
	3375,Columbiana Center	Arden B.		3,445	1,743	2,586	4,912	4,309	5,886	7,643	256
	3376,The Woodlands	Arden B.		3,338	3,232	4,104	9,685	4,501	3,141	6,626	418
	3377,Southdale Center	Arden B.		1,119	1,313	1,557	6,320	5,227	4,453	5,678	
	3378,Old Orchard	Arden B.		6,809	4,977	6,153	12,338	6,472	6,055	8,790	58
	3379,Providence Place Mal	Arden B.		3,834	3,482	5,309	11,424	7,535	5,843	6,232	354
	3380,Fayette Mall	Arden B.		2,138	1,961	1,338	12,717	6,694	5,884	5,854	
	3381,Regency Square Mall	Arden B.									
	3382,Willowbrook	Arden B.		3,063	2,931	3,438	7,539	6,218	5,011	7,029	607
	3383,Mission Viejo Mall	Arden B.		3,991	4,325	5,234	12,559	5,827	5,965	7,681	127
	3384,Concord Mills/Outlet	Arden B.		6,692	5,134	3,394	3,699	2,512	5,779	11,061	598
	3385,Aventura Mall	Arden B.		7,419	5,942	5,662	10,913	11,345	9,655	13,128	953
	3386,Plaza Las Americas	Arden B.		7,295	6,769	8,780	14,813	12,760	13,601	15,691	155
	3387,Easton Towne Center	Arden B.		4,370	2,547	4,681	9,246	3,433	4,867	3,363	228
	3388,Gateway Mall	Arden B.		135	1,053	1,351	2,978	1,749	843	2,649	
	3389,Streets At South Poi	Arden B.		3,138	2,842	2,583	8,472	4,913	5,963	4,817	
	3390,Arden Fair	Arden B.		843	2,409	2,522	4,760	3,018	4,020	3,437	
	3391,Halsted & Aarmitage	Arden B.		194	1,034	2,398	7,044	3,612	3,022	4,502	
	3392,International Plaza	Arden B.		2,354	1,592	3,253	8,639	4,784	6,808	6,729	472
	3393,Willowbend Mall	Arden B.		772	776	1,293	2,358	2,163	1,646	1,889	
	3395,Sherman Oaks	Arden B.		576	1,968	2,870	8,338	5,019	4,040	7,277	278
	3396,Florida Mall	Arden B.		1,975	2,898	1,790	1,779	1,860	1,739	1,768	251
	3397,Valley Faire	Arden B.		1,674	2,439	3,529	9,936	4,218	4,244	3,290	420
	3398,Short Pump Town Ctr.	Arden B.		846	1,259	1,967	5,599	3,641	2,667	2,658	13
	3399,Roosevelt Field	Arden B.		2,987	2,359	2,593	3,567	1,307	1,514	3,146	
	3401,Beachwood Place	Arden B.		5,253	2,713	4,173	10,639	3,074	3,333	3,897	
	3402,Cherry Hill	Arden B.							2,380	9,241	404
	3925,Mall At Millenia	Arden B.		3,238	2,814	3,843	7,632	4,198	5,972	5,126	1,099
	3926,Farmers Market	Arden B.		6,589	5,964	7,000	11,251	6,443	6,757	9,981	457
	3927,Chandler Mall	Arden B.		548	1,640	1,706	4,198	2,416	1,201	2,421	
	3928,Fashion Show	Arden B.		2,317	1,946	4,688	8,655	2,761	4,050	2,966	186
	3929,Broadway Plaza	Arden B.		1,281	2,447	2,571	6,793	4,772	5,163	4,437	276
	3930,Riverchase Galleria	Arden B.		3,764	3,038	2,931	4,179	1,526	2,500	1,392	342

WS 001306

Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0203,Arden B. Dresses	3932,Northstar Mall	Arden B.																
	3934,Monroeville Mall	Arden B.																
	3935,Colorado Mills	Arden B.																
	3936,Collins Ave	Arden B.																
	3937,Park Meadows	Arden B.																
	3938,Mall Of Greenhills	Arden B.																
	3940,NYC - 3rd Avenue	Arden B.																
	3941,Wrentham Village	Arden B.																
	3943,Stony Point Mall	Arden B.																
	3945,Oak Park Mall	Arden B.																
	3946,Great Mall	Arden B.																
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
	[redacted]																	
0204,Arden B. Outerwear	3300,San Francisco Center	Arden B.		12,445	12,486	17,580	27,386	8,163	9,961	6,627	7,583	8,099	7,116	23,148	24,382	24,573	17,911	19,068
	3301,The Shops @ Sunset	Arden B.		9,137	6,944	8,602	17,976	10,623	4,761	3,340	3,179	2,137	2,441	4,341	5,735	7,099	5,471	6,738
	3302,South Shore Plaza	Arden B.		13,486	8,666	15,489	25,814	7,317	7,038	6,957	4,637	5,901	5,750	5,693	8,769	12,868	9,558	15,869
	3303,The Gardens	Arden B.		9,127	8,302	10,005	22,244	10,671	5,582	4,730	3,263	3,043	2,678	5,965	5,919	4,531	5,074	10,367
	3304,Glendale Galleria	Arden B.		10,989	11,534	12,727	19,029	10,289	5,954	4,719	2,906	3,112	2,714	9,504	9,110	11,148	14,303	18,611
	3305,Houston Galleria	Arden B.		19,002	20,878	31,570	43,476	11,796	10,066	5,662	3,611	4,946	8,106	16,966	15,605	19,283	22,643	36,831
	3306,Fashion Valley	Arden B.		11,201	11,594	18,488	23,387	8,120	6,151	3,713	2,427	1,869	3,074	13,361	15,211	15,918	16,745	24,038
	3307,Santa Monica Place	Arden B.		9,586	10,671	12,826	17,381	6,917	5,137	5,021	2,998	2,968	2,880	6,469	8,944	14,105	11,338	14,525
	3308,Ala Moana	Arden B.		21,406	14,594	18,523	28,523	10,551	8,845	4,382	3,262	2,914	3,636	7,430	10,112	9,645	6,358	10,359
	3309,Mac Arthur Center	Arden B.		8,526	8,651	8,862	14,315	4,319	3,349	3,904	956	1,409	1,236	3,401	5,324	6,813	6,391	11,687
	3310,Fashion Island	Arden B.		21,551	16,672	19,638	41,224	13,047	8,712	6,227	2,433	4,553	7,458	15,874	16,076	28,438	18,630	30,714
	3311,Walnut Street	Arden B.		10,149	10,047	10,728	13,397	6,080	4,269	6,385	2,497	1,419	1,408	4,027	6,154	8,701	12,012	16,354
	3312,Newport Center Mall	Arden B.		11,961	9,463	10,269	21,790	8,587	4,549	4,327	2,101	2,450	1,917	3,840	5,044	9,943	13,110	15,272
	3313,Woodfield	Arden B.		15,106	8,481	9,800	23,408	6,750	5,591	8,510	4,299	4,634	3,773	6,995	6,220	9,134	16,059	23,593
	3314,Oak Street	Arden B.		22,709	16,091	23,840	24,379	11,454	11,290	12,556	7,042	7,526	6,735	15,183	19,675	37,254	26,984	36,605
	3315,Beverly Center	Arden B.		15,025	13,094	14,186	22,382	8,603	8,841	4,438	2,128	3,160	5,834	23,752	19,778	27,301	20,201	31,327
	3316,Bellevue Square	Arden B.		13,777	8,822	12,003	26,645	6,675	4,635	8,523	4,032	4,314	6,346	16,889	11,979	19,274	13,996	15,857
	3317,Dallas Galleria	Arden B.		21,276	21,995	29,905	35,894	18,325	10,965	10,423	3,477	7,854	7,898	11,413	8,322	9,934	7,461	18,445
	3318,Cherry Creek	Arden B.		16,933	15,142	18,526	40,719	18,726	11,182	13,050	6,272	7,583	10,512	13,631	15,846	21,618	17,799	24,219
	3319,Lenox Square	Arden B.		26,499	23,046	36,206	56,087	9,888	9,859	11,002	4,002	8,571	12,616	14,690	21,269	39,350	28,601	35,377
	3320,Town Ctr @ Boca Rato	Arden B.		14,552	9,982	11,016	19,591	13,288	5,442	3,484	1,573	3,078	2,518	5,217	9,956	11,406	8,071	14,853
	3321,George Town Park	Arden B.		11,933	9,499	10,720	15,956	8,170	8,325	10,051	2,308	3,605	4,205	5,585	4,751	7,663	5,738	10,146
	3322,The Atrium @ Chest	Arden B.		7,000	7,096	5,016	16,275	3,804	5,387	3,489	1,253	2,171	1,778	3,576	4,037	7,377	4,156	7,472
	3323,Mall Short Hills	Arden B.		23,060	17,355	20,211	37,413	13,112	10,281	11,902	2,084	2,367	3,479	7,683	14,614	11,674	15,697	26,625
	3324,Riverside Square	Arden B.		9,959	7,967	8,099	17,268	7,787	4,595	4,938	1,155	636	1,277	3,138	4,255	5,661	6,081	12,019
	3325,The Galleria	Arden B.		4,551	4,924	7,190	14,197	5,392	4,780	7,500	2,427	3,714	3,074	5,280	7,258	7,417	9,025	10,430
	3326,The Plaza (King Of P	Arden B.		15,390	11,845	17,368	24,436	6,327	4,898	7,295	3,117	3,608	2,544	6,052	8,859	12,661	11,206	17,956
	3327,Woodbury Commons/Out	Arden B.		5,557	4,341	7,570	10,362	7,550	5,643	5,933	8,964	9,052	6,368	3,726	3,674	2,841	1,098	2,980

MS 001307

Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0203,Arden B. Dresses	3932,Northstar Mall	Arden B.																
	3934,Monroeville Mall	Arden B.													3,643	7,884	1,322	2,023
	3935,Colorado Mills	Arden B.													1,979	2,880	2,239	1,740
	3936,Collins Ave	Arden B.										2,260	2,168	2,994	3,882	5,422	2,833	6,494
	3937,Park Meadows	Arden B.													2,726	6,407	3,504	1,119
	3938,Mall Of Greenhills	Arden B.													5,816	6,916	782	2,084
	3940,NYC - 3rd Avenue	Arden B.													4,401	7,958	4,665	8,333
	3941,Wrentham Village	Arden B.													1,813	6,053	2,303	2,335
	3943,Stony Point Mall	Arden B.																
	3945,Oak Park Mall	Arden B.																
	3946,Great Mall	Arden B.												8,755	10,984	10,219	3,944	5,485
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
0204,Arden B. Outerwear	3300,San Francisco Center	Arden B.		40,878	17,639	13,295	19,260	17,587	20,241	14,829	16,963	24,939	28,692	9,508	13,165	14,640	4,245	5,991
	3301,The Shops @ Sunset	Arden B.		13,627	5,993	6,963	10,255	7,254	7,824	9,561	10,074	10,878	10,079	9,798	11,306	12,617	2,762	1,368
	3302,South Shore Plaza	Arden B.		27,445	10,081	11,669	14,810	11,962	11,114	9,251	8,390	16,244	21,614	21,534	24,901	41,795	11,449	8,299
	3303,The Gardens	Arden B.		16,764	5,510	6,088	8,997	4,077	4,672	7,358	5,857	10,888	11,114	6,613	10,053	10,912	1,658	1,324
	3304,Glendale Galleria	Arden B.		39,998	12,095	12,012	14,344	10,228	13,885	12,783	6,922	14,990	16,052	13,452	17,912	25,692	5,015	5,849
	3305,Houston Galleria	Arden B.		56,451	21,527	23,493	35,802	23,104	24,963	27,146	31,508	31,550	41,887	34,508	41,685	48,114	19,133	14,470
	3306,Fashion Valley	Arden B.		40,281	12,362	11,304	20,767	10,868	14,337	13,503	16,272	20,492	23,427	16,999	20,397	31,871	9,594	7,292
	3307,Santa Monica Place	Arden B.		22,696	11,174	7,503	14,555	10,772	14,078	12,180	8,629	14,184	19,873	10,339	9,503	12,334	2,305	3,185
	3308,Ala Moana	Arden B.		20,220	11,407	11,196	16,654	10,985	11,752	14,081	11,552	17,644	19,865	10,960	12,460	18,784	7,268	5,830
	3309,Mac Arthur Center	Arden B.		19,168	8,597	5,405	5,209	4,000	5,068	4,913	5,549	6,829	8,398	7,465	8,160	16,812	2,020	4,206
	3310,Fashion Island	Arden B.		51,566	18,019	17,711	29,472	20,317	25,105	25,053	17,608	28,145	35,257	19,955	30,158	42,928	13,650	14,560
	3311,Walnut Street	Arden B.		22,005	6,434	10,461	10,438	8,639	8,734	5,945	5,256	8,515	17,123	11,334	10,723	17,562	7,711	5,861
	3312,Newport Center Mall	Arden B.		39,157	8,720	12,572	13,174	8,745	10,170	6,310	4,010	6,733	10,354	9,313	9,942	19,516	3,332	8,182
	3313,Woodfield	Arden B.		37,759	11,284	8,434	14,213	6,075	8,762	6,057	7,148	14,339	14,597	11,999	13,462	33,900	7,413	7,539
	3314,Oak Street	Arden B.		51,076	22,400	23,057	26,342	20,594	20,790	18,488	13,254	20,817	27,028	19,493	18,383	29,466	10,446	10,622
	3315,Beverly Center	Arden B.		38,481	23,172	19,150	32,559	28,031	30,818	28,348	24,761	34,186	39,216	22,634	22,230	31,006	9,827	14,643
	3316,Bellevue Square	Arden B.		25,432	12,579	15,164	19,976	15,309	17,870	15,083	13,741	21,612	21,145	9,030	14,915	24,451	9,972	8,639
	3317,Dallas Galleria	Arden B.		36,864	10,358	13,040	19,295	12,204	12,119	13,741	14,291	16,977	26,812	22,431	23,697	36,290	6,825	9,337
	3318,Cherry Creek	Arden B.		50,502	18,115	19,228	27,257	18,625	20,878	19,348	17,859	26,554	35,685	18,775	12,203	31,483	9,666	7,482
	3319,Lenox Square	Arden B.		66,300	26,006	20,751	30,973	20,938	21,356	21,240	21,750	25,394	30,929	23,087	32,386	34,694		
	3320,Town Ctr @ Boca Rato	Arden B.		22,906	10,135	11,296	17,233	8,591	11,233	12,169	11,791	11,875		1,936	25,203	16,329	4,971	8,075
	3321,George Town Park	Arden B.		14,209	7,024	6,543	10,441	5,663	6,111	5,256	5,681	10,375	12,044	8,331	7,298	12,231	4,995	4,128
	3322,The Atrium @ Chest	Arden B.		16,060	6,124	6,327	8,031	6,774	4,394	4,394	3,414	8,845	9,990	8,496	8,922	14,300	4,899	4,671
	3323,Mall Short Hills	Arden B.		37,792	12,392	12,547	19,188	12,089	14,233	8,002	12,176	17,843	21,592	16,233	17,894	28,963	10,066	9,737
	3324,Riverside Square	Arden B.		19,223	5,821	5,063	11,343	6,156	7,800	4,207	2,580	7,151	8,344	7,594	9,334	18,208	6,004	4,525
	3325,The Galleria	Arden B.		18,178	7,894	9,903	14,632	8,460	6,564	4,910	5,443	7,202	10,813	5,314	7,205	10,851	3,606	4,287
	3326,The Plaza (King Of P	Arden B.		36,454	11,715	12,293	14,138	8,504	8,633	5,685	9,385	13,774	18,800	13,199	15,547	31,850	5,179	6,829
	3327,Woodbery Commons/Out	Arden B.		6,555	3,418	2,027	6,540	5,798	10,590	6,458	3,930	6,489	4,641	5,970	8,173	9,042	2,959	4,764

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0203,Arden B. Dresses	3932,Northstar Mall	Arden B.									2,499	3,480	4,365	1,264	1,324	1,597	192	1,213
	3934,Monroeville Mall	Arden B.		3,671	9,502	5,517	3,756	2,421	4,118	4,085	2,266	2,376	3,760	1,819	3,801	4,288	5,677	5,683
	3935,Colorado Mills	Arden B.		1,605	3,011	2,493	1,441	869	792	1,007	866	1,714	3,386	1,805	1,286	2,581	2,564	3,676
	3936,Collins Ave	Arden B.		10,135	5,044	2,442	3,387	2,100	1,709	1,523	1,280	1,375	197	890	4,102	6,625	4,013	5,825
	3937,Park Meadows	Arden B.		1,758	2,878	1,978	1,497	800	2,437	3,726	1,573	1,631	3,177	1,428	3,069	4,419	2,921	3,742
	3938,Mall Of Greenhills	Arden B.		1,621	3,221	2,480	1,746	1,481	1,952	4,069	1,076	781	411	516	1,103	2,552	1,578	2,245
	3940,NYC - 3rd Avenue	Arden B.		9,587	10,392	6,255	6,770	6,654	5,327	11,713	5,122	3,652	4,125	1,518	3,633	5,273	5,626	6,899
	3941,Wrentham Village	Arden B.		4,630	6,991	6,788	6,292	3,413	3,573	4,441	4,326	6,610	11,185	2,970	3,188	6,048	8,206	9,796
	3943,Stony Point Mall	Arden B.								8,310	7,067	4,248	4,171	1,256	1,882	1,353	458	940
	3945,Oak Park Mall	Arden B.		4,856	13,383	7,413	6,696	6,810	6,723	13,883	4,403	5,102	5,932	5,254	5,864	7,124	6,922	8,892
	3946,Great Mall	Arden B.		9,786	9,715	9,747	7,111	5,573	3,624	5,802	4,668	8,383	17,055	3,724	4,867	6,324	8,497	9,460
	3947,532 Broadway	Arden B.			7,780	6,969	6,414	4,866	8,378	8,319	4,720	3,524	786	176	2,370	4,856	5,225	5,077
	3948,184 Fifth Avenue	Arden B.				118	7,381	5,577	6,607	8,619	5,525	2,628	2,898	632	502	1,409		275
	[redacted]																	
0204,Arden B. Outerwear	3300,San Francisco Center	Arden B.		10,533	5,966	6,234	11,182	16,386	22,915	25,481	19,023	24,259	28,237	21,254	17,849	7,059	5,578	2,764
	3301,The Shops @ Sunset	Arden B.		441	1,644	1,144	756	1,147	2,683	2,831	4,286	7,979	19,613	5,263	5,561	3,061	2,040	993
	3302,South Shore Plaza	Arden B.		10,764	8,534	6,530	5,217	10,606	19,249	27,270	27,075	36,866	54,724	20,056	16,007	10,162	6,790	2,617
	3303,The Gardens	Arden B.		1,263	1,036	1,153	2,544	1,691	2,408	3,422	6,042	9,181	18,535	4,657	5,875	3,012	2,113	1,251
	3304,Glendale Galleria	Arden B.		6,734	4,489	2,679	6,870	5,555	9,004	16,106	16,267	36,405	50,675	12,710	13,171	9,666	6,509	4,067
	3305,Houston Galleria	Arden B.		14,038	3,726	4,860	10,064	21,811	24,446	37,050	27,004	38,675	42,775	14,145	19,322	11,196	7,497	4,037
	3306,Fashion Valley	Arden B.		7,985	6,970	6,827	11,501	21,947	21,416	28,786	20,059	43,065	53,947	21,687	15,946	9,326	7,135	5,505
	3307,Santa Monica Place	Arden B.		3,754	3,252	2,140	4,334	2,832	3,270	7,252	9,483	13,474	21,857	6,325	7,083	5,987	3,823	1,783
	3308,Ala Moana	Arden B.		8,867	5,579	3,364	8,945	6,913	13,866	20,596	13,807	22,953	30,455	6,849	7,352	4,998	2,332	2,099
	3309,Mac Arthur Center	Arden B.		2,353	2,371	2,120	2,769	2,220	3,437	6,275	7,217	16,679	28,066	9,551	6,143	6,708	5,366	1,362
	3310,Fashion Island	Arden B.		11,385	6,890	5,262	12,974	19,112	21,583	34,349	27,771	44,983	55,188	18,664	21,927	15,740	7,641	3,964
	3311,Walnut Street	Arden B.		7,135	4,326	5,480	4,936	6,021	8,221	12,817	13,591	16,311	22,464	7,825	13,844	8,219	3,976	2,024
	3312,Newport Center Mall	Arden B.		8,585	5,181	5,408	3,629	4,538	7,578	14,131	14,798	18,148	31,169	9,217	11,814	6,073	5,751	2,572
	3313,Woodfield	Arden B.		11,224	8,757	4,549	5,613	7,932	16,488	18,870	16,327	23,826	44,117	15,987	14,152	14,666	7,042	4,173
	3314,Oak Street	Arden B.		12,496	7,574	7,205	7,110	13,362	20,175	28,793	17,795	21,073	21,176	10,790	16,619	10,021	5,382	3,138
	3315,Beverly Center	Arden B.		13,563	8,262	5,006	14,023	18,847	21,968	24,130	18,447	26,423	31,332	11,273	11,876	7,388	4,167	1,856
	3316,Bellevue Square	Arden B.		9,487	9,014	4,739	7,672	12,045	22,329	27,157	22,156	39,088	27,361	11,819	10,121	7,205	4,915	1,755
	3317,Dallas Galleria	Arden B.		8,140	2,533	2,531	5,328	11,123	16,242	22,169	16,503	29,694	32,814	9,738	10,707	7,222	4,117	2,887
	3318,Cherry Creek	Arden B.		7,745	6,276	5,893	4,887	8,881	11,936	18,181	13,336	22,303	30,488	8,843	12,468	10,183	5,152	2,613
	3319,Lenox Square	Arden B.		12,539	9,488	3,320	7,070	14,317	21,556	26,468	21,864	41,839	53,662	24,811	21,379	11,238	6,950	2,914
	3320,Town Ctr @ Boca Rato	Arden B.		4,376	4,786	2,702	7,036	4,584	6,278	9,499	6,545	12,263	24,149	6,522	8,758	5,442	7,156	3,263
	3321,George Town Park	Arden B.		5,242	4,564	4,243	2,952	2,224	6,357	6,214	8,777	7,302	12,829	6,485	6,048	6,016	2,069	2,048
	3322,The Atrium @ Chest	Arden B.		4,127	4,484	1,677	2,351	3,187	8,655	11,652	10,597	10,519	18,216	8,123	8,510	5,110	2,563	1,623
	3323,Mall Short Hills	Arden B.		9,957	4,394	5,839	4,935	9,346	16,798	22,093	14,930	20,918	31,759	14,769	10,705	11,302	7,026	1,968
	3324,Riverside Square	Arden B.		6,708	4,067	3,257	2,888	3,688	7,646	11,023	13,285	13,868	28,744	8,802	11,362	10,384	5,890	2,160
	3325,The Galleria	Arden B.		7,661	3,462	3,187	2,451	3,256	7,583	13,358	11,916	16,087	21,576	8,398	8,331	8,203	4,323	1,598
	3326,The Plaza (King Of P	Arden B.		6,885	4,544	2,310	4,697	6,908	18,322	22,044	21,214	25,665	41,757	20,960	14,636	11,146	7,676	1,529
	3327,Woodbury Commons/Out	Arden B.		4,474	10,350	10,989	11,958	8,216	10,881	6,963	10,801	14,355	15,414	3,008	7,276	9,740	8,097	7,238

MS 001309

Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0203,Arden B. Dresses	3932,Northstar Mall	Arden B.		1,572	2,610	1,847	6,175	4,884	6,837	6,374	369
	3934,Monroeville Mall	Arden B.		5,595	4,022	3,253	7,800	4,863	5,990	6,505	382
	3935,Colorado Mills	Arden B.		4,769	3,283	2,585	2,860	1,476	1,397	3,049	251
	3936,Collins Ave	Arden B.		2,152	1,010	3,802	2,577	1,412	2,545	3,093	224
	3937,Park Meadows	Arden B.		2,553	2,290	2,181	6,120	2,845	2,028	3,229	519
	3938,Mall Of Greenhills	Arden B.		1,282	1,877	1,542	7,421	5,139	4,377	4,808	
	3940,NYC - 3rd Avenue	Arden B.		6,726	3,623	5,829	10,281	5,151	3,879	10,284	
	3941,Wrentham Village	Arden B.		11,043	8,169	5,188	4,165	2,957	3,865	8,654	327
	3943,Stony Point Mall	Arden B.		377	548	1,101	3,283	2,924	1,713	3,148	38
	3945,Oak Park Mall	Arden B.		1,818	2,022	1,889	4,240	1,758	2,860	2,848	128
	3946,Great Mall	Arden B.		12,521	8,236	4,883	5,992	1,590	2,741	5,641	135
	3947,532 Broadway	Arden B.		4,762	4,316	3,868	6,583	3,917	4,080	5,013	
	3948,104 Fifth Avenue	Arden B.		1,303	2,544	1,835	3,584	2,718	1,821	3,994	
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
0204,Arden B. Outerwear	3300,San Francisco Center	Arden B.		7,330	5,359	7,259	10,737	13,812	14,757	27,454	2,149
	3301,The Shops @ Sunset	Arden B.		2,650	3,603	3,555	2,879	3,925	5,829	13,478	71
	3302,South Shore Plaza	Arden B.		4,439	3,631	7,591	14,281	16,498	18,975	44,506	725
	3303,The Gardens	Arden B.		2,296	2,172	5,510	3,729	5,869	9,572	19,013	
	3304,Glendale Galleria	Arden B.		10,367	5,648	7,088	8,651	17,574	21,427	35,497	2,056
	3305,Houston Galleria	Arden B.		9,924	9,950	13,409	20,450	15,457	33,776	43,990	20
	3306,Fashion Valley	Arden B.		8,275	8,233	12,707	12,934	21,052	28,304	45,565	1,410
	3307,Santa Monica Place	Arden B.		6,126	5,761	6,270	9,620	7,278	11,211	19,614	1,274
	3308,Ala Moana	Arden B.		6,657	7,713	11,057	14,441	11,896	13,774	29,867	1,433
	3309,Mac Arthur Center	Arden B.		4,664	3,185	6,936	7,003	7,885	8,645	21,422	1,176
	3310,Fashion Island	Arden B.		14,130	14,386	18,225	18,617	17,859	27,202	48,411	1,554
	3311,Walnut Street	Arden B.		4,494	2,914	5,602	10,707	15,504	15,340	27,138	1,586
	3312,Newport Center Mall	Arden B.		4,901	3,785	4,786	8,342	9,792	13,076	23,121	1,113
	3313,Woodfield	Arden B.		7,053	5,091	5,700	8,626	9,886	17,691	33,072	1,720
	3314,Oak Street	Arden B.		6,629	7,266	11,122	12,949	12,610	13,237	33,206	706
	3315,Beverly Center	Arden B.		8,599	6,452	12,900	14,367	13,947	20,373	31,246	1,913
	3316,Bellevue Square	Arden B.		7,173	3,576	6,102	12,214	10,745	13,245	27,519	376
	3317,Dallas Galleria	Arden B.		4,135	6,370	14,140	17,157	18,751	23,074	27,385	15
	3318,Cherry Creek	Arden B.		5,191	4,281	6,694	11,415	9,841	11,188	31,605	1,833
	3319,Lenox Square	Arden B.		8,854	10,404	17,132	24,526	26,464	37,846	76,214	1,444
	3320,Town Ctr @ Boca Rato	Arden B.		4,900	6,596	9,558	7,478	6,564	10,156	15,559	407
	3321,George Town Park	Arden B.		4,078	5,142	3,875	5,306	7,546	9,651	15,395	597
	3322,The Atrium @ Chest	Arden B.		1,982	2,587	4,114	4,306	4,745	7,280	12,758	735
	3323,Mall Short Hills	Arden B.		4,846	5,028	10,360	13,638	10,504	10,365	29,364	1,445
	3324,Riverside Square	Arden B.		3,836	3,778	4,180	7,801	7,553	8,805	17,748	1,534
	3325,The Galleria	Arden B.		4,269	4,567	9,471	13,809	7,193	9,535	24,381	1,257
	3326,The Plaza (King Of P	Arden B.		5,691	7,068	12,542	17,020	18,623	21,890	39,386	2,147
	3327,Woodbury Commons/Out	Arden B.		7,821	3,579	3,241	2,774	2,227	1,540	2,696	173

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3328,Dadeland Mall	Arden B.		10,214	5,748	16,532	27,358	12,969	6,764	3,822	2,380	2,977	2,722	9,637	10,785	10,851	11,059	17,624
	3330,Somerset Collection	Arden B.		18,058	13,202	17,900	28,869	10,909	8,479	10,863	3,146	5,406	6,452	12,482	20,092	26,185	23,270	31,100
	3331,The Westchester	Arden B.		19,779	17,581	17,971	32,366	10,422	7,094	9,787	3,049	6,884	7,390	10,413	16,207	22,542	16,445	20,954
	3333,Montgomery Mall	Arden B.		16,711	12,418	15,744	36,367	13,145	11,302	8,637	3,083	5,890	4,639	9,735	10,358	18,598	16,197	25,572
	3334,Columbia	Arden B.		16,436	10,712	14,075	24,131	8,154	3,176	3,144	1,804	1,214	2,787	4,978	8,518	12,843	10,738	13,989
	3335,Haywood Mall	Arden B.		7,918	6,884	9,863	16,691	5,851	1,832	2,941	2,218	2,081	1,828	6,417	10,271	15,882	14,842	16,151
	3336,Buckland Hills	Arden B.		6,476	3,014	4,788	8,063	7,539	1,943	1,704	2,004	1,594	789	1,956	1,580			
	3337,Paramus Park	Arden B.		7,557	6,065	9,731	17,666	4,297	3,397	3,375	1,768	2,092	1,071	3,199	6,103	10,028	8,771	11,115
	3338,North Point Mall	Arden B.		8,070	5,169	6,800	13,563	3,910	2,586	2,361	2,254	2,798	1,579	3,875	6,473	4,335		
	3339,Perimeter Mall	Arden B.		9,028	6,561	9,921	19,362	4,849	3,152	4,048	872	2,051	1,273	4,919	9,090	10,841	11,407	15,182
	3340,Garden State	Arden B.		17,449	17,823	23,464	38,251	10,365	8,918	13,135	6,893	5,904	4,744	12,367	17,086	27,127	22,370	29,858
	3341,Willowbrook Mall	Arden B.		10,302	7,506	10,126	23,578	7,009	5,845	4,143	3,179							
	3342,Bridgewater Co	Arden B.		13,495	8,077	11,975	26,725	6,549	2,972	6,581	2,472	4,424	3,067	5,849	8,662	10,516	8,771	14,095
	3343,Freehold Raceway	Arden B.		11,532	9,163	9,548	19,289	6,159	5,837	4,928	1,835	2,100	1,319	6,528	11,723	14,020	11,421	18,028
	3344,Pentagon City	Arden B.		27,850	20,470	25,158	49,448	16,096	17,413	13,570	3,796	5,871	8,354	13,401	16,769	28,668	25,872	33,947
	3345,Rockaway Town Sq.	Arden B.		8,787	7,357	8,897	21,024	5,345	4,456	6,321	1,818	1,319	1,976	6,386	6,471	6,156	8,531	8,414
	3346,Northlake Mall	Arden B.		4,716	4,319	5,016	8,076	4,476	2,265	1,872	1,218	832	666	448	1,526	953	1,818	3,824
	3347,Keystone @ The Cross	Arden B.		18,429	17,317	17,004	40,485	10,262	11,592	8,931	504	2,797	6,953	12,107	17,475	21,579	18,967	24,299
	3348,Oak Brook	Arden B.		15,162	16,947	16,763	26,853	9,009	6,897	12,089	3,354	4,958	5,469	9,787	14,521	22,209	24,603	28,995
	3349,Towson Town Center	Arden B.		15,453	12,461	16,975	24,012	10,914	7,890	8,281	2,875	4,237	2,161	5,939	10,411	10,305	9,477	13,877
	3350,Town Center At Cobb	Arden B.		7,007	4,425	9,708	17,612	3,689	3,263	2,793	1,190	1,967	1,456	4,981	5,653	5,691	5,557	8,471
0204,Arden B. Outerwear	3351,Gwinnett	Arden B.		7,282	4,464	5,591	8,881	6,206	1,560	1,120	763	1,020	857	941	499	60	1,177	2,045
	3352,Menlo Park	Arden B.		20,108	14,463	17,351	40,171	11,834	9,593	10,903	4,322	4,308	4,534	7,423	11,981	19,696	15,918	26,063
	3353,Stamford Town Center	Arden B.		9,315	5,236	9,202	21,812	5,065	4,668	4,472	2,830	2,648	1,188	1,978	4,879	8,197	7,384	11,596
	3354,Westfarms Mall	Arden B.		9,413	7,863	8,340	20,072	6,618	4,166	6,799	3,241	2,353	1,914	3,046	5,347	7,372	6,851	13,619
	3355,Danbury Fair	Arden B.		8,245	6,559	11,387	23,228	9,445	8,558	8,503	2,827	4,628	4,680	5,824	7,562	10,470	5,961	12,498
	3356,St Louis Galleria	Arden B.		21,122	23,501	23,976	40,187	11,743	7,786	9,750	3,182	3,291	7,991	11,325	16,489	21,294	25,085	29,031
	3357,Northbrook	Arden B.		8,898	6,711	9,011	14,073	5,087	7,280	4,761	3,199	3,632	3,974	6,549	8,579	10,846	10,295	10,313
	3358,Mall Of America	Arden B.		12,323	7,601	9,905	14,744	7,949	5,502	2,386	2,532	2,095	2,216	8,301	12,477	16,527	12,058	15,687
	3359,Carousel Center	Arden B.		14,763	9,780	9,967	20,904	5,974	4,916	3,607	1,352	1,407	986	6,792	7,121	13,676	9,618	13,175
	3360,Burlington Mall	Arden B.		8,348	6,044	6,802	16,779	3,520	2,730	2,307	1,156	940	2,695	3,479	4,654	5,516	4,371	7,692
	3361,Annapolis Mall	Arden B.		9,623	6,278	14,162	14,935	4,368	3,481	5,088	1,925	1,697	2,279	3,962	4,832	3,791		
	3362,Willow Grove Park	Arden B.		7,468	6,099	7,068	12,009	6,637	3,717	4,313	1,879	1,367	760	3,975	5,924	10,763	8,154	12,994
	3363,Cambridgeside Galler	Arden B.		11,039	7,361	10,305	24,605	5,323	5,915	6,025	3,208	8,463	4,737	8,826	13,202	17,336	12,811	15,214
	3364,Mall Of New Hampshir	Arden B.		7,472	6,679	8,027	13,291	3,638	4,176	3,480	2,894	2,554	3,635	4,164	6,243	7,167	7,508	11,720
	3365,Orland Square	Arden B.		10,474	9,846	11,549	27,386	5,157	6,612	8,822	2,965	4,776	5,296	9,681	12,678	16,570	19,315	19,158
	3366,Ridgedale Cntr.	Arden B.		7,094	5,884	5,485	10,968	6,007	3,644	3,184	1,652	1,672	2,584	4,229	7,288	9,874	7,540	9,111
	3367,Baybrook Mall	Arden B.		5,878	4,955	8,497	15,925	5,638	2,868	2,580	2,007	1,515	1,735	4,813	5,662	2,496	4,859	7,122
	3368,Highland Mall	Arden B.		7,492	8,563	9,777	13,372	4,838	3,332	4,421	2,011	1,826	2,129	3,683	4,725	4,710	5,271	4,748
	3369,Meriden Square	Arden B.		3,731	2,910	3,019	7,110	5,242	1,865	2,420	1,332	1,563	864	2,200	1,470	1,421	1,056	2,455
	3370,Prudential Center	Arden B.		22,812	19,207	28,268	41,156	18,174	10,139	12,630	7,270	10,116	8,167	19,318	24,122	27,635	29,013	30,244
	3371,Scottsdale Center	Arden B.		9,548	8,498	10,393	18,795	4,682	3,265	2,559	753	1,468	1,393	3,257	4,522	4,669	6,421	13,257

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3328,Dadeland Mall	Arden B.		32,967	15,587	13,841	17,632	12,340	14,135	20,484	15,609	16,336	15,441	10,421	18,414	17,149	8,199	5,506
	3330,Somerset Collection	Arden B.		47,436	20,276	19,319	24,410	17,284	19,792	16,193	15,611	23,034	27,612	19,370	33,650	49,613	3,317	7,057
	3331,The Westchester	Arden B.		45,207	13,760	15,835	23,789	13,910	15,976	11,602	12,031	20,102	25,061	13,743	24,730	30,322	6,016	7,105
	3333,Montgomery Mall	Arden B.		44,879	13,710	12,120	15,871	10,279	10,616	10,926	10,151	16,806	25,122	13,996	19,518	32,852	10,784	9,281
	3334,Columbia	Arden B.		21,477	3,484	6,575	8,357	5,487	5,014	3,032	4,361	8,733	13,815	10,890	14,329	17,319	3,615	2,896
	3335,Haywood Mall	Arden B.		27,739	9,289	8,649	6,137	4,423	5,680	5,449	7,567	6,909	12,257	12,523	11,751	17,603	4,820	2,918
	3336,Buckland Hills	Arden B.																
	3337,Paramus Park	Arden B.		25,304	5,228	6,761	9,870	3,692	2,905	3,074	2,769	7,072	10,024	6,871	8,986	17,732	4,413	3,422
	3338,North Point Mall	Arden B.																
	3339,Perimeter Mall	Arden B.		29,169	10,201	7,962	10,107	6,759	7,618	9,441	6,863	9,945	13,500	10,289	15,320	20,331	3,901	5,944
	3340,Garden State	Arden B.		58,203	24,800	20,670	30,918	18,960	17,954	12,737	12,855	24,674	33,396	19,774	31,187	50,362	14,805	14,497
	3341,Willowbrook Mall	Arden B.																
	3342,Bridgewater Co	Arden B.		24,346	7,149	6,849	13,220	7,078	6,778	5,354	4,992	8,273	9,745	11,668	17,538	30,729	4,121	1,325
	3343,Freehold Raceway	Arden B.		31,644	6,397	8,945	12,927	7,443	8,841	6,251	8,746	14,758	14,655	8,518	11,423	19,615	1,919	2,542
	3344,Pentagon City	Arden B.		65,545	28,323	22,417	27,220	16,985	20,224	18,240	16,869	21,087	29,780	21,581	32,423	36,892	18,437	16,971
	3345,Rockaway Town Sq.	Arden B.		15,715	3,259	3,229	3,730	2,582	559	1,545	1,373	6,634	8,465	6,934	7,474	12,507	6,997	3,821
	3346,Northlake Mall	Arden B.		4,655	1,812	3,629	5,544	2,934	1,628	2,364	1,213	1,684	2,365	1,360	2,046	3,004	1,300	2,804
	3347,Keystone @ The Cross	Arden B.		52,535	14,049	15,616	13,949	8,166	12,095	7,870	8,465	16,342	21,870	13,294	22,265	31,766	9,497	7,081
	3348,Oak Brook	Arden B.		43,485	14,621	15,914	23,426	16,888	16,863	6,471	3,486	15,610	22,349	11,846	12,737	32,333	5,559	4,189
	3349,Towson Town Center	Arden B.		32,202	13,000	10,345	12,410	7,365	6,160	7,623	4,823	10,641	13,219	6,640	10,797	22,703	4,181	4,777
0204,Arden B. Outerwear	3350,Town Center At Cobb	Arden B.		23,718	5,155	7,003	9,646	3,718	5,608	6,407	4,576	7,953	11,030	7,415	11,187	15,860	1,088	946
	3351,Gwinnett	Arden B.		4,160	877	2,517	1,139	1,115	1,666	1,933	1,109	1,933	3,545	1,987	2,078	1,152	673	2,230
	3352,Menlo Park	Arden B.		52,418	14,569	14,203	20,143	12,646	9,752	10,540	7,911	15,271	17,701	12,787	23,234	40,076	9,643	9,858
	3353,Stamford Town Center	Arden B.		26,114	10,319	7,803	12,781	8,652	6,730	6,299	2,547							
	3354,Westfarms Mall	Arden B.		27,707	10,956	12,816	13,204	5,486	5,460	3,942	5,060	8,835	9,590	12,012	10,961	21,261	4,126	2,209
	3355,Danbury Fair	Arden B.		22,952	5,073	7,777	15,227	8,111	7,466	5,943	5,963	10,784	10,446	8,238	16,808	26,485	1,469	3,191
	3356,St Louis Galleria	Arden B.		55,515	19,752	13,463	23,305	13,060	14,786	17,195	11,583	20,262	18,944	14,466	18,540	24,913	6,209	9,149
	3357,Northbrook	Arden B.		21,156	7,480	12,835	15,193	8,317	5,965	5,912	5,411	11,173	10,904	4,971	7,502	14,382	3,372	3,997
	3358,Mall Of America	Arden B.		28,748	10,010	9,666	14,797	10,758	11,474	11,748	11,610	17,630	16,643	9,402	12,511	20,939	6,701	6,395
	3359,Carousel Center	Arden B.		21,159	6,960	8,507	12,598	5,731	9,920	9,182	7,749	10,707	13,008	5,947	12,886	18,939	5,529	5,261
	3360,Burlington Mall	Arden B.		17,498	5,548	6,087	7,766	7,200	6,890	4,628	4,442	7,420	10,473	7,979	10,833	16,712	2,647	3,275
	3361,Annapolis Mall	Arden B.																
	3362,Willow Grove Park	Arden B.		23,679	7,393	7,799	12,871	5,964	5,840	5,786	5,613	9,698	14,546	14,360	17,202	25,253	4,732	4,255
	3363,Cambridgeside Galler	Arden B.		32,871	10,884	7,827	12,525	7,554	6,520	6,063	4,807	9,314	12,790	10,577	15,259	28,851	4,019	8,657
	3364,Mall Of New Hampshir	Arden B.		23,019	5,550	5,761	6,903	5,637	5,895	4,946	4,962	6,559	7,200	3,878	6,202	16,794	3,003	3,023
	3365,Orland Square	Arden B.		38,119	8,650	7,921	10,374	5,788	9,618	10,499	8,771	12,614	16,054	12,456	17,006	37,919	4,150	5,312
	3366,Ridgedale Cntr.	Arden B.		17,900	6,798	5,261	7,455	6,283	7,707	6,612	3,657	7,711	9,804	6,558	8,616	12,443	4,105	3,079
	3367,Baybrook Mall	Arden B.		16,574	5,677	2,925	4,137	2,810	2,697	1,422	2,470	3,858	5,412	5,720	11,230	10,251	3,307	1,530
	3368,Highland Mall	Arden B.		11,816	4,169	4,540	5,949	3,821	3,354	5,719	4,903	9,251	9,892	8,537	9,950	11,868	4,482	2,893
	3369,Meriden Square	Arden B.		3,489														
	3370,Prudential Center	Arden B.		40,921	22,825	18,668	30,881	18,879	21,499	19,292	16,876	29,591	35,834	23,984	26,283	35,090	12,350	12,226
	3371,Scottsdale Center	Arden B.		20,454	6,707	6,112	12,306	6,312	10,576	9,692	8,068	13,461	11,582	11,058	15,038	17,834	3,282	6,612

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0204,Arden B. Outerwear	3328,Dadeland Mall	Arden B.		5,720	4,153	3,747	5,057	5,782	8,941	12,850	7,541	13,972	27,044	6,452	6,682	5,387	5,948	1,335
	3330,Somerset Collection	Arden B.		14,383	9,533	7,213	10,030	18,132	24,364	32,172	26,391	35,835	41,982	19,290	17,865	13,620	10,565	2,932
	3331,The Westchester	Arden B.		11,008	7,307	6,271	5,627	11,935	17,391	24,465	18,423	20,533	30,098	11,676	10,187	8,326	6,538	2,963
	3333,Montgomery Mall	Arden B.		12,259	7,253	8,361	8,604	10,231	20,519	26,848	21,168	24,100	41,237	16,970				
	3334,Columbia	Arden B.		5,454	4,247	3,992	4,398	6,642	9,193	14,844	17,466	21,696	33,603	9,276	11,449	8,133	3,430	1,607
	3335,Haywood Mall	Arden B.		4,787	1,545	2,273	1,996	2,875	4,307	7,595	10,264	14,634	23,479	8,000	9,420	4,048	4,028	
	3336,Buckland Hills	Arden B.																
	3337,Paramus Park	Arden B.		2,358	3,129	2,634	2,593	3,467	4,628	8,711	7,371	16,782	20,689	9,327	10,573	10,557	4,740	651
	3338,North Point Mall	Arden B.																
	3339,Perimeter Mall	Arden B.		6,221	2,761	2,734	3,203	2,906	4,311	8,308	11,442	22,445	31,232	11,783	12,746	5,537	4,133	2,164
	3340,Garden State	Arden B.		19,161	10,993	6,689	10,309	11,263	23,169	36,909	30,447	42,551	53,068	18,601	19,138	12,918	9,177	3,137
	3341,Willowbrook Mall	Arden B.																
	3342,Bridgewater Co	Arden B.																
	3343,Freehold Raceway	Arden B.		2,298	2,221	2,107	2,825	6,096	11,936	17,193	16,934	19,217	35,590	11,988	10,710	8,299	5,271	1,897
	3344,Pentagon City	Arden B.		17,093	10,334	10,198	11,535	12,050	23,645	38,036	30,295	33,763	49,542	22,973	22,839	14,130	11,765	3,731
	3345,Rockaway Town Sq.	Arden B.		4,346	1,973	2,759	1,570	3,595	4,260	8,830	10,020	13,607	30,478	7,166	8,969	7,737	5,050	2,442
	3346,Northlake Mall	Arden B.		2,074	2,610	2,488	3,433	2,864	2,951	1,447	4,181	7,922	15,771	617	5,126	4,154	2,934	4,242
	3347,Keystone @ The Cross	Arden B.		9,753	4,821	6,167	6,951	15,497	18,104	23,981	17,462	29,917	34,145	14,355	13,242	10,039	6,148	1,023
	3348,Oak Brook	Arden B.		6,801	7,340	3,791	6,707	11,289	18,840	29,612	24,897	32,331	42,801	13,932	20,162	15,550	7,877	3,245
	3349,Towson Town Center	Arden B.		5,970	2,720	2,666	2,449	3,954	4,032	12,051	12,296	19,321	29,073	7,689	11,266	8,478	5,098	1,988
	3350,Town Center At Cobb	Arden B.		507	1,151	542	1,573	1,951	2,967	6,685	8,934	17,535	25,730	4,642				
	3351,Gwinnett	Arden B.		853	5,660	3,908	3,752	2,806	2,646	1,486	5,415	7,593	4,694	60				
	3352,Menlo Park	Arden B.		9,725	6,148	5,903	6,379	7,202	16,360	28,591	26,523	39,735	49,340	19,386	18,337	13,263	9,028	2,055
	3353,Stamford Town Center	Arden B.																
	3354,Westfarms Mall	Arden B.		4,307	2,247	816												
	3355,Danbury Fair	Arden B.		2,746	3,122	1,899	2,882	4,215	9,830	8,793	11,030	14,774	27,488	1,976				
	3356,St Louis Galleria	Arden B.		9,462	5,073	3,715	4,139	10,488	13,308	21,723	16,273	21,961	45,371	9,309	14,374	9,474	5,174	1,056
	3357,Northbrook	Arden B.		5,302	3,113	3,679	4,086	6,465	9,587	14,735	10,660	18,193	23,646	7,185				
	3358,Mall Of America	Arden B.		8,960	5,869	5,492	6,960	14,311	20,531	28,216	23,039	25,112	34,570	12,549	16,349	12,628	8,693	2,414
	3359,Carousel Center	Arden B.		4,760	4,233	2,864	3,736	5,163	8,458	14,814	10,363	18,261	26,608	10,044	11,994	9,264	4,341	3,108
	3360,Burlington Mall	Arden B.		3,765	5,037	2,854	4,327	7,225	14,550	16,320	21,785	26,351	35,328	11,684	12,161	7,999	3,728	1,667
	3361,Annapolis Mall	Arden B.																
	3362,Willow Grove Park	Arden B.		5,577	4,763	3,132	4,919	4,750	10,335	15,890	14,588	23,256	27,124	7,168	10,607	8,115	3,449	1,582
	3363,Cambridgeside Galler	Arden B.		10,788	4,817	5,353	6,501	8,573	13,457	20,729	19,885	28,776	32,902	17,382	14,623	10,055	5,560	4,080
	3364,Mall Of New Hampshir	Arden B.		2,760	2,594	923	2,375	6,228	7,271	9,992	11,973	16,747	26,980	7,049	8,034	6,171	3,632	1,605
	3365,Orland Square	Arden B.		7,715	4,290	4,655	3,502	8,736	15,588	21,510	22,656	30,346	39,503	13,788	16,390	12,948	4,704	2,489
	3366,Ridgedale Cntr.	Arden B.		4,028	2,337	2,221	3,533	4,227	6,964	12,585	9,003	12,148	17,886	7,665	8,013	7,065	2,298	1,976
	3367,Baybrook Mall	Arden B.		1,184	565	745	1,130	1,776	3,403	4,858	7,341	14,763	25,154	6,428	5,757	2,460	942	1,141
	3368,Highland Mall	Arden B.		766	153	249	1,713	873	2,847	4,321	4,283	11,166	12,991	5,449	6,955	3,602	768	1,050
	3369,Meriden Square	Arden B.																
	3370,Prudential Center	Arden B.		12,447	12,460	7,658	8,042	15,090	23,751	40,323	23,717	37,395	32,902	22,684	16,921	12,209	6,873	3,321
	3371,Scottsdale Center	Arden B.		5,215	2,107	1,505	1,590	2,259	5,669	5,749	6,738	19,400	20,900	6,849	4,870	4,677	3,587	773

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3328,Dadeland Mall	Arden B.		3,704	4,701	4,784	10,279	9,806	12,687	28,737	928
	3330,Somerset Collection	Arden B.		7,772	7,207	11,999	15,452	15,763	27,974	40,869	379
	3331,The Westchester	Arden B.		4,924	5,959	7,281	10,396	12,178	10,360	26,209	940
	3333,Montgomery Mall	Arden B.									
	3334,Columbia	Arden B.		7,127	3,606	6,555	10,545	15,780	12,594	30,622	1,456
	3335,Haywood Mall	Arden B.									
	3336,Buckland Hills	Arden B.									
	3337,Paramus Park	Arden B.									
	3338,North Point Mall	Arden B.									
	3339,Perimeter Mall	Arden B.		3,552	5,785	5,740	9,578	11,990	15,994	33,074	363
	3340,Garden State	Arden B.		7,978	5,992	9,020	18,377	19,305	20,868	45,782	2,066
	3341,Willowbrook Mall	Arden B.									
	3342,Bridgewater Co	Arden B.									
	3343,Freehold Raceway	Arden B.		4,132	4,818	9,564	10,921	8,514	14,735	30,191	1,032
	3344,Pentagon City	Arden B.		8,613	8,039	10,692	19,809	26,529	25,238	53,359	1,168
	3345,Rockaway Town Sq.	Arden B.		5,461	3,191	6,972	7,731	7,366	9,853	22,382	410
	3346,Northlake Mall	Arden B.		4,083							
	3347,Keystone @ The Cross	Arden B.		3,969	7,867	13,324	14,695	14,392	23,282	38,231	1,003
	3348,Oak Brook	Arden B.		6,642	7,669	8,756	12,645	11,406	18,245	33,723	203
	3349,Towson Town Center	Arden B.		4,144	3,831	4,116	9,748	9,746	10,006	26,359	1,741
0204,Arden B. Outerwear	3350,Town Center At Cobb	Arden B.									
	3351,Gwinnett	Arden B.									
	3352,Menlo Park	Arden B.		6,205	6,530	9,940	16,887	13,845	22,078	51,832	1,990
	3353,Stamford Town Center	Arden B.									
	3354,Westfarms Mall	Arden B.									
	3355,Danbury Fair	Arden B.									
	3356,St Louis Galleria	Arden B.		6,265	4,751	6,398	11,123	10,080	15,483	29,731	808
	3357,Northbrook	Arden B.									
	3358,Mall Of America	Arden B.		7,552	7,387	13,659	16,663	16,621	19,432	27,734	2,213
	3359,Carousel Center	Arden B.		4,868	5,109	6,363	7,901	7,661	11,291	23,333	1,053
	3360,Burlington Mall	Arden B.		3,696	4,115	4,580	6,616	8,173	14,731	25,250	1,130
	3361,Annapolis Mall	Arden B.									
	3362,Willow Grove Park	Arden B.		3,970	6,562	8,466	15,039	14,587	15,981	38,233	1,524
	3363,Cambridgeside Galler	Arden B.		6,278	3,284	5,015	8,450	9,065	13,961	34,371	1,155
	3364,Mall Of New Hampshir	Arden B.		2,535	1,961	3,638	6,730	5,487	11,161	29,667	673
	3365,Orland Square	Arden B.		6,144	3,341	5,978	10,937	13,746	21,656	39,362	812
	3366,Ridgedale Cntr.	Arden B.		5,273	1,380	7,150	6,385	7,515	8,160	20,126	1,133
	3367,Baybrook Mall	Arden B.									
	3368,Highland Mall	Arden B.		1,465	1,932						
	3369,Meriden Square	Arden B.									
	3370,Prudential Center	Arden B.		9,476	6,720	13,382	18,438	25,268	21,838	39,724	851
	3371,Scottsdale Center	Arden B.		2,663	3,147	4,211	9,645	9,042	13,986	17,641	198

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3372,The Parks Arlington	Arden B.		6,100	4,706	5,501	11,063	5,663	2,571	2,095	1,586	810	973	5,138	4,482	3,927		
	3373,Vista Ridge	Arden B.		6,394	5,166	6,847	14,697	7,062	1,909	2,176	1,738	1,964	1,314	2,282	3,585	3,744	3,962	6,392
	3374,Woodland Hills	Arden B.		6,496	4,984	6,381	16,061	4,222	3,003	3,121	900	1,576	2,139	5,415	6,146	7,342	5,868	10,356
	3375,Columbiana Center	Arden B.		10,071	10,909	15,648	34,467	8,195	4,964	6,024	721	2,241	2,327	5,181	8,158	9,678	10,403	14,329
	3376,The Woodlands	Arden B.		8,008	6,187	9,643	18,777	4,542	3,717	3,505	2,075	1,593	2,812	4,727	7,648	3,789	3,968	9,186
	3377,Southdale Center	Arden B.		9,713	5,194	7,437	10,709	6,810	3,480	4,280	2,249	1,823	1,676	6,396	10,715	13,709	10,430	10,798
	3378,Old Orchard	Arden B.		14,774	14,319	16,911	26,050	14,949	7,084	7,620	4,290	6,338	5,398	10,650	12,758	25,562	18,970	25,882
	3379,Providence Place Mal	Arden B.		12,070	10,136	14,058	29,464	7,962	4,868	5,140	4,111	3,250	2,056	7,040	9,451	11,423	11,705	18,513
	3380,Fayette Mall	Arden B.		7,202	6,537	5,943	14,126	2,585	2,028	2,288	575	665	762	3,000	3,991	10,545	10,739	18,377
	3381,Regency Square Mall	Arden B.		9,987	8,114	10,092	23,849	8,043	3,423	3,534								
	3382,Willowbrook	Arden B.		7,076	8,206	13,592	21,869	6,261	4,529	4,432	3,053	2,345	2,524	6,599	5,288	5,274	5,912	9,472
	3383,Mission Viejo Mall	Arden B.		5,411	5,849	7,514	15,089	3,825	3,581	3,326	1,399	1,488	1,824	5,185	8,371	6,967	6,124	10,946
	3384,Concord Mills/Outlet	Arden B.		5,812	4,956	9,765	11,194	9,622	7,716	9,585	4,438	5,088	6,042	4,890	2,660	2,643	1,836	4,848
	3385,Aventura Mall	Arden B.		2,973	11,534	13,676	24,750	13,281	5,148	5,619	2,685	2,693	3,149	17,820	20,953	23,920	19,473	24,313
	3386,Plaza Las Americas	Arden B.					16,802	9,358	4,804	2,327	962	2,161	2,037	3,817	8,038	6,940	5,369	11,040
	3387,Easton Towne Center	Arden B.														17,887	12,301	12,637
	3388,Gateway Mall	Arden B.															2,810	9,839
	3389,Streets At South Poi	Arden B.																
	3390,Arden Fair	Arden B.																
	3391,Halsted & Aarmitage	Arden B.																
	3392,International Plaza	Arden B.														11,322	10,553	10,680
0204,Arden B. Outerwear	3393,Willowbend Mall	Arden B.														5,590	10,539	12,540
	3395,Sherman Oaks	Arden B.																16,216
	3396,Florida Mall	Arden B.																5,608
	3397,Valley Faire	Arden B.																
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.																
	3401,Beachwood Place	Arden B.																
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.																
	3926,Farmers Market	Arden B.																
	3927,Chandler Mall	Arden B.																
	3928,Fashion Show	Arden B.																
	3929,Broadway Plaza	Arden B.																
	3930,Riverchase Galleria	Arden B.																
	3932,Northstar Mall	Arden B.																
	3934,Monroeville Mall	Arden B.																
	3935,Colorado Mills	Arden B.																
	3936,Collins Ave	Arden B.																
	3937,Park Meadows	Arden B.																
	3938,Mall Of Greenhills	Arden B.																
	3940,NYC - 3rd Avenue	Arden B.																

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3372,The Parks Arlington	Arden B.																
	3373,Vista Ridge	Arden B.		12,363	4,720	1,676	3,705	2,433	1,374	1,820	3,119	3,398	4,271	4,614	6,507	9,408	2,903	2,998
	3374,Woodland Hills	Arden B.		20,697	5,165	3,582	2,388	2,450	2,448	3,346	2,891	8,294	6,624	5,411	7,622	13,865	2,650	1,199
	3375,Columbiana Center	Arden B.		25,352	9,749	6,911	6,529	4,113	6,529	4,859	5,348	9,361	9,156	5,522	11,613	16,386	3,452	1,997
	3376,The Woodlands	Arden B.		12,476	4,284	3,819	5,100	2,555	5,577	6,424	7,070	7,607	8,613	10,521	14,546	19,512	4,216	3,468
	3377,Southdale Center	Arden B.		19,161	10,026	6,576	8,185	6,799	7,131	8,152	6,074	12,600	12,392	6,613	8,088	14,136	4,268	4,592
	3378,Old Orchard	Arden B.		39,597	15,090	13,047	20,726	13,757	13,154	10,457	13,389	19,248	25,039	13,569	18,092	32,724	10,356	8,378
	3379,Providence Place Mal	Arden B.		30,560	8,845	10,512	10,493	8,443	8,778	5,619	4,888	13,427	14,655	8,969	11,282	20,565	4,954	2,278
	3380,Fayette Mall	Arden B.		26,968	10,365	7,399	8,065	4,022	4,986	5,465	6,890	8,837	14,625	9,542	10,652	16,550	3,889	588
	3381,Regency Square Mall	Arden B.																
	3382,Willowbrook	Arden B.		19,125	5,686	5,338	6,206	3,690	5,726	5,753	8,015	8,298	8,917	11,361	16,837	19,986	6,689	5,386
	3383,Mission Viejo Mall	Arden B.		26,086	5,402	6,056	10,124	9,584	11,830	10,018	6,176	13,525	13,450	9,948	12,540	22,515	3,025	2,778
	3384,Concord Mills/Outlet	Arden B.		9,580	3,448	3,957	6,016	4,785	6,095	8,499	6,997	6,602	8,950	4,921	6,177	7,438	3,882	3,598
	3385,Aventura Mall	Arden B.		40,586	22,244	19,622	37,223	20,747	28,574	35,322	38,706	42,754	30,097	17,141	23,770	25,130	10,675	8,781
	3386,Plaza Las Americas	Arden B.		21,652	7,945	9,820	18,310	15,820	20,993	21,196	16,216	15,332	19,743	14,124	11,471	18,796	5,736	8,763
	3387,Easton Towne Center	Arden B.		24,748	7,762	6,097	7,489	5,963	7,441	6,795	6,685	13,635	13,160	8,311	8,929	14,245	3,516	3,513
	3388,Gateway Mall	Arden B.		15,513	3,561	3,280	3,608	2,472	2,315	3,004	2,913	7,558	8,114	3,437	3,856	11,086	3,611	1,695
	3389,Streets At South Pol	Arden B.					14,549	7,449	6,768	5,112	6,032	6,600	10,196	7,246	8,911	9,642	3,917	3,987
	3390,Arden Fair	Arden B.					2,225	8,039	7,661	6,439	7,986	6,074	10,059	7,635	10,331	11,854	6,936	5,062
	3391,Halsted & Aarmitage	Arden B.																
0204,Arden B. Outerwear	3392,International Plaza	Arden B.		21,146	9,318	9,529	8,031	5,346	5,085	4,900	6,047	9,080	10,174	6,556	10,206	12,869	2,465	1,696
	3393,Willowbend Mall	Arden B.		19,810	7,186	4,920	7,672	2,859	4,689	4,683	5,734	7,408	11,304	8,035	7,251	11,675	2,827	2,247
	3395,Sherman Oaks	Arden B.		35,749	18,234	15,335	22,017	17,775	20,919	15,885	8,473	18,621	20,786	16,803	15,559	20,101	6,055	7,354
	3396,Florida Mall	Arden B.		16,008	7,201	6,198	5,669	4,098	6,108	8,319	9,317	7,879	8,347	4,982	6,375	9,290	1,281	731
	3397,Valley Faire	Arden B.							8,277	17,492	8,401	10,410	12,762	7,450	14,675	22,112	7,084	6,395
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.						13,783	12,853	8,835	11,210	15,033	19,395	8,842	13,018	28,929	6,050	2,575
	3401,Beachwood Place	Arden B.																
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.												5,775	12,001	10,484	2,304	1,543
	3926,Farmers Market	Arden B.								1,808	13,747	18,623	22,225	18,904	21,911	28,962	12,467	10,625
	3927,Chandler Mall	Arden B.									470	5,091	6,688	4,414	5,001	6,870	546	278
	3928,Fashion Show	Arden B.							540	20,463	14,113	25,661	22,920	16,894	27,769	22,374	9,035	6,911
	3929,Broadway Plaza	Arden B.																5,573
	3930,Riverchase Galleria	Arden B.												2,566	18,389	21,620	5,106	3,512
	3932,Northstar Mall	Arden B.																
	3934,Monroeville Mall	Arden B.													8,441	17,842	3,754	2,947
	3935,Colorado Mills	Arden B.													6,462	8,974	3,912	3,513
	3936,Collins Ave	Arden B.										8,633	10,927	9,648	9,895	11,131	1,975	4,330
	3937,Park Meadows	Arden B.													8,180	21,292	5,943	4,631
	3938,Mall Of Greenhills	Arden B.													15,833	20,039	3,949	6,012
	3940,NYC - 3rd Avenue	Arden B.													12,705	31,557	12,574	13,288

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3372,The Parks Arlington	Arden B.																
	3373,Vista Ridge	Arden B.		1,793	950	1,181	2,234	1,331	2,757	4,155	4,321	11,023	15,254					
	3374,Woodland Hills	Arden B.		1,456	732	496	1,631	1,742	3,576	6,661	6,211	17,550	24,050	3,894				
	3375,Columbiana Center	Arden B.		2,859	1,903	1,398	2,596	2,582	3,145	5,513	9,875	20,927	29,871	7,239	9,336	3,586	1,760	1,287
	3376,The Woodlands	Arden B.		769	590	574	1,740	4,699	5,875	10,252	9,913	16,157	31,304	7,800	5,914	3,182	3,258	1,955
	3377,Southdale Center	Arden B.		5,180	2,963	2,879	4,064	6,701	9,468	16,900	10,910	18,385	25,381	12,873	13,024	11,092	4,132	3,112
	3378,Old Orchard	Arden B.		10,475	8,967	4,566	8,671	12,234	17,556	26,429	17,777	22,218	33,524	12,987	13,980	13,338	7,935	2,309
	3379,Providence Place Mal	Arden B.		6,147	5,104	2,923	2,586	4,976	11,319	18,090	17,742	29,392	31,503	12,917	14,427	6,387	3,689	1,449
	3380,Fayette Mall	Arden B.		3,441	2,580	1,289	1,349	3,427	3,761	11,899	15,774	20,827	31,189	9,653	10,124	4,125	2,910	1,935
	3381,Regency Square Mall	Arden B.																
	3382,Willowbrook	Arden B.		2,713	858	806	897	3,414	4,677	7,464	7,676	11,653	26,385	7,955	8,403	3,642	3,712	1,781
	3383,Mission Viejo Mall	Arden B.		3,141	3,414	3,052	6,599	7,189	8,163	15,922	16,298	33,796	38,361	13,164	11,665	7,208	5,470	2,681
	3384,Concord Mills/Outlet	Arden B.		4,664	5,916	6,101	5,370	6,550	5,197	6,903	10,401	22,990	23,495	4,355	6,682	8,953	8,572	6,760
	3385,Aventura Mall	Arden B.		10,177	7,637	4,639	7,585	19,474	20,559	17,461	12,543	20,040	30,656	10,542	8,459	5,870	8,453	1,878
	3386,Plaza Las Americas	Arden B.		4,543	5,860	2,293	7,475	7,555	5,952	8,075	8,066	9,937	18,276	6,960	6,985	6,468	2,767	2,735
	3387,Easton Towne Center	Arden B.		4,267	3,791	2,631	3,352	6,023	11,478	18,464	15,772	19,024	30,984	8,977	12,653	8,588	5,029	1,460
	3388,Gateway Mall	Arden B.		920	1,397	1,172	3,006	2,329	3,648	5,261	6,333	9,467	16,614	7,625	7,166	5,976	2,426	1,282
	3389,Streets At South Pol	Arden B.		1,493	1,832	1,854	2,451	3,367	4,401	7,846	9,579	19,695	28,814	13,168	11,765	6,527	2,345	2,325
	3390,Arden Fair	Arden B.		3,815	2,484	1,433	3,677	6,868	9,580	13,522	13,784	24,933	27,124	13,929	12,640	4,639	2,187	1,765
	3391,Halsted & Aarmitage	Arden B.				147	3,533	3,810	8,595	12,877	7,424	9,629	8,120	5,034	3,151	2,731	4,461	1,126
0204,Arden B. Outerwear	3392,International Plaza	Arden B.		1,632	1,951	1,188	1,450	2,522	3,165	3,902	4,429	12,863	20,659	4,942	4,684	2,864	2,264	1,008
	3393,Willowbend Mall	Arden B.		731	1,124	1,232	1,801	1,205	3,473	5,241	5,025	13,858	20,440	7,573	7,935	2,906	1,823	1,547
	3395,Sherman Oaks	Arden B.		9,342	5,668	4,964	8,041	9,403	8,674	17,634	12,287	29,064	31,007	8,197	9,040	4,809	4,072	1,794
	3396,Florida Mall	Arden B.		793	605	647	1,219	2,968	2,002	3,117	3,972	8,433	15,002	4,566	4,187	2,434	299	516
	3397,Valley Faire	Arden B.		7,750	4,015	3,330	5,949	11,921	18,391	22,649	17,049	29,350	38,774	16,713	15,254	6,140	4,334	2,365
	3398,Short Pump Town Ctr.	Arden B.								17,823	6,720	11,516	14,765	5,488	4,878	4,835	1,420	841
	3399,Roosevelt Field	Arden B.		6,877	4,340	4,561	3,066	7,931	15,757	14,030	13,947	15,690	25,801	16,006	10,267	8,332	6,609	2,666
	3401,Beachwood Place	Arden B.															3,070	4,478
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.		1,537	892	771	2,235	3,967	2,831	5,179	7,362	13,055	22,941	5,268	7,151	3,257	3,114	1,453
	3926,Farmers Market	Arden B.		13,998	7,144	7,141	11,211	13,832	16,026	24,194	15,333	33,621	40,521	13,678	13,315	11,249	6,423	3,529
	3927,Chandler Mall	Arden B.		568	313	89	947	915	1,250	2,407	3,430	8,358	15,518	2,960	6,610	1,285	1,254	307
	3928,Fashion Show	Arden B.		7,717	4,990	3,222	6,909	15,533	20,855	24,037	12,648	28,294	36,402	9,750	11,742	6,406	3,679	2,834
	3929,Broadway Plaza	Arden B.		8,237	3,846	3,867	5,656	8,042	13,738	14,601	10,263	22,827	29,355	11,044	10,441	7,161	4,610	1,582
	3930,Riverchase Galleria	Arden B.		3,439	1,180	308	3,263	3,485	6,306	12,545	8,206	23,295	35,697	10,143	7,583	5,439	2,112	1,849
	3932,Northstar Mall	Arden B.									10,279	25,236	36,162	6,918	8,451	5,352	4,620	1,875
	3934,Monroeville Mall	Arden B.		4,591	2,589	2,749	2,523	5,037	5,820	10,555	10,747	17,931	26,728	7,184	9,675	5,092	3,318	1,169
	3935,Colorado Mills	Arden B.		2,889	5,409	4,114	3,586	998	1,029	1,115	5,363	11,731	9,496	2,160	5,002	4,365	5,145	2,492
	3936,Collins Ave	Arden B.		4,577	3,044	672	1,756	2,785	1,894	5,116	4,396	10,032	14,498	3,406	4,298	2,398	3,586	412
	3937,Park Meadows	Arden B.		931	1,167	1,576	2,643	4,246	5,289	6,763	8,925	12,175	27,793	8,147	10,076	7,205	3,611	845
	3938,Mall Of Greenhills	Arden B.		6,715	2,355	1,990	3,466	2,892	4,182	8,648	10,158	22,995	26,453	14,727	12,311	8,055	6,540	1,659
	3940,NYC - 3rd Avenue	Arden B.		16,305	9,433	8,604	5,518	12,191	14,663	29,614	20,594	24,078	32,985	15,066	19,987	13,473	10,721	4,821

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Arden B. Monthly Sales by Group/Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	~~3372,The Parks Arlington~~	~~Arden B.~~									
	3373,Vista Ridge	Arden B.									
	~~3374,Woodland Hills~~	~~Arden B.~~									
	3375,Columbiana Center	Arden B.		3,210	4,748	6,886	9,896	7,645	16,865	36,345	
	3376,The Woodlands	Arden B.		3,643	4,141	6,035	9,267	8,624	16,297	27,941	261
	3377,Southdale Center	Arden B.		4,708	4,896	6,442	12,247	11,522	14,458	28,209	703
	3378,Old Orchard	Arden B.		6,733	6,816	11,328	18,211	21,351	29,930	40,531	1,898
	3379,Providence Place Mal	Arden B.		3,615	3,372	7,567	11,622	14,027	14,602	30,201	1,734
	3380,Fayette Mall	Arden B.		2,594	5,028	8,353	13,763	14,075	10,472	26,180	
	3381,Regency Square Mall	Arden B.									
	3382,Willowbrook	Arden B.		3,514	2,829	7,246	5,554	6,399	12,690	26,709	745
	3383,Mission Viejo Mall	Arden B.		6,336	5,240	9,215	12,256	14,738	20,488	38,199	1,009
	3384,Concord Mills/Outlet	Arden B.		7,249	3,611	1,717	5,469	3,190	3,223	5,590	
	3385,Aventura Mall	Arden B.		6,974	11,143	13,973	10,286	14,390	13,358	31,882	2,071
	3386,Plaza Las Americas	Arden B.		5,737	7,538	9,126	7,763	6,130	8,152	16,319	1,297
	3387,Easton Towne Center	Arden B.		4,239	4,399	7,896	9,763	8,364	14,188	26,778	1,075
	3388,Gateway Mall	Arden B.		4,671	3,154	4,775	7,746	3,954	5,675	16,895	1,388
	3389,Streets At South Poi	Arden B.		2,739	4,519	4,401	9,400	10,066	14,220	27,169	858
	3390,Arden Fair	Arden B.		3,491	4,619	6,101	10,247	9,387	13,636	27,753	1,504
	3391,Halsted & Aarmitage	Arden B.		2,594	2,115	5,200	6,856	10,317	4,458	17,224	109
	3392,International Plaza	Arden B.		4,254	5,131	5,578	6,597	5,842	8,576	16,373	168
0204,Arden B. Outerwear	3393,Willowbend Mall	Arden B.		2,232	2,873	4,235	6,633	5,892	7,642	20,072	308
	3395,Sherman Oaks	Arden B.		4,195	4,185	6,968	9,055	10,271	11,059	28,368	726
	3396,Florida Mall	Arden B.		1,325	3,043	3,673	5,539	3,131	5,488	17,070	1,243
	3397,Valley Faire	Arden B.		7,016	7,158	9,550	11,355	8,018	14,521	27,413	800
	3398,Short Pump Town Ctr.	Arden B.		2,328	2,508	4,803	5,244	5,622	10,039	21,372	747
	3399,Roosevelt Field	Arden B.		3,978	3,336	4,987	9,581	7,065	8,096	23,080	1,267
	3401,Beachwood Place	Arden B.		5,357	9,493	9,282	12,212	9,284	12,285	23,402	970
	3402,Cherry Hill	Arden B.							10,326	36,579	1,522
	3925,Mall At Millenia	Arden B.		2,634	5,731	6,125	5,185	7,311	9,419	19,895	642
	3926,Farmers Market	Arden B.		8,608	7,015	13,661	19,586	21,002	20,190	37,424	1,549
	3927,Chandler Mall	Arden B.		1,249	803	2,523	4,980	5,222	5,363	14,925	452
	3928,Fashion Show	Arden B.		5,091	8,098	11,429	17,550	17,025	16,573	27,306	1,820
	3929,Broadway Plaza	Arden B.		5,626	5,421	7,519	7,276	10,055	12,751	27,780	2,284
	3930,Riverchase Galleria	Arden B.		3,297	4,528	8,188	10,411	9,095	20,004	28,734	322
	3932,Northstar Mall	Arden B.		4,145	4,093	5,958	9,177	9,054	13,847	25,257	1,248
	3934,Monroeville Mall	Arden B.		3,670	4,132	8,247	7,011	6,151	11,296	20,881	125
	3935,Colorado Mills	Arden B.		2,361	1,231	933	2,345	496	1,155	541	839
	3936,Collins Ave	Arden B.		1,608	2,330	4,371	1,700	3,083	2,110	11,595	942
	3937,Park Meadows	Arden B.		4,321	3,961	4,573	7,465	7,638	12,135	27,639	1,753
	3938,Mall Of Greenhills	Arden B.		3,919	4,367	6,407	9,774	11,492	15,499	29,249	876
	3940,NYC - 3rd Avenue	Arden B.		7,128	5,858	11,819	17,280	17,483	14,904	26,375	1,689

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Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
0204,Arden B. Outerwear	3941,Wrentham Village	Arden B.																
	3943,Stony Point Mall	Arden B.																
	3945,Oak Park Mall	Arden B.																
	3946,Great Mall	Arden B.																
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
0205,Arden B. Access.	3300,San Francisco Center	Arden B.		4,937	6,919	6,301	8,762	3,695	3,912	6,910	7,266	5,952	6,908	6,527	6,306	6,744	6,669	6,680
	3301,The Shops @ Sunset	Arden B.		5,452	6,023	7,595	13,345	5,622	4,868	7,566	8,945	6,335	7,642	7,210	7,473	6,697	7,876	10,119
	3302,South Shore Plaza	Arden B.		4,518	5,790	7,219	11,960	4,628	4,263	7,138	8,379	7,140	6,596	4,946	7,437	8,554	6,974	8,410
	3303,The Gardens	Arden B.		4,267	6,001	6,086	12,066	6,549	5,364	7,929	6,704	6,696	6,775	5,613	5,969	4,802	4,006	5,652
	3304,Glendale Galleria	Arden B.		3,841	3,990	5,038	8,616	3,410	3,803	4,439	4,844	4,754	5,318	4,705	5,334	7,039	5,361	7,941
	3305,Houston Galleria	Arden B.		7,672	8,133	8,323	12,335	4,989	6,041	9,077	11,801	9,775	9,965	10,644	10,134	13,586	16,388	27,364
	3306,Fashion Valley	Arden B.		6,472	5,920	6,443	9,387	5,546	5,340	7,963	8,702	9,753	9,038	9,883	10,641	13,235	10,701	13,665
	3307,Santa Monica Place	Arden B.		3,619	3,577	3,653	5,486	3,800	2,662	2,611	3,722	3,460	3,642	2,932	2,843	3,525	3,474	4,114
	3308,Ala Moana	Arden B.		8,663	8,503	7,638	13,067	5,240	5,228	7,812	9,178	7,702	9,491	7,991	8,833	10,621	7,660	10,175
	3309,Mac Arthur Center	Arden B.		2,461	2,764	3,493	5,871	2,674	2,817	4,400	3,893	4,387	5,582	3,544	5,500	5,949	5,006	7,009
	3310,Fashion Island	Arden B.		8,229	10,135	8,692	12,601	6,275	5,503	8,443	7,865	8,412	9,912	9,961	10,520	16,007	13,975	18,661
	3311,Walnut Street	Arden B.		3,385	3,081	3,380	5,610	2,481	2,014	2,443	4,409	3,046	4,401	3,498	4,462	6,943	6,196	8,013
	3312,Newport Center Mall	Arden B.		5,504	4,674	3,958	8,958	5,112	4,182	5,759	6,126	4,834	8,221	6,467	7,229	7,044	8,886	10,702
	3313,Woodfield	Arden B.		6,257	5,382	5,635	11,198	4,734	4,820	6,813	6,386	6,420	8,068	5,152	7,516	9,296	10,019	13,040
	3314,Oak Street	Arden B.		11,056	9,286	8,150	9,771	5,249	6,129	8,592	12,602	10,886	14,013	9,813	12,252	14,666	15,594	19,703
	3315,Beverly Center	Arden B.		4,703	5,576	6,223	6,505	2,457	4,323	7,659	6,724	7,300	8,855	9,409	8,448	12,139	11,326	15,323
	3316,Bellevue Square	Arden B.		2,772	3,956	3,145	6,628	3,885	3,411	5,331	6,058	4,329	6,041	5,386	6,147	7,319	5,374	6,475
	3317,Dallas Galleria	Arden B.		6,777	7,005	8,054	10,883	5,845	6,941	10,664	12,335	10,841	13,163	7,953	7,488	8,404	4,740	12,579
	3318,Cherry Creek	Arden B.		8,398	7,044	6,084	9,724	6,701	5,429	7,170	8,390	5,808	6,996	5,118	5,928	6,373	8,495	9,496
	3319,Lenox Square	Arden B.		6,123	8,129	7,323	12,574	5,982	7,964	12,613	11,739	9,182	13,822	11,490	13,583	15,589	17,534	19,719
	3320,Town Ctr @ Boca Rato	Arden B.		6,524	7,993	6,742	11,850	7,425	6,667	8,906	11,590	8,093	7,383	7,482	10,268	12,376	11,200	12,997
	3321,George Town Park	Arden B.		4,230	3,715	2,727	6,281	3,056	4,655	4,664	5,526	4,688	4,128	3,044	3,710	3,996	3,260	5,949
	3322,The Atrium @ Chest	Arden B.		2,694	3,237	3,295	4,889	2,738	3,107	3,618	3,720	3,308	4,071	2,532	2,836	3,072	3,156	3,647
	3323,Mall Short Hills	Arden B.		11,338	7,892	9,992	13,109	5,303	5,761	7,950	12,515	8,061	8,145	7,068	6,657	8,291	7,632	15,464
	3324,Riverside Square	Arden B.		2,140	2,250	3,020	5,462	2,559	2,013	2,210	3,661	2,215	2,842	1,947	3,269	4,305	4,040	5,047
	3325,The Galleria	Arden B.		2,263	2,558	3,371	6,627	3,128	1,884	2,844	4,365	3,487	5,120	2,931	5,782	5,642	4,014	6,331
	3326,The Plaza (King Of P	Arden B.		5,923	4,735	5,549	8,234	3,574	4,028	6,857	7,393	5,188	5,785	4,476	6,513	8,156	6,385	9,011
	3327,Woodbury Commons/Out	Arden B.		374	409	1,537	4,985	2,764	2,014	1,896	3,493	2,896	3,514	2,637	4,084	3,331	2,184	5,016
	3328,Dadeland Mall	Arden B.		7,401	6,534	9,619	12,465	4,426	5,820	7,817	10,187	8,141	11,826	9,657	11,866	14,425	12,453	17,387
	3330,Somerset Collection	Arden B.		6,429	6,458	6,528	10,514	4,103	3,983	8,283	9,062	9,897	12,116	9,497	14,243	15,811	15,471	19,505
	3331,The Westchester	Arden B.		5,405	5,147	5,416	8,028	4,080	3,648	5,503	5,820	7,788	7,029	5,822	8,213	11,109	8,648	10,286
	3333,Montgomery Mall	Arden B.		4,697	3,792	5,007	8,384	5,648	5,125	7,051	7,499	11,108	9,694	6,883	8,717	11,877	14,608	11,701
	3334,Columbia	Arden B.		5,018	4,717	3,171	6,953	3,543	4,027	3,668	4,060	3,490	5,056	2,461	4,425	5,243	5,997	6,593
	3335,Haywood Mall	Arden B.		1,915	2,423	1,594	4,620	1,974	1,632	2,145	2,112	2,276	2,915	3,072	5,362	5,449	6,149	6,960
	3336,Buckland Hills	Arden B.		1,484	1,480	1,578	3,048	1,886	1,021	848	936	998	1,352	975	452			

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3941,Wrentham Village	Arden B.													4,970	12,312	5,123	5,783
	~~3943,Stony Point Mall~~	~~Arden B.~~																
	3945,Oak Park Mall	Arden B.																
0204,Arden B. Outerwear	3946,Great Mall	Arden B.												10,009	10,764	22,144	7,117	10,846
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	3300,San Francisco Center	Arden B.		14,870	8,666	10,502	16,537	13,557	15,789	15,822	10,086	11,316	12,779	7,215	7,654	10,834	3,795	6,742
	3301,The Shops @ Sunset	Arden B.		18,614	9,841	11,379	21,272	12,046	16,732	18,155	16,197	12,611	15,470	8,469	9,213	10,806	4,538	5,694
	3302,South Shore Plaza	Arden B.		18,049	10,832	12,479	20,204	16,800	18,035	21,213	14,798	16,347	20,704	13,866	18,429	28,927	8,315	11,942
	3303,The Gardens	Arden B.		10,155	4,093	5,771	11,267	5,671	8,979	12,614	9,266	9,525	11,920	5,616	9,707	13,268	3,211	5,642
	3304,Glendale Galleria	Arden B.		12,738	7,986	7,516	13,266	9,935	13,236	14,714	9,988	10,453	12,736	8,123	12,730	17,654	5,598	9,099
	3305,Houston Galleria	Arden B.		40,013	12,865	18,294	40,201	28,623	37,150	40,070	27,233	29,942	34,646	19,931	24,326	37,312	10,733	18,694
	3306,Fashion Valley	Arden B.		23,290	11,815	13,376	22,244	16,635	24,777	30,064	23,099	18,893	22,946	14,941	16,798	23,499	10,088	14,765
	3307,Santa Monica Place	Arden B.		6,883	4,427	7,435	11,341	8,552	9,657	10,944	6,142	6,496	9,299	6,271	5,363	8,720	3,093	4,665
	3308,Ala Moana	Arden B.		18,663	10,128	11,624	20,033	15,825	17,876	25,351	16,038	18,617	18,780	12,243	13,119	22,952	9,513	14,843
	3309,Mac Arthur Center	Arden B.		8,731	4,653	5,859	8,414	4,988	7,787	10,775	7,018	6,956	9,622	6,849	6,698	11,162	3,910	6,067
	3310,Fashion Island	Arden B.		26,996	15,959	15,515	30,550	23,533	29,375	38,571	28,521	31,550	29,671	17,889	19,798	35,972	11,292	14,978
	3311,Walnut Street	Arden B.		11,807	5,496	11,120	13,203	12,567	15,828	18,281	11,425	11,040	17,089	9,733	12,326	18,834	6,362	7,250
	3312,Newport Center Mall	Arden B.		17,674	8,047	10,223	12,851	13,081	12,514	16,646	10,901	13,650	13,670	9,210	11,040	13,324	4,698	5,982
	3313,Woodfield	Arden B.		20,455	8,426	9,414	15,693	10,617	17,848	19,803	15,484	19,403	19,621	13,054	16,967	27,754	8,801	11,611
	3314,Oak Street	Arden B.		22,903	13,475	13,289	19,942	15,651	16,729	26,341	19,526	21,857	25,119	12,392	12,629	20,485	6,846	10,809
	3315,Beverly Center	Arden B.		25,113	16,230	18,096	29,255	19,774	23,308	26,194	18,884	23,866	22,089	14,615	15,579	17,836	6,534	16,099
	3316,Bellevue Square	Arden B.		13,969	6,624	7,972	13,188	9,597	13,556	15,102	11,893	11,110	15,582	6,102	7,089	12,887	4,309	7,368
0205,Arden B. Access.	3317,Dallas Galleria	Arden B.		23,328	8,722	14,810	23,417	16,988	20,218	22,309	15,934	17,247	19,590	16,237	14,199	23,092	6,359	9,725
	3318,Cherry Creek	Arden B.		15,202	9,492	11,090	25,364	15,608	25,009	29,206	19,450	21,692	25,803	16,183	12,589	22,795	7,822	10,999
	3319,Lenox Square	Arden B.		24,832	17,841	17,410	31,179	23,281	30,401	33,678	25,642	27,023	31,708	22,730	18,781	27,708		
	3320,Town Ctr @ Boca Rato	Arden B.		23,849	14,013	16,571	25,842	18,354	23,901	23,718	15,729	15,737		2,490	18,329	22,889	7,814	10,791
	3321,George Town Park	Arden B.		9,788	6,336	8,635	9,774	7,997	10,234	10,682	7,916	6,507	8,464	5,959	5,118	6,170	2,515	3,185
	3322,The Atrium @ Chest	Arden B.		7,059	4,116	4,945	6,133	5,294	7,535	9,227	5,356	5,863	8,778	6,225	6,508	9,032	2,464	4,561
	3323,Mall Short Hills	Arden B.		20,661	10,702	14,062	25,252	19,835	20,872	21,292	12,948	14,501	17,193	10,909	12,732	21,876	6,348	7,379
	3324,Riverside Square	Arden B.		10,491	5,116	4,846	8,487	6,967	10,495	12,671	8,140	8,564	8,808	5,847	6,915	10,465	4,219	6,102
	3325,The Galleria	Arden B.		9,979	4,643	5,161	6,122	5,528	8,979	7,915	5,190	5,946	9,691	5,331	7,316	8,454	3,429	4,931
	3326,The Plaza (King Of P	Arden B.		16,300	7,295	9,892	11,803	9,233	11,590	10,665	9,380	11,249	13,541	9,109	13,713	20,676	5,816	10,400
	3327,Woodbury Commons/Out	Arden B.		5,074	2,324	4,662	2,682	2,717	4,544	3,862	1,551	4,751	6,530	4,355	11,368	6,925	2,350	3,584
	3328,Dadeland Mall	Arden B.		31,521	14,956	17,017	32,335	21,788	28,111	34,108	23,427	22,904	23,721	13,868	17,429	26,607	8,311	10,547
	3330,Somerset Collection	Arden B.		28,927	14,978	17,466	28,121	23,715	26,001	30,603	21,659	24,363	24,097	16,614	22,305	33,480	3,929	5,386
	3331,The Westchester	Arden B.		17,177	8,433	9,132	15,598	12,739	17,814	18,972	15,173	14,921	17,866	10,481	11,982	19,057	6,000	10,267
	3333,Montgomery Mall	Arden B.		22,657	11,313	10,546	17,713	15,385	23,541	23,806	17,173	19,630	23,719	14,228	16,679	27,548	8,259	11,310
	3334,Columbia	Arden B.		9,394	3,660	5,201	10,575	7,672	10,419	13,413	9,055	8,599	10,401	7,252	7,897	10,980	3,772	4,307
	3335,Haywood Mall	Arden B.		10,982	4,833	5,648	10,254	7,799	10,195	9,995	7,503	7,702	9,611	7,287	8,602	13,143	3,990	5,601
	3336,Buckland Hills	Arden B.																

MS 001320

Arden B. Monthly Sales by Group/Location

Group	Location	Location Trait	Month / Metrics	Mar 03 Sls All $	Apr 03 Sls All $	May 03 Sls All $	Jun 03 Sls All $	Jul 03 Sls All $	Aug 03 Sls All $	Sep 03 Sls All $	Oct 03 Sls All $	Nov 03 Sls All $	Dec 03 Sls All $	Jan 04 Sls All $	Feb 04 Sls All $	Mar 04 Sls All $	Apr 04 Sls All $	May 04 Sls All $
0204,Arden B. Outerwear	3941,Wrentham Village	Arden B.		5,368	14,479	9,566	9,734	5,845	7,061	4,548	16,129	24,030	31,898	4,510	9,610	10,067	9,838	7,096
	3943,Stony Point Mall	Arden B.								9,194	8,800	11,453	14,357	4,265	5,147	3,705	2,555	327
	3945,Oak Park Mall	Arden B.		2,511	4,706	1,794	5,319	8,504	10,461	12,131	7,425	13,258	27,408	10,993	14,709	7,543	3,639	748
	3946,Great Mall	Arden B.		15,846	13,757	7,971	13,574	8,130	6,058	5,808	19,030	30,106	36,741	3,166	11,130	12,061	11,102	9,748
	3947,532 Broadway	Arden B.			10,971	7,161	8,452	15,891	23,188	36,814	25,123	26,479	34,349	15,542	22,801	16,823	6,003	4,887
	3948,104 Fifth Avenue	Arden B.				294	5,657	6,556	10,114	17,674	13,368	15,606	12,758	8,823	13,976	9,485	6,390	2,511
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
0205,Arden B. Access.	3300,San Francisco Center	Arden B.		7,313	6,151	8,191	9,802	9,569	9,409	14,270	10,119	14,376	17,327	10,054	10,157	13,125	10,881	14,296
	3301,The Shops @ Sunset	Arden B.		7,836	7,017	7,162	8,701	5,991	9,849	8,541	6,749	10,425	16,867	6,302	9,284	9,947	7,462	11,773
	3302,South Shore Plaza	Arden B.		14,581	12,544	12,026	14,453	9,487	10,036	14,402	13,307	21,683	31,584	15,157	19,057	17,916	12,749	21,158
	3303,The Gardens	Arden B.		8,012	5,362	5,673	7,932	5,372	5,414	7,397	4,366	8,900	19,482	7,747	10,783	15,581	11,552	11,303
	3304,Glendale Galleria	Arden B.		9,802	10,046	8,609	13,611	8,655	8,990	10,337	8,311	12,766	21,592	12,679	15,577	11,963	9,692	17,463
	3305,Houston Galleria	Arden B.		23,475	14,863	17,617	22,132	17,233	16,271	28,065	26,587	32,943	41,108	28,806	24,944	26,969	19,341	23,746
	3306,Fashion Valley	Arden B.		18,927	17,525	16,732	21,724	17,805	17,494	25,141	24,824	30,511	39,586	24,325	30,873	27,608	22,911	29,362
	3307,Santa Monica Place	Arden B.		4,307	4,474	3,729	4,522	4,196	4,984	6,995	5,050	5,810	11,445	6,553	9,755	11,913	8,996	9,766
	3308,Ala Moana	Arden B.		19,479	12,869	12,484	18,670	15,400	13,854	22,292	12,067	15,940	27,069	10,696	13,888	16,113	12,161	16,949
	3309,MacArthur Center	Arden B.		5,416	4,883	6,113	7,370	5,805	5,809	6,245	8,026	10,345	16,691	6,441	10,482	10,600	7,379	9,238
	3310,Fashion Island	Arden B.		20,687	18,554	19,653	24,144	18,230	21,382	29,699	30,880	35,636	51,197	25,172	29,863	30,311	20,698	32,885
	3311,Walnut Street	Arden B.		12,136	11,391	9,759	12,698	10,356	10,250	15,789	12,039	17,210	22,235	8,730	15,089	16,572	14,575	14,284
	3312,Newport Center Mall	Arden B.		8,882	7,196	6,896	9,117	5,772	7,031	7,929	7,720	9,580	18,897	8,113	12,424	11,379	9,700	13,431
	3313,Woodfield	Arden B.		14,310	10,337	10,052	12,765	11,422	9,287	10,324	7,815	12,558	22,481	10,113	12,731	16,427	11,660	16,195
	3314,Oak Street	Arden B.		11,135	8,354	9,492	11,270	10,840	11,061	18,085	12,373	15,502	23,832	9,122	14,423	14,877	13,538	15,076
	3315,Beverly Center	Arden B.		13,067	12,065	11,775	17,877	14,492	18,432	22,267	21,539	27,073	32,726	19,370	28,178	20,449	12,212	19,535
	3316,Bellevue Square	Arden B.		7,804	7,224	5,850	7,092	6,385	9,633	10,895	9,997	9,796	20,118	9,769	11,895	13,471	13,757	14,734
	3317,Dallas Galleria	Arden B.		16,553	11,374	11,992	16,442	14,381	13,680	19,334	15,917	23,022	32,884	10,426	13,748	18,021	13,777	17,327
	3318,Cherry Creek	Arden B.		12,369	10,930	8,793	11,946	8,999	8,902	12,863	10,568	13,881	22,574	7,213	9,586	13,942	9,407	12,602
	3319,Lenox Square	Arden B.		19,686	17,861	20,104	24,880	14,865	17,460	28,087	26,920	33,335	46,111	18,916	26,992	29,089	23,091	29,659
	3320,Town Ctr @ Boca Rato	Arden B.		13,956	11,791	9,763	12,191	9,866	11,888	15,293	9,381	13,927	24,972	9,738	14,121	18,688	15,948	19,408
	3321,George Town Park	Arden B.		4,556	3,492	3,562	6,233	3,890	5,274	6,403	7,295	8,328	12,988	7,339	9,301	11,143	8,700	11,258
	3322,The Atrium @ Chest	Arden B.		3,980	3,562	3,662	4,985	3,601	4,136	5,447	5,842	8,225	14,775	7,164	7,729	12,552	8,066	6,962
	3323,Mall Short Hills	Arden B.		13,124	8,697	9,958	10,805	7,714	9,451	13,925	12,547	16,429	21,854	10,753	16,753	15,243	11,667	16,430
	3324,Riverside Square	Arden B.		5,557	7,029	5,424	6,994	6,728	5,529	7,070	5,658	7,366	11,955	4,160	6,634	8,422	8,437	10,648
	3325,The Galleria	Arden B.		5,840	5,445	5,183	6,086	4,997	6,841	11,736	11,203	14,710	22,682	11,574	11,145	12,987	10,586	12,670
	3326,The Plaza (King Of P	Arden B.		11,158	7,831	8,796	10,617	9,127	9,796	17,304	14,613	18,624	36,106	12,186	20,389	20,341	15,483	21,471
	3327,Woodbury Commons/Out	Arden B.		6,145	7,483	6,198	4,790	6,814	6,577	4,836	4,929	7,279	6,032	3,499	9,245	5,759	3,589	3,296
	3328,Dadeland Mall	Arden B.		14,308	11,532	17,876	15,425	11,519	12,534	18,597	13,488	16,540	30,021	12,944	14,462	16,658	16,946	21,821
	3330,Somerset Collection	Arden B.		15,463	19,178	17,716	21,465	16,821	17,532	26,191	21,937	31,522	45,931	17,331	24,510	26,589	19,526	26,753
	3331,The Westchester	Arden B.		11,664	9,406	12,142	11,323	8,547	10,615	14,156	12,626	15,730	27,693	12,771	15,899	18,475	12,348	17,948
	3333,Montgomery Mall	Arden B.		14,469	10,848	12,812	16,647	11,674	14,433	16,659	17,292	19,015	29,108	7,631				
	3334,Columbia	Arden B.		6,888	7,358	9,231	11,778	6,766	8,164	10,269	7,758	12,296	18,423	8,099	10,707	12,398	10,113	12,323
	3335,Haywood Mall	Arden B.		6,427	5,158	5,361	7,915	5,809	5,141	6,635	7,508	10,820	18,226	6,280	9,816	10,064	11,242	
	3336,Buckland Hills	Arden B.																

WS 001321

Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month / Metrics	Jun 04 Sls All $	Jul 04 Sls All $	Aug 04 Sls All $	Sep 04 Sls All $	Oct 04 Sls All $	Nov 04 Sls All $	Dec 04 Sls All $	Jan 05 Sls All $
	3941,Wrentham Village	Arden B.		6,264	5,555	7,882	9,486	5,527	6,784	12,410	445
	3943,Stony Point Mall	Arden B.		1,407	2,091	3,403	4,517	5,413	7,289	13,402	579
	3945,Oak Park Mall	Arden B.		2,386	4,870	6,997	10,821	7,823	10,957	28,442	564
0204,Arden B. Outerwear	3946,Great Mall	Arden B.		8,916	4,070	3,760	7,955	1,567	1,948	1,214	44
	3947,532 Broadway	Arden B.		5,310	8,211	10,552	17,969	23,972	28,819	39,410	2,214
	3948,104 Fifth Avenue	Arden B.		3,427	4,410	7,327	11,103	11,770	12,212	20,231	1,355
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	3300,San Francisco Center	Arden B.		16,980	8,140	8,269	7,770	7,673	6,041	14,224	515
	3301,The Shops @ Sunset	Arden B.		14,505	9,534	8,561	8,337	8,336	11,560	17,353	1,119
	3302,South Shore Plaza	Arden B.		20,326	15,476	17,014	20,914	13,010	17,552	32,935	1,415
	3303,The Gardens	Arden B.		13,867	11,846	11,910	6,901	6,851	11,362	23,237	1,100
	3304,Glendale Galleria	Arden B.		21,391	11,985	12,041	15,222	9,994	13,726	20,282	886
	3305,Houston Galleria	Arden B.		34,982	21,342	26,076	26,770	22,717	25,958	36,030	1,979
	3306,Fashion Valley	Arden B.		33,872	22,263	21,090	22,400	19,204	24,066	35,952	1,377
	3307,Santa Monica Place	Arden B.		13,474	8,959	10,209	11,239	6,155	7,786	12,032	646
	3308,Ala Moana	Arden B.		20,076	13,771	14,352	20,544	14,042	16,290	25,748	1,001
	3309,Mac Arthur Center	Arden B.		12,210	9,739	9,295	11,130	6,376	9,298	16,746	532
	3310,Fashion Island	Arden B.		36,700	24,975	29,897	30,730	18,714	30,325	38,554	2,213
	3311,Walnut Street	Arden B.		19,112	12,274	16,233	17,482	13,860	11,331	21,713	573
	3312,Newport Center Mall	Arden B.		17,849	11,662	11,023	14,258	10,618	11,022	20,168	631
	3313,Woodfield	Arden B.		20,428	12,778	13,101	14,963	9,001	13,474	25,230	480
	3314,Oak Street	Arden B.		20,262	11,875	13,215	15,949	11,634	11,624	16,839	385
	3315,Beverly Center	Arden B.		24,199	18,085	19,687	21,822	15,136	17,714	23,552	797
	3316,Bellevue Square	Arden B.		15,891	11,366	8,988	13,712	10,468	13,162	21,685	1,141
0205,Arden B. Access.	3317,Dallas Galleria	Arden B.		20,157	13,548	17,480	18,842	13,490	17,146	25,520	1,222
	3318,Cherry Creek	Arden B.		13,489	9,378	8,435	13,248	7,391	10,934	18,169	761
	3319,Lenox Square	Arden B.		35,214	23,236	26,814	34,218	27,880	29,473	43,913	1,222
	3320,Town Ctr @ Boca Rato	Arden B.		21,560	15,461	17,802	13,194	16,112	16,568	27,864	1,281
	3321,George Town Park	Arden B.		14,250	7,747	9,402	10,887	9,320	8,896	14,920	555
	3322,The Atrium @ Chest	Arden B.		8,043	4,652	5,882	7,374	4,749	6,327	10,506	413
	3323,Mall Short Hills	Arden B.		19,069	11,338	10,945	15,555	11,240	12,237	20,322	187
	3324,Riverside Square	Arden B.		11,617	7,487	8,140	11,304	6,306	8,160	14,892	720
	3325,The Galleria	Arden B.		14,142	10,298	11,440	13,735	9,287	12,089	17,808	915
	3326,The Plaza (King Of P	Arden B.		23,282	15,141	19,314	19,288	13,111	15,804	26,110	941
	3327,Woodbury Commons/Out	Arden B.		11,401	9,311	9,462	7,731	5,380	2,307	19,899	754
	3328,Dadeland Mall	Arden B.		28,855	17,488	18,985	20,843	16,560	18,951	35,235	1,188
	3330,Somerset Collection	Arden B.		30,146	20,079	21,758	22,206	15,165	19,556	29,430	1,265
	3331,The Westchester	Arden B.		21,163	13,328	15,853	16,286	12,310	14,081	25,525	514
	3333,Montgomery Mall	Arden B.									
	3334,Columbia	Arden B.		15,736	9,395	10,709	10,945	7,519	6,481	15,320	941
	3335,Haywood Mall	Arden B.									
	3336,Buckland Hills	Arden B.									

MS 001322

Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month / Metrics	Sep 00 Sls All $	Oct 00 Sls All $	Nov 00 Sls All $	Dec 00 Sls All $	Jan 01 Sls All $	Feb 01 Sls All $	Mar 01 Sls All $	Apr 01 Sls All $	May 01 Sls All $	Jun 01 Sls All $	Jul 01 Sls All $	Aug 01 Sls All $	Sep 01 Sls All $	Oct 01 Sls All $	Nov 01 Sls All $
	3337,Paramus Park	Arden B.		3,630	4,280	4,185	6,204	2,225	2,004	2,559	4,615	4,941	4,915	2,858	3,045	2,582	3,111	3,734
	3338,North Point Mall	Arden B.		1,110	1,758	1,205	4,044	1,926	1,614	1,142	1,064	1,164	2,317	1,762	1,601	1,062		
	3339,Perimeter Mall	Arden B.		1,693	1,850	3,002	5,536	2,154	1,644	2,334	2,411	3,199	3,241	3,399	3,410	3,458	4,094	4,576
	3340,Garden State	Arden B.		8,216	8,213	6,656	12,237	4,399	5,354	11,008	9,909	10,029	11,956	7,581	10,465	16,825	14,785	17,407
	3341,Willowbrook Mall	Arden B.		3,040	3,126	3,464	7,816	4,016	2,212	3,785	1,502							
	3342,Bridgewater Co	Arden B.		4,156	5,265	4,306	8,436	3,340	3,889	4,840	5,227	4,968	5,193	4,564	4,184	5,397	5,222	5,571
	3343,Freehold Raceway	Arden B.		3,830	4,808	5,279	7,891	3,838	4,031	4,994	5,729	4,701	5,311	3,773	5,191	4,953	4,585	5,055
	3344,Pentagon City	Arden B.		6,657	7,197	5,530	12,449	5,190	8,744	12,434	13,629	13,779	14,561	11,530	14,459	18,983	16,447	19,108
	3345,Rockaway Town Sq.	Arden B.		2,457	3,623	3,154	6,617	3,857	2,413	3,088	3,085	3,790	3,389	2,866	2,601	2,722	2,248	2,916
	3346,Northlake Mall	Arden B.		2,275	3,680	2,944	5,131	3,202	2,203	2,642	2,602	2,881	2,440	1,514	665	938	1,136	764
	3347,Keystone @ The Cross	Arden B.		6,792	6,438	6,697	12,180	5,067	6,879	7,641	8,893	6,951	9,125	7,755	8,887	10,560	8,785	11,170
	3348,Oak Brook	Arden B.		7,020	7,505	8,749	12,090	5,323	6,133	9,283	9,278	8,887	11,121	11,094	10,219	17,347	15,485	18,183
	3349,Towson Town Center	Arden B.		5,438	5,268	4,399	8,534	4,017	4,684	6,024	6,883	4,442	4,913	3,607	5,824	5,961	5,336	5,883
	3350,Town Center At Cobb	Arden B.		2,829	2,109	2,351	3,214	2,099	2,616	3,075	2,657	2,214	2,321	2,168	2,718	2,814	2,588	3,147
	3351,Gwinnett	Arden B.		1,708	1,416	1,498	3,385	1,485	1,318	1,208	1,012	1,980	1,407	803	903	393	808	1,434
	3352,Menlo Park	Arden B.		6,097	6,793	7,386	9,878	3,089	3,961	7,284	8,202	7,396	8,289	6,752	9,282	13,160	10,812	15,573
	3353,Stamford Town Center	Arden B.		4,106	3,818	3,545	7,751	2,669	3,237	3,606	3,550	4,706	5,855	3,884	4,140	4,532	3,307	5,215
	3354,Westfarms Mall	Arden B.		2,680	3,592	3,677	7,101	3,240	2,899	3,555	4,543	3,479	2,886	2,190	3,714	3,938	3,346	7,031
	3355,Danbury Fair	Arden B.		3,942	4,011	3,304	8,764	2,974	3,262	3,906	4,382	3,960	4,762	3,186	4,060	4,086	2,212	4,597
	3356,St Louis Galleria	Arden B.		7,334	8,012	9,107	12,468	4,027	5,407	7,630	10,233	10,293	13,082	9,281	11,233	15,659	13,519	18,644
	3357,Northbrook	Arden B.		4,205	3,509	2,968	5,092	1,718	3,477	3,170	3,145	2,839	3,552	1,987	2,655	4,812	4,298	5,582
0205,Arden B. Access.	3358,Mall Of America	Arden B.		4,957	4,377	3,642	6,897	3,382	3,356	2,959	4,651	2,836	4,146	3,478	5,727	5,598	6,664	7,988
	3359,Carousel Center	Arden B.		5,082	4,386	4,458	6,143	2,610	3,269	3,215	3,206	3,534	3,361	2,619	3,870	4,249	3,275	5,012
	3360,Burlington Mall	Arden B.		2,256	2,256	3,354	5,940	3,225	2,053	2,288	3,454	4,037	5,194	2,485	4,009	3,666	2,674	4,694
	3361,Annapolis Mall	Arden B.		3,571	2,841	2,123	4,848	1,717	2,448	3,061	2,735	3,404	2,686	2,820	3,441	1,805		
	3362,Willow Grove Park	Arden B.		3,715	3,461	4,872	7,384	2,784	2,507	4,613	4,301	4,608	4,811	4,179	3,748	5,259	3,460	5,112
	3363,Cambridgeside Galler	Arden B.		3,739	3,116	4,325	7,226	2,850	3,145	4,187	6,918	6,412	8,479	6,303	6,935	9,244	7,833	9,482
	3364,Mall Of New Hampshir	Arden B.		2,031	1,656	2,338	4,880	1,989	1,569	1,359	1,367	1,679	1,636	1,419	1,962	1,677	1,617	2,786
	3365,Orland Square	Arden B.		4,625	4,035	4,043	9,078	4,881	4,917	4,412	7,188	6,830	8,306	5,156	6,968	9,198	7,461	10,776
	3366,Ridgedale Cntr.	Arden B.		2,948	2,597	3,166	6,033	2,203	1,738	2,899	2,492	2,483	3,551	4,221	4,803	5,262	4,614	5,584
	3367,Baybrook Mall	Arden B.		3,205	2,534	2,640	6,360	2,810	2,263	2,424	2,456	3,150	3,713	3,527	3,998	4,565	2,999	4,136
	3368,Highland Mall	Arden B.		4,089	3,384	4,424	6,745	3,180	2,465	3,485	3,628	2,318	3,860	3,904	4,264	5,992	4,402	6,441
	3369,Meriden Square	Arden B.		1,208	1,340	1,439	3,327	1,380	1,179	1,386	1,319	989	1,011	910	1,116	798	883	1,757
	3370,Prudential Center	Arden B.		7,558	9,396	6,805	11,759	5,928	7,263	12,433	12,937	11,610	14,061	11,080	12,806	12,525	14,296	14,391
	3371,Scottsdale Center	Arden B.		3,804	4,413	5,105	6,707	3,958	2,308	4,398	6,466	4,471	6,699	5,348	5,387	5,982	5,266	5,294
	3372,The Parks Arlington	Arden B.		1,974	1,880	2,797	5,943	2,052	1,183	1,656	2,380	2,303	3,953	3,258	2,705	2,863		
	3373,Vista Ridge	Arden B.		1,621	2,165	2,071	4,624	2,408	1,498	1,411	2,446	1,548	2,334	1,999	2,649	1,931	1,700	2,892
	3374,Woodland Hills	Arden B.		1,942	1,937	2,391	4,120	2,750	1,745	1,553	1,935	1,379	2,258	2,014	2,523	4,463	3,749	5,549
	3375,Columbiana Center	Arden B.		2,573	2,750	3,099	5,902	1,934	2,107	2,849	4,335	2,578	2,599	2,496	3,410	4,857	4,540	5,989
	3376,The Woodlands	Arden B.		2,546	1,911	2,593	7,036	2,154	1,547	1,802	1,951	1,815	2,314	1,786	2,683	1,981	1,846	3,055
	3377,Southdale Center	Arden B.		2,488	2,236	2,084	4,616	2,380	1,194	1,302	3,290	2,180	3,254	2,564	3,459	3,363	3,012	3,678
	3378,Old Orchard	Arden B.		7,047	5,655	7,636	8,896	4,143	3,938	5,038	6,588	6,792	8,376	5,909	7,239	8,191	6,936	11,702

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Arden B. Monthly Sales by Group Evaluation

Group	Location	Location Trait	Month / Metrics	Dec 01 Sls All $	Jan 02 Sls All $	Feb 02 Sls All $	Mar 02 Sls All $	Apr 02 Sls All $	May 02 Sls All $	Jun 02 Sls All $	Jul 02 Sls All $	Aug 02 Sls All $	Sep 02 Sls All $	Oct 02 Sls All $	Nov 02 Sls All $	Dec 02 Sls All $	Jan 03 Sls All $	Feb 03 Sls All $
	3337,Paramus Park	Arden B.		8,438	4,141	4,955	7,782	7,193	9,836	10,328	8,931	8,989	9,079	5,091	5,612	9,679	2,656	4,287
	3338,North Point Mall	Arden B.																
	3339,Perimeter Mall	Arden B.		9,293	5,661	6,814	11,704	9,470	13,582	17,845	12,205	12,462	10,251	8,303	9,190	13,761	4,602	9,384
	3340,Garden State	Arden B.		26,611	16,866	20,420	35,411	26,922	30,749	35,302	20,288	25,229	28,937	18,082	21,653	32,346	11,614	14,526
	3341,Willowbrook Mall	Arden B.																
	3342,Bridgewater Co	Arden B.		10,568	4,307	5,740	10,666	5,894	10,162	13,096	8,950	11,458	11,119	8,643	10,407	18,032	4,094	3,478
	3343,Freehold Raceway	Arden B.		8,510	4,066	5,129	13,486	11,233	13,857	16,055	11,012	12,623	16,062	8,494	10,511	17,508	5,297	6,353
	3344,Pentagon City	Arden B.		27,555	16,436	16,826	29,382	24,935	32,955	33,524	23,932	20,919	29,552	20,704	21,108	34,167	14,763	19,669
	3345,Rockaway Town Sq.	Arden B.		6,765	1,368	2,794	4,016	2,800	4,676	6,257	4,193	4,603	6,413	4,226	6,062	7,354	1,530	2,329
	3346,Northlake Mall	Arden B.		2,085	1,894	2,641	2,246	735	669	2,243	1,310	2,605	2,279	1,586	1,514	2,138	1,411	2,594
	3347,Keystone @ The Cross	Arden B.		20,665	9,050	11,441	18,820	14,381	18,238	20,769	14,801	18,157	23,617	13,714	17,478	24,924	8,316	9,858
	3348,Oak Brook	Arden B.		24,685	11,986	11,955	25,350	24,598	28,195	16,325	6,895	16,612	21,454	12,285	14,739	26,599	7,458	10,927
	3349,Towson Town Center	Arden B.		11,675	4,904	9,757	13,905	11,551	12,330	15,472	10,888	11,052	14,507	8,818	13,417	18,002	6,405	10,077
	3350,Town Center At Cobb	Arden B.		7,991	5,008	4,139	7,336	4,204	6,221	7,750	5,723	5,717	9,094	5,347	6,116	8,316	2,584	3,279
	3354,Gwinnett	Arden B.		3,100	2,685	2,064	1,281	695	1,140	1,318	398	878	2,019	3,394	3,719	3,198	1,807	2,333
	3352,Menlo Park	Arden B.		28,555	12,864	13,426	23,096	16,772	20,259	20,730	16,598	17,657	22,479	13,774	18,343	23,471	7,799	11,653
	3353,Stamford Town Center	Arden B.		9,376	3,495	5,757	9,299	7,451	11,283	12,514	5,894							
	3354,Westfarms Mall	Arden B.		10,666	5,139	7,636	12,332	9,812	13,845	19,664	12,659	11,793	12,679	8,637	9,755	13,046	5,933	8,036
	3355,Danbury Fair	Arden B.		7,986	3,367	3,774	5,703	4,820	6,708	9,588	6,669	6,225	6,983	4,890	4,875	7,804	2,213	3,773
	3356,St Louis Galleria	Arden B.		29,417	9,691	16,387	30,386	22,108	23,032	30,585	20,886	24,365	20,306	12,375	15,078	27,142	8,007	11,008
0205,Arden B. Access.	3357,Northbrook	Arden B.		9,878	3,058	4,198	6,078	5,544	6,481	8,104	4,878	6,138	6,985	4,974	4,530	7,788	1,940	3,091
	3358,Mall Of America	Arden B.		13,736	9,226	10,417	19,775	13,620	17,250	22,542	17,988	18,244	22,112	11,997	14,447	22,767	6,925	10,697
	3359,Carousel Center	Arden B.		7,900	4,700	6,834	11,170	8,992	9,286	10,957	7,509	12,314	11,293	6,623	10,146	13,967	4,463	7,788
	3360,Burlington Mall	Arden B.		9,584	4,329	5,777	9,684	8,637	11,567	13,474	10,548	11,955	11,308	7,013	8,532	12,902	4,607	6,708
	3361,Annapolis Mall	Arden B.																
	3362,Willow Grove Park	Arden B.		9,554	4,356	6,650	11,249	6,831	9,628	12,205	8,888	10,657	14,142	8,642	11,504	16,564	5,360	8,297
	3363,Cambridgeside Galler	Arden B.		18,047	10,778	11,336	18,882	13,659	21,731	24,607	14,965	13,694	19,040	13,841	14,539	25,030	7,249	11,701
	3364,Mall Of New Hampshir	Arden B.		6,700	2,833	4,373	5,465	5,389	7,048	8,259	7,357	6,192	10,052	5,269	6,924	10,444	3,181	4,243
	3365,Orland Square	Arden B.		14,209	6,513	7,665	13,349	9,331	16,612	25,079	14,655	15,029	16,550	9,387	15,085	20,327	6,086	9,891
	3366,Ridgedale Cntr.	Arden B.		8,285	4,039	4,921	5,783	6,984	8,314	10,940	7,015	8,464	10,252	6,060	8,570	10,051	2,982	4,825
	3367,Baybrook Mall	Arden B.		7,613	2,687	4,093	6,149	5,749	8,911	10,278	9,584	9,139	11,201	6,542	6,557	10,971	3,241	5,313
	3368,Highland Mall	Arden B.		8,634	5,024	6,996	10,128	8,893	11,529	12,825	9,947	12,737	13,053	7,540	7,345	10,692	3,917	5,633
	3369,Meriden Square	Arden B.		2,498														
	3370,Prudential Center	Arden B.		18,574	12,237	15,099	30,267	27,131	34,504	31,268	26,860	24,465	30,642	21,041	20,787	30,272	12,822	15,953
	3371,Scottsdale Center	Arden B.		11,485	6,029	7,088	13,433	8,105	13,315	14,566	9,928	10,450	13,083	8,894	8,473	14,410	5,569	9,601
	3372,The Parks Arlington	Arden B.																
	3373,Vista Ridge	Arden B.		5,344	3,923	4,050	7,034	6,095	6,585	7,799	5,049	5,407	7,138	4,530	5,228	6,909	2,120	2,995
	3374,Woodland Hills	Arden B.		8,060	4,456	5,153	9,492	7,089	9,096	11,244	8,166	9,828	9,420	6,364	4,798	8,486	2,789	5,480
	3375,Columbiana Center	Arden B.		11,983	4,007	5,094	11,215	7,312	9,750	11,151	9,073	9,684	10,973	6,120	8,678	13,594	5,638	7,559
	3376,The Woodlands	Arden B.		7,174	2,935	3,395	7,517	5,677	7,599	8,650	9,754	8,596	10,280	7,271	8,711	11,405	4,347	5,007
	3377,Southdale Center	Arden B.		7,783	3,050	5,352	8,045	6,262	9,750	11,214	8,559	10,442	13,714	7,771	9,023	14,589	4,977	6,149
	3378,Old Orchard	Arden B.		19,200	7,340	8,486	18,995	17,331	24,389	27,666	17,353	21,283	23,969	14,294	15,765	23,416	5,708	10,624

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Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month / Metrics	Mar 03 Sls All $	Apr 03 Sls All $	May 03 Sls All $	Jun 03 Sls All $	Jul 03 Sls All $	Aug 03 Sls All $	Sep 03 Sls All $	Oct 03 Sls All $	Nov 03 Sls All $	Dec 03 Sls All $	Jan 04 Sls All $	Feb 04 Sls All $	Mar 04 Sls All $	Apr 04 Sls All $	May 04 Sls All $
	3337,Paramus Park	Arden B.		4,470	4,672	3,739	3,996	4,387	2,901	4,370	4,877	6,525	11,219	6,424	9,200	7,413	5,468	1,471
	3338,North Point Mall	Arden B.																
	3339,Perimeter Mall	Arden B.		8,840	7,819	7,214	9,313	7,550	7,969	9,058	8,177	9,716	16,975	6,594	10,337	12,007	9,987	13,602
	3340,Garden State	Arden B.		15,229	12,574	15,889	18,944	14,619	14,813	20,583	20,056	25,026	37,072	17,294	23,082	23,538	18,703	26,994
	3341,Willowbrook Mall	Arden B.																
	3342,Bridgewater Co	Arden B.																
	3343,Freehold Raceway	Arden B.		6,491	6,148	6,731	8,044	6,388	8,290	9,117	8,217	10,431	22,465	9,240	12,867	13,628	10,510	11,629
	3344,Pentagon City	Arden B.		22,572	15,071	19,756	27,681	17,922	16,566	20,651	27,769	23,850	40,283	19,588	28,367	25,234	20,160	22,987
	3345,Rockaway Town Sq.	Arden B.		2,963	2,573	3,279	3,696	3,363	3,076	4,461	4,445	8,444	15,746	6,977	5,947	12,010	7,147	9,144
	3346,Northlake Mall	Arden B.		3,260	5,574	3,370	2,543	2,566	3,658	2,411	3,307	4,117	5,586	699	4,906	2,871	3,399	5,043
	3347,Keystone @ The Cross	Arden B.		11,972	8,996	10,715	13,422	9,163	10,762	16,678	14,217	18,542	28,489	12,756	18,212	19,262	14,613	19,475
	3348,Oak Brook	Arden B.		13,149	8,814	9,888	11,175	10,069	11,478	16,877	19,378	24,498	33,737	14,030	20,809	22,511	18,147	18,797
	3349,Towson Town Center	Arden B.		10,271	9,279	8,616	9,978	7,651	7,072	9,576	9,367	14,775	26,171	11,377	16,514	15,829	11,032	14,115
	3350,Town Center At Cobb	Arden B.		3,205	2,991	2,865	4,621	3,605	4,116	7,083	5,240	6,406	13,588	2,923				
	3351,Gwinnett	Arden B.		2,467	4,272	4,425	4,515	5,258	4,896	3,676	3,309	3,928	2,859	332				
	3352,Menlo Park	Arden B.		15,608	11,054	12,293	13,654	9,087	11,357	16,487	15,432	16,627	29,997	14,295	17,650	16,499	14,580	21,965
	3353,Stamford Town Center	Arden B.																
	3354,Westfarms Mall	Arden B.		8,512	7,855	1,218												
	3355,Danbury Fair	Arden B.		4,388	2,848	3,208	4,101	3,119	4,194	4,257	3,684	5,706	10,665	1,488				
	3356,St Louis Galleria	Arden B.		14,234	9,052	11,837	15,124	11,605	11,171	17,374	14,202	16,173	26,932	10,175	11,159	10,291	9,497	14,334
	3357,Northbrook	Arden B.		3,686	2,527	3,074	4,325	2,964	3,141	4,488	3,954	4,364	11,570	2,588				
0205,Arden B. Access.	3358,Mall Of America	Arden B.		13,168	10,255	11,097	12,538	12,468	13,619	16,167	12,928	17,179	23,688	11,715	18,179	16,919	13,533	15,712
	3359,Carousel Center	Arden B.		6,839	7,571	5,567	6,781	5,700	6,715	9,209	8,073	11,407	15,780	7,098	10,906	12,409	8,697	9,412
	3360,Burlington Mall	Arden B.		6,588	5,326	5,907	6,609	4,167	5,815	6,202	7,601	9,592	20,027	8,670	10,089	15,769	9,633	13,057
	3361,Annapolis Mall	Arden B.																
	3362,Willow Grove Park	Arden B.		9,787	9,030	9,080	11,285	8,993	9,939	9,886	9,564	13,265	21,540	9,670	13,303	16,405	11,646	15,580
	3363,Cambridgeside Galler	Arden B.		12,711	11,269	11,741	10,871	9,691	8,453	15,018	11,693	15,486	26,388	10,894	13,383	18,953	14,371	16,035
	3364,Mall Of New Hampshir	Arden B.		4,923	4,258	3,897	4,821	3,995	5,237	5,173	4,539	6,750	13,775	6,230	5,199	8,318	6,671	6,541
	3365,Orland Square	Arden B.		10,993	9,803	8,968	11,964	8,262	8,235	11,373	7,283	14,849	21,390	9,052	11,705	15,824	11,642	16,121
	3366,Ridgedale Cntr.	Arden B.		6,041	3,959	4,558	5,432	6,054	5,051	8,507	5,700	8,478	15,530	7,506	8,801	13,165	9,089	9,331
	3367,Baybrook Mall	Arden B.		4,922	4,269	4,669	6,101	5,014	4,971	6,744	6,022	8,532	18,978	6,687	9,080	9,916	7,652	7,849
	3368,Highland Mall	Arden B.		5,470	4,258	3,029	4,422	3,805	4,668	6,808	5,155	7,611	10,914	5,446	7,357	8,172	7,076	8,032
	3369,Meriden Square	Arden B.																
	3370,Prudential Center	Arden B.		15,742	14,104	7,024	5,442	9,415	13,133	23,100	19,955	22,275	27,099	16,066	20,459	22,817	19,277	23,919
	3371,Scottsdale Center	Arden B.		10,921	7,865	7,893	8,565	7,759	9,340	14,126	11,164	17,056	26,007	12,674	17,050	17,851	13,198	16,881
	3372,The Parks Arlington	Arden B.																
	3373,Vista Ridge	Arden B.		3,344	3,074	2,959	3,113	2,835	3,218	4,869	3,869	4,853	8,782	290				
	3374,Woodland Hills	Arden B.		6,006	4,345	4,441	5,751	4,763	5,113	8,075	4,460	12,871	14,831	2,667				
	3375,Columbiana Center	Arden B.		8,968	6,208	6,220	7,856	5,918	7,516	8,990	7,774	11,708	21,507	8,282	10,571	13,164	8,129	9,777
	3376,The Woodlands	Arden B.		5,269	5,616	5,778	7,258	6,546	5,880	5,978	7,050	9,373	19,674	7,960	8,954	11,946	8,922	11,962
	3377,Southdale Center	Arden B.		8,622	5,328	6,021	6,676	6,522	5,597	9,344	6,901	9,523	17,109	8,438	10,779	12,922	8,920	10,713
	3378,Old Orchard	Arden B.		12,249	9,657	10,849	13,478	8,377	11,084	13,058	14,638	13,463	23,920	10,861	16,372	19,806	16,999	15,182

WS 001325

Arden B. Monthly Sales by Group/Location

Group	Location	Location Trait	Month / Metrics	Jun 04 Sls All $	Jul 04 Sls All $	Aug 04 Sls All $	Sep 04 Sls All $	Oct 04 Sls All $	Nov 04 Sls All $	Dec 04 Sls All $	Jan 05 Sls All $
	3337,Paramus Park	Arden B.									
	3338,North Point Mall	Arden B.									
	3339,Perimeter Mall	Arden B.		17,444	11,926	11,774	15,887	10,079	10,640	18,402	670
	3340,Garden State	Arden B.		28,465	21,061	21,141	23,602	15,302	16,133	30,900	1,214
	3341,Willowbrook Mall	Arden B.									
	3342,Bridgewater Co	Arden B.									
	3343,Freehold Raceway	Arden B.		15,581	11,265	14,105	15,459	11,814	15,245	25,844	1,244
	3344,Pentagon City	Arden B.		32,673	21,269	22,924	25,929	20,176	18,048	34,881	1,442
	3345,Rockaway Town Sq.	Arden B.		11,562	7,902	10,233	7,724	6,445	9,302	16,722	943
	3346,Northlake Mall	Arden B.		2,435							
	3347,Keystone @ The Cross	Arden B.		20,820	13,995	16,558	17,030	14,059	16,641	29,765	1,520
	3348,Oak Brook	Arden B.		24,978	14,336	18,462	16,328	9,380	10,563	23,308	876
	3349,Towson Town Center	Arden B.		16,560	9,061	9,826	12,094	9,644	10,401	24,627	603
	3350,Town Center At Cobb	Arden B.									
	3351,Gwinnett	Arden B.									
	3352,Menlo Park	Arden B.		21,368	15,603	16,815	22,343	14,293	16,292	29,696	1,027
	3353,Stamford Town Center	Arden B.									
	3354,Westfarms Mall	Arden B.									
	3355,Danbury Fair	Arden B.									
	3356,St Louis Galleria	Arden B.		20,033	14,898	13,925	17,973	10,749	13,087	24,557	932
	3357,Northbrook	Arden B.									
0205,Arden B. Access.	3358,Mall Of America	Arden B.		21,277	14,569	15,821	19,120	12,624	15,602	21,217	764
	3359,Carousel Center	Arden B.		10,982	9,615	10,620	13,958	7,936	11,932	19,189	469
	3360,Burlington Mall	Arden B.		11,517	8,405	10,584	11,047	7,089	8,660	17,136	282
	3361,Annapolis Mall	Arden B.									
	3362,Willow Grove Park	Arden B.		18,616	14,260	15,257	18,780	14,176	19,190	30,270	554
	3363,Cambridgeside Galler	Arden B.		20,473	11,813	14,532	16,179	12,964	15,288	24,309	817
	3364,Mall Of New Hampshir	Arden B.		9,816	5,901	8,364	8,622	4,963	9,919	18,541	784
	3365,Orland Square	Arden B.		19,162	13,041	13,283	15,252	13,754	15,744	25,932	854
	3366,Ridgedale Cntr.	Arden B.		12,012	8,876	9,680	10,695	6,631	7,731	16,291	253
	3367,Baybrook Mall	Arden B.									
	3368,Highland Mall	Arden B.		9,345	8,122						
	3369,Meriden Square	Arden B.									
	3370,Prudential Center	Arden B.		24,472	16,038	22,691	24,150	18,465	19,936	27,061	943
	3371,Scottsdale Center	Arden B.		15,679	10,089	12,991	16,338	11,013	12,887	20,775	795
	3372,The Parks Arlington	Arden B.									
	3373,Vista Ridge	Arden B.									
	3374,Woodland Hills	Arden B.									
	3375,Columbiana Center	Arden B.		12,776	9,392	12,392	16,579	10,306	14,120	27,586	584
	3376,The Woodlands	Arden B.		13,389	11,301	9,875	13,136	7,569	10,782	24,490	1,067
	3377,Southdale Center	Arden B.		12,871	9,536	11,253	12,733	8,804	12,071	21,536	825
	3378,Old Orchard	Arden B.		18,891	12,574	15,247	18,346	14,050	14,342	21,959	815

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Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3379,Providence Place Mal	Arden B.		5,119	4,645	6,506	8,021	4,119	3,622	4,932	5,701	6,659	5,693	4,415	6,877	7,424	6,559	7,925
	3380,Fayette Mall	Arden B.		3,277	3,479	3,562	6,233	2,342	1,540	2,118	2,472	2,501	2,719	3,713	3,589	4,496	3,894	5,516
	3381,Regency Square Mall	Arden B.		3,714	4,441	3,085	8,386	3,316	3,410	1,680								
	3382,Willowbrook	Arden B.		2,345	2,427	3,225	5,189	3,069	2,499	2,677	2,769	2,520	3,905	3,761	3,951	3,812	3,547	4,470
	3383,Mission Viejo Mall	Arden B.		2,404	2,562	2,931	7,329	2,539	2,624	3,289	3,535	4,460	3,729	3,248	4,384	4,337	4,173	5,072
	3384,Concord Mills/Outlet	Arden B.		490	856	704	3,676	3,995	2,552	3,793	1,952	1,999	1,680	1,776	2,168	2,027	1,847	1,660
	3385,Aventura Mall	Arden B.		2,653	9,520	7,987	12,848	5,472	4,755	9,501	12,738	10,168	11,561	11,718	12,272	14,257	13,112	22,748
	3386,Plaza Las Americas	Arden B.					17,904	7,934	5,171	8,389	9,386	9,826	10,221	9,144	10,850	15,318	13,553	20,823
	3387,Easton Towne Center	Arden B.														9,150	9,048	10,271
	3388,Gateway Mall	Arden B.															1,297	6,023
	3389,Streets At South Pol	Arden B.																
	3390,Arden Fair	Arden B.																
	3391,Halsted & Aarmitage	Arden B.														9,814	9,628	15,951
	3392,International Plaza	Arden B.														5,763	7,051	10,662
	3393,Willowbend Mall	Arden B.																8,413
	3395,Sherman Oaks	Arden B.																7,346
	3396,Florida Mall	Arden B.																
	3397,Valley Faire	Arden B.																
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.																
0205,Arden B. Access.	3401,Beachwood Place	Arden B.																
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.																
	3926,Farmers Market	Arden B.																
	3927,Chandler Mall	Arden B.																
	3928,Fashion Show	Arden B.																
	3929,Broadway Plaza	Arden B.																
	3930,Riverchase Galleria	Arden B.																
	3932,Northstar Mall	Arden B.																
	3934,Monroeville Mall	Arden B.																
	3935,Colorado Mills	Arden B.																
	3936,Collins Ave	Arden B.																
	3937,Park Meadows	Arden B.																
	3938,Mall Of Greenhills	Arden B.																
	3940,NYC - 3rd Avenue	Arden B.																
	3941,Wrentham Village	Arden B.																
	3943,Stony Point Mall	Arden B.																
	3945,Oak Park Mall	Arden B.																
	3946,Great Mall	Arden B.																
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
	Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

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Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3379,Providence Place Mal	Arden B.		13,660	5,742	8,371	17,677	15,094	17,985	19,422	14,315	15,611	18,015	9,140	12,646	20,552	6,953	10,328
	3380,Fayette Mall	Arden B.		9,440	3,389	3,981	6,508	6,139	6,900	8,361	5,307	7,386	10,532	6,042	4,726	9,934	2,607	4,385
	3381,Regency Square Mall	Arden B.																
	3382,Willowbrook	Arden B.		10,384	3,899	4,995	5,837	5,320	10,285	11,807	13,154	10,944	11,883	8,044	10,744	15,135	4,591	7,932
	3383,Mission Viejo Mall	Arden B.		10,459	4,441	5,644	9,370	8,311	11,078	12,628	10,210	9,442	11,758	6,138	9,254	14,546	4,576	5,764
	3384,Concord Mills/Outlet	Arden B.		3,919	2,541	2,847	4,766	3,448	3,100	4,671	5,422	4,252	8,429	6,586	8,049	6,344	4,237	4,641
	3385,Aventura Mall	Arden B.		30,260	18,113	20,557	39,060	22,064	27,273	33,771	27,493	28,650	25,865	13,318	17,873	23,570	8,888	13,274
	3386,Plaza Las Americas	Arden B.		33,755	16,717	17,467	31,730	25,575	34,544	36,842	23,524	25,296	29,538	16,440	18,066	31,449	8,205	14,287
	3387,Easton Towne Center	Arden B.		17,029	8,305	8,130	12,600	8,915	10,300	14,050	9,698	11,974	12,849	7,869	10,204	11,016	2,608	3,831
	3388,Gateway Mall	Arden B.		9,077	3,982	5,522	5,959	4,988	6,538	6,431	5,097	6,866	7,704	3,488	3,438	7,201	3,848	3,578
	3389,Streets At South Poi	Arden B.					20,412	9,968	11,384	8,998	6,621	6,069	9,175	6,178	5,083	8,592	2,880	4,367
	3390,Arden Fair	Arden B.					6,537	16,038	16,996	20,242	11,455	12,584	14,314	9,895	10,162	15,497	5,025	8,361
	3391,Halsted & Aarmitage	Arden B.																
	3392,International Plaza	Arden B.		17,727	9,088	9,538	11,146	6,676	10,609	12,865	7,825	7,449	10,030	6,408	7,143	9,184	3,635	5,643
	3393,Willowbend Mall	Arden B.		14,940	5,514	7,101	7,322	5,169	7,181	7,395	5,644	6,685	7,627	4,237	4,415	7,057	2,943	3,889
	3395,Sherman Oaks	Arden B.		20,536	11,333	14,944	22,205	14,265	15,385	21,966	10,725	16,157	17,261	10,689	9,943	15,519	5,431	10,526
	3396,Florida Mall	Arden B.		18,504	7,370	8,673	14,224	7,604	11,079	11,584	7,454	7,550	8,454	4,287	4,234	5,543	2,109	2,812
	3397,Valley Faire	Arden B.							12,933	24,761	17,559	15,434	16,909	10,069	12,404	16,950	5,680	9,223
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.						24,082	25,934	28,189	18,306	17,327	16,584	10,064	11,662	15,654	5,852	7,927
	3401,Beachwood Place	Arden B.																
0205,Arden B. Access.	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.												9,055	9,040	12,594	4,983	6,238
	3926,Farmers Market	Arden B.								4,030	18,644	16,297	17,620	14,958	14,985	20,853	8,968	12,922
	3927,Chandler Mall	Arden B.									1,000	6,405	5,857	4,231	3,699	4,989	2,452	2,122
	3928,Fashion Show	Arden B.							1,771	23,263	16,860	16,125	15,227	9,058	11,775	13,480	4,788	12,413
	3929,Broadway Plaza	Arden B.																5,548
	3930,Riverchase Galleria	Arden B.												1,609	11,278	16,951	2,875	5,377
	3932,Northstar Mall	Arden B.																
	3934,Monroeville Mall	Arden B.													5,433	14,333	3,283	5,474
	3935,Colorado Mills	Arden B.													6,754	4,666	1,377	1,836
	3936,Collins Ave	Arden B.										5,927	9,193	7,829	7,507	11,975	5,871	7,845
	3937,Park Meadows	Arden B.													5,972	13,093	3,517	4,172
	3938,Mall Of Greenhills	Arden B.													11,636	17,022	4,297	7,027
	3940,NYC - 3rd Avenue	Arden B.													8,902	20,973	9,224	11,986
	3941,Wrentham Village	Arden B.													4,985	8,873	2,504	3,997
	3943,Stony Point Mall	Arden B.																
	3945,Oak Park Mall	Arden B.																
	3946,Great Mall	Arden B.												10,578	11,287	11,656	7,224	7,774
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

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Arden B. Monthly Sales by Group/Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3379,Providence Place Mal	Arden B.		11,311	10,365	9,822	10,663	9,277	9,255	14,827	11,682	15,251	23,284	10,491	14,718	18,378	10,845	16,501
	3380,Fayette Mall	Arden B.		4,876	4,313	4,081	5,959	4,467	5,706	7,595	7,741	9,860	21,493	9,234	11,809	13,804	10,418	11,611
	3381,Regency Square Mall	Arden B.																
	3382,Willowbrook	Arden B.		7,923	5,161	6,480	7,504	7,641	6,511	7,301	5,322	9,629	18,651	7,779	10,185	10,675	8,237	10,490
	3383,Mission Viejo Mall	Arden B.		8,401	6,087	7,774	10,504	7,781	10,147	15,438	13,151	19,458	35,398	16,382	23,757	20,363	16,535	24,153
	3384,Concord Mills/Outlet	Arden B.		6,098	4,264	4,200	4,795	4,824	4,789	8,861	6,056	8,661	10,149	3,776	7,111	9,102	7,563	7,828
	3385,Aventura Mall	Arden B.		17,196	15,079	16,361	18,164	13,692	14,152	19,664	14,615	19,222	27,469	14,736	17,004	17,723	18,359	27,439
	3386,Plaza Las Americas	Arden B.		18,826	15,281	16,785	18,055	14,517	16,915	24,754	17,110	23,321	37,603	15,097	19,596	21,625	15,921	24,678
	3387,Easton Towne Center	Arden B.		7,776	8,094	7,542	9,935	8,482	8,968	12,463	10,269	15,907	22,857	8,595	13,357	16,409	13,633	12,957
	3388,Gateway Mall	Arden B.		4,434	4,269	4,055	4,582	5,137	6,001	7,355	5,182	8,278	15,395	7,505	7,262	10,263	7,384	8,493
	3389,Streets At South Poi	Arden B.		5,807	3,927	4,318	6,814	4,978	6,784	8,027	8,468	10,648	15,898	8,298	11,115	9,217	7,580	10,071
	3390,Arden Fair	Arden B.		10,566	7,008	6,889	8,946	6,943	7,144	9,472	9,236	11,686	21,886	8,040	10,395	12,691	8,997	10,568
	3391,Halsted & Aarmitage	Arden B.				1,073	10,692	6,799	7,556	9,407	6,610	6,973	11,986	8,863	10,321	11,104	10,125	12,103
	3392,International Plaza	Arden B.		7,562	6,718	6,316	8,055	5,979	7,818	7,704	6,224	10,544	16,875	7,300	9,813	11,853	11,062	11,130
	3393,Willowbend Mall	Arden B.		3,756	3,387	3,498	5,160	5,092	5,250	5,408	5,658	8,519	13,853	6,736	8,206	10,385	5,961	7,754
	3395,Sherman Oaks	Arden B.		10,854	10,067	13,735	15,632	12,086	11,289	18,608	18,588	20,867	25,136	18,034	21,673	21,018	13,063	19,739
	3396,Florida Mall	Arden B.		2,531	2,835	2,085	3,661	4,046	4,120	4,194	3,505	4,030	9,762	4,296	5,798	9,364	8,240	8,655
	3397,Valley Faire	Arden B.		12,539	8,968	10,704	13,812	10,040	12,281	16,113	17,484	19,895	32,652	13,365	14,239	16,714	12,265	20,471
	3398,Short Pump Town Ctr.	Arden B.								9,964	6,903	6,607	9,976	4,960	5,917	7,746	6,886	6,226
	3399,Roosevelt Field	Arden B.		10,357	7,927	10,270	10,498	7,975	10,495	13,892	11,094	15,646	25,873	14,498	14,476	15,835	11,028	18,089
	3401,Beachwood Place	Arden B.															3,734	18,680
0205,Arden B. Access.	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.		9,858	5,995	4,997	7,341	6,897	8,076	8,742	7,578	11,642	20,668	10,035	12,340	14,931	11,889	12,784
	3926,Farmers Market	Arden B.		13,894	10,886	13,373	17,417	14,864	14,062	21,353	18,217	24,464	32,018	17,977	25,419	23,775	16,287	22,511
	3927,Chandler Mall	Arden B.		2,513	2,600	2,682	2,900	2,524	3,218	5,288	3,885	5,435	11,529	6,648	7,416	7,905	5,889	6,102
	3928,Fashion Show	Arden B.		11,003	9,420	10,679	13,257	12,685	13,218	22,839	17,660	24,806	33,645	17,513	27,201	19,638	15,052	22,234
	3929,Broadway Plaza	Arden B.		9,165	7,028	9,670	11,016	9,744	9,187	10,536	8,402	13,475	24,288	11,780	10,748	17,596	11,498	16,423
	3930,Riverchase Galleria	Arden B.		5,879	3,360	3,052	5,904	4,049	4,978	7,515	7,866	12,486	25,029	10,001	11,862	14,542	9,489	12,532
	3932,Northstar Mall	Arden B.									19,799	26,075	32,070	11,278	16,170	18,582	13,825	15,356
	3934,Monroeville Mall	Arden B.		7,355	5,911	5,206	5,439	3,902	5,272	7,742	6,330	11,037	18,286	5,731	9,574	10,206	7,767	10,831
	3935,Colorado Mills	Arden B.		2,842	3,302	2,662	2,718	2,182	2,011	2,282	2,212	3,996	4,459	1,458	3,673	3,737	2,470	3,126
	3936,Collins Ave	Arden B.		12,754	7,458	7,501	9,460	7,696	10,372	10,454	7,382	9,391	17,608	7,405	13,619	16,752	10,762	15,012
	3937,Park Meadows	Arden B.		5,484	5,312	6,064	6,544	5,168	5,501	4,607	5,606	7,012	14,498	5,549	8,563	11,633	8,054	9,637
	3938,Mall Of Greenhills	Arden B.		8,188	6,136	5,237	6,720	6,315	7,989	11,263	10,817	14,503	26,721	10,445	15,677	15,578	9,213	14,204
	3940,NYC - 3rd Avenue	Arden B.		15,730	11,350	12,227	15,615	11,581	8,849	20,863	17,816	19,845	24,876	11,952	20,122	19,802	15,360	26,415
	3941,Wrentham Village	Arden B.		7,281	6,466	9,606	10,024	8,378	8,775	6,512	5,631	7,475	9,178	1,931	5,141	3,997	5,437	5,182
	3943,Stony Point Mall	Arden B.								4,694	6,588	6,622	11,095	3,823	4,577	5,753	3,813	5,282
	3945,Oak Park Mall	Arden B.		4,176	8,180	8,365	9,402	7,099	9,233	11,742	5,739	11,827	19,712	8,153	10,918	12,636	11,425	13,265
	3946,Great Mall	Arden B.		12,524	6,848	7,691	8,555	13,862	8,808	11,362	6,902	12,210	15,696	4,319	12,025	9,279	18,396	10,214
	3947,532 Broadway	Arden B.			13,494	13,187	14,443	10,446	10,547	20,445	19,443	19,361	28,359	13,020	15,948	17,496	14,906	23,980
	3948,104 Fifth Avenue	Arden B.				1,555	16,806	10,320	11,471	17,046	10,757	15,311	22,249	11,439	16,574	18,385	13,736	21,662
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

MS 001329

Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month / Metrics	Jun 04 Sls All $	Jul 04 Sls All $	Aug 04 Sls All $	Sep 04 Sls All $	Oct 04 Sls All $	Nov 04 Sls All $	Dec 04 Sls All $	Jan 05 Sls All $
	3379,Providence Place Mal	Arden B.		19,490	11,592	11,301	15,006	9,866	12,895	19,654	1,049
	3380,Fayette Mall	Arden B.		13,452	9,683	12,022	14,802	10,317	14,014	23,030	160
	3381,Regency Square Mall	Arden B.									
	3382,Willowbrook	Arden B.		13,407	11,506	14,884	12,337	9,738	11,082	20,867	903
	3383,Mission Viejo Mall	Arden B.		26,774	13,706	16,049	18,371	15,402	15,756	31,155	1,334
	3384,Concord Mills/Outlet	Arden B.		8,836	11,120	11,467	9,998	6,031	7,901	12,617	518
	3385,Aventura Mall	Arden B.		24,426	20,885	22,377	20,671	16,388	20,632	30,620	2,890
	3386,Plaza Las Americas	Arden B.		28,295	16,842	20,882	22,936	17,444	20,368	32,221	1,409
	3387,Easton Towne Center	Arden B.		16,397	12,226	14,399	14,517	8,539	11,106	16,963	327
	3388,Gateway Mall	Arden B.		12,380	8,090	8,250	6,631	5,044	6,814	12,549	694
	3389,Streets At South Poi	Arden B.		11,893	8,326	11,331	13,221	6,107	9,736	15,394	603
	3390,Arden Fair	Arden B.		15,568	11,608	9,743	13,197	9,130	12,470	17,181	721
	3391,Halsted & Aarmitage	Arden B.		12,951	9,575	11,865	13,502	8,725	9,763	15,121	479
	3392,International Plaza	Arden B.		13,404	13,957	12,529	12,625	8,370	12,705	20,037	624
	3393,Willowbend Mall	Arden B.		11,282	7,613	10,621	8,706	7,805	7,199	13,436	349
	3395,Sherman Oaks	Arden B.		22,669	14,137	13,126	17,535	14,391	13,340	23,240	1,040
	3396,Florida Mall	Arden B.		12,351	9,258	8,035	7,869	5,974	6,345	14,586	1,447
	3397,Valley Faire	Arden B.		21,394	14,842	14,826	14,959	9,877	13,827	19,548	411
	3398,Short Pump Town Ctr.	Arden B.		7,286	5,456	6,336	8,967	6,291	6,093	15,107	258
	3399,Roosevelt Field	Arden B.		20,244	15,606	14,093	15,830	11,714	9,433	23,012	1,108
0205,Arden B. Access.	3401,Beachwood Place	Arden B.		21,088	16,135	16,324	19,912	11,400	12,800	22,086	635
	3402,Cherry Hill	Arden B.							8,736	24,273	1,061
	3925,Mall At Millenia	Arden B.		15,804	14,292	14,418	12,732	9,471	11,020	22,996	1,344
	3926,Farmers Market	Arden B.		24,784	16,010	20,880	22,009	14,183	17,695	21,613	959
	3927,Chandler Mall	Arden B.		8,293	5,934	7,139	8,767	7,522	10,808	16,327	567
	3928,Fashion Show	Arden B.		19,080	14,716	17,032	23,175	13,760	12,921	20,503	1,167
	3929,Broadway Plaza	Arden B.		20,418	13,140	13,336	14,859	12,170	13,147	19,840	766
	3930,Riverchase Galleria	Arden B.		15,568	9,588	10,934	14,030	9,627	11,482	18,924	282
	3932,Northstar Mall	Arden B.		19,391	16,031	18,313	17,735	14,062	18,203	28,052	1,324
	3934,Monroeville Mall	Arden B.		10,606	6,901	9,598	10,425	6,044	9,442	14,831	567
	3935,Colorado Mills	Arden B.		4,535	4,677	6,585	4,722	3,396	3,087	5,752	230
	3936,Collins Ave	Arden B.		17,788	13,422	13,599	6,920	9,677	10,104	17,086	2,155
	3937,Park Meadows	Arden B.		11,105	7,843	8,541	9,609	5,670	6,085	15,562	673
	3938,Mall Of Greenhills	Arden B.		17,719	12,472	15,467	15,441	11,881	12,857	23,155	914
	3940,NYC - 3rd Avenue	Arden B.		29,582	15,309	18,603	25,097	17,777	17,411	25,795	999
	3941,Wrentham Village	Arden B.		12,786	14,309	12,584	9,053	4,432	9,025	19,899	614
	3943,Stony Point Mall	Arden B.		6,197	5,867	5,872	6,414	5,100	5,938	9,056	176
	3945,Oak Park Mall	Arden B.		11,611	9,899	9,447	11,999	6,929	9,418	17,010	410
	3946,Great Mall	Arden B.		18,143	13,221	11,379	11,621	7,035	10,104	19,686	347
	3947,532 Broadway	Arden B.		26,429	14,477	17,195	25,389	18,786	13,459	23,411	1,440
	3948,104 Fifth Avenue	Arden B.		25,116	15,605	14,764	20,027	11,388	16,422	21,393	682
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

MS 001330

Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	~~3300,San Francisco Center~~	~~Arden B.~~																
	3301,The Shops @ Sunset	Arden B.																
	~~3302,South Shore Plaza~~	~~Arden B.~~																45
	3303,The Gardens	Arden B.														48		
	3304,Glendale Galleria	Arden B.																
	3305,Houston Galleria	Arden B.																
	3306,Fashion Valley	Arden B.																
	3307,Santa Monica Place	Arden B.							64						12	16		
	3308,Ala Moana	Arden B.									64							
	3309,Mac Arthur Center	Arden B.												42		19		
	3310,Fashion Island	Arden B.																
	3311,Walnut Street	Arden B.															48	
	3312,Newport Center Mall	Arden B.																
	3313,Woodfield	Arden B.																
	3314,Oak Street	Arden B.																
	3315,Beverly Center	Arden B.																
	3316,Bellevue Square	Arden B.																
	3317,Dallas Galleria	Arden B.																
	3318,Cherry Creek	Arden B.																70
	3319,Lenox Square	Arden B.														60		76
0206,Arden B. Total Misc.	3320,Town Ctr @ Boca Rato	Arden B.																
	3321,George Town Park	Arden B.																
	3322,The Atrium @ Chest	Arden B.																
	3323,Mall Short Hills	Arden B.																
	3324,Riverside Square	Arden B.																
	3325,The Galleria	Arden B.																
	3326,The Plaza (King Of P	Arden B.														27		21
	3327,Woodbury Commons/Out	Arden B.										49						
	3328,Dadeland Mall	Arden B.															41	
	3330,Somerset Collection	Arden B.																
	3331,The Westchester	Arden B.																
	3333,Montgomery Mall	Arden B.																
	3334,Columbia	Arden B.														29	98	
	3335,Haywood Mall	Arden B.																
	3336,Buckland Hills	Arden B.							15									
	3337,Paramus Park	Arden B.															15	
	3339,Perimeter Mall	Arden B.																
	3340,Garden State	Arden B.																
	3342,Bridgewater Co	Arden B.																
	3343,Freehold Raceway	Arden B.																
	3344,Pentagon City	Arden B.																
	3345,Rockaway Town Sq.	Arden B.																

MS 001331

Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month / Metrics	Dec 01 Sls All $	Jan 02 Sls All $	Feb 02 Sls All $	Mar 02 Sls All $	Apr 02 Sls All $	May 02 Sls All $	Jun 02 Sls All $	Jul 02 Sls All $	Aug 02 Sls All $	Sep 02 Sls All $	Oct 02 Sls All $	Nov 02 Sls All $	Dec 02 Sls All $	Jan 03 Sls All $	Feb 03 Sls All $
	3300,San Francisco Center	Arden B.				88	56	48	4		4			18	35	21	17	39
	3301,The Shops @ Sunset	Arden B.					24	1	60		87	96	32	4	1	128	77	119
	3302,South Shore Plaza	Arden B.		517	42		6	49	39	28	28	38	29	32	249	287	423	344
	3303,The Gardens	Arden B.								149		1	4		25	1		1
	3304,Glendale Galleria	Arden B.					8		103	9		40				94		38
	3305,Houston Galleria	Arden B.			68			30	11	100	64	216	80	672	429	398	229	163
	3306,Fashion Valley	Arden B.			58	58		14	7	110	12	27	204			29		
	3307,Santa Monica Place	Arden B.					4		10	2		8	23	24		11	7	
	3308,Ala Moana	Arden B.					19	2	5		44	2			39	63	97	
	3309,Mac Arthur Center	Arden B.						1					8			1		
	3310,Fashion Island	Arden B.			78		37	19	8	37	4	192	180	127	365	417	265	35
	3311,Walnut Street	Arden B.						15	7	74	320	189	127	649	96	528	284	64
	3312,Newport Center Mall	Arden B.				29		22	112	59	15	75	115	65	4	50	114	103
	3313,Woodfield	Arden B.		34	74		92	2	119	177	292	280	275	137	68	429	453	34
	3314,Oak Street	Arden B.				29	16	24	101	152	64	41	64	331	27	61	110	76
	3315,Beverly Center	Arden B.							2	40			91	309	30	69		25
	3316,Bellevue Square	Arden B.						120	27	100	20	5		100	58	13		29
	3317,Dallas Galleria	Arden B.			147		8	8	135		19	9	16	854	131	220	35	
	3318,Cherry Creek	Arden B.						38	113	404	251	48	378	302	167	500	662	174
	3319,Lenox Square	Arden B.		49	98	98	10		126	4		146	292	400	475	188		
	3320,Town Ctr @ Boca Rato	Arden B.		40	127	98	98	10	46	42		52			139	164	105	
0206,Arden B. Total Misc.	3321,George Town Park	Arden B.							50			5	170	124	131	32	6	44
	3322,The Atrium @ Chest	Arden B.			75	12	49		12	120	84	42	96	89	96	296	246	225
	3323,Mall Short Hills	Arden B.							1			20		298	279	155	2	1
	3324,Riverside Square	Arden B.							10	3		78			34		178	74
	3325,The Galleria	Arden B.						98			14	1	26	126	33	30		
	3326,The Plaza (King Of P	Arden B.		239		246	246	155	2	39	11	11	6	104	6	38	56	110
	3327,Woodbury Commons/Out	Arden B.				10	6	509	1	20						1	75	209
	3328,Dadeland Mall	Arden B.							2			20	3	163	154	593	86	68
	3330,Somerset Collection	Arden B.		62		68	54	36	3		50	45	43	6	261	201	274	
	3331,The Westchester	Arden B.					102		3	2			1	5	74	188	25	45
	3333,Montgomery Mall	Arden B.				103		3	1	28		49	163	214	109	540	101	51
	3334,Columbia	Arden B.			37	58	34	15	88		26	1	60	259	150	75	6	38
	3335,Haywood Mall	Arden B.		123		68			68	31	68		27	43	33	126	186	128
	3336,Buckland Hills	Arden B.																
	3337,Paramus Park	Arden B.			17			98		112			118		25	52	22	93
	3339,Perimeter Mall	Arden B.			40				6	3	20	119	105	19	84	156	7	133
	3340,Garden State	Arden B.			35		268	7		33	1		161	100	297	417	73	
	3342,Bridgewater Co	Arden B.		68	25	98	36	182	167	140	136	18	107			195	76	50
	3343,Freehold Raceway	Arden B.		30	98		39		106	98	25		75			300	35	12
	3344,Pentagon City	Arden B.					12	100	8	14	14	58	7	1,035	653		350	171
	3345,Rockaway Town Sq.	Arden B.							1		3	85	35			240	51	

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Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3300,San Francisco Center	Arden B.		28	4	12	123	139	17	62	102	8	148	18	14	14	76	14
	3301,The Shops @ Sunset	Arden B.		24	22							39	157	70	48	1	34	15
	3302,South Shore Plaza	Arden B.		290	13	26	91	12	202	36	59	118	152	15	18	34	36	25
	3303,The Gardens	Arden B.							5		2							
	3304,Glendale Galleria	Arden B.		10	29	52	11	17	66	33	25	45	25	4	203	100	130	103
	3305,Houston Galleria	Arden B.		387		15	24	23	7	12	14	130	24	344	168	74	2	14
	3306,Fashion Valley	Arden B.				173		32		14			208	515	128		211	154
	3307,Santa Monica Place	Arden B.		4			78	10			23		2	2		52	54	46
	3308,Ala Moana	Arden B.					136	94	74	15	64	38	5	180	79	34	53	23
	3309,Mac Arthur Center	Arden B.			15			35					60		17			
	3310,Fashion Island	Arden B.		124	8	37	1	30	182	84	317	10	131	80	2	180		
	3311,Walnut Street	Arden B.		16	6	135	11	7	64	42	26	50	103	8	84	10		28
	3312,Newport Center Mall	Arden B.		194	42	69	132	4	29	4		3	70			70	50	
	3313,Woodfield	Arden B.		103	143	91	65	24	60	22	19	28	68		9	8	1	2
	3314,Oak Street	Arden B.		18	7	32	77	32	7	6	11		7				216	3
	3315,Beverly Center	Arden B.								98		253	78	682	90			
	3316,Bellevue Square	Arden B.		44	43	17	34	86	32	54	37	114	61		30	49	4	26
	3317,Dallas Galleria	Arden B.					29			6	6	10	18	7	7	22	4	
	3318,Cherry Creek	Arden B.		127	54	103	31	8	10	19		82	7			1		4
	3319,Lenox Square	Arden B.		6	117	57	22	27	15	34	1				28	298	1	87
	3320,Town Ctr @ Boca Rato	Arden B.		59	78					26	29	10	20	24		16	2	2
0206,Arden B. Total Misc.	3321,George Town Park	Arden B.		48	53					4		6	2			59	2	
	3322,The Atrium @ Chest	Arden B.		149	35	16		4	3	4	12	19	4	9	6	4	8	16
	3323,Mall Short Hills	Arden B.				1	84			78		100	84	104	2			
	3324,Riverside Square	Arden B.		133												40		1
	3325,The Galleria	Arden B.													14			
	3326,The Plaza (King Of P	Arden B.			74	51				6	4	2	184	24	2			108
	3327,Woodbury Commons/Out	Arden B.		209	109	52	21	43	35	15	2	63	25	25	25	19		25
	3328,Dadeland Mall	Arden B.				1		48		1	8	6	98	48	13	10		120
	3330,Somerset Collection	Arden B.				3	2	4	69	158	4	58		30		68	2	10
	3331,The Westchester	Arden B.		12		78	24		49	140			44		28			
	3333,Montgomery Mall	Arden B.			96	23	100	57	41	81	33	7	63	2				
	3334,Columbia	Arden B.		6	119	88	3			88	107	155	171	92	81	101	109	75
	3335,Haywood Mall	Arden B.		65	41		30	8	3	37	2	12	20	18	4	16	12	
	3336,Buckland Hills	Arden B.																
	3337,Paramus Park	Arden B.		231	203	53	3	47	58	16	11	64	8	1	1	1	3	8
	3339,Perimeter Mall	Arden B.		281	29	68	1			9	64			2				2
	3340,Garden State	Arden B.		80	58	7	89	215			15	22	2		224	145		26
	3342,Bridgewater Co	Arden B.																
	3343,Freehold Raceway	Arden B.		1									25					
	3344,Pentagon City	Arden B.			74	19	8	78		55	151	118	667	599	238	251	8	282
	3345,Rockaway Town Sq.	Arden B.			25	34				12	2		4					

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Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month / Metrics	Jun 04 Sls All $	Jul 04 Sls All $	Aug 04 Sls All $	Sep 04 Sls All $	Oct 04 Sls All $	Nov 04 Sls All $	Dec 04 Sls All $	Jan 05 Sls All $
	3300,San Francisco Center	Arden B.		9	54	26	16	28	29	14	4
	3301,The Shops @ Sunset	Arden B.		2	30					98	
	3302,South Shore Plaza	Arden B.		23	49	77	57	161	64	174	5
	3303,The Gardens	Arden B.		120	6	8	2	6	30	76	14
	3304,Glendale Galleria	Arden B.			28	73	6	11	24	133	
	3305,Houston Galleria	Arden B.		6	32	115	68	31	601	519	64
	3306,Fashion Valley	Arden B.		119	94	103	51	28	153	516	18
	3307,Santa Monica Place	Arden B.		82	32	30		65	49	112	
	3308,Ala Moana	Arden B.		8			133	17	30	112	
	3309,Mac Arthur Center	Arden B.		28	148		35		18	146	
	3310,Fashion Island	Arden B.		4	28	23	17		163	221	57
	3311,Walnut Street	Arden B.		8	100		134	2	11	58	
	3312,Newport Center Mall	Arden B.		2		14	35	136	68	240	18
	3313,Woodfield	Arden B.		68		42	20	4	10	237	
	3314,Oak Street	Arden B.		24	17	4	81	27	106	143	
	3315,Beverly Center	Arden B.		8	21	4	8	168	156	70	
	3316,Bellevue Square	Arden B.		14	1	74	563	49	35	34	
	3317,Dallas Galleria	Arden B.		22	4	16		205	135	185	3
	3318,Cherry Creek	Arden B.		32	1		58	455	2	51	
	3319,Lenox Square	Arden B.		76	100	20	56	241	15	494	18
0206,Arden B. Total Misc.	3320,Town Ctr @ Boca Rato	Arden B.				20	19	2	70	12	40
	3321,George Town Park	Arden B.		6				31		15	
	3322,The Atrium @ Chest	Arden B.		4	170	14	9	79	30	10	
	3323,Mall Short Hills	Arden B.		2	35	151	90	15	18	154	
	3324,Riverside Square	Arden B.		1	2	58	25	130		17	
	3325,The Galleria	Arden B.					109		11	254	
	3326,The Plaza (King Of P	Arden B.		36		162	98	6	92	422	
	3327,Woodbury Commons/Out	Arden B.		15	18	20			10	13	
	3328,Dadeland Mall	Arden B.		12			176	40		116	
	3330,Somerset Collection	Arden B.		45	116	2	364	78	30	11	
	3331,The Westchester	Arden B.				176	64		22	62	18
	3333,Montgomery Mall	Arden B.									
	3334,Columbia	Arden B.		94	32	19	104	175		266	5
	3335,Haywood Mall	Arden B.									
	3336,Buckland Hills	Arden B.									
	3337,Paramus Park	Arden B.									
	3339,Perimeter Mall	Arden B.		6	6	7	193	84	81	133	38
	3340,Garden State	Arden B.		16	33	27	42	86	17	258	18
	3342,Bridgewater Co	Arden B.									
	3343,Freehold Raceway	Arden B.				68	326		18	217	
	3344,Pentagon City	Arden B.		25		53	258	332	480	549	30
	3345,Rockaway Town Sq.	Arden B.				28		40	11	98	

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Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3346,Northlake Mall	Arden B.																
	3347,Keystone @ The Cross	Arden B.																
	3348,Oak Brook	Arden B.																
	3349,Towson Town Center	Arden B.													18			
	3350,Town Center At Cobb	Arden B.																
	3351,Gwinnett	Arden B.																
	3352,Menlo Park	Arden B.																
	3353,Stamford Town Center	Arden B.																
	3354,Westfarms Mall	Arden B.									55					23	17	
	3355,Danbury Fair	Arden B.														88		
	3356,St Louis Galleria	Arden B.																
	3357,Northbrook	Arden B.																
	3358,Mall Of America	Arden B.																
	3359,Carousel Center	Arden B.																
	3360,Burlington Mall	Arden B.																
	3362,Willow Grove Park	Arden B.																
	3363,Cambridgeside Galler	Arden B.																
	3364,Mall Of New Hampshir	Arden B.																
	3365,Orland Square	Arden B.																
	3366,Ridgedale Cntr.	Arden B.																
	3367,Baybrook Mall	Arden B.																
0206,Arden B. Total Misc.	3368,Highland Mall	Arden B.																17
	3369,Meriden Square	Arden B.															84	
	3370,Prudential Center	Arden B.																
	3371,Scottsdale Center	Arden B.																
	3373,Vista Ridge	Arden B.																
	3374,Woodland Hills	Arden B.							15	62								
	3375,Columbiana Center	Arden B.																
	3376,The Woodlands	Arden B.																
	3377,Southdale Center	Arden B.																
	3378,Old Orchard	Arden B.																
	3379,Providence Place Mal	Arden B.																
	3380,Fayette Mall	Arden B.																
	3382,Willowbrook	Arden B.																
	3383,Mission Viejo Mall	Arden B.															20	
	3384,Concord Mills/Outlet	Arden B.																
	3385,Aventura Mall	Arden B.																
	3386,Plaza Las Americas	Arden B.																
	3387,Easton Towne Center	Arden B.																
	3388,Gateway Mall	Arden B.																
	3389,Streets At South Pol	Arden B.																
	3390,Arden Fair	Arden B.																

US 001335

Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3346,Northlake Mall	Arden B.				86	94	73	8	36	20	42	38	25	51	143	45	39
	3347,Keystone @ The Cross	Arden B.				87	14	76	13	102	54	40	52	4	18	142	104	16
	3348,Oak Brook	Arden B.				39			302	422	423	168	312	390	337	151	158	76
	3349,Towson Town Center	Arden B.		25	25		137	35	4	4			7	2		163	75	31
	3350,Town Center At Cobb	Arden B.			39	98		140	3	160	169	90	130	63	52	269	197	4
	3351,Gwinnett	Arden B.					24	12	9	16	20	54	23	1	13	25	58	28
	3352,Menlo Park	Arden B.				98	58	79	14	36		135	162	99	202	175	27	2
	3353,Stamford Town Center	Arden B.		30			37	51	136	2								
	3354,Westfarms Mall	Arden B.		64	98			98	172		127	155	197	91	214	208	159	139
	3355,Danbury Fair	Arden B.		25	68	119	2			50	1		25			2		
	3356,St Louis Galleria	Arden B.					198		64	82		99	562	153	251	73	24	42
	3357,Northbrook	Arden B.						31		181	58	155	225	65	45	60	31	3
	3358,Mall Of America	Arden B.			68	68		2	63	67	79	29	94	199	292	295	39	32
	3359,Carousel Center	Arden B.					83		2				9			69	51	158
	3360,Burlington Mall	Arden B.				58		1	31	90	100	106	273	130	92	219	296	102
	3362,Willow Grove Park	Arden B.		94		58		76					1		4	25	185	62
	3363,Cambridgeside Galler	Arden B.				74	88	64	45	36	66	295	30	118	56	378	397	263
	3364,Mall Of New Hampshir	Arden B.								84	97	63	106	3	24	789	185	310
	3365,Orland Square	Arden B.		34				1	277	646	281	779	1,053	123	125	691	431	136
	3366,Ridgedale Ctr.	Arden B.					48		71	163	305	235	226	183	134	109	105	21
	3367,Baybrook Mall	Arden B.							208	222	78	55	71	50	233	611	275	152
0206,Arden B. Total Misc.	3368,Highland Mall	Arden B.		25			340					98	70	57	13	73	4	9
	3369,Meriden Square	Arden B.		9														
	3370,Prudential Center	Arden B.					107	18	99	3	3	56	19	495	216	281	169	4
	3371,Scottsdale Center	Arden B.				68	190	6	3	105						39	3	1
	3373,Vista Ridge	Arden B.		41				13	51	6	6	2	11	5	4	1	1	
	3374,Woodland Hills	Arden B.			17		4	183	423	470	515	864	376	243	343	499	278	107
	3375,Columbiana Center	Arden B.					151	2	14	90	21	68	44	1	3	15	79	75
	3376,The Woodlands	Arden B.					45	3	13		4	4	2		5	357	72	142
	3377,Southdale Center	Arden B.								382	307	244	374	142	152	169	192	160
	3378,Old Orchard	Arden B.							118	47	503	244	226	268	99	164	308	86
	3379,Providence Place Mal	Arden B.						6	17	7	17	36	218	13	48	151	422	254
	3380,Fayette Mall	Arden B.					53	4	10		2	7	17	24	6	17		
	3382,Willowbrook	Arden B.						141	70	14		20	10	107	7	25	213	197
	3383,Mission Viejo Mall	Arden B.		30			135	13	12	10		9	222	1	77	519	85	46
	3384,Concord Mills/Outlet	Arden B.					10	25	33	68	59	43	119	27	24	110	122	208
	3385,Aventura Mall	Arden B.		296		98	82		2			34	208	136		163		118
	3386,Plaza Las Americas	Arden B.					204	259	186	163			69	139	25	672	168	6
	3387,Easton Towne Center	Arden B.			40				18	10	2		2		2	24		
	3388,Gateway Mall	Arden B.					30	78	180	123	56	51	36	20	40	121	35	26
	3389,Streets At South Pol	Arden B.						24					32	35	32	78	253	145
	3390,Arden Fair	Arden B.						4	10	49		53	75	151	193	165	69	38

MS 001336

Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3346,Northlake Mall	Arden B.		21	165	77	8	10		5	1	22	26	21	37	39	11	27
	3347,Keystone @ The Cross	Arden B.		325	118	56	11	38	10	26	6	138	72	28	29	35	8	117
	3348,Oak Brook	Arden B.		70	25	57	40	72		37	16	242	124	4	56	342	222	35
	3349,Towson Town Center	Arden B.		100				35				1						
	3350,Town Center At Cobb	Arden B.		24	20		4		20	6	6			30				
	3351,Gwinnett	Arden B.		1	65	15	66	30	14	9	6	49	11					
	3352,Menlo Park	Arden B.			48	20						211	140		110	83		59
	3353,Stamford Town Center	Arden B.																
	3354,Westfarms Mall	Arden B.		41	10													
	3355,Danbury Fair	Arden B.		108														
	3356,St Louis Galleria	Arden B.		148			10	1	9	53		38	25	23				
	3357,Northbrook	Arden B.		17	51	5	15	4	8	18	8	10	19	75				
	3358,Mall Of America	Arden B.			35	15	21	2	14	7		21	17	208	9	60	41	72
	3359,Carousel Center	Arden B.		175	24		14	70					18	55	82			17
	3360,Burlington Mall	Arden B.		23	47	30	19	46	34	80	1	99	89	94	39	15	122	3
	3362,Willow Grove Park	Arden B.		72		49	98		118				55					
	3363,Cambridgeside Galler	Arden B.		239	194	176	186	99	41	102	34		94	34	140	125	37	61
	3364,Mall Of New Hampshir	Arden B.		45	24		5				4	4				12	2	4
	3365,Orland Square	Arden B.		53	49	36	125		35	62	126	64	104	34	126	69	41	124
	3366,Ridgedale Cntr.	Arden B.		36	37	61	13	13	41	57	37	33	47	38	25	32	134	17
	3367,Baybrook Mall	Arden B.		80	73	36	53	29	51	27	59	84	156	89	48	2	14	57
0206,Arden B. Total Misc.	3368,Highland Mall	Arden B.		12	49	4	1		11	0	6		50			4	5	2
	3369,Meriden Square	Arden B.																
	3370,Prudential Center	Arden B.		105	13	8	35		7	87	12	13	32	17	110	66	108	39
	3371,Scottsdale Center	Arden B.		1						8		18	6		35			
	3373,Vista Ridge	Arden B.		93			1	21	32	37	19	23						
	3374,Woodland Hills	Arden B.		144	7							40	30	26				
	3375,Columbiana Center	Arden B.		69	6	18	9	119	6	5	1	8	18	4	8	11		46
	3376,The Woodlands	Arden B.		85	23	109	17		98	20			117	15				79
	3377,Southdale Center	Arden B.		95	28	30	29	5	17	25	16	36	41	10	10	21	1	15
	3378,Old Orchard	Arden B.		116	31		21	1	34		26	180		16	224	204	22	24
	3379,Providence Place Mal	Arden B.		171	95	170	50	32	58	62	22	74	84	16	27	28	58	134
	3380,Fayette Mall	Arden B.		35														
	3382,Willowbrook	Arden B.		151	79	34	5	13	18	12	22	28	90	22	40	94	28	31
	3383,Mission Viejo Mall	Arden B.		107	56	21	63	54	27	39	12	36	53	240	246	8	6	30
	3384,Concord Mills/Outlet	Arden B.		317	200	334	301	182	289	361	6	50	41	75	3	67	39	32
	3385,Aventura Mall	Arden B.			34	98	28		12	5	10	104	69	52	40	9	68	
	3386,Plaza Las Americas	Arden B.			84	20				12	25		90	46		80		
	3387,Easton Towne Center	Arden B.			1	1	1	1	3	17		89	6		2	2	5	
	3388,Gateway Mall	Arden B.		61	36	46	19	18	32		19	14	18	7	7	14	7	7
	3389,Streets At South Pol	Arden B.		58	87	50	19	1		7	2	2	9	1	5	18	6	1
	3390,Arden Fair	Arden B.		123	203	116	412	121	55	188	50	208		113	18	134	89	35

HS 001337

Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month / Metrics	Jun 04 Sls All $	Jul 04 Sls All $	Aug 04 Sls All $	Sep 04 Sls All $	Oct 04 Sls All $	Nov 04 Sls All $	Dec 04 Sls All $	Jan 05 Sls All $
0206,Arden B. Total Misc.	3346,Northlake Mall	Arden B.		10							
	3347,Keystone @ The Cross	Arden B.		11	11	9	126	239	282	710	20
	3348,Oak Brook	Arden B.		14	105	5	6		26	78	18
	3349,Towson Town Center	Arden B.				2	11	18	12	169	
	3350,Town Center At Cobb	Arden B.									
	3351,Gwinnett	Arden B.									
	3352,Menlo Park	Arden B.				10			29	239	11
	3353,Stamford Town Center	Arden B.									
	3354,Westfarms Mall	Arden B.									
	3355,Danbury Fair	Arden B.									
	3356,St Louis Galleria	Arden B.		74	14	10	37	15	88	168	18
	3357,Northbrook	Arden B.									
	3358,Mall Of America	Arden B.		4	24	10	6	67	11	209	
	3359,Carousel Center	Arden B.							21	73	
	3360,Burlington Mall	Arden B.		5	10	109	14	49	19	184	3
	3362,Willow Grove Park	Arden B.		2	17				20	54	
	3363,Cambridgeside Galler	Arden B.		53	73	164	176	135	58	152	1
	3364,Mall Of New Hampshir	Arden B.		17	4	4	5	91	23	88	11
	3365,Orland Square	Arden B.		169	29	64	17	96	46	168	
	3366,Ridgedale Cntr.	Arden B.		14	8	20	76	17	11	61	1
	3367,Baybrook Mall	Arden B.									
	3368,Highland Mall	Arden B.		4	7						
	3369,Meriden Square	Arden B.									
	3370,Prudential Center	Arden B.		68	22	17	103	257	155	294	101
	3371,Scottsdale Center	Arden B.			10		59	8	32	68	
	3373,Vista Ridge	Arden B.									
	3374,Woodland Hills	Arden B.									
	3375,Columbiana Center	Arden B.		7	2		6	8	58	206	
	3376,The Woodlands	Arden B.			61	10	4		39	96	18
	3377,Southdale Center	Arden B.		31	13	24	40	142	26	101	1
	3378,Old Orchard	Arden B.		18	4	112	53	210	46	548	2
	3379,Providence Place Mal	Arden B.		123	33	31	79	167	67	261	
	3380,Fayette Mall	Arden B.				158	81		36	8	
	3382,Willowbrook	Arden B.		17	35	24	27	25	46	67	6
	3383,Mission Viejo Mall	Arden B.		39	40	37		137	42	404	59
	3384,Concord Mills/Outlet	Arden B.		28	61	287	53	62	154	60	10
	3385,Aventura Mall	Arden B.					35	15	20	106	
	3386,Plaza Las Americas	Arden B.				91		10	27	589	52
	3387,Easton Towne Center	Arden B.		2	2				266	59	
	3388,Gateway Mall	Arden B.		9	3	41	19	136	61	335	25
	3389,Streets At South Poi	Arden B.		20	6	5	101	3	80	124	
	3390,Arden Fair	Arden B.		16	25	33	197	151	349	173	

MS 001338

Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3391,Halsted & Aarmitage	Arden B.																
	3392,International Plaza	Arden B.																
	3393,Willowbend Mall	Arden B.																
	3395,Sherman Oaks	Arden B.																
	3396,Florida Mall	Arden B.																
	3397,Valley Faire	Arden B.																
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.																
	3401,Beachwood Place	Arden B.																
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.																
	3926,Farmers Market	Arden B.																
	3927,Chandler Mall	Arden B.																
	3928,Fashion Show	Arden B.																
	3929,Broadway Plaza	Arden B.																
0206,Arden B. Total Misc.	3930,Riverchase Galleria	Arden B.																
	3932,Northstar Mall	Arden B.																
	3934,Mopiroeville Mall	Arden B.																
	3935,Colorado Mills	Arden B.																
	3936,Collins Ave	Arden B.																
	3937,Park Meadows	Arden B.																
	3938,Mall Of Greenhills	Arden B.																
	3940,NYC - 3rd Avenue	Arden B.																
	3941,Wrentham Village	Arden B.																
	3943,Stony Point Mall	Arden B.																
	3945,Oak Park Mall	Arden B.																
	3946,Great Mall	Arden B.																
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
	[illegible]								[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

WS 001339

Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3391,Halsted & Aarmitage	Arden B.																
	3392,International Plaza	Arden B.					20	29		23		14	8	228	17	88	141	2
	3393,Willowbend Mall	Arden B.					78			219	99	31	165	151	96	182	32	7
	3395,Sherman Oaks	Arden B.			98	293	60	266	1					99		79		195
	3396,Florida Mall	Arden B.							1	17	20							
	3397,Valley Faire	Arden B.											19	15	16	118	22	4
	3398,Short Pump Town Ctr.	Arden B.																
	3399,Roosevelt Field	Arden B.								88				121	68	74		
	3401,Beachwood Place	Arden B.																
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.													100			
	3926,Farmers Market	Arden B.										159		99	99	236	21	1
	3927,Chandler Mall	Arden B.																
	3928,Fashion Show	Arden B.											328				27	78
	3929,Broadway Plaza	Arden B.																17
0206,Arden B. Total Misc.	3930,Riverchase Galleria	Arden B.													68	580	39	14
	3932,Northstar Mall	Arden B.																
	3934,Monroeville Mall	Arden B.													12	5		1
	3935,Colorado Mills	Arden B.													61	15	143	99
	3936,Collins Ave	Arden B.													68		2	
	3937,Park Meadows	Arden B.														44	20	179
	3938,Mall Of Greenhills	Arden B.																61
	3940,NYC - 3rd Avenue	Arden B.														527	252	114
	3941,Wrentham Village	Arden B.													6	262	216	213
	3943,Stony Point Mall	Arden B.																
	3945,Oak Park Mall	Arden B.																
	3946,Great Mall	Arden B.												24	54	143	96	170
	3947,532 Broadway	Arden B.																
	3948,104 Fifth Avenue	Arden B.																
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

US 001340

Arden B. Monthly Sales by Group-Location

Group	Location	Location Trait	Month / Metrics	Mar 03 Sls All $	Apr 03 Sls All $	May 03 Sls All $	Jun 03 Sls All $	Jul 03 Sls All $	Aug 03 Sls All $	Sep 03 Sls All $	Oct 03 Sls All $	Nov 03 Sls All $	Dec 03 Sls All $	Jan 04 Sls All $	Feb 04 Sls All $	Mar 04 Sls All $	Apr 04 Sls All $	May 04 Sls All $
	3391,Halsted & Aarmitage	Arden B.					10	2		6		0	16	11	2	2	5	60
	3392,International Plaza	Arden B.		14	20				30	28			24	4	94		61	68
	3393,Willowbend Mall	Arden B.		28	7	40	118	1	13	7	1	200	42	28	16		12	
	3395,Sherman Oaks	Arden B.		150	297	66	37	124	132	149	108	109	113	54	316	275	59	102
	3396,Florida Mall	Arden B.											27					
	3397,Valley Faire	Arden B.		35	10	14	29	36	57	162	9	34	110	22	2	23	10	5
	3398,Short Pump Town Ctr.	Arden B.										8						
	3399,Roosevelt Field	Arden B.		1	1					98		18		135	125			
	3401,Beachwood Place	Arden B.																64
	3402,Cherry Hill	Arden B.																
	3925,Mall At Millenia	Arden B.						18	15									
	3926,Farmers Market	Arden B.		2	12	1	3		2	9	98		57	189	170	230	4	
	3927,Chandler Mall	Arden B.							35	1				3		2		
	3928,Fashion Show	Arden B.			42					4		3		385	170	18	24	
	3929,Broadway Plaza	Arden B.		69	29	111	90	118	134	86	146	66	68	30	8	74	26	2
0206,Arden B. Total Misc.	3930,Riverchase Galleria	Arden B.										2	134		170	168		64
	3932,Northstar Mall	Arden B.									4	34	28	2		8	4	4
	3934,Monroeville Mall	Arden B.				1		1		8	2					55		
	3935,Colorado Mills	Arden B.		42	85	86	30	30		20	15	26	14		23	6	17	12
	3936,Collins Ave	Arden B.					27		98			38	2			8		
	3937,Park Meadows	Arden B.		73	98	63	31	244	28	21	10	7	25	22	3	40		6
	3938,Mall Of Greenhills	Arden B.										31						
	3940,NYC - 3rd Avenue	Arden B.					88				78	138	24	168	336			
	3941,Wrentham Village	Arden B.		179	98	106	52	75	1	18	10	71	32		0		40	1
	3943,Stony Point Mall	Arden B.									1		2					
	3945,Oak Park Mall	Arden B.								3	2		14	40	2	2		24
	3946,Great Mall	Arden B.		162	73	212	79	51	123	95	136	42	67			16	57	82
	3947,532 Broadway	Arden B.			4	2			70	15		68	14	202	2			
	3948,104 Fifth Avenue	Arden B.									2	76	35	1		1	7	173
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

WS 001341

Arden B. Monthly Sales by Group Location

Group	Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05
			Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
	3391,Halsted & Aarmitage	Arden B.		34	21	31		107	10	75	
	3392,International Plaza	Arden B.		6			29		8	230	18
	3393,Willowbend Mall	Arden B.				4	28	93	25	37	
	3395,Sherman Oaks	Arden B.		81	43	4	35		152	2,345	5
	3396,Florida Mall	Arden B.				8		46	20	36	
	3397,Valley Faire	Arden B.		25	26	12	2		25	103	
	3398,Short Pump Town Ctr.	Arden B.							40	36	
	3399,Roosevelt Field	Arden B.							22	151	18
	3404,Beachwood Place	Arden B.			109	52	18		39	83	
	3402,Cherry Hill	Arden B.							22	269	
	3925,Mall At Millenia	Arden B.				126	164		68	18	
	3926,Farmers Market	Arden B.		19	133		13	17	4	77	2
	3927,Chendler Mall	Arden B.			51				2	153	11
	3928,Fashion Show	Arden B.		15	34	62	34	16	8	51	
	3929,Broadway Plaza	Arden B.		73	18	129	127	24	226	35	2
0206,Arden B. Total Misc.	3930,Riverchase Galleria	Arden B.		6	15	12	6	93	162	167	
	3932,Northstar Mall	Arden B.		4	8	2	3	2	20	142	18
	3934,Monroeville Mall	Arden B.				17					
	3935,Colorado Mills	Arden B.				27		29	5	1	
	3936,Collins Ave	Arden B.					18		36	65	
	3937,Park Meadows	Arden B.			6		40		181	178	
	3938,Mall Of Greenhills	Arden B.					177			8	
	3940,NYC - 3rd Avenue	Arden B.				13	80	43	167	135	
	3941,Wrentham Village	Arden B.		62	35	95	11	41	237	14	
	3943,Stony Point Mall	Arden B.					24			62	
	3945,Oak Park Mall	Arden B.		2	18	2	4	8	42	120	22
	3946,Great Mall	Arden B.		97	29	30	28		3		
	3947,532 Broadway	Arden B.			28	49	2	150	24	68	2
	3948,104 Fifth Avenue	Arden B.		2	14	16	107	46	67	72	18
	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

WS 001342

Page by: Group: 0205 Arden B. Access Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		4,937	6,919	6,301	8,762	3,095	3,912	6,910	7,266	5,952	6,908
3301,The Shops @ Sunset	Arden B.		5,452	6,023	7,595	13,345	5,622	4,868	7,566	8,945	6,335	7,642
3302,South Shore Plaza	Arden B.		4,518	5,790	7,219	11,960	4,628	4,263	7,138	8,379	7,140	6,596
3303,The Gardens	Arden B.		4,267	6,001	6,086	12,066	6,549	5,364	7,929	6,704	6,696	6,775
3304,Glendale Galleria	Arden B.		3,841	3,990	5,038	8,616	3,410	3,803	4,439	4,844	4,754	5,318
3305,Houston Galleria	Arden B.		7,672	8,133	8,323	12,335	4,989	6,041	9,077	11,801	9,775	9,965
3306,Fashion Valley	Arden B.		6,472	5,920	6,443	9,387	5,546	5,340	7,963	8,702	9,753	9,038
3307,Santa Monica Place	Arden B.		3,619	3,577	3,653	5,486	3,800	2,662	2,611	3,722	3,460	3,642
3308,Ala Moana	Arden B.		8,663	8,503	7,638	13,067	5,240	5,228	7,812	9,178	7,702	9,491
3309,Mac Arthur Center	Arden B.		2,461	2,764	3,403	5,871	2,874	2,817	4,400	3,893	4,387	5,582
3310,Fashion Island	Arden B.		8,229	10,135	8,692	12,601	6,275	5,503	8,443	7,865	8,412	9,912
3311,Walnut Street	Arden B.		3,385	3,081	3,380	5,610	2,481	2,014	2,443	4,409	3,046	4,401
3312,Newport Center Mall	Arden B.		5,504	4,674	3,958	8,958	5,112	4,182	5,759	6,126	4,834	8,221
3313,Woodfield	Arden B.		6,257	5,382	5,635	11,198	4,734	4,820	6,813	6,386	6,420	8,068
3314,Oak Street	Arden B.		11,056	9,286	8,150	9,771	5,249	6,129	8,592	12,602	10,886	14,013
3315,Beverly Center	Arden B.		4,703	5,576	6,223	6,505	2,457	4,323	7,659	6,724	7,300	8,855
3316,Bellevue Square	Arden B.		2,772	3,956	3,145	6,628	3,885	3,411	5,331	6,058	4,329	6,041
3317,Dallas Galleria	Arden B.		6,777	7,005	8,054	10,883	5,845	6,941	10,664	12,335	10,841	13,163
3318,Cherry Creek	Arden B.		8,398	7,044	6,084	9,724	6,701	5,429	7,170	8,390	5,808	6,996
3319,Lenox Square	Arden B.		6,123	8,129	7,323	12,574	5,982	7,964	12,613	11,739	9,182	13,822
3320,Town Ctr @ Boca Rato	Arden B.		6,524	7,993	6,742	11,850	7,425	6,667	8,906	11,590	8,093	7,383
3321,George Town Park	Arden B.		4,230	3,715	2,727	6,281	3,056	4,655	4,664	5,526	4,688	4,128
3322,The Atrium @ Chest	Arden B.		2,694	3,237	3,295	4,889	2,738	3,107	3,618	3,720	3,308	4,071
3323,Mall Short Hills	Arden B.		11,338	7,892	9,992	13,109	5,303	5,761	7,950	12,515	8,061	8,145
3324,Riverside Square	Arden B.		2,140	2,250	3,020	5,462	2,559	2,013	2,210	3,661	2,215	2,842

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ATTORNEYS EYES ONLY

WS 00142S

Page by: Group: 0200,Arden B. Access. Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		6,527	6,306	6,744	6,669	6,680	14,870	8,666	10,502	16,537	13,557
3301,The Shops @ Sunset	Arden B.		7,210	7,473	8,697	7,875	10,119	18,614	9,841	11,379	21,272	12,046
3302,South Shore Plaza	Arden B.		4,946	7,437	8,554	6,974	8,410	18,049	10,832	12,479	20,204	16,000
3303,The Gardens	Arden B.		5,613	5,969	4,802	4,006	5,652	10,155	4,093	5,771	11,267	5,671
3304,Glendale Galleria	Arden B.		4,705	5,334	7,039	5,361	7,941	12,738	7,986	7,516	13,266	9,935
3305,Houston Galleria	Arden B.		10,644	10,134	13,586	16,388	27,304	40,013	12,865	18,294	40,201	28,623
3306,Fashion Valley	Arden B.		9,883	10,041	13,235	10,701	13,665	23,290	11,815	13,376	22,244	16,635
3307,Santa Monica Place	Arden B.		2,932	2,843	3,525	3,474	4,114	6,883	4,427	7,435	11,341	8,552
3308,Ala Moana	Arden B.		7,991	8,833	10,621	7,660	10,175	18,663	10,128	11,624	20,033	15,825
3309,Mac Arthur Center	Arden B.		3,544	5,500	5,949	5,006	7,009	8,731	4,653	5,859	8,414	4,988
3310,Fashion Island	Arden B.		9,961	10,520	16,007	13,975	18,861	26,996	15,959	15,515	30,550	23,533
3311,Walnut Street	Arden B.		3,498	4,462	6,943	6,196	8,013	11,807	5,496	11,120	13,203	12,567
3312,Newport Center Mall	Arden B.		6,467	7,229	7,044	8,886	10,702	17,674	8,047	10,223	12,851	13,081
3313,Woodfield	Arden B.		5,152	7,516	9,296	10,019	13,040	20,455	8,426	9,414	15,693	10,617
3314,Oak Street	Arden B.		9,813	12,252	14,666	15,594	19,703	22,903	13,475	13,289	19,942	15,651
3315,Beverly Center	Arden B.		9,409	8,448	12,139	11,326	15,323	25,113	16,230	18,096	29,255	19,774
3316,Bellevue Square	Arden B.		5,386	6,147	7,319	5,374	6,475	13,969	6,624	7,972	13,188	9,597
3317,Dallas Galleria	Arden B.		7,953	7,488	8,404	4,740	12,579	23,328	8,722	14,810	23,417	16,988
3318,Cherry Creek	Arden B.		5,118	5,928	6,373	8,495	9,496	15,202	9,492	11,090	25,364	15,608
3319,Lenox Square	Arden B.		11,490	13,583	15,589	17,534	19,719	24,832	17,841	17,410	31,179	23,281
3320,Town Ctr @ Boca Rato	Arden B.		7,482	10,268	12,376	11,200	12,997	23,849	14,013	16,571	25,842	18,354
3321,George Town Park	Arden B.		3,044	3,710	3,996	3,260	5,949	9,788	6,336	8,635	9,774	7,997
3322,The Atrium @ Chest	Arden B.		2,532	2,836	3,072	3,156	3,647	7,059	4,116	4,945	6,133	5,294
3323,Mall Short Hills	Arden B.		7,068	6,657	8,291	7,632	15,464	20,661	10,702	14,062	25,252	19,835
3324,Riverside Square	Arden B.		1,947	3,269	4,305	4,040	5,047	10,491	5,116	4,846	8,487	6,967

ATTORNEYS EYES ONLY

Page by: Group: 0200,Arden B. Access: Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		15,789	15,822	10,086	11,316	12,779	7,215	7,654	10,834	3,795
3301,The Shops @ Sunset	Arden B.		16,732	18,155	16,197	12,611	15,470	8,469	9,213	10,806	4,538
3302,South Shore Plaza	Arden B.		18,035	21,213	14,798	16,347	20,704	13,866	18,429	28,927	8,315
3303,The Gardens	Arden B.		8,979	12,614	9,266	9,525	11,920	5,618	9,707	13,268	3,211
3304,Glendale Galleria	Arden B.		13,236	14,714	9,988	10,453	12,736	8,123	12,730	17,654	5,598
3305,Houston Galleria	Arden B.		37,150	40,070	27,233	29,942	34,646	19,931	24,326	37,312	10,733
3306,Fashion Valley	Arden B.		24,777	30,064	23,099	18,893	22,946	14,941	16,798	23,499	10,088
3307,Santa Monica Place	Arden B.		9,657	10,944	6,142	6,496	9,290	6,271	5,363	8,720	3,093
3308,Ala Moana	Arden B.		17,876	25,351	16,038	18,617	18,780	12,243	13,119	22,952	9,513
3309,Mac Arthur Center	Arden B.		7,787	10,775	7,018	6,956	9,022	6,049	6,698	11,162	3,910
3310,Fashion Island	Arden B.		29,375	38,571	28,521	31,550	29,871	17,889	19,798	35,972	11,292
3311,Walnut Street	Arden B.		15,828	18,281	11,425	11,040	17,089	9,733	12,326	18,834	6,362
3312,Newport Center Mall	Arden B.		12,514	16,646	10,901	13,650	13,670	9,210	11,040	13,324	4,698
3313,Woodfield	Arden B.		17,848	19,803	15,484	19,403	19,621	13,054	16,967	27,754	8,801
3314,Oak Street	Arden B.		16,729	26,341	19,526	21,857	25,119	12,392	12,629	20,485	6,846
3315,Beverly Center	Arden B.		23,308	26,194	18,884	23,866	22,089	14,615	15,579	17,836	6,534
3316,Bellevue Square	Arden B.		13,556	15,102	11,893	11,110	15,582	6,102	7,089	12,887	4,309
3317,Dallas Galleria	Arden B.		20,218	22,309	15,934	17,247	19,590	16,237	14,199	23,092	6,359
3318,Cherry Creek	Arden B.		25,009	29,206	19,450	21,692	25,803	16,183	12,589	22,795	7,822
3319,Lenox Square	Arden B.		30,401	33,678	25,642	27,023	31,708	22,730	18,781	27,708	
3320,Town Ctr @ Boca Rato	Arden B.		23,901	23,718	15,729	15,737		2,490	18,329	22,889	7,814
3321,George Town Park	Arden B.		10,234	10,682	7,916	6,507	8,464	5,959	5,118	6,170	2,515
3322,The Atrium @ Chest	Arden B.		7,535	9,227	5,356	5,863	8,778	6,225	6,508	9,032	2,464
3323,Mall Short Hills	Arden B.		20,872	21,292	12,948	14,501	17,193	10,909	12,732	21,876	6,348
3324,Riverside Square	Arden B.		10,495	12,671	8,140	8,564	8,808	5,847	6,915	10,465	4,219

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		6,742	7,313	6,151	8,191	9,802	9,569	9,409	14,270	10,119
3301,The Shops @ Sunset	Arden B.		5,694	7,836	7,017	7,182	8,701	5,991	9,849	8,541	6,749
3302,South Shore Plaza	Arden B.		11,912	14,581	12,544	12,026	14,453	9,487	10,036	14,402	13,307
3303,The Gardens	Arden B.		5,642	8,012	5,362	5,673	7,932	5,372	5,414	7,397	4,366
3304,Glendale Galleria	Arden B.		9,099	9,802	10,046	8,609	13,611	8,655	8,990	10,337	8,311
3305,Houston Galleria	Arden B.		18,694	23,475	14,863	17,617	22,132	17,233	16,271	28,065	26,587
3306,Fashion Valley	Arden B.		14,765	18,927	17,525	16,732	21,724	17,805	17,494	25,141	24,824
3307,Santa Monica Place	Arden B.		4,665	4,307	4,474	3,729	4,522	4,196	4,984	6,995	5,050
3308,Ala Moana	Arden B.		14,843	19,479	12,869	12,484	18,670	15,400	13,854	22,292	12,067
3309,Mac Arthur Center	Arden B.		6,067	5,416	4,883	6,113	7,370	5,805	5,809	6,245	8,026
3310,Fashion Island	Arden B.		14,978	20,687	18,554	19,653	24,144	18,230	21,382	29,699	30,880
3311,Walnut Street	Arden B.		7,250	12,136	11,391	9,759	12,698	10,356	10,250	15,789	12,039
3312,Newport Center Mall	Arden B.		5,982	8,882	7,196	6,896	9,117	5,772	7,031	7,929	7,720
3313,Woodfield	Arden B.		11,611	14,310	10,337	10,052	12,765	11,422	9,287	10,324	7,815
3314,Oak Street	Arden B.		10,809	11,135	8,354	9,492	11,270	10,840	11,061	18,085	12,373
3315,Beverly Center	Arden B.		16,099	13,067	12,065	11,775	17,877	14,492	18,432	22,267	21,539
3316,Bellevue Square	Arden B.		7,368	7,804	7,224	5,850	7,092	6,385	9,633	10,895	9,997
3317,Dallas Galleria	Arden B.		9,725	16,553	11,374	11,992	16,442	14,381	13,680	19,334	15,917
3318,Cherry Creek	Arden B.		10,999	12,369	10,930	8,793	11,946	8,999	8,902	12,863	10,568
3319,Lenox Square	Arden B.			19,686	17,861	20,104	24,880	14,865	17,460	28,087	26,920
3320,Town Ctr @ Boca Rato	Arden B.		10,791	13,956	11,791	9,763	12,191	9,866	11,888	15,293	9,381
3321,George Town Park	Arden B.		3,185	4,556	3,492	3,562	6,233	3,890	5,274	6,403	7,295
3322,The Atrium @ Chest	Arden B.		4,561	3,980	3,562	3,662	4,985	3,601	4,136	5,447	5,842
3323,Mall Short Hills	Arden B.		7,379	13,124	8,697	9,958	10,805	7,714	9,451	13,925	12,547
3324,Riverside Square	Arden B.		6,102	5,557	7,029	5,424	6,994	6,728	5,529	7,070	5,658

ATTORNEYS EYES ONLY

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Page by: Group: 0205 Arden B. Access Arden B. Monthly Sales by Group/Location

Location	Location Trait	Month	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		14,376	17,327	10,054	10,157	13,125	10,881	14,296	16,980	8,140
3301,The Shops @ Sunset	Arden B.		10,425	16,867	6,302	9,284	9,947	7,462	11,773	14,505	9,534
3302,South Shore Plaza	Arden B.		21,683	31,584	15,157	19,057	17,916	12,749	21,158	20,326	15,476
3303,The Gardens	Arden B.		8,900	19,482	7,747	10,783	15,581	11,552	11,303	13,867	11,846
3304,Glendale Galleria	Arden B.		12,766	21,592	12,679	15,577	11,963	9,692	17,463	21,391	11,985
3305,Houston Galleria	Arden B.		32,943	41,108	28,806	24,944	26,969	19,341	23,746	34,982	21,342
3306,Fashion Valley	Arden B.		30,511	39,586	24,325	30,873	27,608	22,911	29,362	33,872	22,263
3307,Santa Monica Place	Arden B.		5,810	11,445	6,553	9,755	11,913	8,996	9,766	13,474	8,959
3308,Ala Moana	Arden B.		15,940	27,069	10,696	13,888	16,113	12,161	16,949	20,076	13,771
3309,Mac Arthur Center	Arden B.		10,345	16,691	6,441	10,482	10,600	7,379	9,238	12,210	9,739
3310,Fashion Island	Arden B.		35,636	51,197	25,172	29,863	30,311	20,698	32,885	36,700	24,975
3311,Walnut Street	Arden B.		17,210	22,235	8,730	15,089	16,572	14,575	14,281	19,112	12,274
3312,Newport Center Mall	Arden B.		9,580	18,897	8,113	12,424	11,379	9,700	13,431	17,849	11,662
3313,Woodfield	Arden B.		12,558	22,481	10,113	12,731	16,427	11,660	16,195	20,428	12,778
3314,Oak Street	Arden B.		15,502	23,832	9,122	14,423	14,877	13,538	15,076	20,262	11,875
3315,Beverly Center	Arden B.		27,073	32,726	19,370	28,178	20,449	12,212	19,535	24,199	18,085
3316,Bellevue Square	Arden B.		9,796	20,118	9,769	11,895	13,471	13,757	14,734	15,891	11,366
3317,Dallas Galleria	Arden B.		23,022	32,884	10,426	13,748	18,021	13,777	17,327	20,157	13,548
3318,Cherry Creek	Arden B.		13,881	22,574	7,213	9,586	13,942	9,407	12,602	13,489	9,378
3319,Lenox Square	Arden B.		33,335	46,111	18,916	26,992	29,089	23,091	29,659	35,214	23,236
3320,Town Ctr @ Boca Rato	Arden B.		13,927	24,972	9,738	14,121	18,688	15,948	19,408	21,560	15,461
3321,George Town Park	Arden B.		8,328	12,988	7,339	9,301	11,143	8,700	11,258	14,250	7,747
3322,The Atrium @ Chest	Arden B.		8,225	14,775	7,164	7,729	12,552	8,066	6,962	8,043	4,652
3323,Mall Short Hills	Arden B.		16,429	21,854	10,753	16,753	15,243	11,667	16,430	19,069	11,338
3324,Riverside Square	Arden B.		7,366	11,955	4,160	6,634	8,422	8,437	10,648	11,617	7,487

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		8,269	7,770	7,673	6,041	14,224	5,431	505
3301,The Shops @ Sunset	Arden B.		8,561	8,337	8,336	11,500	17,353	7,390	983
3302,South Shore Plaza	Arden B.		17,014	20,914	13,010	17,552	32,935	9,784	1,442
3303,The Gardens	Arden B.		11,910	6,901	6,851	11,362	23,237	8,647	1,553
3304,Glendale Galleria	Arden B.		12,041	15,222	9,994	13,726	20,282	7,975	2,195
3305,Houston Galleria	Arden B.		26,076	26,770	22,717	25,958	36,030	17,026	2,410
3306,Fashion Valley	Arden B.		21,090	22,400	19,204	24,066	35,952	14,391	2,927
3307,Santa Monica Place	Arden B.		10,209	11,239	6,155	7,786	12,032	6,605	1,205
3308,Ala Moana	Arden B.		14,352	20,544	14,042	16,290	25,748	10,567	2,924
3309,Mac Arthur Center	Arden B.		9,295	11,130	6,376	9,298	16,746	8,244	624
3310,Fashion Island	Arden B.		29,897	30,730	18,714	30,325	38,554	18,561	4,013
3311,Walnut Street	Arden B.		16,233	17,482	13,860	11,331	21,713	8,699	1,261
3312,Newport Center Mall	Arden B.		11,023	14,258	10,618	11,022	20,168	9,405	1,447
3313,Woodfield	Arden B.		13,101	14,963	9,001	13,474	25,230	6,947	1,421
3314,Oak Street	Arden B.		13,215	15,949	11,634	11,624	16,839	5,792	1,425
3315,Beverly Center	Arden B.		19,687	21,822	15,136	17,714	23,552	12,475	2,295
3316,Bellevue Square	Arden B.		8,988	13,712	10,468	13,162	21,685	8,904	1,320
3317,Dallas Galleria	Arden B.		17,480	18,842	13,490	17,146	25,520	11,013	1,943
3318,Cherry Creek	Arden B.		8,435	13,246	7,391	10,934	18,169	6,995	847
3319,Lenox Square	Arden B.		26,814	34,218	27,880	29,473	43,913	12,825	4,723
3320,Town Ctr @ Boca Rato	Arden B.		17,802	13,194	16,112	16,568	27,864	9,723	1,512
3321,George Town Park	Arden B.		9,402	10,887	9,320	8,896	14,920	6,405	986
3322,The Atrium @ Chest	Arden B.		5,882	7,374	4,749	6,327	10,506	2,203	
3323,Mall Short Hills	Arden B.		10,945	15,555	11,240	12,237	20,322	6,214	1,267
3324,Riverside Square	Arden B.		8,140	11,304	6,306	8,160	14,892	9,355	1,148

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		2,263	2,558	3,371	6,627	3,128	1,884	2,844	4,365	3,487	5,120
3326,The Plaza (King Of P	Arden B.		5,923	4,735	5,549	8,234	3,574	4,028	6,857	7,393	5,188	5,785
3327,Woodbury Commons/Out	Arden B.		374	409	1,537	4,985	2,764	2,014	1,896	3,493	2,896	3,514
3328,Dadeland Mall	Arden B.		7,401	6,534	9,619	12,465	4,426	5,820	7,817	10,187	8,141	11,826
3330,Somerset Collection	Arden B.		6,429	6,458	6,528	10,514	4,103	3,983	8,283	9,062	9,897	12,116
3331,The Westchester	Arden B.		5,405	5,147	5,416	8,028	4,080	3,648	5,503	5,820	7,788	7,029
3333,Montgomery Mall	Arden B.		4,697	3,792	5,007	8,384	5,648	5,125	7,051	7,499	11,108	9,694
3334,Columbia	Arden B.		5,018	4,717	3,171	6,953	3,543	4,027	3,668	4,060	3,490	5,056
3335,Haywood Mall	Arden B.		1,915	2,423	1,594	4,620	1,974	1,632	2,145	2,112	2,276	2,915
3336,Buckland Hills	Arden B.		1,484	1,480	1,578	3,048	1,886	1,021	848	936	998	1,352
3337,Paramus Park	Arden B.		3,539	4,280	4,185	8,234	2,225	2,604	2,559	4,815	4,941	4,915
3338,North Point Mall	Arden B.		1,110	1,758	1,205	4,044	1,926	1,614	1,142	1,064	1,164	2,317
3339,Perimeter Mall	Arden B.		1,693	1,850	3,002	5,536	2,154	1,844	2,334	2,411	3,199	3,241
3340,Garden State	Arden B.		8,216	8,213	6,656	12,237	4,399	5,354	11,008	9,909	10,029	11,956
3341,Willowbrook Mall	Arden B.		3,040	3,126	3,464	7,816	4,018	2,212	3,785	1,502		
3342,Bridgewater Co	Arden B.		4,156	5,265	4,306	8,436	3,340	3,889	4,840	5,227	4,968	5,193
3343,Freehold Raceway	Arden B.		3,830	4,808	5,279	7,891	3,838	4,031	4,994	5,729	4,701	5,311
3344,Pentagon City	Arden B.		6,657	7,197	5,530	12,449	5,190	8,744	12,434	13,629	13,779	14,561
3345,Rockaway Town Sq.	Arden B.		2,457	3,623	3,154	6,617	3,857	2,413	3,088	3,085	3,790	3,389
3346,Northlake Mall	Arden B.		2,275	3,680	2,944	5,131	3,202	2,203	2,642	2,602	2,881	2,440
3347,Keystone @ The Cross	Arden B.		6,792	6,438	6,697	12,180	5,067	6,879	7,641	8,893	6,951	9,125
3348,Oak Brook	Arden B.		7,020	7,505	8,749	12,090	5,323	6,133	9,283	9,278	8,887	11,121
3349,Towson Town Center	Arden B.		5,438	5,268	4,399	8,534	4,017	4,684	6,024	6,883	4,442	4,913
3350,Town Center At Cobb	Arden B.		2,829	2,109	2,351	3,214	2,099	2,616	3,075	2,657	2,214	2,321
3351,Gwinnett	Arden B.		1,708	1,416	1,498	3,385	1,485	1,318	1,208	1,012	1,080	1,407

ATTORNEYS EYES ONLY

Page by: Group: 0205,Arden B. Access. Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		2,931	5,782	5,642	4,014	6,331	9,979	4,643	5,161	6,122	5,528
3326,The Plaza (King Of P	Arden B.		4,476	6,513	8,156	6,385	9,011	16,300	7,295	9,892	11,803	9,233
3327,Woodbury Commons/Out	Arden B.		2,637	4,084	3,331	2,184	5,016	5,074	2,324	4,662	2,682	2,717
3328,Dadeland Mall	Arden B.		9,657	11,866	14,425	12,453	17,387	31,521	14,956	17,017	32,335	21,768
3330,Somerset Collection	Arden B.		9,497	14,243	15,811	15,471	19,505	28,927	14,978	17,466	28,121	23,715
3331,The Westchester	Arden B.		5,822	8,213	11,109	8,648	10,286	17,177	8,433	9,132	15,598	12,7[illegible]
3333,Montgomery Mall	Arden B.		6,883	8,717	11,877	14,608	11,701	22,657	11,313	10,546	17,713	15,385
3334,Columbia	Arden B.		2,461	4,425	5,243	5,997	6,593	9,394	3,660	5,201	10,575	7,672
3335,Haywood Mall	Arden B.		3,072	5,362	5,449	6,149	6,960	10,982	4,833	5,648	10,254	7,799
3336,Buckland Hills	Arden B.		975	452								
3337,Paramus Park	Arden B.		2,858	3,045	2,582	3,111	3,734	8,438	4,141	4,955	7,782	7,193
3338,North Point Mall	Arden B.		1,762	1,601	1,062							
3339,Perimeter Mall	Arden B.		3,399	3,410	3,458	4,094	4,576	9,293	5,661	6,814	11,704	9,470
3340,Garden State	Arden B.		7,581	10,465	16,825	14,785	17,407	26,611	16,866	20,420	35,411	26,922
3341,Willowbrook Mall	Arden B.											
3342,Bridgewater Co	Arden B.		4,564	4,184	5,397	5,222	5,571	10,568	4,307	5,740	10,666	5,894
3343,Freehold Raceway	Arden B.		3,773	5,191	4,953	4,585	5,055	8,510	4,066	5,129	13,486	11,233
3344,Pentagon City	Arden B.		11,530	14,459	18,983	16,447	19,108	27,555	16,436	16,826	29,382	24,935
3345,Rockaway Town Sq.	Arden B.		2,866	2,601	2,722	2,248	2,916	6,765	1,368	2,794	4,016	2,800
3346,Northlake Mall	Arden B.		1,514	665	938	1,136	764	2,085	1,894	2,641	2,246	735
3347,Keystone @ The Cross	Arden B.		7,755	8,887	10,560	8,785	11,170	20,665	9,050	11,441	18,820	14,381
3348,Oak Brook	Arden B.		11,094	10,219	17,347	15,485	18,183	24,685	11,986	11,955	25,350	24,598
3349,Towson Town Center	Arden B.		3,607	5,824	5,961	5,336	5,883	11,675	4,904	9,757	13,905	11,551
3350,Town Center At Cobb	Arden B.		2,168	2,718	2,814	2,588	3,147	7,991	5,008	4,139	7,336	4,204
3351,Gwinnett	Arden B.		803	903	393	808	1,434	3,100	2,685	2,064	1,281	695

ATTORNEYS EYES ONLY

Location	Location Trait	Month	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		8,979	7,915	5,190	5,946	9,691	5,331	7,316	8,454	3,429
3326,The Plaza (King Of P	Arden B.		11,590	10,665	9,380	11,249	13,541	9,109	13,713	20,676	5,816
3327,Woodbury Commons/Out	Arden B.		4,544	3,862	1,551	4,751	6,530	4,355	11,368	6,925	2,350
3328,Dadeland Mall	Arden B.		28,111	34,108	23,427	22,904	23,721	13,868	17,429	26,607	8,311
3330,Somerset Collection	Arden B.		26,001	30,603	21,659	24,363	24,097	16,614	22,305	33,480	3,929
3331,The Westchester	Arden B.		17,814	18,972	15,173	14,921	17,866	10,481	11,982	19,057	6,000
3333,Montgomery Mall	Arden B.		23,541	23,806	17,173	19,630	23,719	14,228	16,679	27,548	8,259
3334,Columbia	Arden B.		10,419	13,413	9,055	8,599	10,401	7,252	7,897	10,980	3,772
3335,Haywood Mall	Arden B.		10,195	9,995	7,503	7,702	9,611	7,287	8,602	13,143	3,990
3336,Buckland Hills	Arden B.										
3337,Paramus Park	Arden B.		9,836	10,328	8,931	8,989	9,079	5,091	6,612	9,679	2,656
3338,North Point Mall	Arden B.										
3339,Perimeter Mall	Arden B.		13,582	17,845	12,205	12,462	10,251	8,303	9,190	13,761	4,602
3340,Garden State	Arden B.		30,749	35,302	20,288	25,229	28,937	18,082	21,653	32,346	11,614
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.		10,162	13,096	8,950	11,458	11,119	8,643	10,407	18,032	4,094
3343,Freehold Raceway	Arden B.		13,857	16,055	11,012	12,623	16,062	8,494	10,511	17,508	5,297
3344,Pentagon City	Arden B.		32,955	33,524	23,932	20,919	29,552	20,704	21,108	34,167	14,763
3345,Rockaway Town Sq.	Arden B.		4,676	6,257	4,193	4,603	6,413	4,226	6,062	7,354	1,530
3346,Northlake Mall	Arden B.		669	2,243	1,310	2,005	2,279	1,586	1,514	2,138	1,411
3347,Keystone @ The Cross	Arden B.		18,238	20,769	14,801	18,157	23,617	13,714	17,478	24,924	8,316
3348,Oak Brook	Arden B.		28,195	16,325	6,895	16,612	21,454	12,285	14,739	26,599	7,458
3349,Towson Town Center	Arden B.		12,330	15,472	10,888	11,052	14,507	8,818	13,417	18,002	6,405
3350,Town Center At Cobb	Arden B.		6,221	7,750	5,723	5,717	9,094	5,347	6,116	8,316	2,584
3351,Gwinnett	Arden B.		1,140	1,318	398	878	2,019	3,394	3,719	3,198	1,807

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		4,931	5,840	5,445	5,183	6,086	4,997	6,841	11,736	11,203
3326,The Plaza (King Of P	Arden B.		10,400	11,158	7,831	8,796	10,617	9,127	9,796	17,304	14,613
3327,Woodbury Commons/Out	Arden B.		3,584	6,145	7,483	6,198	4,790	6,814	6,577	4,836	4,929
3328,Dadeland Mall	Arden B.		10,547	14,308	11,532	17,876	15,425	11,519	12,534	18,597	13,488
3330,Somerset Collection	Arden B.		5,386	15,463	19,178	17,716	21,465	16,821	17,532	26,191	21,937
3331,The Westchester	Arden B.		10,267	11,664	9,406	12,142	11,323	8,547	10,615	14,156	12,626
3333,Montgomery Mall	Arden B.		11,310	14,469	10,848	12,812	16,647	11,674	14,433	16,659	17,292
3334,Columbia	Arden B.		4,307	6,888	7,358	9,231	11,778	6,766	8,164	10,269	7,758
3335,Haywood Mall	Arden B.		5,601	6,427	5,158	5,361	7,915	5,809	5,141	6,635	7,508
3336,Buckland Hills	Arden B.										
3337,Paramus Park	Arden B.		4,287	4,470	4,672	3,739	3,996	4,387	2,901	4,370	4,877
3338,North Point Mall	Arden B.										
3339,Perimeter Mall	Arden B.		9,384	8,840	7,819	7,214	9,313	7,550	7,969	9,058	8,177
3340,Garden State	Arden B.		14,526	15,229	12,574	15,889	18,944	14,619	14,813	20,583	20,056
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.		3,478								
3343,Freehold Raceway	Arden B.		6,353	6,491	6,148	6,731	8,044	6,388	8,290	9,117	8,217
3344,Pentagon City	Arden B.		19,660	22,572	15,071	19,756	27,681	17,922	16,566	20,651	27,769
3345,Rockaway Town Sq.	Arden B.		2,329	2,963	2,573	3,279	3,696	3,363	3,076	4,461	4,445
3346,Northlake Mall	Arden B.		2,594	3,260	5,574	3,370	2,543	2,566	3,658	2,411	3,307
3347,Keystone @ The Cross	Arden B.		9,858	11,972	8,996	10,715	13,422	9,163	10,762	16,678	14,217
3348,Oak Brook	Arden B.		10,927	13,149	8,814	9,888	11,175	10,069	11,478	16,877	19,378
3349,Towson Town Center	Arden B.		10,077	10,271	9,279	8,616	9,978	7,651	7,072	9,576	9,367
3350,Town Center At Cobb	Arden B.		3,279	3,205	2,991	2,865	4,621	3,605	4,116	7,083	5,240
3351,Gwinnett	Arden B.		2,333	2,467	4,272	4,425	4,515	5,258	4,896	3,676	3,309

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		14,710	22,882	11,574	11,145	12,987	10,586	12,670	14,142	10,298
3326,The Plaza (King Of P	Arden B.		18,624	36,106	12,186	20,389	20,341	15,483	21,471	23,282	15,141
3327,Woodbury Commons/Out	Arden B.		7,279	6,032	3,499	9,245	5,759	3,589	3,296	11,401	9,311
3328,Dadeland Mall	Arden B.		16,540	30,021	12,944	14,462	16,658	16,946	21,821	28,855	17,488
3330,Somerset Collection	Arden B.		31,522	45,931	17,331	24,510	26,589	19,526	26,753	30,146	20,079
3331,The Westchester	Arden B.		15,730	27,693	12,771	15,899	18,475	12,348	17,948	21,163	13,328
3333,Montgomery Mall	Arden B.		19,015	29,108	7,631						
3334,Columbia	Arden B.		12,296	18,423	8,099	10,707	12,398	10,113	12,323	15,736	9,395
3335,Haywood Mall	Arden B.		10,820	18,226	6,280	9,816	10,064	11,242			
3336,Buckland Hills	Arden B.										
3337,Paramus Park	Arden B.		6,525	11,219	6,424	9,200	7,413	5,468	1,471		
3338,North Point Mall	Arden B.										
3339,Perimeter Mall	Arden B.		9,716	16,975	6,594	10,337	12,007	9,987	13,602	17,444	11,926
3340,Garden State	Arden B.		25,026	37,072	17,294	23,082	23,538	18,703	26,994	28,465	21,061
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.										
3343,Freehold Raceway	Arden B.		10,431	22,465	9,240	12,867	13,628	10,510	11,629	15,581	11,265
3344,Pentagon City	Arden B.		23,850	40,283	19,588	28,367	25,234	20,160	22,987	32,673	21,269
3345,Rockaway Town Sq.	Arden B.		8,444	15,746	6,977	5,947	12,010	7,147	9,144	11,562	7,902
3346,Northlake Mall	Arden B.		4,117	5,586	699	4,906	2,871	3,399	5,043	2,435	
3347,Keystone @ The Cross	Arden B.		18,542	28,489	12,756	18,212	19,262	14,613	19,475	20,820	13,995
3348,Oak Brook	Arden B.		24,498	33,737	14,030	20,809	22,511	18,147	18,797	24,978	14,336
3349,Towson Town Center	Arden B.		14,775	26,171	11,377	16,514	15,829	11,032	14,115	16,560	9,061
3350,Town Center At Cobb	Arden B.		6,406	13,588	2,923						
3351,Gwinnett	Arden B.		3,928	2,859	332						

ATTORNEYS EYES ONLY

Page by: Group: 0205,Arden B. Access. Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		11,440	13,735	9,287	12,089	17,808	6,852	1,587
3326,The Plaza (King Of P	Arden B.		19,314	19,286	13,111	15,804	26,110	9,441	1,142
3327,Woodbury Commons/Out	Arden B.		9,462	7,731	5,380	2,307	19,899	4,687	
3328,Dadeland Mall	Arden B.		18,985	20,843	16,560	18,951	35,235	10,930	1,486
3330,Somerset Collection	Arden B.		21,758	22,206	15,165	19,556	29,430	11,462	1,600
3331,The Westchester	Arden B.		15,853	16,286	12,310	14,081	25,525	7,670	1,665
3333,Montgomery Mall	Arden B.								
3334,Columbia	Arden B.		10,709	10,945	7,519	6,481	15,320	7,337	886
3335,Haywood Mall	Arden B.								
3336,Buckland Hills	Arden B.								
3337,Paramus Park	Arden B.								
3338,North Point Mall	Arden B.								
3339,Perimeter Mall	Arden B.		11,774	15,887	10,079	10,640	18,402	8,457	1,561
3340,Garden State	Arden B.		21,141	23,602	15,302	16,133	30,900	12,457	453
3341,Willowbrook Mall	Arden B.								
3342,Bridgewater Co	Arden B.								
3343,Freehold Raceway	Arden B.		14,105	15,459	11,814	15,245	25,844	7,850	929
3344,Pentagon City	Arden B.		22,924	25,929	20,176	18,048	34,881	15,370	1,633
3345,Rockaway Town Sq.	Arden B.		10,233	7,724	6,445	9,302	16,722	5,471	793
3346,Northlake Mall	Arden B.								
3347,Keystone @ The Cross	Arden B.		16,558	17,030	14,059	16,641	29,765	10,868	1,993
3348,Oak Brook	Arden B.		18,462	16,328	9,380	10,563	23,308	7,157	1,407
3349,Towson Town Center	Arden B.		9,826	12,094	9,644	10,401	24,627	9,633	1,024
3350,Town Center At Cobb	Arden B.								
3351,Gwinnett	Arden B.								

ATTORNEYS EYES ONLY

WS 01436

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		6,097	6,793	7,386	9,878	3,089	3,961	7,284	8,202	7,396	8,289
3353,Stamford Town Center	Arden B.		4,106	3,818	3,545	7,751	2,669	3,237	3,606	3,550	4,706	5,855
3354,Westfarms Mall	Arden B.		2,680	3,592	3,677	7,101	3,240	2,899	3,555	4,543	3,479	2,886
3355,Danbury Fair	Arden B.		3,942	4,011	3,304	8,764	2,974	3,262	3,906	4,382	3,960	4,762
3356,St Louis Galleria	Arden B.		7,334	8,012	9,107	12,468	4,027	5,407	7,630	10,233	10,293	13,082
3357,Northbrook	Arden B.		4,205	3,509	2,968	5,092	1,718	3,477	3,170	3,145	2,839	3,552
3358,Mall Of America	Arden B.		4,957	4,377	3,642	6,897	3,382	3,356	2,959	4,651	2,836	4,146
3359,Carousel Center	Arden B.		5,082	4,386	4,458	6,143	2,610	3,269	3,215	3,206	3,534	3,361
3360,Burlington Mall	Arden B.		2,256	2,256	3,354	5,940	3,225	2,053	2,288	3,454	4,037	5,194
3361,Annapolis Mall	Arden B.		3,571	2,841	2,123	4,848	1,717	2,448	3,061	2,735	3,404	2,686
3362,Willow Grove Park	Arden B.		3,715	3,461	4,872	7,384	2,784	2,507	4,613	4,301	4,608	4,811
3363,Cambridgeside Galler	Arden B.		3,739	3,116	4,325	7,226	2,850	3,145	4,187	6,918	6,412	8,479
3364,Mall Of New Hampshir	Arden B.		2,031	1,656	2,338	4,880	1,989	1,569	1,359	1,367	1,679	1,636
3365,Orland Square	Arden B.		4,625	4,035	4,043	9,078	4,881	4,917	4,412	7,188	6,830	8,306
3366,Ridgedale Cntr.	Arden B.		2,948	2,597	3,166	6,033	2,203	1,738	2,899	2,492	2,483	3,551
3367,Baybrook Mall	Arden B.		3,205	2,534	2,640	6,360	2,810	2,263	2,424	2,456	3,150	3,713
3368,Highland Mall	Arden B.		4,089	3,384	4,424	6,745	3,180	2,465	3,485	3,628	2,318	3,860
3369,Meriden Square	Arden B.		1,208	1,340	1,439	3,327	1,380	1,179	1,386	1,319	989	1,011
3370,Prudential Center	Arden B.		7,558	9,396	6,805	11,759	5,928	7,263	12,433	12,937	11,610	14,061
3371,Scottsdale Center	Arden B.		3,804	4,413	5,105	6,707	3,958	2,308	4,398	6,466	4,471	6,699
3372,The Parks Arlington	Arden B.		1,974	1,880	2,797	5,943	2,052	1,183	1,656	2,380	2,303	3,953
3373,Vista Ridge	Arden B.		1,621	2,165	2,071	4,624	2,408	1,498	1,411	2,446	1,548	2,334
3374,Woodland Hills	Arden B.		1,942	1,937	2,391	4,120	2,750	1,745	1,553	1,935	1,379	2,258
3375,Columbiana Center	Arden B.		2,573	2,750	3,099	5,902	1,934	2,107	2,849	4,335	2,578	2,599
3376,The Woodlands	Arden B.		2,546	1,911	2,593	7,036	2,154	1,547	1,802	1,951	1,815	2,314

ATTORNEYS EYES ONLY

WS 01437

Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		6,752	9,282	13,160	10,812	15,573	28,555	12,864	13,426	23,096	16,772
3353,Stamford Town Center	Arden B.		3,884	4,140	4,532	3,307	5,215	9,376	3,405	5,757	9,299	7,451
3354,Westfarms Mall	Arden B.		2,190	3,714	3,938	3,346	7,031	10,066	5,139	7,636	12,332	9,812
3355,Danbury Fair	Arden B.		3,186	4,060	4,086	2,212	4,507	7,986	3,367	3,774	5,703	4,820
3356,St Louis Galleria	Arden B.		9,281	11,233	15,659	13,519	18,644	29,417	9,691	16,387	30,386	22,108
3357,Northbrook	Arden B.		1,987	2,655	4,812	4,298	5,582	9,878	3,058	4,198	6,078	5,544
3358,Mall Of America	Arden B.		3,478	5,727	5,598	6,664	7,988	13,736	9,226	10,417	19,775	13,620
3359,Carousel Center	Arden B.		2,619	3,870	4,249	3,275	5,012	7,900	4,700	6,834	11,170	8,992
3360,Burlington Mall	Arden B.		2,485	4,009	3,666	2,674	4,694	9,584	4,329	5,777	9,684	8,637
3361,Annapolis Mall	Arden B.		2,820	3,441	1,805							
3362,Willow Grove Park	Arden B.		4,179	3,748	5,259	3,460	5,112	9,554	4,356	6,650	11,249	6,881
3363,Cambridgeside Galler	Arden B.		6,303	6,935	9,244	7,833	9,482	18,047	10,778	11,336	18,882	13,659
3364,Mall Of New Hampshir	Arden B.		1,419	1,962	1,677	1,617	2,786	6,700	2,833	4,373	5,465	5,389
3365,Orland Square	Arden B.		5,156	6,968	9,198	7,461	10,776	14,209	6,513	7,665	13,349	9,331
3366,Ridgedale Cntr.	Arden B.		4,221	4,803	5,262	4,614	5,584	8,285	4,039	4,921	5,783	6,984
3367,Baybrook Mall	Arden B.		3,527	3,998	4,565	2,999	4,136	7,613	2,687	4,093	6,140	5,749
3368,Highland Mall	Arden B.		3,904	4,264	5,992	4,402	6,441	8,634	5,024	6,996	10,128	8,893
3369,Meriden Square	Arden B.		910	1,116	798	883	1,757	2,498				
3370,Prudential Center	Arden B.		11,080	12,806	12,525	14,296	14,391	18,574	12,237	15,099	30,267	27,131
3371,Scottsdale Center	Arden B.		5,348	5,387	5,982	5,266	5,294	11,485	6,029	7,088	13,433	8,105
3372,The Parks Arlington	Arden B.		3,258	2,705	2,863							
3373,Vista Ridge	Arden B.		1,999	2,649	1,931	1,700	2,892	5,344	3,923	4,050	7,034	6,095
3374,Woodland Hills	Arden B.		2,014	2,523	4,463	3,749	5,549	8,060	4,456	5,153	9,492	7,089
3375,Columbiana Center	Arden B.		2,496	3,410	4,857	4,540	5,989	11,983	4,007	5,094	11,215	7,312
3376,The Woodlands	Arden B.		1,786	2,683	1,981	1,846	3,055	7,174	2,935	3,395	7,517	5,677

ATTORNEYS EYES ONLY

Location	Location Trait	Month	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		20,259	20,730	16,598	17,657	22,479	13,774	18,343	23,471	7,799
3353,Stamford Town Center	Arden B.		11,283	12,514	5,894						
3354,Westfarms Mall	Arden B.		13,845	19,664	12,859	11,793	12,679	8,637	9,755	13,046	5,033
3355,Danbury Fair	Arden B.		6,708	9,588	6,669	6,225	6,933	4,890	4,875	7,804	2,213
3356,St Louis Galleria	Arden B.		23,032	30,585	20,886	24,365	20,306	12,375	15,078	27,142	8,007
3357,Northbrook	Arden B.		6,481	8,104	4,878	6,138	6,985	4,974	4,530	7,788	1,940
3358,Mall Of America	Arden B.		17,250	22,542	17,988	18,244	22,112	11,997	14,447	22,767	6,925
3359,Carousel Center	Arden B.		9,286	10,957	7,509	12,314	11,203	6,623	10,146	13,967	4,463
3360,Burlington Mall	Arden B.		11,567	13,474	10,548	11,955	11,308	7,013	8,532	12,902	4,607
3361,Annapolis Mall	Arden B.										
3362,Willow Grove Park	Arden B.		9,628	12,205	8,888	10,657	14,142	8,642	11,504	16,564	5,360
3363,Cambridgeside Galler	Arden B.		21,731	24,607	14,965	13,694	19,040	13,841	14,539	25,030	7,249
3364,Mall Of New Hampshir	Arden B.		7,048	8,259	7,357	6,192	10,052	5,269	6,924	10,444	3,181
3365,Orland Square	Arden B.		16,612	25,079	14,655	15,029	16,550	9,387	15,085	20,327	6,086
3366,Ridgedale Cntr.	Arden B.		8,314	10,940	7,015	8,464	10,252	6,060	8,570	10,051	2,982
3367,Baybrook Mall	Arden B.		8,911	10,278	9,584	9,139	11,201	6,542	6,557	10,971	3,241
3368,Highland Mall	Arden B.		11,529	12,825	9,947	12,737	13,053	7,540	7,345	10,692	3,917
3369,Meriden Square	Arden B.										
3370,Prudential Center	Arden B.		34,504	31,268	26,860	24,465	30,642	21,041	20,787	30,272	12,822
3371,Scottsdale Center	Arden B.		13,315	14,566	9,928	10,450	13,083	8,894	8,473	14,410	5,569
3372,The Parks Arlington	Arden B.										
3373,Vista Ridge	Arden B.		6,585	7,799	5,049	5,407	7,138	4,530	5,228	6,909	2,120
3374,Woodland Hills	Arden B.		9,096	11,244	8,166	9,828	9,420	6,364	4,798	8,486	2,789
3375,Columbiana Center	Arden B.		9,750	11,151	9,073	9,684	10,973	6,120	8,678	13,594	5,638
3376,The Woodlands	Arden B.		7,599	8,650	9,754	8,596	10,280	7,271	8,711	11,405	4,347

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		11,653	15,608	11,054	12,293	13,654	9,087	11,357	16,487	15,432
3353,Stamford Town Center	Arden B.										
3354,Westfarms Mall	Arden B.		8,036	8,512	7,855	1,218					
3355,Danbury Fair	Arden B.		3,773	4,388	2,848	3,208	4,101	3,119	4,194	4,257	3,684
3356,St Louis Galleria	Arden B.		11,008	14,234	9,052	11,837	15,124	11,605	11,171	17,374	14,202
3357,Northbrook	Arden B.		3,091	3,686	2,527	3,074	4,325	2,964	3,141	4,488	3,954
3358,Mall Of America	Arden B.		10,697	13,168	10,255	11,097	12,538	12,468	13,619	16,167	12,928
3359,Carousel Center	Arden B.		7,788	6,839	7,571	5,567	6,781	5,700	6,715	9,209	8,073
3360,Burlington Mall	Arden B.		6,708	6,588	5,326	5,907	6,609	4,167	5,815	6,202	7,601
3361,Annapolis Mall	Arden B.										
3362,Willow Grove Park	Arden B.		8,297	9,787	9,030	9,080	11,285	8,993	9,939	9,886	9,564
3363,Cambridgeside Galler	Arden B.		11,701	12,711	11,269	11,741	10,871	9,691	8,453	15,018	11,693
3364,Mall Of New Hampshir	Arden B.		4,243	4,923	4,258	3,897	4,821	3,995	5,237	5,173	4,539
3365,Orland Square	Arden B.		9,891	10,993	9,803	8,968	11,964	8,262	8,235	11,373	7,283
3366,Ridgedale Cntr.	Arden B.		4,825	6,041	3,959	4,558	5,432	6,054	5,051	8,507	5,700
3367,Baybrook Mall	Arden B.		5,313	4,922	4,269	4,669	6,101	5,014	4,971	6,744	6,022
3368,Highland Mall	Arden B.		5,633	5,470	4,258	3,029	4,422	3,805	4,668	6,808	5,155
3369,Meriden Square	Arden B.										
3370,Prudential Center	Arden B.		15,953	15,742	14,104	7,024	5,442	9,415	13,133	23,100	19,955
3371,Scottsdale Center	Arden B.		9,601	10,921	7,865	7,893	8,565	7,759	9,340	14,126	11,164
3372,The Parks Arlington	Arden B.										
3373,Vista Ridge	Arden B.		2,995	3,344	3,074	2,959	3,113	2,835	3,218	4,869	3,869
3374,Woodland Hills	Arden B.		5,480	6,006	4,345	4,441	5,751	4,763	5,113	8,075	4,460
3375,Columbiana Center	Arden B.		7,559	8,968	6,208	6,220	7,856	5,918	7,516	8,990	7,774
3376,The Woodlands	Arden B.		5,007	5,269	5,616	5,778	7,258	6,546	5,880	5,978	7,050

ATTORNEYS EYES ONLY

WS 01440

Location	Location Trait	Month	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		16,827	29,997	14,295	17,650	16,499	14,580	21,965	21,368	15,603
3353,Stamford Town Center	Arden B.										
3354,Westfarms Mall	Arden B.										
3355,Danbury Fair	Arden B.		5,706	10,665	1,488						
3356,St Louis Galleria	Arden B.		16,173	26,932	10,175	11,159	10,291	9,497	14,334	20,033	14,808
3357,Northbrook	Arden B.		4,364	11,570	2,588						
3358,Mall Of America	Arden B.		17,179	23,688	11,715	18,179	16,919	13,533	15,712	21,277	14,569
3359,Carousel Center	Arden B.		11,407	15,780	7,098	10,906	12,409	8,697	9,412	10,982	9,615
3360,Burlington Mall	Arden B.		9,592	20,027	8,670	10,089	15,769	9,633	13,057	11,517	8,405
3361,Annapolis Mall	Arden B.										
3362,Willow Grove Park	Arden B.		13,265	21,540	9,670	13,303	16,405	11,646	15,580	18,616	14,260
3363,Cambridgeside Galler	Arden B.		15,486	26,388	10,894	13,383	18,953	14,371	16,035	20,473	11,813
3364,Mall Of New Hampshir	Arden B.		6,750	13,775	6,230	5,199	8,318	6,671	6,541	9,816	5,901
3365,Orland Square	Arden B.		14,849	21,390	9,052	11,705	15,824	11,642	16,121	19,162	13,041
3366,Ridgedale Cntr.	Arden B.		8,478	15,530	7,506	8,801	13,165	9,089	9,331	12,012	8,876
3367,Baybrook Mall	Arden B.		8,532	18,978	6,687	9,080	9,916	7,652	7,849		
3368,Highland Mall	Arden B.		7,611	10,914	5,446	7,357	8,172	7,076	8,032	9,345	8,122
3369,Meriden Square	Arden B.										
3370,Prudential Center	Arden B.		22,275	27,099	16,066	20,459	22,817	19,277	23,919	24,472	16,038
3371,Scottsdale Center	Arden B.		17,056	26,007	12,674	17,050	17,851	13,198	16,881	15,679	10,089
3372,The Parks Arlington	Arden B.										
3373,Vista Ridge	Arden B.		4,853	8,782	290						
3374,Woodland Hills	Arden B.		12,871	14,831	2,667						
3375,Columbiana Center	Arden B.		11,708	21,507	8,282	10,571	13,164	8,129	9,777	12,776	9,392
3376,The Woodlands	Arden B.		9,373	19,674	7,960	8,954	11,946	8,922	11,962	13,389	11,301

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		16,815	22,343	14,293	16,292	29,696	10,995	1,928
3353,Stamford Town Center	Arden B.								
3354,Westfarms Mall	Arden B.								
3355,Danbury Fair	Arden B.								
3356,St Louis Galleria	Arden B.		13,925	17,973	10,749	13,087	24,557	9,231	1,424
3357,Northbrook	Arden B.								
3358,Mall Of America	Arden B.		15,821	19,120	12,624	15,602	21,217	7,205	810
3359,Carousel Center	Arden B.		10,620	13,958	7,936	11,932	19,189	6,126	1,448
3360,Burlington Mall	Arden B.		10,584	11,047	7,089	8,660	17,136	4,741	1,236
3361,Annapolis Mall	Arden B.								
3362,Willow Grove Park	Arden B.		15,257	18,780	14,176	19,190	30,270	10,679	1,851
3363,Cambridgeside Galler	Arden B.		14,532	16,179	12,964	15,288	24,309	9,428	1,380
3364,Mall Of New Hampshir	Arden B.		8,364	8,622	4,963	9,919	18,541	5,973	1,017
3365,Orland Square	Arden B.		13,283	15,252	13,754	15,744	25,932	9,426	1,142
3366,Ridgedale Cntr.	Arden B.		9,680	10,695	6,631	7,731	16,291	6,891	1,196
3367,Baybrook Mall	Arden B.								
3368,Highland Mall	Arden B.								
3369,Meriden Square	Arden B.								
3370,Prudential Center	Arden B.		22,691	24,150	18,465	19,936	27,061	10,579	616
3371,Scottsdale Center	Arden B.		12,991	16,338	11,013	12,887	20,775	9,133	1,367
3372,The Parks Arlington	Arden B.								
3373,Vista Ridge	Arden B.								
3374,Woodland Hills	Arden B.								
3375,Columbiana Center	Arden B.		12,392	16,579	10,306	14,120	27,586	7,543	2,093
3376,The Woodlands	Arden B.		9,875	13,136	7,569	10,782	24,490	6,750	619

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Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		2,488	2,236	2,084	4,616	2,380	1,194	1,302	3,290	2,180	3,254
3378,Old Orchard	Arden B.		7,047	5,655	7,636	8,896	4,143	3,938	5,038	6,588	6,792	8,376
3379,Providence Place Mal	Arden B.		5,119	4,645	6,506	8,021	4,119	3,622	4,932	5,701	6,659	5,693
3380,Fayette Mall	Arden B.		3,277	3,479	3,562	6,233	2,342	1,540	2,118	2,472	2,501	2,719
3381,Regency Square Mall	Arden B.		3,714	4,441	3,086	8,386	3,316	3,410	1,680			
3382,Willowbrook	Arden B.		2,345	2,427	3,225	5,189	3,069	2,499	2,677	2,769	2,520	3,905
3383,Mission Viejo Mall	Arden B.		2,404	2,562	2,931	7,329	2,539	2,624	3,289	3,535	4,460	3,729
3384,Concord Mills/Outlet	Arden B.		490	856	704	3,670	3,995	2,552	3,793	1,952	1,999	1,680
3385,Aventura Mall	Arden B.		2,653	9,520	7,987	12,848	5,472	4,755	9,501	12,738	10,168	11,561
3386,Plaza Las Americas	Arden B.					17,904	7,934	5,171	8,389	9,386	9,826	10,221
3387,Easton Towne Center	Arden B.											
3388,Gateway Mall	Arden B.											
3389,Streets At South Poi	Arden B.											
3390,Arden Fair	Arden B.											
3391,Halsted & Aarmitage	Arden B.											
3392,International Plaza	Arden B.											
3393,Willowbend Mall	Arden B.											
3395,Sherman Oaks	Arden B.											
3396,Florida Mall	Arden B.											
3397,Valley Faire	Arden B.											
3398,Short Pump Town Ctr.	Arden B.											
3399,Roosevelt Field	Arden B.											
3401,Beachwood Place	Arden B.											
3402,Cherry Hill	Arden B.											
3925,Mall At Millenia	Arden B.											

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Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		2,564	3,459	3,363	3,012	3,678	7,783	3,050	5,352	8,045	6,262
3378,Old Orchard	Arden B.		5,909	7,239	8,191	6,936	11,702	19,200	7,340	8,486	18,995	17,331
3379,Providence Place Mal	Arden B.		4,415	6,877	7,424	6,559	7,925	13,660	5,742	8,371	17,877	15,094
3380,Fayette Mall	Arden B.		3,713	3,589	4,496	3,894	5,516	9,440	3,389	3,981	6,508	6,139
3381,Regency Square Mall	Arden B.											
3382,Willowbrook	Arden B.		3,761	3,951	3,812	3,547	4,470	10,384	3,899	4,995	5,837	5,329
3383,Mission Viejo Mall	Arden B.		3,248	4,384	4,337	4,173	5,072	10,459	4,441	5,644	9,370	8,311
3384,Concord Mills/Outlet	Arden B.		1,776	2,168	2,027	1,847	1,660	3,919	2,541	2,847	4,766	3,448
3385,Aventura Mall	Arden B.		11,718	12,272	14,257	13,112	22,748	30,260	18,113	20,557	39,060	22,964
3386,Plaza Las Americas	Arden B.		9,144	10,850	15,318	13,553	20,823	33,755	16,717	17,467	31,730	25,575
3387,Easton Towne Center	Arden B.				9,150	9,048	10,271	17,029	8,305	8,130	12,600	8,915
3388,Gateway Mall	Arden B.					1,297	6,023	9,077	3,982	5,522	5,959	4,988
3389,Streets At South Poi	Arden B.										20,412	9,968
3390,Arden Fair	Arden B.										6,537	16,038
3391,Halsted & Aarmitage	Arden B.											
3392,International Plaza	Arden B.				9,814	9,628	15,951	17,727	9,088	9,538	11,146	6,676
3393,Willowbend Mall	Arden B.				5,763	7,051	10,662	14,940	5,514	7,101	7,322	5,180
3395,Sherman Oaks	Arden B.						8,413	20,536	11,333	14,944	22,205	14,266
3396,Florida Mall	Arden B.						7,346	18,504	7,370	8,673	14,224	7,604
3397,Valley Faire	Arden B.											
3398,Short Pump Town Ctr.	Arden B.											
3399,Roosevelt Field	Arden B.											24,082
3401,Beachwood Place	Arden B.											
3402,Cherry Hill	Arden B.											
3925,Mall At Millenia	Arden B.											

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Page by: Group: 0205 Arden B. Access — Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		9,750	11,214	8,559	10,442	13,714	7,771	9,023	14,589	4,977
3378,Old Orchard	Arden B.		24,389	27,666	17,353	21,283	23,069	14,294	15,765	23,416	5,708
3379,Providence Place Mal	Arden B.		17,985	19,422	14,315	15,611	18,015	9,140	12,646	20,552	6,953
3380,Fayette Mall	Arden B.		6,900	8,361	5,307	7,386	10,532	6,042	4,726	9,934	2,607
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		10,285	11,807	13,154	10,944	11,883	8,044	10,744	15,135	4,591
3383,Mission Viejo Mall	Arden B.		11,078	12,628	10,210	9,442	11,758	6,138	9,254	14,546	4,576
3384,Concord Mills/Outlet	Arden B.		3,100	4,671	5,422	4,252	8,429	6,586	8,049	6,344	4,237
3385,Aventura Mall	Arden B.		27,273	33,771	27,493	28,660	25,305	13,318	17,873	23,570	8,888
3386,Plaza Las Americas	Arden B.		34,544	36,812	23,524	25,296	29,538	16,440	18,066	31,440	8,205
3387,Easton Towne Center	Arden B.		10,300	14,050	9,698	11,974	12,819	7,869	10,201	11,016	2,608
3388,Gateway Mall	Arden B.		6,538	6,431	5,097	6,866	7,704	3,488	3,438	7,201	3,848
3389,Streets At South Poi	Arden B.		11,384	8,998	6,621	6,069	9,175	6,178	5,083	8,592	2,880
3390,Arden Fair	Arden B.		16,996	20,242	11,455	12,584	14,314	9,695	10,162	15,497	5,025
3391,Halsted & Aarmitage	Arden B.										
3392,International Plaza	Arden B.		10,609	12,865	7,825	7,449	10,030	6,408	7,143	9,184	3,635
3393,Willowbend Mall	Arden B.		7,181	7,395	5,644	6,685	7,627	4,237	4,415	7,057	2,043
3395,Sherman Oaks	Arden B.		15,385	21,966	10,725	16,157	17,261	10,689	9,943	15,519	5,431
3396,Florida Mall	Arden B.		11,079	11,584	7,454	7,550	8,454	4,287	4,234	5,543	2,109
3397,Valley Faire	Arden B.		12,933	24,761	17,559	15,434	16,909	10,069	12,404	16,950	5,680
3398,Short Pump Town Ctr.	Arden B.										
3399,Roosevelt Field	Arden B.		25,934	28,189	18,306	17,327	16,584	10,064	11,662	15,854	5,852
3401,Beachwood Place	Arden B.										
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.							9,055	9,040	12,594	4,983

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Page by: Group: 0205,Arden B. Access, Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		6,149	8,622	5,328	6,021	6,676	6,522	5,597	9,344	6,901
3378,Old Orchard	Arden B.		10,624	12,249	9,657	10,849	13,478	8,377	11,084	13,058	14,638
3379,Providence Place Mal	Arden B.		10,328	11,311	10,365	9,822	10,663	9,277	9,255	14,827	11,682
3380,Fayette Mall	Arden B.		4,385	4,876	4,313	4,081	5,959	4,467	5,706	7,595	7,741
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		7,932	7,923	5,161	6,480	7,504	7,641	6,511	7,301	5,322
3383,Mission Viejo Mall	Arden B.		5,784	8,401	6,087	7,774	10,504	7,781	10,147	15,438	13,151
3384,Concord Mills/Outlet	Arden B.		4,641	6,098	4,264	4,200	4,795	4,824	4,789	8,801	6,056
3385,Aventura Mall	Arden B.		13,274	17,196	15,079	16,361	18,164	13,692	14,152	19,664	14,615
3386,Plaza Las Americas	Arden B.		14,287	18,826	15,281	16,785	18,055	14,517	16,915	24,754	17,110
3387,Easton Towne Center	Arden B.		3,831	7,778	8,094	7,542	9,935	8,482	8,968	12,463	10,269
3388,Gateway Mall	Arden B.		3,578	4,434	4,269	4,055	4,582	5,137	6,001	7,355	5,182
3389,Streets At South Poi	Arden B.		4,367	5,807	3,927	4,318	6,814	4,978	6,784	8,027	8,468
3390,Arden Fair	Arden B.		8,361	10,566	7,008	6,889	8,946	6,943	7,144	9,472	9,236
3391,Halsted & Aarmitage	Arden B.					1,073	10,602	6,799	7,556	9,407	6,610
3392,International Plaza	Arden B.		5,613	7,562	6,718	6,316	8,055	5,979	7,818	7,704	6,224
3393,Willowbend Mall	Arden B.		3,889	3,756	3,387	3,498	5,160	5,092	5,250	5,408	5,658
3395,Sherman Oaks	Arden B.		10,526	10,854	10,067	13,735	15,632	12,086	11,289	18,608	18,588
3396,Florida Mall	Arden B.		2,812	2,531	2,835	2,085	3,661	4,046	4,120	4,191	3,505
3397,Valley Faire	Arden B.		9,223	12,539	8,968	10,704	13,812	10,040	12,281	18,113	17,484
3398,Short Pump Town Ctr.	Arden B.									9,964	6,903
3399,Roosevelt Field	Arden B.		7,927	10,357	7,927	10,270	10,498	7,975	10,495	13,892	11,094
3401,Beachwood Place	Arden B.										
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.		6,238	9,858	5,995	4,997	7,341	6,897	8,076	8,742	7,578

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Location	Location Trait	Month	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		9,523	17,109	8,438	10,779	12,922	8,920	10,713	12,871	9,586
3378,Old Orchard	Arden B.		13,463	23,920	10,861	16,372	19,806	16,999	15,182	18,891	12,574
3379,Providence Place Mal	Arden B.		15,251	23,284	10,491	14,718	18,378	10,845	16,501	19,498	11,592
3380,Fayette Mall	Arden B.		9,860	21,493	9,234	11,809	13,804	10,418	11,611	13,452	9,683
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		9,629	18,651	7,779	10,185	10,675	8,237	10,490	13,407	11,506
3383,Mission Viejo Mall	Arden B.		19,458	35,398	16,382	23,757	20,363	16,535	24,153	26,774	13,706
3384,Concord Mills/Outlet	Arden B.		8,661	10,149	3,776	7,111	9,102	7,563	7,828	8,836	11,120
3385,Aventura Mall	Arden B.		19,222	27,469	14,736	17,004	17,723	18,359	27,439	24,426	20,885
3386,Plaza Las Americas	Arden B.		23,321	37,603	15,097	19,596	21,625	15,921	24,678	28,295	16,842
3387,Easton Towne Center	Arden B.		15,907	22,857	8,595	13,357	16,409	13,633	12,957	16,397	12,226
3388,Gateway Mall	Arden B.		8,278	15,395	7,505	7,262	10,263	7,384	8,493	12,380	8,090
3389,Streets At South Poi	Arden B.		10,648	15,898	8,298	11,115	9,217	7,580	10,071	11,893	8,326
3390,Arden Fair	Arden B.		11,686	21,886	8,040	10,395	12,691	8,907	10,568	15,568	11,608
3391,Halsted & Aarmitage	Arden B.		6,973	11,986	8,863	10,321	11,104	10,125	12,103	12,951	9,575
3392,International Plaza	Arden B.		10,544	16,875	7,300	9,813	11,853	11,062	11,130	13,404	13,057
3393,Willowbend Mall	Arden B.		8,519	13,853	6,736	8,206	10,385	5,961	7,751	11,282	7,613
3395,Sherman Oaks	Arden B.		20,867	25,136	18,034	21,673	21,018	13,063	19,739	22,669	14,137
3396,Florida Mall	Arden B.		4,030	9,762	4,296	5,788	9,361	8,240	8,655	12,351	9,258
3397,Valley Faire	Arden B.		19,835	32,652	13,365	14,239	18,714	12,265	20,471	21,394	14,842
3398,Short Pump Town Ctr.	Arden B.		6,607	9,976	4,960	5,917	7,746	6,886	6,226	7,286	5,456
3399,Roosevelt Field	Arden B.		15,646	25,873	14,498	14,476	15,835	11,028	18,089	20,244	15,608
3401,Beachwood Place	Arden B.							3,734	18,680	21,088	16,135
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.		11,642	20,668	10,035	12,340	14,931	11,889	12,784	15,804	14,292

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Location	Location Trait	Month	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		11,253	12,733	8,804	12,071	21,536	8,468	2,204
3378,Old Orchard	Arden B.		15,247	18,346	14,050	14,342	21,959	8,156	1,319
3379,Providence Place Mal	Arden B.		11,301	15,008	9,866	12,895	19,654	5,316	1,453
3380,Fayette Mall	Arden B.		12,022	14,802	10,317	14,014	23,030	7,589	1,351
3381,Regency Square Mall	Arden B.								
3382,Willowbrook	Arden B.		14,884	12,337	9,738	11,082	20,867	6,906	833
3383,Mission Viejo Mall	Arden B.		18,040	18,371	15,402	15,756	31,155	10,497	1,282
3384,Concord Mills/Outlet	Arden B.		11,467	9,998	6,031	7,901	12,617	3,777	1,336
3385,Aventura Mall	Arden B.		22,377	20,671	16,388	20,632	30,620	14,601	2,452
3386,Plaza Las Americas	Arden B.		20,882	22,936	17,444	20,368	32,221	13,294	2,570
3387,Easton Towne Center	Arden B.		14,399	14,517	8,539	11,106	16,963	4,391	543
3388,Gateway Mall	Arden B.		8,250	6,631	5,044	6,814	12,549	6,369	1,010
3389,Streets At South Poi	Arden B.		11,331	13,221	6,107	9,736	15,304	6,071	529
3390,Arden Fair	Arden B.		9,743	13,197	9,130	12,470	17,181	7,846	1,604
3391,Halsted & Aarmitage	Arden B.		11,865	13,502	8,725	9,783	15,121	6,999	759
3392,International Plaza	Arden B.		12,529	12,625	8,370	12,705	20,037	7,978	1,361
3393,Willowbend Mall	Arden B.		10,021	8,706	7,805	7,199	13,436	6,324	179
3395,Sherman Oaks	Arden B.		13,126	17,535	14,391	13,340	23,240	9,283	1,807
3396,Florida Mall	Arden B.		8,035	7,869	5,974	6,345	14,586	7,540	850
3397,Valley Faire	Arden B.		14,026	14,959	9,877	13,827	19,548	8,176	1,124
3398,Short Pump Town Ctr.	Arden B.		6,336	8,967	6,201	6,093	15,107	3,704	758
3399,Roosevelt Field	Arden B.		14,093	15,830	11,714	9,433	23,012	7,301	560
3401,Beachwood Place	Arden B.		16,324	19,912	11,400	12,800	22,086	5,462	1,317
3402,Cherry Hill	Arden B.					8,736	24,273	7,770	413
3925,Mall At Millenia	Arden B.		14,418	12,732	9,471	11,020	22,996	8,321	1,457

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Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.											
3927,Chandler Mall	Arden B.											
3928,Fashion Show	Arden B.											
3929,Broadway Plaza	Arden B.											
3930,Riverchase Galleria	Arden B.											
3932,Northstar Mall	Arden B.											
3934,Monroeville Mall	Arden B.											
3935,Colorado Mills	Arden B.											
3936,Collins Ave	Arden B.											
3937,Park Meadows	Arden B.											
3938,Mall Of Greenhills	Arden B.											
3940,NYC - 3rd Avenue	Arden B.											
3941,Wrentham Village	Arden B.											
3943,Stony Point Mall	Arden B.											
3945,Oak Park Mall	Arden B.											
3946,Great Mall	Arden B.											
3947,532 Broadway	Arden B.											
3948,104 Fifth Avenue	Arden B.											
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

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Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.											
3927,Chandler Mall	Arden B.											
3928,Fashion Show	Arden B.											
3929,Broadway Plaza	Arden B.											
3930,Riverchase Galleria	Arden B.											
3932,Northstar Mall	Arden B.											
3934,Monroeville Mall	Arden B.											
3935,Colorado Mills	Arden B.											
3936,Collins Ave	Arden B.											
3937,Park Meadows	Arden B.											
3938,Mall Of Greenhills	Arden B.											
3940,NYC - 3rd Avenue	Arden B.											
3941,Wrentham Village	Arden B.											
3943,Stony Point Mall	Arden B.											
3945,Oak Park Mall	Arden B.											
3946,Great Mall	Arden B.											
3947,532 Broadway	Arden B.											
3948,104 Fifth Avenue	Arden B.											
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01450

Page by: Group: 0205,Arden B. Assess. Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.			4,030	18,644	16,297	17,620	14,958	14,985	20,853	8,968
3927,Chandler Mall	Arden B.				1,000	6,405	5,857	4,231	3,699	4,989	2,452
3928,Fashion Show	Arden B.		1,771	23,263	16,860	16,125	15,227	9,058	11,775	13,480	4,788
3929,Broadway Plaza	Arden B.										
3930,Riverchase Galleria	Arden B.							1,609	11,278	16,951	2,875
3932,Northstar Mall	Arden B.										
3934,Monroeville Mall	Arden B.								5,433	14,333	3,283
3935,Colorado Mills	Arden B.								6,754	4,666	1,377
3936,Collins Ave	Arden B.					5,927	9,193	7,829	7,507	11,975	5,871
3937,Park Meadows	Arden B.								5,972	13,093	3,517
3938,Mall Of Greenhills	Arden B.								11,636	17,022	4,297
3940,NYC - 3rd Avenue	Arden B.								8,902	20,973	9,224
3941,Wrentham Village	Arden B.								4,985	8,873	2,504
3943,Stony Point Mall	Arden B.										
3945,Oak Park Mall	Arden B.										
3946,Great Mall	Arden B.							10,578	11,287	11,656	7,224
3947,532 Broadway	Arden B.										
3948,104 Fifth Avenue	Arden B.										
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01451

Page by: Group: 6205,Arden B. Assess. Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		12,922	13,894	10,886	13,373	17,417	14,864	14,062	21,353	18,217
3927,Chandler Mall	Arden B.		2,122	2,513	2,600	2,682	2,900	2,524	3,218	5,288	3,885
3928,Fashion Show	Arden B.		12,413	11,003	9,420	10,679	13,257	12,685	13,218	22,839	17,660
3929,Broadway Plaza	Arden B.		5,548	9,165	7,028	9,670	11,016	9,744	9,187	10,536	8,402
3930,Riverchase Galleria	Arden B.		5,377	5,879	3,360	3,052	5,904	4,049	4,978	7,515	7,866
3932,Northstar Mall	Arden B.										19,799
3934,Monroeville Mall	Arden B.		5,474	7,355	5,911	5,206	5,439	3,902	5,272	7,742	6,330
3935,Colorado Mills	Arden B.		1,836	2,842	3,302	2,662	2,718	2,182	2,011	2,282	2,212
3936,Collins Ave	Arden B.		7,845	12,754	7,458	7,501	9,460	7,696	10,372	10,454	7,382
3937,Park Meadows	Arden B.		4,172	5,484	5,312	6,064	6,544	5,168	5,501	4,607	5,606
3938,Mall Of Greenhills	Arden B.		7,027	8,188	6,136	5,237	6,720	6,315	7,989	11,263	10,817
3940,NYC - 3rd Avenue	Arden B.		11,986	15,730	11,350	12,227	15,615	11,581	8,849	20,863	17,816
3941,Wrentham Village	Arden B.		3,997	7,281	6,466	9,606	10,024	8,378	8,775	6,512	5,631
3943,Stony Point Mall	Arden B.									4,694	6,588
3945,Oak Park Mall	Arden B.			4,176	8,180	8,365	9,402	7,099	9,233	11,742	5,730
3946,Great Mall	Arden B.		7,774	12,524	6,848	7,691	8,555	13,862	8,808	11,362	6,902
3947,532 Broadway	Arden B.				13,494	13,187	14,443	10,446	10,547	20,445	19,443
3948,104 Fifth Avenue	Arden B.					1,555	16,806	10,320	11,471	17,046	10,757
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01452

Page by: Group: 0205,Arden B. Access. Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		24,464	32,018	17,977	25,419	23,775	16,287	22,511	24,784	16,010
3927,Chandler Mall	Arden B.		5,435	11,529	6,648	7,416	7,905	5,889	6,102	8,293	5,934
3928,Fashion Show	Arden B.		24,806	33,645	17,513	27,201	19,638	15,052	22,234	19,080	14,716
3929,Broadway Plaza	Arden B.		13,475	24,288	11,780	10,748	17,596	11,498	16,423	20,418	13,140
3930,Riverchase Galleria	Arden B.		12,486	25,029	10,001	11,862	14,542	9,489	12,532	15,568	9,588
3932,Northstar Mall	Arden B.		26,075	32,070	11,278	16,170	18,582	13,825	15,356	19,391	16,031
3934,Monroeville Mall	Arden B.		11,037	18,286	5,731	9,574	10,206	7,767	10,831	10,606	6,901
3935,Colorado Mills	Arden B.		3,996	4,459	1,458	3,673	3,737	2,470	3,126	4,535	4,677
3936,Collins Ave	Arden B.		9,391	17,608	7,405	13,619	16,752	10,762	15,012	17,788	13,422
3937,Park Meadows	Arden B.		7,012	14,498	5,549	8,563	11,633	8,054	9,637	11,105	7,843
3938,Mall Of Greenhills	Arden B.		14,503	26,721	10,445	15,677	15,578	9,213	14,204	17,719	12,472
3940,NYC - 3rd Avenue	Arden B.		19,845	24,876	11,952	20,122	19,802	15,360	26,415	29,582	15,309
3941,Wrentham Village	Arden B.		7,475	9,178	1,931	5,141	3,997	5,437	5,182	12,786	14,309
3943,Stony Point Mall	Arden B.		6,622	11,095	3,823	4,577	5,753	3,813	5,282	6,197	5,867
3945,Oak Park Mall	Arden B.		11,827	19,712	8,153	10,918	12,636	11,425	13,265	11,611	9,899
3946,Great Mall	Arden B.		12,210	15,696	4,319	12,025	9,279	18,396	10,214	18,143	13,221
3947,532 Broadway	Arden B.		19,361	28,359	13,020	15,948	17,496	14,906	23,980	26,429	14,477
3948,104 Fifth Avenue	Arden B.		15,311	22,249	11,439	16,574	18,385	13,736	21,662	25,116	15,605
Total			1,477,620	2,323,243	1,032,601	1,355,990	1,479,530	1,149,902	1,471,811	1,735,993	1,193,694

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ATTORNEYS EYES ONLY

Page by: Group: 0205,Arden B. Access. Arden B. Monthly Sales by Group/Location

Location	Location Trait	Month	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		20,880	22,009	14,183	17,695	21,613	12,239	2,008
3927,Chandler Mall	Arden B.		7,139	8,767	7,522	10,808	16,327	7,446	1,059
3928,Fashion Show	Arden B.		17,032	23,175	13,760	12,921	20,503	10,316	2,114
3929,Broadway Plaza	Arden B.		13,336	14,859	12,170	13,147	19,840	8,880	1,675
3930,Riverchase Galleria	Arden B.		10,934	14,030	9,627	11,482	18,924	6,523	1,368
3932,Northstar Mall	Arden B.		18,313	17,735	14,062	18,203	28,052	10,449	994
3934,Monroeville Mall	Arden B.		9,598	10,425	6,044	9,442	14,831	5,861	746
3935,Colorado Mills	Arden B.		6,585	4,722	3,396	3,087	5,752	2,317	118
3936,Collins Ave	Arden B.		13,599	6,920	9,677	10,104	17,086	9,763	1,715
3937,Park Meadows	Arden B.		8,541	9,609	5,670	6,085	15,562	5,768	1,185
3938,Mall Of Greenhills	Arden B.		15,467	15,441	11,881	12,857	23,155	7,990	1,663
3940,NYC - 3rd Avenue	Arden B.		18,603	25,097	17,777	17,411	25,795	11,073	2,533
3941,Wrentham Village	Arden B.		12,584	9,053	4,432	9,025	19,899	5,757	909
3943,Stony Point Mall	Arden B.		5,872	6,414	5,100	5,938	9,056	3,246	960
3945,Oak Park Mall	Arden B.		9,447	11,999	6,929	9,418	17,010	6,003	838
3946,Great Mall	Arden B.		11,379	11,621	7,035	10,104	19,686	7,407	466
3947,532 Broadway	Arden B.		17,195	25,389	18,786	13,459	23,411	11,055	2,392
3948,104 Fifth Avenue	Arden B.		14,764	20,027	11,388	16,422	21,393	8,779	2,363
[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		12,445	12,408	17,580	27,386	8,163	9,081	8,027	7,583	8,099	7,116
3301,The Shops @ Sunset	Arden B.		9,137	8,944	8,602	17,976	10,623	4,781	3,340	3,179	2,137	2,441
3302,South Shore Plaza	Arden B.		13,486	8,666	15,489	25,814	7,317	7,038	6,957	4,637	5,901	5,750
3303,The Gardens	Arden B.		9,127	8,302	10,005	22,244	10,671	5,582	4,730	3,263	3,043	2,678
3304,Glendale Galleria	Arden B.		10,989	11,534	12,727	19,029	10,289	5,954	4,719	2,906	3,112	2,714
3305,Houston Galleria	Arden B.		19,002	20,878	31,570	43,476	11,796	10,066	5,662	3,611	4,946	8,106
3306,Fashion Valley	Arden B.		11,201	11,594	18,488	23,387	8,120	6,151	3,713	2,427	1,869	3,074
3307,Santa Monica Place	Arden B.		9,586	10,671	12,826	17,381	6,917	5,137	5,021	2,998	2,968	2,880
3308,Ala Moana	Arden B.		21,406	14,594	18,523	28,523	10,551	8,845	4,382	3,262	2,914	3,636
3309,Mac Arthur Center	Arden B.		8,526	8,651	8,862	14,315	4,319	3,349	3,904	956	1,409	1,236
3310,Fashion Island	Arden B.		21,551	16,672	19,638	41,224	13,047	8,712	6,227	2,433	4,553	7,468
3311,Walnut Street	Arden B.		10,149	10,047	10,728	13,397	6,080	4,269	6,385	2,497	1,419	1,408
3312,Newport Center Mall	Arden B.		11,961	9,463	10,269	21,790	8,587	4,549	4,327	2,101	2,450	1,917
3313,Woodfield	Arden B.		15,106	8,481	9,800	23,408	6,750	5,591	8,510	4,299	4,634	3,773
3314,Oak Street	Arden B.		22,709	16,091	23,840	24,379	11,454	11,290	12,556	7,042	7,528	6,735
3315,Beverly Center	Arden B.		15,025	13,094	14,186	22,382	8,603	8,841	4,438	2,128	3,160	5,834
3316,Bellevue Square	Arden B.		13,777	8,822	12,003	26,645	6,675	4,635	8,523	4,032	4,314	6,346
3317,Dallas Galleria	Arden B.		21,276	21,995	29,905	35,894	18,325	10,965	10,423	3,477	7,854	7,898
3318,Cherry Creek	Arden B.		16,933	15,142	18,526	40,719	18,726	11,182	13,050	6,272	7,583	10,512
3319,Lenox Square	Arden B.		26,499	23,046	36,206	56,087	9,888	9,859	11,002	4,002	8,571	12,616
3320,Town Ctr @ Boca Rato	Arden B.		14,552	9,982	11,016	19,591	13,288	5,442	3,484	1,573	3,078	2,518
3321,George Town Park	Arden B.		11,933	9,499	10,720	15,956	8,170	8,325	10,051	2,308	3,605	4,205
3322,The Atrium @ Chest	Arden B.		7,000	7,096	5,016	16,275	3,804	5,387	3,489	1,253	2,171	1,778
3323,Mall Short Hills	Arden B.		23,060	17,355	20,211	37,413	13,112	10,281	11,902	2,084	2,367	3,479
3324,Riverside Square	Arden B.		9,959	7,967	8,099	17,208	7,787	4,595	4,938	1,155	636	1,277

ATTORNEYS EYES ONLY

WS 01455

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		23,148	24,382	24,573	17,911	19,068	40,878	17,639	13,295	19,260
3301,The Shops @ Sunset	Arden B.		4,341	5,735	7,093	5,471	6,738	13,627	5,993	6,963	10,255
3302,South Shore Plaza	Arden B.		5,693	8,769	12,868	9,558	15,869	27,445	10,081	11,669	14,810
3303,The Gardens	Arden B.		5,965	5,919	4,531	5,074	10,367	18,764	5,510	6,088	8,907
3304,Glendale Galleria	Arden B.		9,504	9,110	11,148	14,303	18,611	39,998	12,095	12,012	14,344
3305,Houston Galleria	Arden B.		16,966	15,605	19,283	22,643	36,831	56,451	21,527	23,493	35,802
3306,Fashion Valley	Arden B.		13,361	15,211	15,918	16,745	24,038	40,281	12,362	11,304	20,767
3307,Santa Monica Place	Arden B.		6,469	8,944	14,105	11,338	14,525	22,696	11,174	7,503	14,555
3308,Ala Moana	Arden B.		7,430	10,112	9,645	6,358	10,359	20,220	11,407	11,196	16,654
3309,Mac Arthur Center	Arden B.		3,401	5,324	6,813	6,391	11,687	19,168	8,597	5,405	5,209
3310,Fashion Island	Arden B.		15,874	16,076	28,438	18,630	30,714	51,506	18,019	17,711	29,472
3311,Walnut Street	Arden B.		4,027	6,154	8,701	12,012	16,354	22,005	6,434	10,461	10,438
3312,Newport Center Mall	Arden B.		3,640	5,044	9,943	13,110	15,272	39,157	8,720	12,572	13,174
3313,Woodfield	Arden B.		6,995	6,220	9,134	16,059	23,593	37,759	11,284	8,434	14,213
3314,Oak Street	Arden B.		15,183	19,675	37,254	26,984	36,605	51,076	22,400	23,057	26,342
3315,Beverly Center	Arden B.		23,752	19,778	27,301	20,201	31,327	38,481	23,172	19,150	32,559
3316,Bellevue Square	Arden B.		16,889	11,979	19,274	13,996	15,857	25,432	12,579	15,164	19,976
3317,Dallas Galleria	Arden B.		11,413	8,322	9,934	7,461	18,445	36,864	10,358	13,040	19,295
3318,Cherry Creek	Arden B.		13,631	15,846	21,618	17,799	24,219	50,502	18,115	19,228	27,257
3319,Lenox Square	Arden B.		14,690	21,269	39,350	28,601	35,377	66,300	26,006	20,751	30,973
3320,Town Ctr @ Boca Rato	Arden B.		5,217	9,956	11,406	8,071	14,853	22,906	10,135	11,296	17,233
3321,George Town Park	Arden B.		5,585	4,751	7,663	5,738	10,146	14,209	7,024	6,543	10,441
3322,The Atrium @ Chest	Arden B.		3,576	4,037	7,377	4,156	7,472	16,060	6,124	6,327	8,031
3323,Mall Short Hills	Arden B.		7,683	14,614	11,674	15,697	26,625	37,792	12,392	12,547	19,188
3324,Riverside Square	Arden B.		3,138	4,255	5,661	6,081	12,019	19,223	5,821	5,063	11,343

ATTORNEYS EYES ONLY

WS 01456

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		17,587	20,241	14,829	16,963	24,039	28,692	9,508	13,165	14,640
3301,The Shops @ Sunset	Arden B.		7,254	7,824	9,561	10,074	10,878	10,079	9,798	11,306	12,617
3302,South Shore Plaza	Arden B.		11,962	11,114	9,251	8,390	16,244	21,614	21,534	24,901	41,795
3303,The Gardens	Arden B.		4,077	4,672	7,358	5,857	10,888	11,114	6,613	10,053	10,912
3304,Glendale Galleria	Arden B.		10,228	13,885	12,783	6,922	14,990	16,052	13,452	17,912	25,692
3305,Houston Galleria	Arden B.		23,104	24,963	27,146	31,508	31,550	41,887	34,508	41,685	48,114
3306,Fashion Valley	Arden B.		10,868	14,337	13,503	16,272	20,492	23,427	16,999	20,397	31,871
3307,Santa Monica Place	Arden B.		10,772	14,078	12,180	8,629	14,184	19,873	10,339	9,503	12,384
3308,Ala Moana	Arden B.		10,985	11,752	14,081	11,552	17,644	19,865	10,960	12,460	18,784
3309,Mac Arthur Center	Arden B.		4,000	5,068	4,913	5,549	6,829	8,398	7,465	8,160	16,812
3310,Fashion Island	Arden B.		20,317	25,105	25,053	17,608	28,145	35,257	19,955	30,158	42,928
3311,Walnut Street	Arden B.		8,639	8,734	5,945	5,256	8,515	17,123	11,334	10,723	17,562
3312,Newport Center Mall	Arden B.		8,745	10,170	6,310	4,010	6,733	10,354	9,313	9,942	19,516
3313,Woodfield	Arden B.		6,075	8,762	6,057	7,148	14,339	14,597	11,999	13,462	33,900
3314,Oak Street	Arden B.		20,594	20,790	18,488	13,254	20,817	27,028	19,493	18,383	29,466
3315,Beverly Center	Arden B.		28,031	30,818	28,348	24,761	34,186	39,216	22,634	22,230	31,006
3316,Bellevue Square	Arden B.		15,309	17,870	15,083	13,741	21,612	21,145	9,030	14,915	24,451
3317,Dallas Galleria	Arden B.		12,204	12,119	13,741	14,291	16,977	26,812	22,431	23,697	36,290
3318,Cherry Creek	Arden B.		18,625	20,878	19,348	17,859	26,554	35,685	18,775	12,203	31,483
3319,Lenox Square	Arden B.		20,938	21,356	21,240	21,750	25,394	30,929	23,087	32,386	34,694
3320,Town Ctr @ Boca Rato	Arden B.		8,591	11,233	12,169	11,791	11,875		1,936	25,203	16,329
3321,George Town Park	Arden B.		5,663	6,111	5,256	5,681	10,375	12,044	8,331	7,298	12,231
3322,The Atrium @ Chest	Arden B.		6,774	4,394	4,394	3,414	8,845	9,990	6,496	8,922	14,300
3323,Mall Short Hills	Arden B.		12,089	14,233	8,002	12,176	17,843	21,592	16,233	17,894	28,963
3324,Riverside Square	Arden B.		6,156	7,800	4,207	2,580	7,151	8,344	7,594	9,334	18,208

ATTORNEYS EYES ONLY

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Location	Location Trait	Month	Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		4,215	5,991	10,533	5,966	6,234	11,182	16,386	22,915	25,481	19,023
3301,The Shops @ Sunset	Arden B.		2,762	1,368	441	1,644	1,144	756	1,147	2,883	2,831	4,286
3302,South Shore Plaza	Arden B.		11,449	8,299	10,764	8,534	6,530	5,217	10,606	19,249	27,270	27,075
3303,The Gardens	Arden B.		1,658	1,324	1,263	1,036	1,153	2,544	1,691	2,408	3,422	6,042
3304,Glendale Galleria	Arden B.		5,015	5,849	6,734	4,489	2,679	6,870	5,555	9,004	16,106	16,267
3305,Houston Galleria	Arden B.		19,133	14,470	14,038	3,726	4,860	10,064	21,811	24,446	37,050	27,004
3306,Fashion Valley	Arden B.		9,594	7,292	7,985	6,970	6,827	11,501	21,947	21,416	28,786	20,059
3307,Santa Monica Place	Arden B.		2,305	3,185	3,754	3,252	2,140	4,334	2,832	3,270	7,252	9,483
3308,Ala Moana	Arden B.		7,268	5,830	8,867	5,679	3,364	8,945	6,913	13,866	20,596	13,807
3309,Mac Arthur Center	Arden B.		2,020	4,206	2,353	2,371	2,120	2,769	2,220	3,437	6,275	7,217
3310,Fashion Island	Arden B.		13,650	14,560	11,385	6,890	5,262	12,974	19,112	21,583	34,349	27,771
3311,Walnut Street	Arden B.		7,711	5,861	7,135	4,326	5,480	4,936	6,021	8,221	12,817	13,591
3312,Newport Center Mall	Arden B.		3,332	8,182	8,585	5,181	5,408	3,629	4,538	7,578	14,131	14,798
3313,Woodfield	Arden B.		7,413	7,539	11,224	8,757	4,549	5,613	7,932	16,488	18,870	16,327
3314,Oak Street	Arden B.		10,446	10,622	12,496	7,574	7,205	7,110	13,362	20,175	28,793	17,795
3315,Beverly Center	Arden B.		9,827	14,643	13,563	8,262	5,006	14,023	18,847	21,968	24,130	18,447
3316,Bellevue Square	Arden B.		9,972	8,639	9,487	9,014	4,739	7,672	12,045	22,329	27,157	22,156
3317,Dallas Galleria	Arden B.		6,825	9,337	8,140	2,533	2,531	5,328	11,123	16,242	22,169	16,503
3318,Cherry Creek	Arden B.		9,666	7,482	7,745	6,276	5,893	4,887	8,881	11,936	18,181	13,336
3319,Lenox Square	Arden B.				12,539	9,488	3,320	7,070	14,317	21,556	26,468	21,864
3320,Town Ctr @ Boca Rato	Arden B.		4,971	8,075	4,376	4,786	2,702	7,036	4,584	6,278	9,499	6,545
3321,George Town Park	Arden B.		4,995	4,128	5,242	4,564	4,243	2,952	2,224	6,357	6,214	8,777
3322,The Atrium @ Chest	Arden B.		4,899	4,671	4,127	4,484	1,677	2,351	3,187	8,655	11,652	10,597
3323,Mall Short Hills	Arden B.		10,066	9,737	9,957	4,394	5,839	4,935	9,346	16,798	22,093	14,930
3324,Riverside Square	Arden B.		6,004	4,525	6,708	4,067	3,257	2,888	3,688	7,646	11,023	13,285

ATTORNEYS EYES ONLY

WS 01438

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Location	Location Trait	Month	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		24,259	28,237	21,254	17,849	7,050	5,578	2,764	7,330	5,350
3301,The Shops @ Sunset	Arden B.		7,979	19,613	5,263	5,561	3,061	2,040	993	2,650	3,603
3302,South Shore Plaza	Arden B.		36,866	54,724	20,056	18,007	10,162	6,790	2,617	4,430	3,631
3303,The Gardens	Arden B.		9,181	18,535	4,657	5,875	3,012	2,113	1,251	2,296	2,172
3304,Glendale Galleria	Arden B.		36,405	50,675	12,710	13,171	9,666	6,509	4,067	10,367	5,048
3305,Houston Galleria	Arden B.		38,675	42,775	14,145	19,322	11,196	7,497	4,037	9,924	9,950
3306,Fashion Valley	Arden B.		43,065	53,947	21,687	15,946	9,326	7,135	5,505	8,275	8,233
3307,Santa Monica Place	Arden B.		13,474	21,857	6,325	7,083	5,987	3,823	1,783	6,126	5,761
3308,Ala Moana	Arden B.		22,953	30,455	6,849	7,352	4,998	2,332	2,099	6,657	7,713
3309,Mac Arthur Center	Arden B.		16,679	28,066	9,551	6,143	6,708	5,366	1,362	4,664	3,185
3310,Fashion Island	Arden B.		44,983	55,188	18,664	21,927	15,740	7,641	3,964	14,130	14,386
3311,Walnut Street	Arden B.		16,311	22,464	7,825	13,844	8,219	3,976	2,024	4,494	2,914
3312,Newport Center Mall	Arden B.		18,148	31,169	9,217	11,814	6,073	5,751	2,572	4,901	3,785
3313,Woodfield	Arden B.		23,826	44,117	15,987	14,152	14,666	7,042	4,173	7,053	5,091
3314,Oak Street	Arden B.		21,073	21,176	10,790	16,619	10,021	5,382	3,138	6,629	7,266
3315,Beverly Center	Arden B.		26,423	31,332	11,273	11,876	7,388	4,167	1,856	8,599	6,452
3316,Bellevue Square	Arden B.		39,088	27,361	11,819	10,121	7,205	4,915	1,755	7,173	3,576
3317,Dallas Galleria	Arden B.		29,694	32,814	9,738	10,707	7,222	4,117	2,887	4,135	6,370
3318,Cherry Creek	Arden B.		22,303	30,488	8,843	12,468	10,183	5,152	2,613	5,191	4,281
3319,Lenox Square	Arden B.		41,839	53,662	24,811	21,379	11,238	6,950	2,914	8,854	10,404
3320,Town Ctr @ Boca Rato	Arden B.		12,263	24,149	6,522	8,758	5,442	7,156	3,263	4,900	6,596
3321,George Town Park	Arden B.		7,302	12,829	6,485	6,048	6,016	2,069	2,048	4,078	5,142
3322,The Atrium @ Chest	Arden B.		10,519	18,216	8,123	8,510	5,110	2,563	1,623	1,982	2,587
3323,Mall Short Hills	Arden B.		20,918	31,759	14,769	10,705	11,302	7,026	1,968	4,846	5,028
3324,Riverside Square	Arden B.		13,868	28,744	8,802	11,362	10,384	5,890	2,160	3,836	3,778

ATTORNEYS EYES ONLY

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		7,259	10,737	13,812	14,757	27,454	7,992	168
3301,The Shops @ Sunset	Arden B.		3,555	2,879	3,925	5,829	13,478	4,582	358
3302,South Shore Plaza	Arden B.		7,591	14,281	16,498	18,975	44,506	11,904	781
3303,The Gardens	Arden B.		5,510	3,729	5,869	9,572	19,013	3,824	494
3304,Glendale Galleria	Arden B.		7,088	8,651	17,574	21,427	35,497	6,058	271
3305,Houston Galleria	Arden B.		13,409	20,450	15,457	33,776	43,990	7,094	393
3306,Fashion Valley	Arden B.		12,707	12,934	21,052	28,304	45,565	9,090	594
3307,Santa Monica Place	Arden B.		6,270	9,620	7,278	11,211	19,614	7,138	224
3308,Ala Moana	Arden B.		11,057	14,441	11,896	13,774	29,867	6,856	959
3309,Mac Arthur Center	Arden B.		6,936	7,003	7,885	8,645	21,422	5,875	501
3310,Fashion Island	Arden B.		18,225	18,617	17,859	27,202	48,411	9,655	742
3311,Walnut Street	Arden B.		5,602	10,707	15,504	15,340	27,138	8,335	736
3312,Newport Center Mall	Arden B.		4,786	8,342	9,792	13,076	23,121	9,431	858
3313,Woodfield	Arden B.		5,700	8,626	9,886	17,691	33,072	9,697	25
3314,Oak Street	Arden B.		11,122	12,949	12,610	13,237	33,206	7,754	786
3315,Beverly Center	Arden B.		12,900	14,367	13,947	20,373	31,246	6,925	90
3316,Bellevue Square	Arden B.		6,102	12,214	10,745	13,245	27,519	5,382	119
3317,Dallas Galleria	Arden B.		14,140	17,157	18,751	23,074	27,385	8,675	812
3318,Cherry Creek	Arden B.		6,694	11,415	9,841	11,188	31,605	8,627	67
3319,Lenox Square	Arden B.		17,132	24,526	26,464	37,846	76,214	13,305	396
3320,Town Ctr @ Boca Rato	Arden B.		9,558	7,478	6,564	10,156	15,559	4,441	178
3321,George Town Park	Arden B.		3,875	5,306	7,546	9,651	15,395	5,038	235
3322,The Atrium @ Chest	Arden B.		4,114	4,306	4,745	7,280	12,758	2,645	
3323,Mall Short Hills	Arden B.		10,360	13,638	10,504	10,365	29,364	7,159	576
3324,Riverside Square	Arden B.		4,180	7,801	7,553	8,805	17,748	8,726	867

ATTORNEYS EYES ONLY

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		4,551	4,924	7,190	14,197	5,392	4,780	7,500	2,427	3,714	3,074
3326,The Plaza (King Of P	Arden B.		15,390	11,845	17,368	24,436	6,327	4,898	7,295	3,117	3,608	2,544
3327,Woodbury Commons/Out	Arden B.		5,557	4,341	7,570	10,362	7,550	5,643	5,933	8,964	9,052	6,368
3328,Dadeland Mall	Arden B.		10,214	5,748	16,532	27,358	12,969	6,764	3,822	2,380	2,977	2,722
3330,Somerset Collection	Arden B.		18,058	13,202	17,900	28,869	10,909	8,479	10,863	3,146	5,406	6,452
3331,The Westchester	Arden B.		19,779	17,581	17,971	32,366	10,422	7,094	9,787	3,049	6,884	7,390
3333,Montgomery Mall	Arden B.		16,711	12,418	15,744	36,307	13,145	11,302	8,637	3,083	5,890	4,639
3334,Columbia	Arden B.		16,436	10,712	14,075	24,131	8,154	3,176	3,144	1,804	1,214	2,787
3335,Haywood Mall	Arden B.		7,918	6,884	9,863	18,691	5,851	1,832	2,941	2,218	2,081	1,828
3336,Buckland Hills	Arden B.		6,476	3,014	4,788	8,003	7,539	1,943	1,704	2,004	1,594	789
3337,Paramus Park	Arden B.		7,557	6,065	9,731	17,666	4,297	3,397	3,375	1,768	2,092	1,071
3338,North Point Mall	Arden B.		8,070	5,169	6,800	13,563	3,910	2,586	2,361	2,254	2,798	1,579
3339,Perimeter Mall	Arden B.		9,028	6,561	9,921	19,362	4,849	3,152	4,048	872	2,051	1,273
3340,Garden State	Arden B.		17,449	17,823	23,464	38,251	10,365	8,918	13,135	6,893	5,904	4,744
3341,Willowbrook Mall	Arden B.		10,302	7,506	10,126	23,578	7,009	5,845	4,143	3,179		
3342,Bridgewater Co	Arden B.		13,495	8,077	11,975	26,725	6,549	2,972	6,581	2,472	4,424	3,067
3343,Freehold Raceway	Arden B.		11,532	9,163	9,548	19,289	6,159	5,837	4,928	1,835	2,100	1,319
3344,Pentagon City	Arden B.		27,850	20,470	25,158	49,448	16,096	17,413	13,570	3,790	5,871	8,354
3345,Rockaway Town Sq.	Arden B.		8,787	7,357	8,897	21,024	5,345	4,456	6,321	1,818	1,319	1,976
3346,Northlake Mall	Arden B.		4,716	4,319	5,016	8,076	4,478	2,265	1,872	1,218	832	666
3347,Keystone @ The Cross	Arden B.		18,429	17,317	17,004	40,485	10,262	11,592	8,931	504	2,797	6,953
3348,Oak Brook	Arden B.		15,162	16,947	16,763	26,853	9,009	6,897	12,089	3,354	4,958	5,469
3349,Towson Town Center	Arden B.		15,453	12,461	16,975	24,012	10,914	7,890	8,281	2,875	4,237	2,161
3350,Town Center At Cobb	Arden B.		7,007	4,425	9,708	17,612	3,689	3,263	2,793	1,190	1,967	1,456
3351,Gwinnett	Arden B.		7,282	4,464	5,591	8,881	6,206	1,560	1,120	763	1,020	857

ATTORNEYS EYES ONLY

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		5,280	7,258	7,417	9,025	10,430	18,178	7,894	9,903	14,632
3326,The Plaza (King Of P	Arden B.		6,052	8,859	12,661	11,206	17,956	36,454	11,715	12,293	14,138
3327,Woodbury Commons/Out	Arden B.		3,726	3,674	2,841	1,098	2,980	6,555	3,418	2,027	6,540
3328,Dadeland Mall	Arden B.		9,637	10,785	10,851	11,059	17,624	32,967	15,587	13,841	17,632
3330,Somerset Collection	Arden B.		12,482	20,092	26,185	23,270	31,100	47,436	20,276	19,319	24,410
3331,The Westchester	Arden B.		10,413	16,207	22,542	16,445	20,954	45,207	13,760	15,835	23,789
3333,Montgomery Mall	Arden B.		9,736	10,358	18,598	16,197	25,572	44,879	13,710	12,120	15,871
3334,Columbia	Arden B.		4,978	8,518	12,843	10,738	13,989	21,477	3,484	6,575	8,357
3335,Haywood Mall	Arden B.		6,417	10,271	15,882	14,842	16,151	27,739	9,289	6,649	6,137
3336,Buckland Hills	Arden B.		1,956	1,580							
3337,Paramus Park	Arden B.		3,199	6,103	10,028	8,771	11,115	25,304	5,228	6,761	9,870
3338,North Point Mall	Arden B.		3,875	6,473	4,335						
3339,Perimeter Mall	Arden B.		4,919	9,090	10,841	11,407	15,182	29,169	10,201	7,962	10,107
3340,Garden State	Arden B.		12,367	17,086	27,127	22,370	29,858	58,203	24,800	20,670	30,918
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.		5,849	8,662	10,516	8,771	14,095	24,346	7,149	6,849	13,220
3343,Freehold Raceway	Arden B.		6,528	11,723	14,020	11,421	18,028	31,644	6,397	8,945	12,927
3344,Pentagon City	Arden B.		13,401	16,769	28,668	25,872	33,947	65,515	28,323	22,417	27,220
3345,Rockaway Town Sq.	Arden B.		6,386	6,471	6,156	8,531	8,414	15,715	3,259	3,229	3,730
3346,Northlake Mall	Arden B.		448	1,520	953	1,818	3,824	4,655	1,812	3,829	5,544
3347,Keystone @ The Cross	Arden B.		12,107	17,475	21,579	18,967	24,209	52,535	14,049	15,616	13,949
3348,Oak Brook	Arden B.		9,787	14,521	22,209	24,603	28,995	43,485	14,021	15,914	23,426
3349,Towson Town Center	Arden B.		5,939	10,411	10,305	9,477	13,877	32,202	13,000	10,345	12,410
3350,Town Center At Cobb	Arden B.		4,981	5,653	5,691	5,557	8,471	23,718	5,155	7,003	9,646
3351,Gwinnett	Arden B.		941	499	60	1,177	2,045	4,160	877	2,517	1,139

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Location	Location Trait	Month	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		8,460	6,564	4,910	5,443	7,202	10,813	5,314	7,205	10,851
3326,The Plaza (King Of P	Arden B.		8,504	8,633	5,685	9,385	13,774	18,800	13,199	15,547	31,850
3327,Woodbury Commons/Out	Arden B.		5,798	10,590	6,458	3,930	6,489	4,641	5,970	8,173	9,042
3328,Dadeland Mall	Arden B.		12,340	14,135	20,484	15,639	16,336	15,441	10,421	18,414	17,149
3330,Somerset Collection	Arden B.		17,284	19,792	16,193	15,611	23,034	27,612	19,370	33,650	49,613
3331,The Westchester	Arden B.		13,910	15,976	11,602	12,031	20,102	25,061	13,743	24,730	30,322
3333,Montgomery Mall	Arden B.		10,270	10,816	10,926	10,151	16,806	25,122	13,996	19,518	32,862
3334,Columbia	Arden B.		5,487	5,014	3,032	4,361	8,733	13,815	10,890	14,329	17,319
3335,Haywood Mall	Arden B.		4,423	5,880	5,449	7,567	6,909	12,257	12,523	11,751	17,603
3336,Buckland Hills	Arden B.										
3337,Paramus Park	Arden B.		3,692	2,905	3,074	2,769	7,072	10,024	6,871	8,986	17,732
3338,North Point Mall	Arden B.										
3339,Perimeter Mall	Arden B.		6,759	7,618	9,441	6,863	9,945	13,500	10,289	15,320	20,331
3340,Garden State	Arden B.		18,960	17,954	12,737	12,855	24,674	33,396	19,774	31,187	50,362
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.		7,078	6,778	5,354	4,992	8,273	9,745	11,668	17,538	30,729
3343,Freehold Raceway	Arden B.		7,443	8,841	6,251	8,746	14,758	14,655	8,518	11,423	19,615
3344,Pentagon City	Arden B.		18,985	20,224	18,240	16,869	21,087	29,780	21,581	32,423	36,892
3345,Rockaway Town Sq.	Arden B.		2,582	559	1,545	1,373	6,634	8,465	6,934	7,474	12,507
3346,Northlake Mall	Arden B.		2,934	1,628	2,364	1,213	1,684	2,365	1,360	2,048	3,004
3347,Keystone @ The Cross	Arden B.		8,166	12,095	7,870	8,465	16,342	21,870	13,294	22,265	31,766
3348,Oak Brook	Arden B.		16,888	16,863	6,471	3,486	15,610	22,349	11,846	12,737	32,333
3349,Towson Town Center	Arden B.		7,365	6,160	7,623	4,823	10,641	13,219	6,640	10,797	22,703
3350,Town Center At Cobb	Arden B.		3,718	5,608	6,407	4,576	7,953	11,030	7,415	11,187	15,860
3351,Gwinnett	Arden B.		1,115	1,666	1,933	1,109	1,933	3,545	1,987	2,078	1,152

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Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		3,606	4,287	7,661	3,462	3,187	2,451	3,256	7,583	13,358	11,916
3326,The Plaza (King Of P	Arden B.		5,179	6,820	6,885	4,544	2,310	4,697	6,908	18,322	22,044	21,214
3327,Woodbury Commons/Out	Arden B.		2,959	4,784	4,474	10,350	10,989	11,958	8,216	10,881	6,963	10,801
3328,Dadeland Mall	Arden B.		8,199	5,506	5,720	4,153	3,747	5,057	5,782	8,941	12,850	7,541
3330,Somerset Collection	Arden B.		3,317	7,057	14,383	9,533	7,213	10,030	18,132	24,364	32,172	26,391
3331,The Westchester	Arden B.		6,016	7,105	11,008	7,307	6,271	5,627	11,935	17,391	24,465	18,423
3333,Montgomery Mall	Arden B.		10,784	9,281	12,259	7,253	8,361	8,604	10,231	20,519	26,848	21,168
3334,Columbia	Arden B.		3,615	2,896	5,454	4,247	3,992	4,398	6,642	9,193	14,844	17,466
3335,Haywood Mall	Arden B.		4,820	2,818	4,787	1,545	2,273	1,996	2,875	4,307	7,595	10,264
3336,Buckland Hills	Arden B.											
3337,Paramus Park	Arden B.		4,413	3,422	2,358	3,129	2,634	2,593	3,467	4,628	8,711	7,371
3338,North Point Mall	Arden B.											
3339,Perimeter Mall	Arden B.		3,901	5,944	6,221	2,761	2,734	3,203	2,906	4,311	8,308	11,442
3340,Garden State	Arden B.		14,805	14,497	19,161	10,993	6,689	10,309	11,263	23,169	36,909	30,447
3341,Willowbrook Mall	Arden B.											
3342,Bridgewater Co	Arden B.		4,121	1,325								
3343,Freehold Raceway	Arden B.		1,919	2,542	2,298	2,221	2,107	2,825	6,096	11,936	17,193	16,934
3344,Pentagon City	Arden B.		18,437	16,971	17,093	10,334	10,198	11,535	12,050	23,045	38,036	30,295
3345,Rockaway Town Sq.	Arden B.		6,097	3,821	4,346	1,973	2,759	1,570	3,595	4,260	8,830	10,020
3346,Northlake Mall	Arden B.		1,300	2,804	2,074	2,610	2,488	3,433	2,864	2,951	1,447	4,181
3347,Keystone @ The Cross	Arden B.		9,497	7,081	9,753	4,821	6,167	6,951	15,497	18,104	23,981	17,462
3348,Oak Brook	Arden B.		5,559	4,189	6,801	7,340	3,791	6,707	11,289	18,840	29,612	24,897
3349,Towson Town Center	Arden B.		4,181	4,777	5,970	2,720	2,666	2,449	3,954	4,032	12,051	12,296
3350,Town Center At Cobb	Arden B.		1,088	946	507	1,151	542	1,573	1,951	2,967	6,685	8,934
3351,Gwinnett	Arden B.		673	2,230	853	5,660	3,908	3,752	2,806	2,646	1,486	5,415

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Location	Location Trait	Month	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		16,087	21,576	8,398	8,331	8,203	4,323	1,598	4,269	4,567
3326,The Plaza (King Of P	Arden B.		25,665	41,757	20,960	14,636	11,146	7,678	1,529	5,691	7,068
3327,Woodbury Commons/Out	Arden B.		14,355	15,414	3,008	7,276	9,740	8,097	7,238	7,821	3,579
3328,Dadeland Mall	Arden B.		13,972	27,044	6,452	6,682	5,387	5,948	1,335	3,704	4,701
3330,Somerset Collection	Arden B.		35,835	41,982	19,290	17,865	13,620	10,565	2,932	7,772	7,207
3331,The Westchester	Arden B.		20,533	30,098	11,676	10,187	8,326	6,538	2,963	4,924	5,959
3333,Montgomery Mall	Arden B.		24,100	41,237	16,970						
3334,Columbia	Arden B.		21,696	33,803	9,276	11,449	8,133	3,430	1,607	7,127	3,606
3335,Haywood Mall	Arden B.		14,634	23,479	8,000	9,420	4,048	4,028			
3336,Buckland Hills	Arden B.										
3337,Paramus Park	Arden B.		16,782	20,689	9,327	10,573	10,557	4,740	851		
3338,North Point Mall	Arden B.										
3339,Perimeter Mall	Arden B.		22,445	31,232	11,783	12,746	5,537	4,133	2,164	3,552	5,785
3340,Garden State	Arden B.		42,551	53,068	18,601	19,138	12,918	9,177	3,137	7,978	5,992
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.										
3343,Freehold Raceway	Arden B.		19,217	35,590	11,988	10,710	8,299	5,271	1,897	4,132	4,818
3344,Pentagon City	Arden B.		33,703	49,542	22,973	22,839	14,130	11,765	3,731	8,813	8,039
3345,Rockaway Town Sq.	Arden B.		13,807	30,478	7,166	8,969	7,737	5,050	2,442	5,461	3,191
3346,Northlake Mall	Arden B.		7,922	15,771	617	5,126	4,154	2,934	4,242	4,083	
3347,Keystone @ The Cross	Arden B.		29,917	34,145	14,355	13,242	10,039	6,148	1,023	3,969	7,867
3348,Oak Brook	Arden B.		32,331	42,801	13,932	20,162	15,550	7,877	3,245	6,642	7,669
3349,Towson Town Center	Arden B.		19,321	29,073	7,689	11,266	8,478	5,098	1,988	4,144	3,831
3350,Town Center At Cobb	Arden B.		17,535	25,730	4,642						
3351,Gwinnett	Arden B.		7,593	4,694	60						

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Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		9,471	13,809	7,193	9,535	24,381	4,299	811
3326,The Plaza (King Of P	Arden B.		12,542	17,020	18,623	21,890	39,386	9,800	723
3327,Woodbury Commons/Out	Arden B.		3,241	2,774	2,227	1,540	2,696	515	
3328,Dadeland Mall	Arden B.		4,784	10,279	9,806	12,687	28,737	7,894	1,064
3330,Somerset Collection	Arden B.		11,999	15,452	15,763	27,974	40,869	8,696	1,944
3331,The Westchester	Arden B.		7,281	10,396	12,178	10,360	26,209	7,960	769
3333,Montgomery Mall	Arden B.								
3334,Columbia	Arden B.		6,555	10,545	15,780	12,594	30,622	9,686	60
3335,Haywood Mall	Arden B.								
3336,Buckland Hills	Arden B.								
3337,Paramus Park	Arden B.								
3338,North Point Mall	Arden B.								
3339,Perimeter Mall	Arden B.		5,740	9,578	11,990	15,994	33,074	6,456	948
3340,Garden State	Arden B.		9,020	18,377	19,305	20,868	45,782	10,548	550
3341,Willowbrook Mall	Arden B.								
3342,Bridgewater Co	Arden B.								
3343,Freehold Raceway	Arden B.		9,504	10,921	8,514	14,735	30,191	7,567	348
3344,Pentagon City	Arden B.		10,692	19,809	26,529	25,238	53,359	14,409	195
3345,Rockaway Town Sq.	Arden B.		6,972	7,731	7,366	9,853	22,382	3,709	559
3346,Northlake Mall	Arden B.								
3347,Keystone @ The Cross	Arden B.		13,324	14,695	14,392	23,282	38,231	8,622	244
3348,Oak Brook	Arden B.		8,756	12,645	11,406	18,245	33,723	9,292	800
3349,Towson Town Center	Arden B.		4,116	9,748	9,746	10,006	26,359	7,755	7
3350,Town Center At Cobb	Arden B.								
3351,Gwinnett	Arden B.								

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Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		20,108	14,463	17,351	40,171	11,834	9,593	10,903	4,322	4,308	4,534
3353,Stamford Town Center	Arden B.		9,315	5,236	9,202	21,812	5,065	4,668	4,472	2,830	2,648	1,188
3354,Westfarms Mall	Arden B.		9,413	7,863	8,340	20,072	6,618	4,166	6,799	3,241	2,353	1,914
3355,Danbury Fair	Arden B.		8,245	6,559	11,387	23,228	9,445	8,558	8,503	2,827	4,628	4,689
3356,St Louis Galleria	Arden B.		21,122	23,501	23,976	40,187	11,743	7,786	9,750	3,182	3,291	7,991
3357,Northbrook	Arden B.		8,898	6,711	9,011	14,073	5,087	7,280	4,761	3,199	3,632	3,974
3358,Mall Of America	Arden B.		12,323	7,601	9,905	14,744	7,949	5,502	2,386	2,532	2,095	2,216
3359,Carousel Center	Arden B.		14,763	9,780	9,967	20,904	5,974	4,916	3,607	1,352	1,407	986
3360,Burlington Mall	Arden B.		8,348	6,044	6,802	16,779	3,520	2,730	2,307	1,156	940	2,695
3361,Annapolis Mall	Arden B.		9,623	6,278	14,162	14,935	4,368	3,481	5,088	1,925	1,697	2,279
3362,Willow Grove Park	Arden B.		7,468	6,099	7,068	12,009	6,637	3,717	4,313	1,879	1,367	760
3363,Cambridgeside Galler	Arden B.		11,039	7,361	10,305	24,605	5,323	5,915	6,025	3,208	8,463	4,737
3364,Mall Of New Hampshir	Arden B.		7,472	6,679	8,027	13,291	3,638	4,176	3,480	2,894	2,554	3,635
3365,Orland Square	Arden B.		10,474	9,846	11,549	27,386	5,157	6,612	8,822	2,965	4,776	5,296
3366,Ridgedale Cntr.	Arden B.		7,094	5,884	5,485	10,968	6,807	3,644	3,184	1,652	1,672	2,584
3367,Baybrook Mall	Arden B.		5,878	4,955	8,497	15,925	5,638	2,868	2,580	2,007	1,515	1,735
3368,Highland Mall	Arden B.		7,492	8,563	9,777	13,372	4,838	3,332	4,421	2,011	1,826	2,129
3369,Meriden Square	Arden B.		3,731	2,910	3,019	7,110	5,242	1,865	2,420	1,332	1,563	864
3370,Prudential Center	Arden B.		22,812	19,207	28,268	41,156	18,174	10,139	12,630	7,270	10,116	8,167
3371,Scottsdale Center	Arden B.		9,548	8,498	10,393	18,795	4,682	3,265	2,559	753	1,468	1,393
3372,The Parks Arlington	Arden B.		6,100	4,706	5,501	11,063	5,663	2,571	2,095	1,586	810	973
3373,Vista Ridge	Arden B.		6,394	5,166	6,847	14,697	7,062	1,909	2,176	1,738	1,964	1,314
3374,Woodland Hills	Arden B.		6,496	4,984	6,381	16,061	4,222	3,003	3,121	900	1,576	2,139
3375,Columbiana Center	Arden B.		10,071	10,909	15,648	34,467	8,195	4,961	6,024	721	2,241	2,327
3376,The Woodlands	Arden B.		8,008	6,187	9,643	18,777	4,542	3,717	3,505	2,075	1,593	2,812

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Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		7,423	11,981	19,696	15,918	26,063	52,418	14,569	14,203	20,143
3353,Stamford Town Center	Arden B.		1,978	4,879	8,197	7,384	11,596	26,114	10,319	7,803	12,781
3354,Westfarms Mall	Arden B.		3,046	5,347	7,372	6,851	13,619	27,707	10,956	12,816	13,204
3355,Danbury Fair	Arden B.		5,824	7,562	10,470	5,961	12,498	22,952	5,073	7,777	15,227
3356,St Louis Galleria	Arden B.		11,325	16,489	21,294	25,085	29,031	55,515	19,752	13,463	23,305
3357,Northbrook	Arden B.		6,549	8,579	10,846	10,295	10,313	21,156	7,480	12,835	15,193
3358,Mall Of America	Arden B.		8,301	12,477	16,527	12,058	15,687	28,748	10,010	9,666	14,797
3359,Carousel Center	Arden B.		6,792	7,121	13,676	9,618	13,175	21,159	6,960	8,507	12,598
3360,Burlington Mall	Arden B.		3,479	4,654	5,516	4,371	7,692	17,498	5,548	6,087	7,766
3361,Annapolis Mall	Arden B.		3,962	4,832	3,791						
3362,Willow Grove Park	Arden B.		3,975	5,924	10,763	8,154	12,994	23,679	7,393	7,799	12,871
3363,Cambridgeside Galler	Arden B.		8,826	13,202	17,336	12,811	15,214	32,871	10,884	7,827	12,525
3364,Mall Of New Hampshir	Arden B.		4,164	6,243	7,167	7,508	11,720	23,019	5,550	5,761	6,903
3365,Orland Square	Arden B.		9,681	12,678	16,570	19,315	19,158	38,119	8,650	7,921	10,374
3366,Ridgedale Cntr.	Arden B.		4,229	7,288	9,874	7,540	9,111	17,900	6,798	5,261	7,455
3367,Baybrook Mall	Arden B.		4,813	5,662	2,496	4,859	7,122	16,574	5,677	2,925	4,137
3368,Highland Mall	Arden B.		3,683	4,725	4,710	5,271	4,748	11,816	4,169	4,540	5,949
3369,Meriden Square	Arden B.		2,200	1,470	1,421	1,056	2,455	3,489			
3370,Prudential Center	Arden B.		19,318	24,122	27,635	29,013	30,244	40,921	22,825	18,668	30,881
3371,Scottsdale Center	Arden B.		3,257	4,522	4,669	6,421	13,257	20,454	6,707	6,112	12,306
3372,The Parks Arlington	Arden B.		5,138	4,482	3,927						
3373,Vista Ridge	Arden B.		2,282	3,585	3,744	3,962	6,392	12,363	4,720	1,676	3,705
3374,Woodland Hills	Arden B.		5,415	6,146	7,342	5,868	10,356	20,697	5,165	3,582	2,388
3375,Columbiana Center	Arden B.		5,181	8,158	9,678	10,403	14,329	25,352	9,749	6,911	6,529
3376,The Woodlands	Arden B.		4,727	7,648	3,789	3,968	9,186	12,476	4,284	3,819	5,100

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Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		12,646	9,752	10,540	7,911	15,271	17,701	12,787	23,234	40,076
3353,Stamford Town Center	Arden B.		8,652	6,730	6,299	2,547					
3354,Westfarms Mall	Arden B.		5,486	5,460	3,942	5,060	8,835	9,590	12,012	10,961	21,261
3355,Danbury Fair	Arden B.		8,111	7,466	5,943	5,963	10,784	10,446	8,238	16,808	26,485
3356,St Louis Galleria	Arden B.		13,060	14,786	17,195	11,583	20,262	18,944	14,466	18,540	24,913
3357,Northbrook	Arden B.		8,317	5,965	5,912	5,411	11,173	10,904	4,971	7,502	14,382
3358,Mall Of America	Arden B.		10,758	11,474	11,748	11,610	17,630	16,643	9,402	12,511	20,989
3359,Carousel Center	Arden B.		5,731	9,920	9,182	7,749	10,707	13,008	5,947	12,886	18,939
3360,Burlington Mall	Arden B.		7,200	6,890	4,628	4,442	7,420	10,473	7,979	10,833	16,712
3361,Annapolis Mall	Arden B.										
3362,Willow Grove Park	Arden B.		5,964	5,840	5,786	5,613	9,698	14,546	14,360	17,202	25,253
3363,Cambridgeside Galler	Arden B.		7,554	6,520	6,063	4,807	9,314	12,790	10,577	15,259	28,851
3364,Mall Of New Hampshir	Arden B.		5,637	5,895	4,946	4,962	6,559	7,200	3,878	6,202	16,794
3365,Orland Square	Arden B.		5,788	9,618	10,499	8,771	12,614	16,054	12,456	17,006	37,919
3366,Ridgedale Cntr.	Arden B.		6,283	7,707	6,612	3,657	7,711	9,804	6,558	8,616	12,443
3367,Baybrook Mall	Arden B.		2,810	2,697	1,422	2,470	3,858	5,412	5,720	11,230	10,251
3368,Highland Mall	Arden B.		3,821	3,354	5,719	4,903	9,251	9,892	8,537	9,950	11,868
3369,Meriden Square	Arden B.										
3370,Prudential Center	Arden B.		18,879	21,499	19,292	16,876	29,591	35,834	23,984	26,233	35,090
3371,Scottsdale Center	Arden B.		6,312	10,576	9,692	8,068	13,461	11,582	11,058	15,038	17,834
3372,The Parks Arlington	Arden B.										
3373,Vista Ridge	Arden B.		2,433	1,374	1,820	3,119	3,398	4,271	4,614	6,507	9,408
3374,Woodland Hills	Arden B.		2,450	2,448	3,346	2,891	8,294	8,624	5,411	7,622	13,865
3375,Columbiana Center	Arden B.		4,113	6,529	4,859	5,348	9,361	9,156	5,522	11,613	16,386
3376,The Woodlands	Arden B.		2,555	5,577	6,424	7,070	7,607	8,613	10,521	14,546	19,512

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Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		9,643	9,858	9,725	6,148	5,903	6,379	7,202	16,360	28,591	26,523
3353,Stamford Town Center	Arden B.											
3354,Westfarms Mall	Arden B.		4,126	2,209	4,307	2,247	816					
3355,Danbury Fair	Arden B.		1,469	3,191	2,746	3,122	1,899	2,882	4,215	9,830	8,798	11,030
3356,St Louis Galleria	Arden B.		6,209	9,149	9,462	5,073	3,715	4,139	10,488	13,308	21,723	16,273
3357,Northbrook	Arden B.		3,372	3,997	5,302	3,113	3,679	4,086	6,465	9,587	14,739	10,660
3358,Mall Of America	Arden B.		6,701	6,395	8,960	5,869	5,492	6,960	14,311	20,531	28,216	23,039
3359,Carousel Center	Arden B.		5,529	5,261	4,760	4,233	2,864	3,736	5,163	8,458	14,814	10,363
3360,Burlington Mall	Arden B.		2,647	3,275	3,765	5,037	2,854	4,327	7,225	14,550	16,320	21,786
3361,Annapolis Mall	Arden B.											
3362,Willow Grove Park	Arden B.		4,732	4,255	5,577	4,763	3,132	4,919	4,750	10,335	15,890	14,589
3363,Cambridgeside Galler	Arden B.		4,019	8,657	10,788	4,817	5,353	6,501	8,573	13,457	20,729	19,885
3364,Mall Of New Hampshir	Arden B.		3,003	3,023	2,760	2,594	923	2,375	6,228	7,271	9,992	11,973
3365,Orland Square	Arden B.		4,150	5,312	7,715	4,290	4,655	3,502	8,736	15,588	21,510	22,656
3366,Ridgedale Cntr.	Arden B.		4,106	3,079	4,028	2,337	2,221	3,533	4,227	6,964	12,585	9,003
3367,Baybrook Mall	Arden B.		3,307	1,530	1,184	565	745	1,130	1,776	3,403	4,858	7,341
3368,Highland Mall	Arden B.		4,482	2,893	766	153	249	1,713	873	2,847	4,321	4,283
3369,Meriden Square	Arden B.											
3370,Prudential Center	Arden B.		12,350	12,226	12,447	12,460	7,658	8,042	15,090	23,751	40,323	23,717
3371,Scottsdale Center	Arden B.		3,282	6,612	5,215	2,107	1,505	1,590	2,259	5,669	5,749	6,738
3372,The Parks Arlington	Arden B.											
3373,Vista Ridge	Arden B.		2,903	2,998	1,793	950	1,181	2,234	1,331	2,757	4,155	4,321
3374,Woodland Hills	Arden B.		2,650	1,199	1,456	732	496	1,631	1,742	3,576	6,661	6,211
3375,Columbiana Center	Arden B.		3,452	1,997	2,859	1,903	1,398	2,596	2,582	3,145	5,513	9,875
3376,The Woodlands	Arden B.		4,216	3,408	769	590	574	1,740	4,699	5,875	10,252	9,913

ATTORNEYS EYES ONLY

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Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		39,735	49,340	19,386	18,337	13,263	9,028	2,055	6,205	6,530
3353,Stamford Town Center	Arden B.										
3354,Westfarms Mall	Arden B.										
3355,Danbury Fair	Arden B.		14,774	27,488	1,976						
3356,St Louis Galleria	Arden B.		21,961	45,371	9,309	14,374	9,474	5,174	1,056	6,265	4,751
3357,Northbrook	Arden B.		18,193	23,646	7,185						
3358,Mall Of America	Arden B.		25,112	34,570	12,549	16,349	12,628	8,693	2,414	7,552	7,387
3359,Carousel Center	Arden B.		18,261	26,608	10,044	11,994	9,264	4,341	3,108	4,868	5,109
3360,Burlington Mall	Arden B.		26,351	35,328	11,684	12,161	7,999	3,728	1,667	3,696	4,116
3361,Annapolis Mall	Arden B.										
3362,Willow Grove Park	Arden B.		23,256	27,124	7,168	10,607	8,115	3,449	1,582	3,970	6,562
3363,Cambridgeside Galler	Arden B.		28,776	32,902	17,382	14,623	10,055	5,560	4,080	6,278	3,284
3364,Mall Of New Hampshir	Arden B.		16,747	26,980	7,049	8,034	6,171	3,632	1,605	2,535	1,961
3365,Orland Square	Arden B.		30,346	39,503	13,788	16,390	12,948	4,704	2,489	6,144	3,341
3366,Ridgedale Cntr.	Arden B.		12,148	17,886	7,665	8,013	7,065	2,298	1,976	5,273	1,380
3367,Baybrook Mall	Arden B.		14,763	25,154	6,428	5,757	2,460	942	1,141		
3368,Highland Mall	Arden B.		11,166	12,991	5,449	6,955	3,602	768	1,050	1,465	1,932
3369,Meriden Square	Arden B.										
3370,Prudential Center	Arden B.		37,395	32,902	22,684	16,921	12,209	6,873	3,321	9,476	6,720
3371,Scottsdale Center	Arden B.		19,400	20,900	6,849	4,870	4,677	3,587	773	2,663	3,147
3372,The Parks Arlington	Arden B.										
3373,Vista Ridge	Arden B.		11,023	15,254							
3374,Woodland Hills	Arden B.		17,550	24,050	3,894						
3375,Columbiana Center	Arden B.		20,927	29,871	7,239	9,336	3,586	1,760	1,287	3,210	4,748
3376,The Woodlands	Arden B.		16,157	31,304	7,800	5,914	3,182	3,258	1,955	3,643	4,141

ATTORNEYS EYES ONLY

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Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		9,940	16,887	13,845	22,078	51,832	9,355	208
3353,Stamford Town Center	Arden B.								
3354,Westfarms Mall	Arden B.								
3355,Danbury Fair	Arden B.								
3356,St Louis Galleria	Arden B.		6,398	11,123	10,080	15,483	29,731	8,277	
3357,Northbrook	Arden B.								
3358,Mall Of America	Arden B.		13,659	16,663	16,621	19,432	27,734	9,893	335
3359,Carousel Center	Arden B.		6,363	7,901	7,661	11,291	23,333	4,637	
3360,Burlington Mall	Arden B.		4,580	6,616	8,173	14,731	25,250	5,933	
3361,Annapolis Mall	Arden B.								
3362,Willow Grove Park	Arden B.		8,466	15,039	14,587	15,981	38,233	7,885	465
3363,Cambridgeside Galler	Arden B.		5,015	8,450	9,065	13,961	34,371	8,230	524
3364,Mall Of New Hampshir	Arden B.		3,638	6,730	5,487	11,161	29,667	5,006	
3365,Orland Square	Arden B.		5,978	10,937	13,746	21,656	39,362	8,457	454
3366,Ridgedale Cntr.	Arden B.		7,150	6,385	7,515	8,160	20,126	9,692	487
3367,Baybrook Mall	Arden B.								
3368,Highland Mall	Arden B.								
3369,Meriden Square	Arden B.								
3370,Prudential Center	Arden B.		13,382	18,438	25,268	21,838	39,724	9,076	
3371,Scottsdale Center	Arden B.		4,211	9,645	9,042	13,986	17,641	3,052	178
3372,The Parks Arlington	Arden B.								
3373,Vista Ridge	Arden B.								
3374,Woodland Hills	Arden B.								
3375,Columbiana Center	Arden B.		6,886	9,896	7,645	16,865	36,345	4,083	258
3376,The Woodlands	Arden B.		6,035	9,267	8,624	16,297	27,941	5,889	

ATTORNEYS EYES ONLY

WS 01472

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		9,713	5,194	7,437	10,709	6,810	3,480	4,280	2,249	1,823	1,676
3378,Old Orchard	Arden B.		14,774	14,319	16,911	26,050	14,949	7,084	7,620	4,290	6,338	5,398
3379,Providence Place Mal	Arden B.		12,070	10,136	14,058	29,464	7,962	4,868	5,140	4,111	3,250	2,056
3380,Fayette Mall	Arden B.		7,202	6,537	5,943	14,126	2,585	2,028	2,288	575	665	762
3381,Regency Square Mall	Arden B.		9,087	8,114	10,092	23,849	8,043	3,423	3,534			
3382,Willowbrook	Arden B.		7,076	8,206	13,592	21,869	6,261	4,529	4,432	3,053	2,345	2,524
3383,Mission Viejo Mall	Arden B.		5,411	5,849	7,514	15,089	3,825	3,581	3,326	1,399	1,488	1,824
3384,Concord Mills/Outlet	Arden B.		5,812	4,956	9,765	11,194	9,622	7,716	9,585	4,438	5,088	6,042
3385,Aventura Mall	Arden B.		2,973	11,534	13,676	24,750	13,281	5,148	5,619	2,685	2,693	3,149
3386,Plaza Las Americas	Arden B.					16,802	9,358	4,804	2,327	962	2,161	2,637
3387,Easton Towne Center	Arden B.											
3388,Gateway Mall	Arden B.											
3389,Streets At South Poi	Arden B.											
3390,Arden Fair	Arden B.											
3391,Halsted & Aarmitage	Arden B.											
3392,International Plaza	Arden B.											
3393,Willowbend Mall	Arden B.											
3395,Sherman Oaks	Arden B.											
3396,Florida Mall	Arden B.											
3397,Valley Faire	Arden B.											
3398,Short Pump Town Ctr.	Arden B.											
3399,Roosevelt Field	Arden B.											
3401,Beachwood Place	Arden B.											
3402,Cherry Hill	Arden B.											
3925,Mall At Millenia	Arden B.											

ATTORNEYS EYES ONLY

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Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		6,396	10,715	13,709	10,430	10,798	19,161	10,026	6,576	8,185
3378,Old Orchard	Arden B.		10,650	12,758	25,562	18,970	25,882	39,597	15,090	13,047	20,726
3379,Providence Place Mal	Arden B.		7,040	9,451	11,423	11,705	18,513	30,560	8,845	10,512	10,493
3380,Fayette Mall	Arden B.		3,000	3,991	10,545	10,739	18,377	26,968	10,365	7,399	8,065
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		6,599	5,288	5,274	5,912	9,472	19,125	5,686	5,338	6,206
3383,Mission Viejo Mall	Arden B.		5,185	8,371	6,967	6,124	10,946	26,086	5,402	6,056	10,124
3384,Concord Mills/Outlet	Arden B.		4,890	2,660	2,643	1,836	4,848	9,580	3,448	3,957	6,916
3385,Aventura Mall	Arden B.		17,820	20,053	23,920	19,473	24,313	40,586	22,244	19,622	37,223
3386,Plaza Las Americas	Arden B.		3,817	8,038	6,940	5,369	11,040	21,652	7,945	9,820	18,310
3387,Easton Towne Center	Arden B.				17,887	12,301	12,637	24,748	7,782	6,097	7,489
3388,Gateway Mall	Arden B.					2,810	9,839	15,513	3,561	3,280	3,608
3389,Streets At South Poi	Arden B.										14,549
3390,Arden Fair	Arden B.										2,225
3391,Halsted & Aarmitage	Arden B.										
3392,International Plaza	Arden B.				11,322	10,553	10,680	21,146	9,318	9,529	8,031
3393,Willowbend Mall	Arden B.				5,590	10,539	12,540	19,810	7,186	4,920	7,672
3395,Sherman Oaks	Arden B.						16,216	35,749	18,234	15,335	22,017
3396,Florida Mall	Arden B.						5,608	16,008	7,201	6,198	5,669
3397,Valley Faire	Arden B.										
3398,Short Pump Town Ctr.	Arden B.										
3399,Roosevelt Field	Arden B.										
3401,Beachwood Place	Arden B.										
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.										

ATTORNEYS EYES ONLY

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		6,799	7,131	6,152	6,074	12,600	12,392	6,613	8,088	14,136
3378,Old Orchard	Arden B.		13,757	13,154	10,457	13,389	19,248	25,039	13,569	18,092	32,724
3379,Providence Place Mal	Arden B.		8,443	8,778	5,619	4,888	13,427	14,655	8,969	11,282	20,565
3380,Fayette Mall	Arden B.		4,022	4,986	5,465	6,890	8,837	14,625	9,542	10,652	16,550
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		3,690	5,726	5,753	8,015	8,298	8,917	11,361	16,837	19,986
3383,Mission Viejo Mall	Arden B.		9,584	11,830	10,018	6,176	13,525	13,450	9,948	12,540	22,515
3384,Concord Mills/Outlet	Arden B.		4,785	6,095	8,499	6,907	6,602	8,950	4,921	6,177	7,488
3385,Aventura Mall	Arden B.		20,747	28,574	35,322	38,706	42,754	30,097	17,141	23,770	25,130
3386,Plaza Las Americas	Arden B.		15,820	20,993	21,196	16,216	15,332	19,743	14,124	11,471	18,796
3387,Easton Towne Center	Arden B.		5,983	7,441	6,795	6,685	13,835	13,160	8,311	8,929	14,245
3388;Gateway Mall	Arden B.		2,472	2,315	3,004	2,913	7,558	8,114	3,437	3,856	11,086
3389,Streets At South Poi	Arden B.		7,449	6,768	5,112	6,032	6,600	10,198	7,246	8,911	9,642
3390,Arden Fair	Arden B.		8,039	7,661	6,439	7,986	6,074	10,059	7,635	10,331	11,854
3391,Halsted & Aarmitage	Arden B.										
3392,International Plaza	Arden B.		5,346	5,085	4,900	6,047	9,080	10,174	6,556	10,206	12,869
3393,Willowbend Mall	Arden B.		2,859	4,689	4,683	5,734	7,408	11,304	8,035	7,251	11,675
3395,Sherman Oaks	Arden B.		17,775	20,919	15,885	8,473	18,621	20,786	16,803	15,559	20,101
3396,Florida Mall	Arden B.		4,098	6,108	8,319	9,317	7,879	8,347	4,982	6,375	9,290
3397,Valley Faire	Arden B.			8,277	17,492	8,401	10,410	12,762	7,450	14,675	22,112
3398,Short Pump Town Ctr.	Arden B.										
3399,Roosevelt Field	Arden B.		13,783	12,853	8,835	11,210	15,033	19,395	8,842	13,018	28,929
3401,Beachwood Place	Arden B.										
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.								5,775	12,001	10,484

ATTORNEYS EYES ONLY

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Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		4,268	4,502	5,180	2,963	2,879	4,064	6,701	9,468	16,900	10,910
3378,Old Orchard	Arden B.		10,356	8,373	10,475	8,967	4,566	8,671	12,234	17,556	26,429	17,777
3379,Providence Place Mal	Arden B.		4,954	2,278	6,147	5,104	2,923	2,586	4,976	11,319	18,090	17,742
3380,Fayette Mall	Arden B.		3,889	583	3,441	2,580	1,289	1,349	3,427	3,761	11,899	15,774
3381,Regency Square Mall	Arden B.											
3382,Willowbrook	Arden B.		6,689	5,386	2,713	858	806	897	3,414	4,677	7,464	7,676
3383,Mission Viejo Mall	Arden B.		3,025	2,778	3,141	3,414	3,052	6,599	7,189	8,163	15,922	16,298
3384,Concord Mills/Outlet	Arden B.		3,882	3,598	4,664	5,916	6,101	5,370	6,550	5,197	6,903	10,401
3385,Aventura Mall	Arden B.		10,675	8,781	10,177	7,637	4,639	7,585	19,474	20,559	17,461	12,643
3386,Plaza Las Americas	Arden B.		5,736	8,703	4,543	5,860	2,293	7,475	7,555	5,952	8,075	8,066
3387,Easton Towne Center	Arden B.		3,516	3,513	4,267	3,791	2,631	3,352	6,023	11,478	18,464	15,772
3388,Gateway Mall	Arden B.		3,611	1,896	920	1,397	1,172	3,006	2,329	3,648	5,261	6,333
3389,Streets At South Poi	Arden B.		3,917	3,087	1,493	1,832	1,854	2,451	3,367	4,401	7,846	9,579
3390,Arden Fair	Arden B.		6,936	5,062	3,815	2,484	1,433	3,677	6,868	9,580	13,522	13,784
3391,Halsted & Aarmitage	Arden B.						147	3,533	3,810	8,595	12,877	7,424
3392,International Plaza	Arden B.		2,465	1,696	1,632	1,951	1,188	1,450	2,522	3,165	3,902	4,429
3393,Willowbend Mall	Arden B.		2,827	2,247	731	1,124	1,232	1,801	1,205	3,473	5,241	5,025
3395,Sherman Oaks	Arden B.		6,055	7,354	9,342	5,668	4,964	8,041	9,403	8,674	17,634	12,287
3396,Florida Mall	Arden B.		1,281	731	793	605	647	1,219	2,968	2,002	3,117	3,972
3397,Valley Faire	Arden B.		7,084	6,395	7,750	4,015	3,330	5,949	11,921	18,391	22,649	17,049
3398,Short Pump Town Ctr.	Arden B.										17,823	6,720
3399,Roosevelt Field	Arden B.		6,050	2,575	6,877	4,340	4,561	3,066	7,931	15,757	14,030	13,947
3401,Beachwood Place	Arden B.											
3402,Cherry Hill	Arden B.											
3925,Mall At Millenia	Arden B.		2,304	1,543	1,537	892	771	2,235	3,967	2,831	5,179	7,362

ATTORNEYS EYES ONLY

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Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		18,385	25,381	12,873	13,024	11,092	4,132	3,112	4,708	4,896
3378,Old Orchard	Arden B.		22,218	33,524	12,987	13,980	13,338	7,935	2,309	6,733	6,816
3379,Providence Place Mal	Arden B.		29,392	31,503	12,917	14,427	6,387	3,683	1,449	3,615	3,372
3380,Fayette Mall	Arden B.		20,827	31,189	9,653	10,124	4,125	2,910	1,035	2,594	5,028
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		11,653	26,385	7,955	8,403	3,642	3,712	1,781	3,514	2,829
3383,Mission Viejo Mall	Arden B.		33,796	38,361	13,164	11,665	7,208	5,470	2,081	6,336	5,240
3384,Concord Mills/Outlet	Arden B.		22,990	23,495	4,355	6,682	8,953	8,572	6,760	7,249	3,611
3385,Aventura Mall	Arden B.		20,040	30,056	10,542	8,459	5,870	8,453	1,878	6,974	11,143
3386,Plaza Las Americas	Arden B.		9,937	18,276	6,960	6,985	6,408	2,767	2,735	5,737	7,538
3387,Easton Towne Center	Arden B.		19,024	30,984	8,977	12,053	8,588	5,029	1,460	4,239	4,399
3388,Gateway Mall	Arden B.		9,467	16,614	7,625	7,100	5,076	2,426	1,282	4,671	3,154
3389,Streets At South Poi	Arden B.		19,895	28,814	13,188	11,765	6,527	2,315	2,325	2,739	4,510
3390,Arden Fair	Arden B.		24,933	27,124	13,029	12,640	4,639	2,187	1,765	3,491	4,819
3391,Halsted & Aarmitage	Arden B.		9,629	8,120	5,034	3,151	2,731	4,461	1,126	2,594	2,115
3392,International Plaza	Arden B.		12,863	20,659	4,942	4,684	2,864	2,264	1,008	4,254	5,131
3393,Willowbend Mall	Arden B.		13,858	20,440	7,573	7,935	2,906	1,823	1,547	2,232	2,873
3395,Sherman Oaks	Arden B.		29,064	31,007	8,197	9,040	4,809	4,072	1,794	4,195	4,185
3396,Florida Mall	Arden B.		8,433	15,002	4,566	4,187	2,434	299	516	1,325	3,043
3397,Valley Faire	Arden B.		29,350	38,774	16,713	15,254	6,140	4,334	2,365	7,016	7,158
3398,Short Pump Town Ctr.	Arden B.		11,516	14,765	5,488	4,878	4,835	1,420	841	2,328	2,508
3399,Roosevelt Field	Arden B.		15,690	25,801	16,006	10,267	8,332	6,609	2,666	3,978	3,336
3401,Beachwood Place	Arden B.							3,070	4,478	5,357	9,493
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.		13,055	22,941	5,268	7,151	3,257	3,114	1,453	2,634	5,731

ATTORNEYS EYES ONLY

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		6,442	12,247	11,522	14,458	28,209	8,564	
3378,Old Orchard	Arden B.		11,328	18,211	21,351	20,930	40,531	12,805	751
3379,Providence Place Mal	Arden B.		7,567	11,622	14,027	14,602	30,201	5,546	781
3380,Fayette Mall	Arden B.		8,353	13,763	14,075	10,472	26,180	2,295	5
3381,Regency Square Mall	Arden B.								
3382,Willowbrook	Arden B.		7,246	5,554	6,399	12,690	26,709	7,478	231
3383,Mission Viejo Mall	Arden B.		9,215	12,256	14,738	20,488	38,199	7,088	251
3384,Concord Mills/Outlet	Arden B.		1,717	5,469	3,190	3,223	5,590	1,502	652
3385,Aventura Mall	Arden B.		13,973	10,286	14,390	13,358	31,882	8,083	416
3386,Plaza Las Americas	Arden B.		9,126	7,763	6,130	8,152	16,319	4,422	807
3387,Easton Towne Center	Arden B.		7,896	9,763	8,364	14,188	26,778	6,043	659
3388,Gateway Mall	Arden B.		4,775	7,746	3,954	5,675	18,095	8,042	381
3389,Streets At South Poi	Arden B.		4,401	9,400	10,066	14,220	27,169	7,367	90
3390,Arden Fair	Arden B.		6,101	10,247	9,387	13,630	27,753	7,894	246
3391,Halsted & Aarmitage	Arden B.		5,200	6,856	10,317	4,458	17,224	4,264	194
3392,International Plaza	Arden B.		5,578	6,597	5,842	6,576	16,373	4,858	436
3393,Willowbend Mall	Arden B.		4,235	6,633	5,892	7,642	20,072	3,991	168
3395,Sherman Oaks	Arden B.		6,968	9,055	10,271	11,059	28,368	6,461	287
3396,Florida Mall	Arden B.		3,673	5,539	3,131	5,488	17,070	4,171	178
3397,Valley Faire	Arden B.		9,550	11,355	8,018	14,521	27,413	5,978	360
3398,Short Pump Town Ctr.	Arden B.		4,803	5,244	5,622	10,039	21,372	3,381	404
3399,Roosevelt Field	Arden B.		4,987	9,581	7,065	8,096	23,080	6,196	614
3401,Beachwood Place	Arden B.		9,282	12,212	9,284	12,285	23,402	5,225	524
3402,Cherry Hill	Arden B.					10,326	36,579	8,414	144
3925,Mall At Millenia	Arden B.		6,125	5,185	7,311	9,419	19,895	3,388	1,084

ATTORNEYS EYES ONLY

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.											
3927,Chandler Mall	Arden B.											
3928,Fashion Show	Arden B.											
3929,Broadway Plaza	Arden B.											
3930,Riverchase Galleria	Arden B.											
3932,Northstar Mall	Arden B.											
3934,Monroeville Mall	Arden B.											
3935,Colorado Mills	Arden B.											
3936,Collins Ave	Arden B.											
3937,Park Meadows	Arden B.											
3938,Mall Of Greenhills	Arden B.											
3940,NYC - 3rd Avenue	Arden B.											
3941,Wrentham Village	Arden B.											
3943,Stony Point Mall	Arden B.											
3945,Oak Park Mall	Arden B.											
3946,Great Mall	Arden B.											
3947,532 Broadway	Arden B.											
3948,104 Fifth Avenue	Arden B.											
Total			995,956	830,616	1,076,007	1,931,930	690,576	490,893	499,013	231,769	281,464	295,713

ATTORNEYS EYES ONLY

WS 01479

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.										
3927,Chandler Mall	Arden B.										
3928,Fashion Show	Arden B.										
3929,Broadway Plaza	Arden B.										
3930,Riverchase Galleria	Arden B.										
3932,Northstar Mall	Arden B.										
3934,Monroeville Mall	Arden B.										
3935,Colorado Mills	Arden B.										
3936,Collins Ave	Arden B.										
3937,Park Meadows	Arden B.										
3938,Mall Of Greenhills	Arden B.										
3940,NYC - 3rd Avenue	Arden B.										
3941,Wrentham Village	Arden B.										
3943,Stony Point Mall	Arden B.										
3945,Oak Park Mall	Arden B.										
3946,Great Mall	Arden B.										
3947,532 Broadway	Arden B.										
3948,104 Fifth Avenue	Arden B.										
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.				1,808	13,747	18,623	22,225	18,904	21,911	28,962
3927,Chandler Mall	Arden B.					470	5,091	6,688	4,414	5,001	6,870
3928,Fashion Show	Arden B.			540	20,463	14,113	25,661	22,920	16,894	27,769	22,374
3929,Broadway Plaza	Arden B.										
3930,Riverchase Galleria	Arden B.								2,566	18,389	21,620
3932,Northstar Mall	Arden B.										
3934,Monroeville Mall	Arden B.									8,441	17,842
3935,Colorado Mills	Arden B.									6,462	8,974
3936,Collins Ave	Arden B.						8,633	10,927	9,648	9,895	11,131
3937,Park Meadows	Arden B.									8,180	21,292
3938,Mall Of Greenhills	Arden B.									15,833	20,039
3940,NYC - 3rd Avenue	Arden B.									12,705	31,557
3941,Wrentham Village	Arden B.									4,970	12,312
3943,Stony Point Mall	Arden B.										
3945,Oak Park Mall	Arden B.										
3946,Great Mall	Arden B.								10,009	10,764	22,144
3947,532 Broadway	Arden B.										
3948,104 Fifth Avenue	Arden B.										
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01481

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		12,467	10,625	13,998	7,144	7,141	11,211	13,832	16,026	24,194	15,333
3927,Chandler Mall	Arden B.		546	278	568	313	89	947	915	1,250	2,407	3,430
3928,Fashion Show	Arden B.		9,035	6,911	7,717	4,990	3,222	6,909	15,533	20,855	24,037	12,648
3929,Broadway Plaza	Arden B.			5,573	8,237	3,846	3,867	5,656	8,042	13,738	14,601	10,263
3930,Riverchase Galleria	Arden B.		5,106	3,512	3,439	1,180	308	3,263	3,485	6,306	12,545	8,206
3932,Northstar Mall	Arden B.											10,279
3934,Monroeville Mall	Arden B.		3,754	2,947	4,591	2,589	2,749	2,523	5,037	5,820	10,555	10,747
3935,Colorado Mills	Arden B.		3,912	3,513	2,889	5,409	4,114	3,586	998	1,029	1,115	5,363
3936,Collins Ave	Arden B.		1,975	4,330	4,577	3,044	672	1,756	2,785	1,894	5,116	4,396
3937,Park Meadows	Arden B.		5,943	4,631	931	1,167	1,576	2,643	4,246	5,289	6,763	8,925
3938,Mall Of Greenhills	Arden B.		3,949	6,012	6,715	2,355	1,990	3,466	2,892	4,182	8,648	10,158
3940,NYC - 3rd Avenue	Arden B.		12,574	13,288	16,305	9,433	8,604	5,518	12,191	14,663	29,614	20,594
3941,Wrentham Village	Arden B.		5,123	5,783	5,368	14,479	9,566	9,734	5,845	7,061	4,548	16,129
3943,Stony Point Mall	Arden B.										9,194	8,800
3945,Oak Park Mall	Arden B.				2,511	4,706	1,794	5,319	8,504	10,461	12,131	7,425
3946,Great Mall	Arden B.		7,117	10,846	15,846	13,757	7,971	13,574	8,130	6,058	5,808	19,030
3947,532 Broadway	Arden B.					10,971	7,161	8,452	15,891	23,188	36,814	25,123
3948,104 Fifth Avenue	Arden B.						294	5,657	6,556	10,114	17,674	13,368
Total			567,051	556,774	639,223	472,152	370,091	517,907	748,675	1,102,934	1,615,184	1,433,128

ATTORNEYS EYES ONLY

WS 01482

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		33,621	40,521	13,678	13,315	11,249	6,423	3,529	8,608	7,015
3927,Chandler Mall	Arden B.		8,358	15,518	2,960	6,610	1,285	1,254	307	1,249	803
3928,Fashion Show	Arden B.		28,294	36,402	9,750	11,742	6,406	3,679	2,834	5,091	8,098
3929,Broadway Plaza	Arden B.		22,827	29,355	11,044	10,441	7,161	4,610	1,582	5,626	5,421
3930,Riverchase Galleria	Arden B.		23,295	35,697	10,143	7,583	5,439	2,112	1,849	3,297	4,528
3932,Northstar Mall	Arden B.		25,236	36,162	6,918	8,451	5,352	4,620	1,875	4,145	4,093
3934,Monroeville Mall	Arden B.		17,931	26,728	7,184	9,675	5,092	3,318	1,169	3,670	4,132
3935,Colorado Mills	Arden B.		11,731	9,496	2,160	5,002	4,365	5,145	2,492	2,361	1,231
3936,Collins Ave	Arden B.		10,032	14,498	3,406	4,298	2,398	3,586	412	1,608	2,330
3937,Park Meadows	Arden B.		12,175	27,793	8,147	10,076	7,205	3,611	845	4,321	3,961
3938,Mall Of Greenhills	Arden B.		22,995	26,453	14,727	12,311	8,055	6,540	1,659	3,919	4,367
3940,NYC - 3rd Avenue	Arden B.		24,078	32,085	15,066	19,987	13,473	10,721	4,821	7,128	5,858
3941,Wrentham Village	Arden B.		24,030	31,898	4,510	9,610	10,067	9,838	7,096	6,264	5,555
3943,Stony Point Mall	Arden B.		11,453	14,357	4,265	5,147	3,705	2,555	327	1,407	2,091
3945,Oak Park Mall	Arden B.		13,268	27,408	10,993	14,709	7,543	3,639	748	2,386	4,870
3946,Great Mall	Arden B.		30,106	36,741	3,166	11,130	12,061	11,102	9,748	8,916	4,070
3947,532 Broadway	Arden B.		26,479	34,349	15,542	22,801	16,823	6,003	4,887	5,310	8,211
3948,104 Fifth Avenue	Arden B.		15,606	12,758	8,823	13,976	9,485	6,390	2,511	3,427	4,410
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01483

Page by: Group: 0204,Arden B. Outerwear Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		13,661	19,586	21,002	20,190	37,424	11,904	923
3927,Chandler Mall	Arden B.		2,523	4,980	5,222	5,363	14,925	1,982	374
3928,Fashion Show	Arden B.		11,429	17,550	17,025	16,573	27,306	4,950	276
3929,Broadway Plaza	Arden B.		7,519	7,276	10,056	12,751	27,780	8,263	213
3930,Riverchase Galleria	Arden B.		8,188	10,411	9,095	20,004	28,734	5,583	979
3932,Northstar Mall	Arden B.		5,958	9,177	9,054	13,847	25,257	5,071	424
3934,Monroeville Mall	Arden B.		8,247	7,011	6,151	11,296	20,881	5,301	79
3935,Colorado Mills	Arden B.		933	2,345	496	1,155	541	1,981	45
3936,Collins Ave	Arden B.		4,371	1,700	3,083	2,110	11,595	3,684	817
3937,Park Meadows	Arden B.		4,573	7,465	7,638	12,135	27,639	8,945	240
3938,Mall Of Greenhills	Arden B.		6,407	9,774	11,492	15,499	29,249	5,079	336
3940,NYC - 3rd Avenue	Arden B.		11,819	17,280	17,483	14,904	26,375	10,128	1,014
3941,Wrentham Village	Arden B.		7,882	9,486	5,527	6,784	12,410	4,094	311
3943,Stony Point Mall	Arden B.		3,403	4,517	5,413	7,289	13,402	4,956	603
3945,Oak Park Mall	Arden B.		6,997	10,821	7,823	10,957	28,442	6,776	228
3946,Great Mall	Arden B.		3,760	7,955	1,567	1,948	1,214	2,720	
3947,532 Broadway	Arden B.		10,552	17,969	23,972	20,819	39,410	8,558	1,583
3948,104 Fifth Avenue	Arden B.		7,327	11,103	11,770	12,212	20,231	8,263	461
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01484

Page by: Group: 0203,Arden B. Dresses Arden B. Monthly Sales by Group/Location

Location	Location Trait	Month / Metrics	Sep 00 Sls All $	Oct 00 Sls All $	Nov 00 Sls All $	Dec 00 Sls All $	Jan 01 Sls All $	Feb 01 Sls All $	Mar 01 Sls All $	Apr 01 Sls All $	May 01 Sls All $	Jun 01 Sls All $
3300,San Francisco Center	Arden B.		8,984	19,346	15,826	21,499	11,639	7,515	9,023	6,808	8,484	7,352
3301,The Shops @ Sunset	Arden B.		7,090	9,399	11,599	17,664	4,515	7,377	11,725	10,578	10,713	12,509
3302,South Shore Plaza	Arden B.		12,619	13,507	12,796	14,187	7,924	7,649	10,328	9,987	16,114	15,351
3303,The Gardens	Arden B.		14,102	12,401	9,667	15,777	6,471	7,440	16,822	11,329	11,150	12,681
3304,Glendale Galleria	Arden B.		6,825	11,694	8,965	13,347	6,654	7,322	6,072	4,935	9,110	9,155
3305,Houston Galleria	Arden B.		24,407	19,630	19,382	22,683	14,826	15,081	30,608	22,367	17,939	22,417
3306,Fashion Valley	Arden B.		17,924	16,081	13,634	19,106	9,685	8,445	14,132	10,861	11,853	13,850
3307,Santa Monica Place	Arden B.		5,360	3,433	4,671	5,550	2,771	2,945	4,730	4,594	5,597	6,855
3308,Ala Moana	Arden B.		19,323	14,357	16,767	19,727	10,617	14,154	23,735	16,940	16,966	19,382
3309,Mac Arthur Center	Arden B.		4,504	5,201	5,074	8,872	4,790	6,997	10,857	8,654	9,819	10,283
3310,Fashion Island	Arden B.		13,083	18,216	11,973	15,937	8,093	6,454	7,885	6,747	8,591	9,934
3311,Walnut Street	Arden B.		4,240	4,705	5,168	7,789	4,046	6,519	6,906	10,871	10,125	10,101
3312,Newport Center Mall	Arden B.		9,393	7,576	7,156	10,911	4,428	6,725	9,786	9,597	12,807	18,657
3313,Woodfield	Arden B.		16,401	8,229	9,295	12,093	5,075	7,955	10,490	7,588	8,829	11,243
3314,Oak Street	Arden B.		15,853	13,520	10,075	9,366	6,834	11,547	15,011	15,902	15,625	18,483
3315,Beverly Center	Arden B.		11,279	12,350	9,459	9,660	4,707	9,133	14,625	7,746	8,602	13,665
3316,Bellevue Square	Arden B.		8,256	11,419	11,032	17,509	12,043	9,468	13,099	8,073	10,208	11,196
3317,Dallas Galleria	Arden B.		17,178	19,376	14,194	18,839	16,441	14,816	21,751	20,260	20,145	22,056
3318,Cherry Creek	Arden B.		17,094	13,249	10,062	17,768	13,628	13,186	18,018	15,013	18,657	16,742
3319,Lenox Square	Arden B.		23,502	29,911	20,990	31,558	13,955	16,879	35,674	23,221	24,358	33,224
3320,Town Ctr @ Boca Rato	Arden B.		14,178	23,248	15,108	22,812	13,390	13,324	23,441	18,337	17,373	22,028
3321,George Town Park	Arden B.		5,312	6,308	5,990	9,772	5,808	7,541	9,347	10,314	13,796	7,207
3322,The Atrium @ Chest	Arden B.		4,625	4,490	5,482	8,864	4,978	6,131	5,892	5,487	6,740	6,516
3323,Mall Short Hills	Arden B.		11,849	11,906	15,793	14,042	6,218	9,323	21,658	20,831	16,505	16,293
3324,Riverside Square	Arden B.		1,430	3,404	2,407	5,592	1,342	801	398	463	2,197	5,680

ATTORNEYS EYES ONLY

Page by: Group: 0203,Arden B. Dresses Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		3,759	4,253	7,385	5,587	8,978	11,358	7,082	9,734	13,978	8,234
3301,The Shops @ Sunset	Arden B.		5,999	6,110	10,549	7,871	10,277	18,195	7,550	9,728	12,060	8,850
3302,South Shore Plaza	Arden B.		9,638	10,116	15,259	9,239	9,777	21,650	8,200	9,448	13,850	9,042
3303,The Gardens	Arden B.		9,187	8,224	12,016	6,789	8,041	12,685	5,197	8,398	14,784	7,268
3304,Glendale Galleria	Arden B.		6,313	9,429	10,534	8,036	11,921	18,663	9,927	10,926	17,017	8,447
3305,Houston Galleria	Arden B.		15,029	12,774	24,204	17,218	16,199	27,372	12,188	15,300	28,298	21,296
3306,Fashion Valley	Arden B.		8,811	9,881	13,112	14,695	12,512	22,306	8,916	13,347	15,397	10,256
3307,Santa Monica Place	Arden B.		2,369	3,338	3,534	4,772	4,980	8,208	6,490	7,039	10,456	5,874
3308,Ala Moana	Arden B.		11,978	10,549	9,644	6,679	9,377	14,517	9,857	11,545	22,394	12,518
3309,Mac Arthur Center	Arden B.		4,997	5,234	7,312	7,210	9,537	15,819	7,066	5,622	10,266	6,657
3310,Fashion Island	Arden B.		8,074	6,014	8,022	7,823	7,282	12,626	8,758	10,592	18,073	6,374
3311,Walnut Street	Arden B.		5,586	6,083	10,046	7,372	8,029	11,556	6,849	9,596	10,957	10,261
3312,Newport Center Mall	Arden B.		6,380	10,722	8,033	5,917	6,231	14,279	4,518	4,516	6,480	4,438
3313,Woodfield	Arden B.		7,353	10,363	12,234	6,660	9,525	17,306	7,475	8,301	12,642	8,270
3314,Oak Street	Arden B.		14,237	12,184	13,182	9,199	10,753	15,117	6,137	9,044	11,920	10,323
3315,Beverly Center	Arden B.		5,805	6,303	8,963	5,055	7,692	11,505	9,752	14,859	14,600	4,570
3316,Bellevue Square	Arden B.		4,225	5,327	10,334	4,803	9,217	13,319	7,970	9,684	9,859	8,345
3317,Dallas Galleria	Arden B.		10,231	4,707	7,704	2,955	6,132	13,167	5,205	6,145	12,444	8,080
3318,Cherry Creek	Arden B.		9,967	7,925	12,170	6,611	7,353	15,436	5,971	12,321	17,092	12,839
3319,Lenox Square	Arden B.		17,515	20,485	29,391	19,364	18,682	28,318	14,818	14,872	27,366	12,657
3320,Town Ctr @ Boca Rato	Arden B.		13,966	13,176	20,569	11,987	11,024	20,944	6,771	11,348	18,662	11,185
3321,George Town Park	Arden B.		4,878	4,149	6,191	2,617	5,838	7,282	5,181	5,833	7,024	6,638
3322,The Atrium @ Chest	Arden B.		3,189	3,524	6,279	6,652	7,349	10,145	4,708	6,515	9,491	8,664
3323,Mall Short Hills	Arden B.		8,934	9,514	11,830	11,401	10,592	15,985	9,423	11,096	18,205	10,746
3324,Riverside Square	Arden B.		2,871	2,695	2,272	1,808	4,862	8,088	4,972	8,437	7,624	5,966

ATTORNEYS EYES ONLY

WS 01486

Location	Location Trait	Month	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		11,294	8,308	4,782	5,294	7,187	6,244	8,489	7,619	2,912	2,612
3301,The Shops @ Sunset	Arden B.		9,250	8,332	3,824	2,652	4,260	2,540	2,866	3,065	952	1,906
3302,South Shore Plaza	Arden B.		15,630	14,893	10,251	10,817	14,423	7,869	10,809	10,656	4,257	7,407
3303,The Gardens	Arden B.		8,723	7,553	3,978	4,032	7,258	4,639	5,013	7,994	2,875	4,737
3304,Glendale Galleria	Arden B.		12,533	11,029	5,203	7,549	9,036	5,864	6,885	8,537	2,445	1,929
3305,Houston Galleria	Arden B.		19,232	14,124	11,520	9,475	11,838	6,580	10,715	12,692	7,923	12,246
3306,Fashion Valley	Arden B.		13,093	14,249	10,013	8,414	11,805	9,964	10,899	12,033	9,476	7,390
3307,Santa Monica Place	Arden B.		5,909	5,535	3,502	3,324	3,794	1,374	1,672	1,978	765	1,203
3308,Ala Moana	Arden B.		13,300	16,912	8,887	6,887	8,522	7,268	11,797	10,948	6,270	9,641
3309,Mac Arthur Center	Arden B.		6,972	6,325	5,216	5,489	6,615	2,886	3,887	4,405	1,626	2,266
3310,Fashion Island	Arden B.		12,805	12,689	9,203	6,767	9,972	4,960	6,633	7,836	7,424	4,726
3311,Walnut Street	Arden B.		12,314	9,700	6,756	7,794	8,551	3,784	4,070	5,482	1,860	1,716
3312,Newport Center Mall	Arden B.		8,599	11,710	7,536	5,335	9,406	5,502	5,508	5,261	798	2,925
3313,Woodfield	Arden B.		10,879	12,049	5,712	6,130	9,958	3,595	4,357	7,181	1,884	2,042
3314,Oak Street	Arden B.		9,111	12,475	7,508	8,086	9,509	4,443	6,162	8,329	3,203	6,302
3315,Beverly Center	Arden B.		7,878	9,123	6,070	10,268	5,371	5,580	5,678	5,782	3,943	7,406
3316,Bellevue Square	Arden B.		11,140	7,097	5,056	6,458	6,936	7,158	6,912	8,213	5,648	5,795
3317,Dallas Galleria	Arden B.		10,655	8,005	5,781	4,920	9,269	4,000	5,161	6,548	3,875	5,080
3318,Cherry Creek	Arden B.		20,786	17,607	12,143	9,371	12,804	5,874	3,874	8,910	4,105	5,370
3319,Lenox Square	Arden B.		14,165	13,223	10,640	11,680	14,577	10,198	11,706	12,040		
3320,Town Ctr @ Boca Rato	Arden B.		15,685	11,520	6,414	5,560		2,122	10,781	8,679	3,351	5,955
3321,George Town Park	Arden B.		6,761	8,658	4,677	4,247	4,627	1,939	327	1,016	205	637
3322,The Atrium @ Chest	Arden B.		9,876	9,071	5,691	5,497	8,438	6,120	4,061	4,909	1,404	1,286
3323,Mall Short Hills	Arden B.		11,688	9,639	7,967	6,448	7,672	6,502	6,253	8,610	3,011	3,926
3324,Riverside Square	Arden B.		6,033	7,767	5,180	4,287	3,789	2,284	2,276	1,028	248	743

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		3,231	3,367	4,749	4,792	3,497	7,433	8,376	7,540	3,743	5,600
3301,The Shops @ Sunset	Arden B.		1,861	3,501	3,868	3,526	2,798	2,650	3,784	2,669	2,821	4,488
3302,South Shore Plaza	Arden B.		7,493	11,598	10,396	8,952	6,260	12,749	16,002	9,222	10,669	11,008
3303,The Gardens	Arden B.		9,357	9,594	9,328	6,856	4,266	6,038	11,051	10,771	7,470	9,639
3304,Glendale Galleria	Arden B.		1,912	4,623	4,274	3,841	2,222	3,157	3,875	2,095	1,982	4,950
3305,Houston Galleria	Arden B.		15,368	16,480	9,138	8,685	8,531	14,801	20,656	13,652	8,552	11,778
3306,Fashion Valley	Arden B.		11,242	12,546	11,324	8,455	11,373	16,242	18,597	16,629	7,878	11,645
3307,Santa Monica Place	Arden B.		1,018	1,226	2,115	714	547	1,223	1,364	1,411	392	1,786
3308,Ala Moana	Arden B.		10,088	10,679	6,212	7,811	4,221	7,343	12,313	9,007	7,574	11,612
3309,Mac Arthur Center	Arden B.		4,377	7,823	4,591	4,745	2,945	2,541	4,525	2,931	2,996	6,496
3310,Fashion Island	Arden B.		7,128	9,943	7,032	6,247	6,594	12,249	11,569	9,670	4,906	5,389
3311,Walnut Street	Arden B.		5,090	8,520	5,166	5,784	4,266	4,545	7,594	3,459	2,974	3,992
3312,Newport Center Mall	Arden B.		4,863	5,341	5,920	5,898	4,198	5,711	4,950	2,159	2,176	4,365
3313,Woodfield	Arden B.		4,058	7,746	6,160	4,852	4,587	8,082	10,843	2,757	4,397	9,825
3314,Oak Street	Arden B.		7,921	5,431	4,978	6,896	6,044	9,369	14,122	4,575	6,053	4,131
3315,Beverly Center	Arden B.		8,782	4,888	7,490	6,034	6,368	11,427	11,770	9,443	6,150	4,711
3316,Bellevue Square	Arden B.		4,089	4,416	3,695	5,938	3,535	7,556	11,592	6,815	4,655	4,438
3317,Dallas Galleria	Arden B.		5,333	8,651	6,669	3,589	4,749	8,217	8,306	5,269	4,407	5,370
3318,Cherry Creek	Arden B.		5,903	9,462	5,102	3,880	5,497	5,466	11,309	6,471	2,716	3,332
3319,Lenox Square	Arden B.		13,442	15,606	10,138	10,677	8,661	15,412	21,493	14,525	8,043	7,907
3320,Town Ctr @ Boca Rato	Arden B.		6,766	7,238	3,926	3,997	2,989	6,908	9,245	6,800	6,822	7,495
3321,George Town Park	Arden B.		485	3,461	1,310	499	252	487	777	829	45	465
3322,The Atrium @ Chest	Arden B.		2,844	5,910	4,065	5,308	3,740	6,886	8,146	5,474	6,588	5,724
3323,Mall Short Hills	Arden B.		3,733	2,710	2,368	4,692	3,627	7,670	10,676	4,734	6,319	4,038
3324,Riverside Square	Arden B.		2,964	5,095	3,156	2,263	1,606	2,656	998	1,087	187	1,305

ATTORNEYS EYES ONLY

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Location	Location Trait	Month	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		1,459	4,039	5,077	6,603	6,489	2,195	2,030	1,858	6,334	4,151
3301,The Shops @ Sunset	Arden B.		2,273	3,400	3,756	3,857	4,180	2,295	1,306	2,653	3,191	3,263
3302,South Shore Plaza	Arden B.		6,075	6,371	10,428	8,544	12,105	6,030	7,222	9,181	21,055	8,001
3303,The Gardens	Arden B.		3,324	5,658	8,002	7,628	6,726	4,459	1,683	3,345	3,400	4,497
3304,Glendale Galleria	Arden B.		2,870	3,268	6,685	4,971	10,083	6,967	5,890	7,046	12,033	4,916
3305,Houston Galleria	Arden B.		5,456	6,614	11,118	13,640	12,406	7,564	6,003	10,501	19,652	13,568
3306,Fashion Valley	Arden B.		7,120	8,981	12,571	12,993	14,439	11,213	10,204	10,163	23,556	14,063
3307,Santa Monica Place	Arden B.		622	1,124	1,016		1,087	1,199	1,891	2,959	7,538	3,917
3308,Ala Moana	Arden B.		7,452	9,927	12,047	7,682	8,534	6,412	3,672	5,677	11,933	6,207
3309,Mac Arthur Center	Arden B.		2,201	3,669	7,006	5,228	8,222	6,561	4,551	3,226	7,734	4,622
3310,Fashion Island	Arden B.		4,209	4,289	7,548	7,376	10,201	7,796	5,499	7,443	15,485	8,875
3311,Walnut Street	Arden B.		925	3,312	4,960	6,276	6,475	3,258	2,488	3,438	8,243	5,493
3312,Newport Center Mall	Arden B.		1,270	2,767	3,950	3,134	4,603	3,217	4,074	6,288	10,554	7,054
3313,Woodfield	Arden B.		3,617	4,611	6,349	9,034	9,526	6,613	5,913	7,439	12,618	4,479
3314,Oak Street	Arden B.		951	3,721	3,687	2,196	3,804	2,503	2,531	3,321	8,177	1,081
3315,Beverly Center	Arden B.		4,032	5,812	5,086	5,169	3,210	2,763	4,139	5,998	11,409	8,083
3316,Bellevue Square	Arden B.		4,134	3,422	3,923	7,541	5,923	5,654	3,244	6,078	8,608	5,614
3317,Dallas Galleria	Arden B.		2,711	5,258	6,271	4,679	3,620	3,256	3,642	3,423	8,737	6,169
3318,Cherry Creek	Arden B.		2,073	2,842	4,766	4,347	6,059	2,177	2,075	3,445	9,495	5,469
3319,Lenox Square	Arden B.		4,691	7,871	12,336	9,561	10,360	8,785	5,642	8,031	20,978	9,129
3320,Town Ctr @ Boca Rato	Arden B.		2,765	5,614	8,692	6,001	5,109	4,879	2,822	4,640	5,872	7,119
3321,George Town Park	Arden B.		160	697	375	876	1,724	669	1,063	1,175	2,920	2,307
3322,The Atrium @ Chest	Arden B.		3,389	4,242	5,649	3,438	3,237	1,179	2,017	2,263	3,992	3,613
3323,Mall Short Hills	Arden B.		4,386	3,819	6,914	7,197	7,878	5,581	4,804	4,276	10,384	3,304
3324,Riverside Square	Arden B.		319		1,157	1,020	1,774	1,434	1,643	1,233	1,386	728

ATTORNEYS EYES ONLY

WS 01489

Location	Location Trait	Month	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		3,844	7,158	1,619	296
3301,The Shops @ Sunset	Arden B.		5,498	4,772	2,248	
3302,South Shore Plaza	Arden B.		9,326	12,530	1,571	463
3303,The Gardens	Arden B.		5,396	6,751	2,556	203
3304,Glendale Galleria	Arden B.		4,362	9,925	3,910	123
3305,Houston Galleria	Arden B.		12,260	12,159	7,245	657
3306,Fashion Valley	Arden B.		13,534	14,752	3,448	1,287
3307,Santa Monica Place	Arden B.		4,432	4,833	2,700	506
3308,Ala Moana	Arden B.		11,999	8,643	5,161	574
3309,Mac Arthur Center	Arden B.		4,347	5,685	1,864	356
3310,Fashion Island	Arden B.		8,745	14,888	3,378	377
3311,Walnut Street	Arden B.		6,158	6,890	1,550	246
3312,Newport Center Mall	Arden B.		5,402	8,708	3,554	763
3313,Woodfield	Arden B.		4,962	6,756	1,263	160
3314,Oak Street	Arden B.		4,500	3,261	715	178
3315,Beverly Center	Arden B.		8,234	6,707	2,783	539
3316,Bellevue Square	Arden B.		4,716	8,576	2,845	168
3317,Dallas Galleria	Arden B.		5,024	5,581	2,402	226
3318,Cherry Creek	Arden B.		3,996	5,187	3,914	186
3319,Lenox Square	Arden B.		12,056	14,454	5,808	310
3320,Town Ctr @ Boca Rato	Arden B.		6,468	9,197	2,925	259
3321,George Town Park	Arden B.		1,879	2,397	964	88
3322,The Atrium @ Chest	Arden B.		2,627	3,530	514	
3323,Mall Short Hills	Arden B.		3,974	2,991	2,190	314
3324,Riverside Square	Arden B.		1,510	1,908	704	276

ATTORNEYS EYES ONLY

Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		3,277	1,454	3,983	4,113	3,651	3,301	5,010	4,721	5,276	5,623
3326,The Plaza (King Of P	Arden B.		11,651	8,696	13,281	14,164	5,895	8,378	14,714	13,777	14,252	12,492
3327,Woodbury Commons/Out	Arden B.		3,664	2,749	2,206	4,288	2,543	2,751	3,764	4,893	5,746	5,594
3328,Dadeland Mall	Arden B.		16,636	15,656	19,683	24,546	8,273	12,884	18,977	14,827	16,693	20,041
3330,Somerset Collection	Arden B.		20,480	11,722	13,114	12,495	8,020	10,058	16,940	16,469	15,038	18,853
3331,The Westchester	Arden B.		8,463	11,037	12,612	13,531	8,233	6,950	15,155	12,936	16,322	16,366
3333,Montgomery Mall	Arden B.		16,512	20,579	16,471	21,427	11,460	13,298	13,844	12,110	18,442	17,405
3334,Columbia	Arden B.		14,393	21,090	9,977	12,436	4,521	7,583	5,951	6,296	10,200	10,381
3335,Haywood Mall	Arden B.		3,507	3,625	2,572	5,293	2,302	1,889	1,402	534	1,041	569
3336,Buckland Hills	Arden B.		2,503	4,477	5,996	6,445	5,564	3,322	5,036	4,114	5,629	[illegible]
3337,Paramus Park	Arden B.		3,578	3,001	5,553	5,612	2,331	2,436	3,123	3,291	4,919	9,082
3338,North Point Mall	Arden B.		3,016	2,633	4,099	5,206	3,955	5,201	6,197	4,240	5,823	5,909
3339,Perimeter Mall	Arden B.		3,166	5,966	4,493	8,930	4,524	6,759	10,370	8,635	11,362	8,678
3340,Garden State	Arden B.		13,818	13,786	16,977	13,712	7,141	10,509	20,875	20,171	26,912	33,343
3341,Willowbrook Mall	Arden B.		6,479	8,122	10,709	14,525	6,086	8,199	10,915	4,231		
3342,Bridgewater Co	Arden B.		6,275	9,021	11,995	11,175	5,461	6,369	6,211	6,438	6,272	10,606
3343,Freehold Raceway	Arden B.		7,034	9,600	11,849	10,778	9,174	9,294	14,832	14,542	14,233	13,965
3344,Pentagon City	Arden B.		24,064	34,840	22,297	34,757	19,385	18,101	27,736	25,558	29,364	31,600
3345,Rockaway Town Sq.	Arden B.		3,958	4,539	4,494	6,474	3,731	3,485	5,870	6,063	7,362	8,266
3346,Northlake Mall	Arden B.		3,450	6,199	5,355	7,377	4,142	5,994	5,840	4,094	4,619	6,982
3347,Keystone @ The Cross	Arden B.		9,302	7,932	11,249	9,664	5,672	10,050	9,635	7,309	11,800	10,154
3348,Oak Brook	Arden B.		18,644	11,088	12,803	13,301	10,929	10,283	15,297	15,929	15,548	17,836
3349,Towson Town Center	Arden B.		11,448	15,695	9,369	13,195	5,451	9,449	8,119	7,582	8,822	9,834
3350,Town Center At Cobb	Arden B.		4,728	4,133	5,159	4,867	2,892	3,513	4,052	3,573	4,155	6,123
3351,Gwinnett	Arden B.		2,277	3,503	1,683	3,539	2,300	1,299	915	355	867	1,206

ATTORNEYS EYES ONLY

Page Ins Group: 0209 Arden B. Process Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		3,353	3,443	6,317	4,055	4,485	6,140	4,299	6,775	9,914	8,607
3326,The Plaza (King Of P	Arden B.		6,473	7,155	16,555	12,054	11,667	15,744	6,234	10,079	11,123	8,392
3327,Woodbury Commons/Out	Arden B.		3,850	8,615	5,911	3,402	4,781	5,675	4,096	5,970	8,405	7,741
3328,Dadeland Mall	Arden B.		14,756	15,654	20,974	14,181	19,106	25,500	11,346	13,720	21,659	12,174
3330,Somerset Collection	Arden B.		14,658	14,980	21,569	9,380	11,051	19,309	10,719	11,268	17,377	14,184
3331,The Westchester	Arden B.		8,094	7,868	12,912	8,395	8,359	13,681	6,620	9,651	14,040	7,497
3333,Montgomery Mall	Arden B.		8,014	8,702	23,840	16,489	17,075	21,853	9,533	8,948	14,614	9,598
3334,Columbia	Arden B.		4,830	8,050	12,426	8,141	8,027	11,185	5,467	4,512	8,309	4,947
3335,Haywood Mall	Arden B.		527		1,368	3,611	6,771	8,829	3,321	5,651	7,728	3,785
3336,Buckland Hills	Arden B.		2,556	4,607								
3337,Paramus Park	Arden B.		2,500	2,436	4,190	4,413	5,596	8,543	3,265	3,303	5,540	3,560
3338,North Point Mall	Arden B.		3,813	4,351	1,776							
3339,Perimeter Mall	Arden B.		3,322	4,333	4,499	5,313	6,787	11,237	5,531	7,395	13,151	7,727
3340,Garden State	Arden B.		14,803	18,371	21,178	15,920	15,679	20,104	9,386	13,476	21,687	12,983
3341,Willowbrook Mall	Arden B.											
3342,Bridgewater Co	Arden B.		5,706	5,682	8,308	4,933	7,721	10,790	5,970	5,687	13,437	10,356
3343,Freehold Raceway	Arden B.		7,709	9,435	11,749	8,316	8,815	13,039	8,738	9,995	14,848	9,580
3344,Pentagon City	Arden B.		14,797	16,761	25,752	22,329	18,841	33,965	13,409	19,390	20,968	19,780
3345,Rockaway Town Sq.	Arden B.		6,726	5,631	5,004	2,676	6,664	9,581	3,891	3,747	5,475	3,400
3346,Northlake Mall	Arden B.		1,879	2,919	2,337	1,919	2,350	3,999	2,333	3,295	3,752	2,415
3347,Keystone @ The Cross	Arden B.		6,434	5,303	11,494	3,995	5,703	9,429	4,990	8,907	10,732	9,872
3348,Oak Brook	Arden B.		11,432	14,110	24,060	8,288	7,839	15,120	6,454	9,503	13,051	12,298
3349,Towson Town Center	Arden B.		4,682	7,303	11,667	9,029	8,092	11,267	5,806	8,395	10,414	6,419
3350,Town Center At Cobb	Arden B.		4,085	3,515	5,454	4,838	3,674	10,820	4,027	4,904	7,636	6,158
3351,Gwinnett	Arden B.		773	1,787	2,512	1,916	2,446	5,072	3,190	2,580	4,413	2,743

ATTORNEYS EYES ONLY

Page by: Group: 0209,Arden B. Dresses — Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		7,435	6,317	2,998	2,370	4,673	2,115	1,857	1,728	1,699	2,126
3326,The Plaza (King Of P	Arden B.		13,224	9,853	7,314	8,115	9,889	7,974	10,137	5,881	3,575	5,068
3327,Woodbury Commons/Out	Arden B.		6,673	7,045	4,006	4,783	5,575	1,879	4,209	3,928	1,794	2,413
3328,Dadeland Mall	Arden B.		12,028	13,986	7,626	8,346	9,162	7,754	8,747	14,437	3,723	6,411
3330,Somerset Collection	Arden B.		13,080	14,884	11,486	7,771	11,337	4,749	6,736	10,160		2,265
3331,The Westchester	Arden B.		11,711	13,897	6,688	7,436	9,769	4,437	7,281	7,181	3,703	3,672
3333,Montgomery Mall	Arden B.		10,549	9,018	6,613	7,500	14,084	6,814	8,197	9,563	4,949	6,930
3334,Columbia	Arden B.		7,805	8,550	7,232	5,063	14,969	6,018	8,853	6,130	3,512	6,782
3335,Haywood Mall	Arden B.		6,309	5,374	3,881	3,594	5,271	2,101	2,136	2,749	1,186	2,166
3336,Buckland Hills	Arden B.											
3337,Paramus Park	Arden B.		5,267	5,834	4,398	3,524	5,266	1,457	3,257	2,632	62	1,320
3338,North Point Mall	Arden B.											
3339,Perimeter Mall	Arden B.		10,613	7,451	4,748	5,855	8,546	2,312	1,213	4,562	3,166	7,147
3340,Garden State	Arden B.		17,581	20,172	12,307	9,046	16,909	6,761	11,663	13,112	6,197	8,719
3341,Willowbrook Mall	Arden B.											
3342,Bridgewater Co	Arden B.		13,478	14,002	6,776	6,092	6,776	4,314	4,667	5,800	631	1,459
3343,Freehold Raceway	Arden B.		11,304	13,738	7,912	8,755	11,293	5,617	6,333	4,544	2,022	2,075
3344,Pentagon City	Arden B.		22,978	21,604	14,937	15,648	20,575	9,821	13,126	18,660	8,321	12,622
3345,Rockaway Town Sq.	Arden B.		6,941	6,476	3,169	5,733	6,518	3,495	5,017	4,532	1,838	1,632
3346,Northlake Mall	Arden B.		2,622	1,859	454	1,170	1,177	1,268	1,174	1,477	2,030	2,369
3347,Keystone @ The Cross	Arden B.		12,186	8,165	5,368	7,478	10,812	6,041	5,706	7,109	5,253	3,022
3348,Oak Brook	Arden B.		17,827	6,508	1,514	5,229	10,739	4,379	6,034	5,810	2,592	1,813
3349,Towson Town Center	Arden B.		6,777	6,778	4,589	3,999	8,569	5,822	3,637	6,921	2,517	5,804
3350,Town Center At Cobb	Arden B.		7,523	6,675	5,842	3,687	7,878	2,509	1,955	3,138	575	1,817
3351,Gwinnett	Arden B.		2,153	2,561	1,462	845	3,056	1,893	2,539	2,306	1,788	1,212

ATTORNEYS EYES ONLY

WS 01493

Page by: Group: 0203,Arden B. Dresses Arden B. Monthly Sales by Group/Location

Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		2,460	3,156	4,517	3,321	1,682	4,081	7,040	4,743	4,372	4,549
3326,The Plaza (King Of P	Arden B.		8,111	11,702	6,768	7,765	3,839	8,088	11,679	8,578	6,629	8,340
3327,Woodbury Commons/Out	Arden B.		4,704	6,203	6,649	6,700	5,105	5,164	5,374	4,847	6,282	13,220
3328,Dadeland Mall	Arden B.		8,791	8,702	7,105	4,681	4,624	6,297	13,676	10,969	6,431	9,756
3330,Somerset Collection	Arden B.		6,295	12,255	8,604	9,345	7,391	14,886	22,079	3,796	5,766	7,410
3331,The Westchester	Arden B.		6,144	7,125	7,350	6,800	4,138	8,648	9,979	9,310	4,616	3,401
3333,Montgomery Mall	Arden B.		7,252	11,793	10,030	5,945	5,637	12,850	19,286	14,807	6,680	14,152
3334,Columbia	Arden B.		7,815	10,401	6,504	4,054	2,463	4,205	7,852	7,318	5,472	7,087
3335,Haywood Mall	Arden B.		3,071	4,198	2,573	3,802	3,704	2,796	4,853	2,754	5,096	3,816
3336,Buckland Hills	Arden B.											
3337,Paramus Park	Arden B.		3,498	6,193	4,745	3,691	2,763	5,070	5,596	2,428	2,423	3,599
3338,North Point Mall	Arden B.											
3339,Perimeter Mall	Arden B.		6,503	9,652	3,748	2,252	2,627	4,543	6,127	3,418	2,475	3,138
3340,Garden State	Arden B.		10,288	12,704	9,817	12,145	5,366	7,592	11,575	8,143	7,486	7,117
3341,Willowbrook Mall	Arden B.											
3342,Bridgewater Co	Arden B.											
3343,Freehold Raceway	Arden B.		4,061	5,920	5,711	5,874	4,237	4,688	5,933	2,303	3,404	4,442
3344,Pentagon City	Arden B.		13,851	15,107	13,319	14,903	8,079	13,993	22,791	14,213	11,761	19,261
3345,Rockaway Town Sq.	Arden B.		2,288	4,782	2,473	3,639	2,947	3,106	3,019	1,657	2,408	2,582
3346,Northlake Mall	Arden B.		1,792	3,611	2,452	3,384	2,232	1,139	1,270	821	2,616	7,791
3347,Keystone @ The Cross	Arden B.		4,852	6,123	6,641	5,072	5,155	7,790	10,430	7,874	5,766	8,127
3348,Oak Brook	Arden B.		3,317	6,511	6,879	9,225	7,387	9,857	18,661	5,277	4,865	6,496
3349,Towson Town Center	Arden B.		7,456	9,139	5,179	3,705	3,978	5,263	8,584	7,138	5,722	6,391
3350,Town Center At Cobb	Arden B.		2,992	6,324	3,940	3,552	4,005	2,557	7,869	5,695	2,290	6,400
3351,Gwinnett	Arden B.		2,843	5,764	3,222	3,785	2,953	2,265	2,237	1,853	2,269	4,084

ATTORNEYS EYES ONLY

WS 01494

Location	Location Trait	Month	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		868	1,718	937	327	1,996	1,636	1,809	2,317	6,887	2,178
3326,The Plaza (King Of P	Arden B.		2,618	4,511	6,713	7,094	7,972	3,013	3,496	5,655	11,218	7,705
3327,Woodbury Commons/Out	Arden B.		2,741	3,118	6,405	5,843	10,107	10,717	7,854	4,879	4,057	2,890
3328,Dadeland Mall	Arden B.		4,844	6,692	9,277	7,976	8,653	5,089	3,998	5,886	12,580	8,660
3330,Somerset Collection	Arden B.		3,053	4,456	7,178	10,567	10,516	9,439	6,650	5,540	13,282	6,994
3331,The Westchester	Arden B.		2,508	2,330	5,399	4,744	5,093	2,519	2,616	1,780	5,908	3,423
3333,Montgomery Mall	Arden B.		4,121									
3334,Columbia	Arden B.		2,536	3,305	6,009	7,009	6,970	6,076	5,061	3,751	10,645	6,206
3335,Haywood Mall	Arden B.		2,861	3,466	4,330	3,029						
3336,Buckland Hills	Arden B.											
3337,Paramus Park	Arden B.		1,889	2,843	3,220	3,079	1,337					
3338,North Point Mall	Arden B.											
3339,Perimeter Mall	Arden B.		1,401	3,760	6,831	4,054	5,438	1,870	2,459	4,196	10,933	4,996
3340,Garden State	Arden B.		2,859	4,475	6,545	10,124	11,564	8,295	6,951	8,657	15,134	9,058
3341,Willowbrook Mall	Arden B.											
3342,Bridgewater Co	Arden B.											
3343,Freehold Raceway	Arden B.		4,640	3,549	5,546	7,413	6,152	4,035	2,770	5,222	11,605	5,526
3344,Pentagon City	Arden B.		5,526	8,016	9,946	12,925	11,518	7,521	8,043	9,149	21,106	14,272
3345,Rockaway Town Sq.	Arden B.		1,752	2,022	3,250	3,827	4,377	2,847	1,848	1,684	3,737	2,286
3346,Northlake Mall	Arden B.		2,512	2,148	4,478	4,941	6,205	4,876				
3347,Keystone @ The Cross	Arden B.		3,612	6,604	6,518	5,358	8,328	3,207	3,627	4,822	14,382	6,189
3348,Oak Brook	Arden B.		3,145	4,293	5,884	5,742	7,551	4,080	4,732	6,518	12,630	6,976
3349,Towson Town Center	Arden B.		2,814	4,753	4,774	6,386	6,737	3,485	1,701	2,174	5,571	4,192
3350,Town Center At Cobb	Arden B.		932									
3351,Gwinnett	Arden B.		877									

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		3,027	5,069	2,165	138
3326,The Plaza (King Of P	Arden B.		7,707	6,784	1,832	231
3327,Woodbury Commons/Out	Arden B.		4,405	7,938	3,694	
3328,Dadeland Mall	Arden B.		10,147	11,139	6,160	586
3330,Somerset Collection	Arden B.		5,876	7,804	4,129	190
3331,The Westchester	Arden B.		6,288	4,703	1,285	261
3333,Montgomery Mall	Arden B.					
3334,Columbia	Arden B.		4,271	6,372	2,208	303
3335,Haywood Mall	Arden B.					
3336,Buckland Hills	Arden B.					
3337,Paramus Park	Arden B.					
3338,North Point Mall	Arden B.					
3339,Perimeter Mall	Arden B.		2,846	5,127	2,684	85
3340,Garden State	Arden B.		7,449	9,310	4,707	148
3341,Willowbrook Mall	Arden B.					
3342,Bridgewater Co	Arden B.					
3343,Freehold Raceway	Arden B.		7,426	7,417	3,003	572
3344,Pentagon City	Arden B.		9,721	18,781	1,999	432
3345,Rockaway Town Sq.	Arden B.		3,546	4,397	2,298	376
3346,Northlake Mall	Arden B.					
3347,Keystone @ The Cross	Arden B.		6,943	7,250	3,765	535
3348,Oak Brook	Arden B.		5,590	6,340	1,946	750
3349,Towson Town Center	Arden B.		3,444	4,231	1,772	
3350,Town Center At Cobb	Arden B.					
3351,Gwinnett	Arden B.					

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		13,768	17,884	21,841	26,896	9,283	13,972	22,964	15,497	21,336	21,424
3353,Stamford Town Center	Arden B.		4,789	3,546	3,856	7,027	2,731	3,875	5,255	3,915	5,612	7,798
3354,Westfarms Mall	Arden B.		9,920	14,508	16,833	11,148	7,347	7,845	12,246	8,921	12,432	11,617
3355,Danbury Fair	Arden B.		6,260	8,842	11,748	10,760	4,840	3,180	5,160	5,230	6,069	6,995
3356,St Louis Galleria	Arden B.		25,685	14,451	17,161	21,159	14,031	14,445	19,361	17,927	17,722	19,342
3357,Northbrook	Arden B.		5,647	2,359	1,888	2,986	3,209	2,791	2,977	2,036	3,469	5,612
3358,Mall Of America	Arden B.		10,914	8,641	7,916	9,723	8,061	7,657	8,133	8,410	7,439	13,314
3359,Carousel Center	Arden B.		8,671	8,984	11,668	11,628	6,069	7,525	9,262	13,222	9,322	8,760
3360,Burlington Mall	Arden B.		5,287	5,803	6,342	8,156	4,114	4,291	7,041	6,361	9,646	9,384
3361,Annapolis Mall	Arden B.		8,033	9,782	7,188	10,011	3,621	4,103	5,327	4,541	6,926	7,978
3362,Willow Grove Park	Arden B.		6,617	6,913	9,923	11,410	5,194	5,194	9,371	7,363	8,896	9,671
3363,Cambridgeside Galler	Arden B.		9,987	10,970	13,614	17,581	9,562	10,703	17,934	12,967	18,641	20,525
3364,Mall Of New Hampshir	Arden B.		6,488	9,391	10,448	10,162	5,391	5,535	5,744	5,125	5,312	6,013
3365,Orland Square	Arden B.		14,557	9,146	10,483	15,635	8,527	9,326	11,032	9,287	13,688	17,773
3366,Ridgedale Cntr.	Arden B.		5,277	2,721	2,080	4,104	2,429	2,376	4,090	4,406	5,554	8,670
3367,Baybrook Mall	Arden B.		4,176	3,774	4,802	7,368	3,560	3,798	3,523	3,988	6,780	7,114
3368,Highland Mall	Arden B.		4,544	3,754	6,379	7,670	5,063	4,676	6,386	4,802	4,051	5,096
3369,Meriden Square	Arden B.		1,494	3,276	3,992	2,166	2,353	1,344	2,814	3,231	2,677	3,041
3370,Prudential Center	Arden B.		16,114	21,093	22,296	26,897	14,499	17,680	24,552	23,047	25,191	18,916
3371,Scottsdale Center	Arden B.		10,064	9,492	7,407	10,347	4,953	6,905	11,252	9,001	10,081	6,890
3372,The Parks Arlington	Arden B.		2,683	1,995	2,578	5,034	2,921	2,553	3,705	5,010	4,659	5,542
3373,Vista Ridge	Arden B.		1,095	995	2,767	3,144	3,534	1,376	1,324	2,161	221	618
3374,Woodland Hills	Arden B.		4,760	1,543	3,524	4,239	2,732	3,562	3,235	2,558	4,557	4,439
3375,Columbiana Center	Arden B.		5,186	5,127	5,102	7,312	3,932	3,473	5,487	3,701	3,966	4,622
3376,The Woodlands	Arden B.		3,876	3,247	3,382	5,169	1,983	1,991	3,526	2,181	2,434	3,912

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		9,896	12,938	16,227	8,334	14,233	17,487	7,616	10,556	11,943	10,296
3353,Stamford Town Center	Arden B.		5,424	4,838	6,322	5,751	7,895	8,686	3,017	4,153	7,938	4,266
3354,Westfarms Mall	Arden B.		7,084	9,211	11,436	7,276	8,898	10,767	7,204	7,972	9,481	8,990
3355,Danbury Fair	Arden B.		3,816	5,262	5,110	2,844	5,006	9,256	3,580	4,588	10,742	7,820
3356,St Louis Galleria	Arden B.		12,167	10,037	21,443	10,925	8,933	16,824	8,147	10,632	16,952	11,837
3357,Northbrook	Arden B.		2,837	2,746	5,577	1,782	2,251	3,842	2,416	4,185	6,448	4,293
3358,Mall Of America	Arden B.		9,359	8,069	12,729	7,259	5,354	10,221	6,613	9,085	11,911	8,672
3359,Carousel Center	Arden B.		4,683	4,474	6,705	5,925	8,852	10,957	3,599	7,172	10,200	8,742
3360,Burlington Mall	Arden B.		6,149	8,370	9,698	6,129	9,935	11,990	6,189	4,956	11,062	8,344
3361,Annapolis Mall	Arden B.		3,925	5,029	4,678							
3362,Willow Grove Park	Arden B.		6,250	8,356	10,686	4,578	10,179	13,227	6,828	5,031	9,007	7,527
3363,Cambridgeside Galler	Arden B.		11,569	12,727	11,517	8,089	11,630	16,566	8,362	10,936	10,981	10,292
3364,Mall Of New Hampshir	Arden B.		3,741	4,152	5,283	3,789	5,394	10,676	3,616	5,697	7,961	7,407
3365,Orland Square	Arden B.		13,659	10,262	21,489	8,714	11,854	15,583	5,061	7,170	9,830	6,083
3366,Ridgedale Cntr.	Arden B.		6,095	5,593	9,623	3,997	3,919	6,926	5,589	4,492	7,995	6,190
3367,Baybrook Mall	Arden B.		5,230	6,620	10,457	5,864	7,249	12,321	4,404	5,261	5,454	5,391
3368,Highland Mall	Arden B.		4,195	7,126	7,737	4,018	3,915	7,446	3,478	4,916	9,390	7,255
3369,Meriden Square	Arden B.		1,883	2,539	2,338	3,073	3,714	5,935				
3370,Prudential Center	Arden B.		13,026	14,376	13,085	12,483	12,803	15,902	8,265	14,689	18,843	19,127
3371,Scottsdale Center	Arden B.		4,645	3,857	5,405	4,341	5,936	8,845	5,826	6,362	11,727	7,232
3372,The Parks Arlington	Arden B.		3,471	3,569	3,657							
3373,Vista Ridge	Arden B.		433	446	572	115	1,189	2,438	1,437	1,186		98
3374,Woodland Hills	Arden B.		5,041	4,916	4,691	4,077	3,437	5,733	4,017	4,105	6,693	6,997
3375,Columbiana Center	Arden B.		2,840	4,514	7,333	4,815	7,389	11,499	5,070	6,954	10,878	4,817
3376,The Woodlands	Arden B.		2,531	2,883	5,152	2,705	4,646	7,409	5,494	5,665	11,675	6,339

ATTORNEYS EYES ONLY

Location	Location Trait	Month	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		11,862	11,988	6,644	10,754	11,787	8,316	9,202	10,291	5,277	4,992
3353,Stamford Town Center	Arden B.		5,791	7,979	2,190							
3354,Westfarms Mall	Arden B.		10,923	11,680	8,597	7,052	7,545	3,483	4,089	3,779	3,047	3,960
3355,Danbury Fair	Arden B.		11,234	9,516	5,599	4,864	7,881	5,290	4,190	5,026	3,240	4,754
3356,St Louis Galleria	Arden B.		12,039	11,895	8,594	10,073	11,545	4,428	6,620	9,763	5,095	4,680
3357,Northbrook	Arden B.		5,671	4,050	3,069	1,545	5,209	1,889	1,676	1,706	667	620
3358,Mall Of America	Arden B.		9,904	10,969	8,674	6,815	11,891	5,385	7,652	7,783	5,243	7,449
3359,Carousel Center	Arden B.		12,360	10,610	7,262	5,801	8,227	5,002	5,118	7,121	2,012	2,042
3360,Burlington Mall	Arden B.		13,378	10,331	6,622	6,165	8,053	3,988	3,580	4,807	2,573	3,679
3361,Annapolis Mall	Arden B.											
3362,Willow Grove Park	Arden B.		9,322	9,128	5,748	4,719	6,659	3,968	4,157	3,541	2,094	1,605
3363,Cambridgeside Galler	Arden B.		12,397	15,270	8,921	8,543	12,888	7,285	7,716	10,672	4,912	5,463
3364,Mall Of New Hampshir	Arden B.		11,746	9,314	6,352	5,106	8,022	4,598	3,810	4,136	612	2,289
3365,Orland Square	Arden B.		9,017	8,812	8,238	6,948	12,149	5,372	6,860	9,522	5,483	5,977
3366,Ridgedale Cntr.	Arden B.		8,736	8,392	5,551	5,123	7,381	1,734	2,633	3,900	719	1,796
3367,Baybrook Mall	Arden B.		6,199	5,504	5,376	3,674	7,239	1,492	3,048	2,327	1,646	1,731
3368,Highland Mall	Arden B.		6,724	5,720	4,212	3,657	5,300	1,556	2,459	1,833	849	621
3369,Meriden Square	Arden B.											
3370,Prudential Center	Arden B.		19,666	16,412	11,665	10,267	16,285	10,682	9,833	11,924	6,631	6,833
3371,Scottsdale Center	Arden B.		9,608	6,285	5,956	6,404	6,741	3,839	4,058	4,596	3,929	5,487
3372,The Parks Arlington	Arden B.											
3373,Vista Ridge	Arden B.		2	512	838	672	1,133	25	153	466	176	524
3374,Woodland Hills	Arden B.		8,573	6,986	4,077	3,066	4,675	1,945	1,601	1,849	525	1,159
3375,Columbiana Center	Arden B.		7,558	7,014	5,044	5,690	7,097	1,813	3,075	3,253	1,266	1,286
3376,The Woodlands	Arden B.		7,932	3,239	4,277	3,964	5,520	2,744	4,271	4,479	1,102	1,948

ATTORNEYS EYES ONLY

WS 01499

Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		6,064	7,955	9,435	6,369	5,549	9,311	12,873	6,517	6,288	9,843
3353,Stamford Town Center	Arden B.											
3354,Westfarms Mall	Arden B.		6,710	6,636	2,360							
3355,Danbury Fair	Arden B.		4,877	6,717	6,418	5,638	4,218	6,097	7,076	5,131	3,582	5,035
3356,St Louis Galleria	Arden B.		10,121	9,362	7,538	5,796	5,329	9,157	16,667	6,514	9,460	8,560
3357,Northbrook	Arden B.		1,915	2,399	2,214	1,348	476	1,585	4,966	1,769	1,410	1,532
3358,Mall Of America	Arden B.		7,511	9,879	6,281	6,471	6,013	8,656	13,935	4,686	5,216	6,410
3359,Carousel Center	Arden B.		2,637	6,540	4,214	4,828	4,613	6,729	9,255	7,961	9,518	5,721
3360,Burlington Mall	Arden B.		5,281	5,329	4,953	3,632	4,248	7,476	5,502	4,161	4,787	3,190
3361,Annapolis Mall	Arden B.											
3362,Willow Grove Park	Arden B.		3,509	7,714	6,701	4,261	3,198	4,493	5,963	3,216	2,568	4,916
3363,Cambridgeside Galler	Arden B.		8,581	12,591	10,891	7,940	6,768	12,201	14,836	9,538	8,830	10,563
3364,Mall Of New Hampshir	Arden B.		2,374	5,211	3,682	3,306	1,892	3,221	3,059	2,850	1,792	1,419
3365,Orland Square	Arden B.		6,150	9,791	7,006	8,064	3,902	7,771	14,255	8,392	5,151	8,776
3366,Ridgedale Cntr.	Arden B.		2,226	6,478	4,369	4,262	5,069	5,915	8,353	3,051	638	3,099
3367,Baybrook Mall	Arden B.		1,625	3,539	3,460	2,810	1,888	2,190	3,477	3,124	3,090	5,760
3368,Highland Mall	Arden B.		3,153	4,589	2,974	1,809	1,207	1,534	1,241	1,668	2,575	4,397
3369,Meriden Square	Arden B.											
3370,Prudential Center	Arden B.		8,732	10,539	7,795	7,620	6,784	11,193	17,089	11,595	6,518	6,278
3371,Scottsdale Center	Arden B.		6,169	4,424	3,018	2,733	1,319	3,953	4,748	4,887	3,372	5,685
3372,The Parks Arlington	Arden B.											
3373,Vista Ridge	Arden B.		1,010	2,197	1,770	1,908	1,011	1,633	1,060	215	361	69
3374,Woodland Hills	Arden B.		1,529	3,081	1,959	1,381	238	163	2,558	831	2,386	1,629
3375,Columbiana Center	Arden B.		4,274	6,003	3,342	1,390	2,173	3,496	5,303	2,088	2,925	5,736
3376,The Woodlands	Arden B.		4,430	9,247	6,886	6,268	5,529	5,384	11,238	7,814	6,490	10,567

ATTORNEYS EYES ONLY

WS 01500

Location	Location Trait	Month	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		3,365	4,642	7,286	9,446	10,190	7,223	6,278	6,829	16,519	10,025
3353,Stamford Town Center	Arden B.											
3354,Westfarms Mall	Arden B.											
3355,Danbury Fair	Arden B.		973									
3356,St Louis Galleria	Arden B.		3,934	5,771	8,178	6,232	7,053	5,165	3,073	4,760	10,875	6,226
3357,Northbrook	Arden B.		718									
3358,Mall Of America	Arden B.		4,299	3,965	6,783	5,530	6,068	3,270	3,957	5,510	9,243	5,674
3359,Carousel Center	Arden B.		3,215	6,772	7,436	8,409	9,118	5,329	3,486	5,009	8,671	4,151
3360,Burlington Mall	Arden B.		3,698	1,860	264	712	2,310	976	1,430	2,545	6,327	2,908
3361,Annapolis Mall	Arden B.											
3362,Willow Grove Park	Arden B.		2,162	3,561	6,105	4,982	3,911	4,452	4,255	2,949	7,363	6,122
3363,Cambridgeside Galler	Arden B.		4,428	7,304	8,501	8,521	9,270	5,103	5,556	7,585	14,320	8,948
3364,Mall Of New Hampshir	Arden B.		952	1,938	3,583	4,303	6,058	2,840	1,555	4,049	8,168	4,511
3365,Orland Square	Arden B.		3,456	4,903	5,403	6,625	6,852	6,811	4,913	5,929	12,000	5,834
3366,Ridgedale Cntr.	Arden B.		1,520	2,173	2,896	1,496	1,517	1,814	2,767	2,232	4,049	1,185
3367,Baybrook Mall	Arden B.		2,359	2,828	4,414	2,661	1,896					
3368,Highland Mall	Arden B.		695	1,954	2,701	1,660	2,027	1,071	795			
3369,Meriden Square	Arden B.											
3370,Prudential Center	Arden B.		3,609	7,812	8,311	10,744	8,871	5,295	4,769	7,378	19,618	11,586
3371,Scottsdale Center	Arden B.		2,344	3,052	5,252	6,048	5,807	2,021	1,918	4,069	9,034	5,036
3372,The Parks Arlington	Arden B.											
3373,Vista Ridge	Arden B.											
3374,Woodland Hills	Arden B.		650									
3375,Columbiana Center	Arden B.		4,029	4,298	10,075	6,888	7,784	3,445	1,713	2,586	4,912	4,309
3376,The Woodlands	Arden B.		3,272	3,559	7,180	5,933	6,009	3,338	3,232	4,104	9,685	4,501

ATTORNEYS EYES ONLY

Page by: Group: [illegible] Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		9,735	11,620	5,177	75
3353,Stamford Town Center	Arden B.					
3354,Westfarms Mall	Arden B.					
3355,Danbury Fair	Arden B.					
3356,St Louis Galleria	Arden B.		7,126	7,790	2,892	
3357,Northbrook	Arden B.					
3358,Mall Of America	Arden B.		6,298	8,029	3,650	279
3359,Carousel Center	Arden B.		4,428	4,361	1,609	291
3360,Burlington Mall	Arden B.		3,264	5,470	2,192	196
3361,Annapolis Mall	Arden B.					
3362,Willow Grove Park	Arden B.		3,746	4,659	1,747	384
3363,Cambridgeside Galler	Arden B.		6,280	13,043	1,840	434
3364,Mall Of New Hampshir	Arden B.		5,364	4,055	714	364
3365,Orland Square	Arden B.		4,565	5,541	3,819	233
3366,Ridgedale Cntr.	Arden B.		1,418	2,795	1,968	339
3367,Baybrook Mall	Arden B.					
3368,Highland Mall	Arden B.					
3369,Meriden Square	Arden B.					
3370,Prudential Center	Arden B.		10,237	8,944	4,714	237
3371,Scottsdale Center	Arden B.		5,062	5,874	2,614	690
3372,The Parks Arlington	Arden B.					
3373,Vista Ridge	Arden B.					
3374,Woodland Hills	Arden B.					
3375,Columbiana Center	Arden B.		5,888	7,043	2,716	323
3376,The Woodlands	Arden B.		3,141	6,626	2,233	90

ATTORNEYS EYES ONLY

WS 01502

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		3,646	2,469	1,979	2,449	2,107	1,106	1,690	1,937	308	
3378,Old Orchard	Arden B.		22,433	14,445	16,210	13,668	6,933	10,713	11,421	8,973	8,522	12,278
3379,Providence Place Mal	Arden B.		14,416	11,018	13,696	13,747	7,209	6,912	10,808	7,897	14,729	11,555
3380,Fayette Mall	Arden B.		7,411	4,825	5,381	5,666	3,601	7,237	5,166	6,030	6,394	5,710
3381,Regency Square Mall	Arden B.		9,748	9,754	8,996	11,898	5,677	6,682	6,139			
3382,Willowbrook	Arden B.		7,244	6,155	6,361	8,329	4,636	3,781	4,729	5,138	5,653	7,345
3383,Mission Viejo Mall	Arden B.		2,651	3,025	3,024	4,205	4,196	2,350	2,944	2,218	4,343	6,420
3384,Concord Mills/Outlet	Arden B.		5,363	2,669	3,418	8,813	8,367	9,105	9,813	8,141	8,062	9,954
3385,Aventura Mall	Arden B.		6,267	17,230	16,331	24,265	7,683	8,852	14,716	9,399	11,674	16,161
3386,Plaza Las Americas	Arden B.					21,834	6,964	8,994	16,327	11,850	19,918	19,423
3387,Easton Towne Center	Arden B.											
3388,Gateway Mall	Arden B.											
3389,Streets At South Poi	Arden B.											
3390,Arden Fair	Arden B.											
3391,Halsted & Aarmitage	Arden B.											
3392,International Plaza	Arden B.											
3393,Willowbend Mall	Arden B.											
3395,Sherman Oaks	Arden B.											
3396,Florida Mall	Arden B.											
3397,Valley Faire	Arden B.											
3398,Short Pump Town Ctr.	Arden B.											
3399,Roosevelt Field	Arden B.											
3401,Beachwood Place	Arden B.											
3402,Cherry Hill	Arden B.											
3925,Mall At Millenia	Arden B.											

ATTORNEYS EYES ONLY

WS 01503

Page by: Group: 0203,Arden B. Dresses

Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		663	1,652	5,544	2,797	2,722	7,304	4,660	5,537	8,360	6,010
3378,Old Orchard	Arden B.		8,736	9,785	12,765	9,066	10,496	14,440	7,394	11,026	11,889	11,544
3379,Providence Place Mal	Arden B.		5,412	9,739	10,362	7,430	8,043	17,031	5,127	7,234	12,538	10,021
3380,Fayette Mall	Arden B.		5,558	4,848	8,608	3,678	5,229	7,416	3,784	6,512	6,966	5,484
3381,Regency Square Mall	Arden B.											
3382,Willowbrook	Arden B.		4,524	5,325	9,328	5,318	6,576	10,192	6,052	5,845	11,410	8,480
3383,Mission Viejo Mall	Arden B.		2,979	4,296	6,040	5,072	5,967	8,276	4,553	4,715	7,665	3,633
3384,Concord Mills/Outlet	Arden B.		7,813	6,235	7,562	3,785	4,403	6,082	3,654	5,361	3,889	5,694
3385,Aventura Mall	Arden B.		11,207	17,767	18,162	14,183	18,280	26,106	9,831	16,495	23,312	9,480
3386,Plaza Las Americas	Arden B.		9,076	10,409	13,015	14,268	21,243	34,783	11,984	17,468	20,621	17,34[illegible]
3387,Easton Towne Center	Arden B.				14,633	3,649	4,811	6,728	3,505	3,817	7,138	5,23[illegible]
3388,Gateway Mall	Arden B.					493	3,543	5,418	1,485	2,992	5,385	4,005
3389,Streets At South Poi	Arden B.										14,164	6,115
3390,Arden Fair	Arden B.										1,028	6,443
3391,Halsted & Aarmitage	Arden B.											
3392,International Plaza	Arden B.				7,986	8,735	7,394	11,536	5,008	5,589	7,960	5,140
3393,Willowbend Mall	Arden B.				3,527	2,994	3,580	7,178	3,671	3,425	3,947	3,153
3395,Sherman Oaks	Arden B.						3,959	11,841	6,225	10,885	13,856	6,293
3396,Florida Mall	Arden B.						2,064	9,982	3,658	3,563	6,874	2,304
3397,Valley Faire	Arden B.											
3398,Short Pump Town Ctr.	Arden B.											
3399,Roosevelt Field	Arden B.											6,750
3401,Beachwood Place	Arden B.											
3402,Cherry Hill	Arden B.											
3925,Mall At Millenia	Arden B.											

ATTORNEYS EYES ONLY WS 01504

Location	Location Trait	Month	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		7,749	9,567	6,108	6,902	9,475	5,482	3,165	3,803	1,658	2,688
3378,Old Orchard	Arden B.		15,830	15,785	8,959	12,977	16,191	4,955	7,835	10,796	7,336	8,055
3379,Providence Place Mal	Arden B.		13,278	11,943	7,327	7,721	9,037	4,055	4,213	4,864	3,425	5,730
3380,Fayette Mall	Arden B.		5,018	3,972	3,168	3,427	4,745	2,485	1,512	3,498	1,636	5,114
3381,Regency Square Mall	Arden B.											
3382,Willowbrook	Arden B.		7,701	9,057	9,082	6,225	8,413	3,653	2,403	5,365	2,430	4,185
3383,Mission Viejo Mall	Arden B.		7,834	8,692	7,570	3,891	4,336	3,371	2,068	2,328	1,464	1,067
3384,Concord Mills/Outlet	Arden B.		6,749	5,409	3,909	4,121	8,173	4,986	4,399	5,242	4,132	5,136
3385,Aventura Mall	Arden B.		10,568	13,064	8,873	11,846	11,943	7,395	9,456	10,999	2,791	7,526
3386,Plaza Las Americas	Arden B.		24,208	14,347	9,753	9,160	15,047	11,417	15,933	19,212	6,523	10,836
3387,Easton Towne Center	Arden B.		4,830	6,323	3,978	3,721	4,806	2,147	1,444	1,351	490	1,497
3388,Gateway Mall	Arden B.		5,883	4,188	2,735	3,544	4,268	853	1,231	2,462	203	525
3389,Streets At South Poi	Arden B.		3,364	3,929	3,652	3,044	5,661	2,012	3,693	3,003	1,294	3,351
3390,Arden Fair	Arden B.		7,552	6,776	4,214	3,918	4,501	1,967	1,147	2,261	476	1,820
3391,Halsted & Aarmitage	Arden B.											
3392,International Plaza	Arden B.		7,490	7,389	4,318	5,116	5,218	3,717	2,392	3,890	1,256	2,114
3393,Willowbend Mall	Arden B.		4,469	3,676	2,386	1,999	2,499	685	648	870	711	615
3395,Sherman Oaks	Arden B.		7,878	8,305	6,295	5,902	2,894	2,734	2,777	3,375	1,308	760
3396,Florida Mall	Arden B.		4,097	3,337	4,681	3,411	6,303	2,796	3,217	2,637	1,988	4,976
3397,Valley Faire	Arden B.		5,543	11,228	5,092	3,398	3,533	4,008	2,909	4,661	2,732	2,392
3398,Short Pump Town Ctr.	Arden B.											
3399,Roosevelt Field	Arden B.		6,846	5,448	3,290	5,296	7,766	5,160	4,890	3,311	881	1,485
3401,Beachwood Place	Arden B.											
3402,Cherry Hill	Arden B.											
3925,Mall At Millenia	Arden B.							4,652	5,622	4,979	1,700	1,612

ATTORNEYS EYES ONLY WS 01505

Page by: Group: [illegible],Arden B. [illegible] Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		3,116	5,889	2,750	3,190	5,389	8,397	11,942	3,153	3,404	6,869
3378,Old Orchard	Arden B.		9,219	11,891	8,750	8,148	6,885	11,765	18,352	6,371	10,035	9,576
3379,Providence Place Mal	Arden B.		5,340	11,293	9,804	7,554	5,877	10,419	12,713	6,682	6,473	5,494
3380,Fayette Mall	Arden B.		5,997	12,108	6,537	4,753	4,364	5,712	11,870	9,593	6,409	6,694
3381,Regency Square Mall	Arden B.											
3382,Willowbrook	Arden B.		3,877	6,028	4,375	5,132	6,304	5,990	13,141	7,359	5,493	10,068
3383,Mission Viejo Mall	Arden B.		1,774	3,760	1,991	2,140	4,028	6,453	10,554	8,894	4,076	3,841
3384,Concord Mills/Outlet	Arden B.		8,254	5,803	5,539	5,990	4,932	3,329	4,251	3,084	5,720	9,673
3385,Aventura Mall	Arden B.		10,014	10,739	8,677	7,598	5,805	8,089	9,323	6,431	5,439	5,232
3386,Plaza Las Americas	Arden B.		12,695	9,771	10,062	8,977	5,350	8,778	11,032	7,057	9,387	19,477
3387,Easton Towne Center	Arden B.		3,522	7,006	3,410	2,471	3,950	5,054	8,144	3,775	3,698	6,295
3388,Gateway Mall	Arden B.		751	3,527	2,209	1,345	251	1,167	1,177	825	143	480
3389,Streets At South Poi	Arden B.		7,417	8,410	5,839	4,358	6,022	4,486	6,627	4,932	6,718	6,345
3390,Arden Fair	Arden B.		4,883	6,374	3,311	3,148	2,108	2,333	3,063	831	713	491
3391,Halsted & Aarmitage	Arden B.				609	2,783	2,837	1,616	2,511	130	118	1,148
3392,International Plaza	Arden B.		5,451	6,318	7,510	5,017	4,760	6,316	10,781	5,147	6,275	5,025
3393,Willowbend Mall	Arden B.		1,284	2,899	2,682	2,803	2,689	1,349	3,941	1,685	1,473	2,065
3395,Sherman Oaks	Arden B.		520	3,395	4,035	3,883	3,219	3,547	3,561	3,508	736	1,408
3396,Florida Mall	Arden B.		4,861	3,815	1,320	2,247	935	1,605	804	1,343	361	575
3397,Valley Faire	Arden B.		2,037	2,146	2,136	1,758	941	894	1,577	1,044	306	911
3398,Short Pump Town Ctr.	Arden B.								7,237	2,127	1,095	1,375
3399,Roosevelt Field	Arden B.		3,373	2,292	3,529	3,195	1,019	1,708	1,584	266	385	535
3401,Beachwood Place	Arden B.											
3402,Cherry Hill	Arden B.											
3925,Mall At Millenia	Arden B.		1,841	4,464	4,041	3,643	3,320	4,729	5,192	3,854	3,721	5,805

ATTORNEYS EYES ONLY

WS 01506

Location	Location Trait	Month	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		3,631	4,466	5,417	4,495	3,719	1,119	1,313	1,557	6,320	5,227
3378,Old Orchard	Arden B.		4,317	6,415	7,144	8,685	9,229	6,809	4,977	6,153	12,336	6,472
3379,Providence Place Mal	Arden B.		3,737	4,684	4,868	6,391	7,102	3,834	3,482	5,309	11,424	7,536
3380,Fayette Mall	Arden B.		3,583	4,878	7,065	5,838	4,391	2,138	1,961	1,338	12,717	6,694
3381,Regency Square Mall	Arden B.											
3382,Willowbrook	Arden B.		2,009	1,914	3,709	2,790	3,368	3,063	2,931	3,438	7,539	6,218
3383,Mission Viejo Mall	Arden B.		2,946	3,518	4,097	4,225	4,898	3,991	4,325	5,234	12,550	5,827
3384,Concord Mills/Outlet	Arden B.		2,347	3,658	4,816	5,271	7,623	6,692	5,134	3,394	3,699	2,512
3385,Aventura Mall	Arden B.		2,960	3,342	8,057	8,650	9,712	7,419	5,942	5,662	10,913	11,345
3386,Plaza Las Americas	Arden B.		4,033	6,727	9,875	10,195	13,469	7,295	6,769	8,780	14,819	12,760
3387,Easton Towne Center	Arden B.		2,814	5,059	7,540	6,792	6,575	4,370	2,547	4,681	9,246	3,433
3388,Gateway Mall	Arden B.		479	810	574	690	1,328	135	1,053	1,351	2,978	1,749
3389,Streets At South Poi	Arden B.		4,506	5,020	6,167	6,480	3,398	3,138	2,842	2,583	8,472	4,913
3390,Arden Fair	Arden B.		35	492	737	548	1,170	843	2,409	2,522	4,760	3,018
3391,Halsted & Aarmitage	Arden B.		643	1,164	1,213	1,286	1,652	194	1,034	2,398	7,044	3,612
3392,International Plaza	Arden B.		3,365	4,471	6,830	4,014	5,212	2,354	1,592	3,253	8,839	4,784
3393,Willowbend Mall	Arden B.		249	218	700	189	821	772	776	1,293	2,358	2,163
3395,Sherman Oaks	Arden B.		384	254	358	244	1,356	576	1,968	2,870	8,338	5,019
3396,Florida Mall	Arden B.		275	1,035	2,769	2,130	2,903	1,975	2,898	1,790	1,779	1,860
3397,Valley Faire	Arden B.		324	786	1,088	53	835	1,674	2,439	3,529	9,936	4,218
3398,Short Pump Town Ctr.	Arden B.		98	756	1,026	70	1,036	846	1,259	1,967	5,599	3,641
3399,Roosevelt Field	Arden B.		987	2,971	3,341	2,426	2,437	2,987	2,359	2,593	3,567	1,307
3401,Beachwood Place	Arden B.					2,292	9,828	5,253	2,713	4,173	10,639	3,074
3402,Cherry Hill	Arden B.											
3925,Mall At Millenia	Arden B.		2,296	3,807	5,493	5,434	5,173	3,238	2,814	3,843	7,632	4,198

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		4,453	5,678	3,634	524
3378,Old Orchard	Arden B.		6,055	8,790	3,223	891
3379,Providence Place Mal	Arden B.		5,843	6,232	3,977	42
3380,Fayette Mall	Arden B.		5,884	5,854	2,085	522
3381,Regency Square Mall	Arden B.					
3382,Willowbrook	Arden B.		5,011	7,029	3,075	256
3383,Mission Viejo Mall	Arden B.		5,965	7,681	4,347	
3384,Concord Mills/Outlet	Arden B.		5,779	11,061	4,409	703
3385,Aventura Mall	Arden B.		9,655	13,128	6,383	695
3386,Plaza Las Americas	Arden B.		13,601	15,691	3,145	183
3387,Easton Towne Center	Arden B.		4,867	3,363	1,531	216
3388,Gateway Mall	Arden B.		843	2,649	748	88
3389,Streets At South Poi	Arden B.		5,963	4,817	1,585	100
3390,Arden Fair	Arden B.		4,020	3,437	933	
3391,Halsted & Aarmitage	Arden B.		3,022	4,502	1,528	58
3392,International Plaza	Arden B.		6,808	6,729	3,147	231
3393,Willowbend Mall	Arden B.		1,646	1,889	1,118	88
3395,Sherman Oaks	Arden B.		4,040	7,277	2,566	504
3396,Florida Mall	Arden B.		1,739	1,768	1,772	50
3397,Valley Faire	Arden B.		4,244	3,290	1,484	399
3398,Short Pump Town Ctr.	Arden B.		2,667	2,658	1,120	306
3399,Roosevelt Field	Arden B.		1,514	3,146	580	88
3401,Beachwood Place	Arden B.		3,333	3,897	1,235	286
3402,Cherry Hill	Arden B.		2,380	9,241	2,805	282
3925,Mall At Millenia	Arden B.		5,972	5,126	4,700	517

ATTORNEYS EYES ONLY

Page by: Group: 0203,Arden B. Dresses Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01	Jun 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.											
3927,Chandler Mall	Arden B.											
3928,Fashion Show	Arden B.											
3929,Broadway Plaza	Arden B.											
3930,Riverchase Galleria	Arden B.											
3932,Northstar Mall	Arden B.											
3934,Monroeville Mall	Arden B.											
3935,Colorado Mills	Arden B.											
3936,Collins Ave	Arden B.											
3937,Park Meadows	Arden B.											
3938,Mall Of Greenhills	Arden B.											
3940,NYC - 3rd Avenue	Arden B.											
3941,Wrentham Village	Arden B.											
3943,Stony Point Mall	Arden B.											
3945,Oak Park Mall	Arden B.											
3946,Great Mall	Arden B.											
3947,532 Broadway	Arden B.											
3948,104 Fifth Avenue	Arden B.											
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01509

Page by: Group: 0203,Arden B. Dresses [illegible]

Location	Location Trait	Month	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02	Mar 02	Apr 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.											
3927,Chandler Mall	Arden B.											
3928,Fashion Show	Arden B.											
3929,Broadway Plaza	Arden B.											
3930,Riverchase Galleria	Arden B.											
3932,Northstar Mall	Arden B.											
3934,Monroeville Mall	Arden B.											
3935,Colorado Mills	Arden B.											
3936,Collins Ave	Arden B.											
3937,Park Meadows	Arden B.											
3938,Mall Of Greenhills	Arden B.											
3940,NYC - 3rd Avenue	Arden B.											
3941,Wrentham Village	Arden B.											
3943,Stony Point Mall	Arden B.											
3945,Oak Park Mall	Arden B.											
3946,Great Mall	Arden B.											
3947,532 Broadway	Arden B.											
3948,104 Fifth Avenue	Arden B.											
Total			562,975	617,051	879,100	580,259	696,617	1,101,576	526,017	677,617	1,003,292	702,550

ATTORNEYS EYES ONLY

WS 01510

Page by Group: 0000 Arden B. Dresses — Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02	Dec 02	Jan 03	Feb 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.			2,134	7,664	6,288	8,710	5,360	5,195	5,582	5,467	6,043
3927,Chandler Mall	Arden B.					1,660	2,627	949	288	1,228	300	859
3928,Fashion Show	Arden B.		264	6,867	6,370	6,978	4,002	4,560	3,023	4,878	3,162	4,329
3929,Broadway Plaza	Arden B.											1,128
3930,Riverchase Galleria	Arden B.							963	5,573	5,288	603	2,107
3932,Northstar Mall	Arden B.											
3934,Monroeville Mall	Arden B.								3,643	7,884	1,322	2,023
3935,Colorado Mills	Arden B.								1,979	2,800	2,239	1,740
3936,Collins Ave	Arden B.					2,260	2,168	2,994	3,882	5,122	2,833	6,494
3937,Park Meadows	Arden B.								2,726	6,407	3,504	1,119
3938,Mall Of Greenhills	Arden B.								5,616	6,916	782	2,064
3940,NYC - 3rd Avenue	Arden B.								4,401	7,958	4,665	8,333
3941,Wrentham Village	Arden B.								1,813	6,053	2,303	2,335
3943,Stony Point Mall	Arden B.											
3945,Oak Park Mall	Arden B.											
3946,Great Mall	Arden B.							8,755	10,984	10,219	3,944	5,485
3947,532 Broadway	Arden B.											
3948,104 Fifth Avenue	Arden B.											
Total			878,167	[illegible]	556,758	542,526	[illegible]	[illegible]	[illegible]	[illegible]	254,244	[illegible]

ATTORNEYS EYES ONLY

WS 01511

Page by: Group: [illegible], Arden B. Dresses — Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		9,692	6,239	7,162	7,210	4,406	7,139	7,462	6,021	3,182	3,447
3927,Chandler Mall	Arden B.		1,789	1,564	2,030	745	128	866	1,282	742	11	147
3928,Fashion Show	Arden B.		2,239	3,283	4,876	2,692	1,512	3,586	3,259	1,951	664	84
3929,Broadway Plaza	Arden B.		2,498	2,351	2,675	1,765	2,181	2,775	4,081	2,206		2,006
3930,Riverchase Galleria	Arden B.		3,630	5,249	3,367	4,864	4,410	3,870	6,748	3,031	2,613	4,434
3932,Northstar Mall	Arden B.									2,499	3,480	4,365
3934,Monroeville Mall	Arden B.		3,671	9,502	5,517	3,756	2,421	4,118	4,085	2,266	2,376	3,760
3935,Colorado Mills	Arden B.		1,605	3,011	2,493	1,441	869	792	1,007	866	1,714	3,386
3936,Collins Ave	Arden B.		10,135	5,044	2,442	3,387	2,100	1,709	1,523	1,280	1,375	197
3937,Park Meadows	Arden B.		1,758	2,878	1,978	1,497	800	2,437	3,726	1,573	1,631	3,177
3938,Mall Of Greenhills	Arden B.		1,621	3,221	2,480	1,746	1,481	1,952	4,069	1,076	781	411
3940,NYC - 3rd Avenue	Arden B.		9,587	10,392	6,255	6,770	6,654	5,327	11,713	5,122	3,652	4,126
3941,Wrentham Village	Arden B.		4,630	6,991	6,788	6,292	3,413	3,573	4,441	4,326	6,610	11,185
3943,Stony Point Mall	Arden B.								8,310	7,067	4,248	4,171
3945,Oak Park Mall	Arden B.		4,856	13,383	7,413	6,696	6,810	8,723	13,883	4,403	5,102	5,932
3946,Great Mall	Arden B.		9,786	9,715	9,747	7,111	5,573	3,624	5,802	4,668	8,383	17,055
3947,532 Broadway	Arden B.			7,780	6,969	6,414	4,866	8,378	8,319	4,720	3,524	786
3948,104 Fifth Avenue	Arden B.				118	7,381	5,577	6,607	8,619	5,525	2,628	2,898
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01512

Location	Location Trait	Month	Jan 04	Feb 04	Mar 04	Apr 04	May 04	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		1,126	4,350	7,603	5,803	6,043	6,589	5,964	7,000	11,251	6,443
3927,Chandler Mall	Arden B.		214	40	504	523	444	548	1,640	1,706	4,198	2,416
3928,Fashion Show	Arden B.			480	656	176	1,248	2,317	1,946	4,688	8,665	2,761
3929,Broadway Plaza	Arden B.		612	746	1,571	702	1,558	1,281	2,447	2,571	6,793	4,772
3930,Riverchase Galleria	Arden B.		2,224	3,560	6,889	5,383	5,441	3,764	3,038	2,931	4,179	1,526
3932,Northstar Mall	Arden B.		1,284	1,324	1,597	192	1,213	1,572	2,610	1,847	6,175	4,884
3934,Monroeville Mall	Arden B.		1,819	3,801	4,288	5,677	5,683	5,595	4,022	3,253	7,800	4,863
3935,Colorado Mills	Arden B.		1,805	1,286	2,581	2,564	3,676	4,769	3,283	2,585	2,860	1,476
3936,Collins Ave	Arden B.		890	4,102	6,625	4,013	5,825	2,152	1,010	3,802	2,577	1,412
3937,Park Meadows	Arden B.		1,428	3,069	4,419	2,921	3,742	2,553	2,290	2,181	6,120	2,845
3938,Mall Of Greenhills	Arden B.		516	1,103	2,552	1,578	2,245	1,282	1,877	1,542	7,421	5,139
3940,NYC - 3rd Avenue	Arden B.		1,518	3,633	5,273	5,626	6,809	6,726	3,623	5,829	10,281	5,151
3941,Wrentham Village	Arden B.		2,970	3,188	6,048	8,206	9,796	11,043	8,169	5,188	4,165	2,957
3943,Stony Point Mall	Arden B.		1,256	1,882	1,353	458	940	377	548	1,101	3,283	2,924
3945,Oak Park Mall	Arden B.		5,254	5,864	7,124	6,922	8,892	1,818	2,022	1,889	4,240	1,758
3946,Great Mall	Arden B.		3,724	4,867	6,324	8,497	9,460	12,521	8,236	4,883	5,992	1,590
3947,532 Broadway	Arden B.		176	2,370	4,856	5,225	5,077	4,762	4,316	3,868	6,583	3,917
3948,104 Fifth Avenue	Arden B.		632	502	1,409		275	1,303	2,544	1,835	3,584	2,718
Total			259,798	362,248	571,591	508,271	563,628	398,402	382,480	301,275	845,200	459,159

ATTORNEYS EYES ONLY

WS 01513

Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		6,757	9,981	5,661	314
3927,Chandler Mall	Arden B.		1,201	2,421	1,305	472
3928,Fashion Show	Arden B.		4,050	2,966	1,843	
3929,Broadway Plaza	Arden B.		5,163	4,437	2,881	160
3930,Riverchase Galleria	Arden B.		2,500	1,392	1,032	
3932,Northstar Mall	Arden B.		6,837	6,371	3,322	191
3934,Monroeville Mall	Arden B.		5,990	6,505	2,337	303
3935,Colorado Mills	Arden B.		1,307	3,049	1,537	125
3936,Collins Ave	Arden B.		2,545	3,093	2,278	98
3937,Park Meadows	Arden B.		2,028	3,229	2,074	158
3938,Mall Of Greenhills	Arden B.		4,377	4,808	2,113	361
3940,NYC - 3rd Avenue	Arden B.		3,879	10,284	2,108	693
3941,Wrentham Village	Arden B.		3,865	8,654	1,822	260
3943,Stony Point Mall	Arden B.		1,713	3,148	906	
3945,Oak Park Mall	Arden B.		2,860	2,848	1,099	215
3946,Great Mall	Arden B.		2,741	5,641	3,221	432
3947,532 Broadway	Arden B.		4,080	5,013	1,243	198
3948,104 Fifth Avenue	Arden B.		1,821	3,994	2,072	60
Total			[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01514

Page Inv Group: 0201 Arden B. Bottoms — Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		19,064	15,858	14,683	25,754	18,174	14,852	19,725	17,449	13,944
3301,The Shops @ Sunset	Arden B.		16,791	11,867	14,314	25,802	18,928	12,821	18,377	19,107	13,971
3302,South Shore Plaza	Arden B.		28,537	22,430	24,862	32,176	17,481	16,662	22,813	24,466	26,849
3303,The Gardens	Arden B.		20,511	16,806	18,442	37,878	22,637	21,390	28,316	23,227	20,892
3304,Glendale Galleria	Arden B.		16,737	12,478	11,834	26,198	17,820	14,545	18,303	16,042	16,938
3305,Houston Galleria	Arden B.		37,146	28,822	32,681	46,329	25,443	25,137	35,304	39,720	29,771
3306,Fashion Valley	Arden B.		29,012	17,733	22,790	32,238	20,026	14,201	24,858	21,373	23,817
3307,Santa Monica Place	Arden B.		16,242	10,361	13,066	15,360	12,928	10,625	11,625	11,710	11,424
3308,Ala Moana	Arden B.		32,674	18,265	19,027	35,137	23,453	21,955	25,656	24,335	25,388
3309,Mac Arthur Center	Arden B.		19,342	13,059	14,134	22,219	12,608	10,396	14,772	10,340	11,674
3310,Fashion Island	Arden B.		33,846	18,757	16,441	40,126	23,338	15,839	25,751	22,673	23,698
3311,Walnut Street	Arden B.		22,666	18,315	16,809	19,197	16,882	12,937	19,558	20,080	18,260
3312,Newport Center Mall	Arden B.		22,074	16,172	13,095	25,601	17,616	14,974	20,619	20,868	17,959
3313,Woodfield	Arden B.		25,514	16,122	20,632	41,948	18,488	17,184	27,186	20,782	21,706
3314,Oak Street	Arden B.		39,054	30,531	27,524	32,424	27,799	26,522	40,755	43,668	35,183
3315,Beverly Center	Arden B.		15,564	7,616	8,220	11,526	12,945	13,826	19,340	15,567	19,555
3316,Bellevue Square	Arden B.		28,283	20,556	20,008	40,640	27,078	22,405	34,881	26,318	21,237
3317,Dallas Galleria	Arden B.		45,880	33,524	32,971	42,620	36,608	33,437	48,685	38,445	38,928
3318,Cherry Creek	Arden B.		38,229	26,540	28,124	47,944	29,518	28,898	38,764	32,873	31,311
3319,Lenox Square	Arden B.		49,352	36,499	33,134	53,830	34,312	31,618	52,025	37,146	33,124
3320,Town Ctr @ Boca Rato	Arden B.		33,502	27,357	24,282	45,249	31,821	26,095	34,046	36,051	31,688
3321,George Town Park	Arden B.		25,903	25,670	17,180	22,659	21,791	19,651	25,619	16,788	19,496
3322,The Atrium @ Chest	Arden B.		19,803	17,021	17,218	27,766	19,951	18,971	20,182	16,856	18,174
3323,Mall Short Hills	Arden B.		34,350	24,575	26,155	45,441	26,357	23,884	38,879	37,139	29,913
3324,Riverside Square	Arden B.		19,297	12,996	14,974	25,625	18,061	14,451	19,534	21,618	17,476

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		22,092	18,003	22,616	22,638	21,745	26,635	35,980	21,560	25,894
3301,The Shops @ Sunset	Arden B.		18,365	20,428	21,265	17,859	14,652	20,254	35,296	21,112	23,722
3302,South Shore Plaza	Arden B.		29,447	25,480	31,651	34,772	22,143	27,943	56,053	24,160	29,525
3303,The Gardens	Arden B.		30,175	25,318	25,551	20,490	14,635	23,691	40,968	12,622	15,470
3304,Glendale Galleria	Arden B.		25,466	19,234	21,492	22,808	22,907	22,379	33,194	19,203	21,269
3305,Houston Galleria	Arden B.		40,829	41,500	42,035	42,790	47,224	62,770	84,757	43,298	40,382
3306,Fashion Valley	Arden B.		30,820	33,651	40,053	41,982	38,235	44,135	57,562	27,353	33,557
3307,Santa Monica Place	Arden B.		16,218	17,380	17,381	17,486	14,207	16,829	19,114	17,454	17,300
3308,Ala Moana	Arden B.		40,836	30,622	32,345	26,529	22,744	24,178	43,078	26,226	25,274
3309,Mac Arthur Center	Arden B.		18,870	13,822	21,192	20,353	16,176	19,829	29,716	17,681	18,834
3310,Fashion Island	Arden B.		38,524	30,730	36,361	39,990	30,652	36,641	58,232	33,636	30,729
3311,Walnut Street	Arden B.		22,695	19,559	21,808	28,284	25,178	21,445	26,753	18,261	26,508
3312,Newport Center Mall	Arden B.		29,852	20,038	22,313	20,661	20,556	17,333	31,259	17,655	20,908
3313,Woodfield	Arden B.		25,128	19,483	22,853	24,390	23,150	23,861	46,002	23,137	22,291
3314,Oak Street	Arden B.		56,050	45,145	49,544	49,717	43,151	41,997	50,377	28,027	30,423
3315,Beverly Center	Arden B.		27,132	27,915	27,404	26,031	30,031	33,915	43,992	32,614	37,526
3316,Bellevue Square	Arden B.		32,035	26,814	28,264	31,023	28,199	29,571	52,716	27,499	31,269
3317,Dallas Galleria	Arden B.		49,163	35,835	20,104	20,800	17,483	29,077	47,900	23,102	26,259
3318,Cherry Creek	Arden B.		39,723	27,310	29,449	34,048	33,285	36,075	57,112	35,273	35,133
3319,Lenox Square	Arden B.		52,034	44,957	59,418	59,908	49,339	52,992	68,717	44,763	43,257
3320,Town Ctr @ Boca Rato	Arden B.		37,478	38,167	49,486	51,489	36,948	46,907	81,245	37,425	39,974
3321,George Town Park	Arden B.		21,816	16,826	18,419	18,526	13,634	17,448	25,225	19,283	17,657
3322,The Atrium @ Chest	Arden B.		20,030	13,338	18,702	28,169	25,474	30,300	40,549	19,660	21,776
3323,Mall Short Hills	Arden B.		34,173	24,797	34,869	30,717	29,076	41,275	54,882	27,703	21,977
3324,Riverside Square	Arden B.		25,232	16,480	19,942	24,485	19,087	19,994	30,673	16,864	15,991

ATTORNEYS EYES ONLY

Location	Location Trait	Month / Metrics	Mar 02 Sls All $	Apr 02 Sls All $	May 02 Sls All $	Jun 02 Sls All $	Jul 02 Sls All $	Aug 02 Sls All $	Sep 02 Sls All $	Oct 02 Sls All $	Nov 02 Sls All $
3300,San Francisco Center	Arden B.		28,955	22,019	19,331	25,698	20,499	18,404	24,003	16,132	20,077
3301,The Shops @ Sunset	Arden B.		28,833	21,222	21,689	26,003	20,226	18,433	21,556	15,549	18,725
3302,South Shore Plaza	Arden B.		39,373	30,774	30,392	39,456	30,255	32,311	39,174	27,508	39,388
3303,The Gardens	Arden B.		24,438	15,577	12,816	22,946	15,239	16,376	21,342	12,313	14,961
3304,Glendale Galleria	Arden B.		26,934	16,753	18,346	22,803	18,272	17,943	26,545	17,075	20,577
3305,Houston Galleria	Arden B.		69,015	44,010	43,244	58,797	55,036	39,155	41,270	41,360	47,842
3306,Fashion Valley	Arden B.		42,970	25,656	24,409	36,060	34,881	31,370	43,941	28,094	35,399
3307,Santa Monica Place	Arden B.		17,817	13,576	13,085	16,445	9,971	14,429	20,033	12,733	14,491
3308,Ala Moana	Arden B.		31,411	23,100	21,747	30,255	22,153	20,232	23,445	14,065	20,574
3309,Mac Arthur Center	Arden B.		20,836	13,419	13,206	16,792	13,677	12,983	15,600	13,231	11,938
3310,Fashion Island	Arden B.		49,741	35,649	32,812	46,914	35,062	39,901	39,074	30,556	31,565
3311,Walnut Street	Arden B.		25,633	25,956	19,703	26,443	19,172	14,281	26,462	17,178	17,989
3312,Newport Center Mall	Arden B.		23,837	21,773	17,903	23,918	17,792	15,675	26,376	18,293	19,976
3313,Woodfield	Arden B.		32,607	20,894	22,683	30,770	23,678	23,679	22,954	23,996	26,242
3314,Oak Street	Arden B.		42,178	32,244	34,505	44,001	36,594	34,254	41,225	30,348	28,371
3315,Beverly Center	Arden B.		43,147	29,738	24,616	27,809	22,110	22,302	28,593	24,705	19,361
3316,Bellevue Square	Arden B.		34,203	27,050	23,930	32,596	22,934	25,190	37,004	26,097	30,385
3317,Dallas Galleria	Arden B.		45,105	30,056	21,085	30,867	28,229	23,915	30,047	27,725	25,624
3318,Cherry Creek	Arden B.		45,360	32,345	35,811	42,989	32,389	28,640	36,498	28,085	21,374
3319,Lenox Square	Arden B.		55,341	35,218	29,420	37,641	36,653	37,052	45,561	37,529	31,234
3320,Town Ctr @ Boca Rato	Arden B.		55,198	35,705	31,971	39,544	30,002	30,590		6,452	36,684
3321,George Town Park	Arden B.		22,394	17,423	15,577	17,088	14,008	12,242	16,734	11,602	11,125
3322,The Atrium @ Chest	Arden B.		23,851	19,834	16,372	19,317	12,740	16,377	21,601	16,630	17,804
3323,Mall Short Hills	Arden B.		42,662	29,585	25,424	33,031	22,071	28,317	32,826	23,219	25,425
3324,Riverside Square	Arden B.		19,226	16,764	15,629	25,011	12,055	13,222	18,785	14,578	16,300

ATTORNEYS EYES ONLY

Location	Location Trait	Month / Metrics	Dec 02 Sls All $	Jan 03 Sls All $	Feb 03 Sls All $	Mar 03 Sls All $	Apr 03 Sls All $	May 03 Sls All $	Jun 03 Sls All $	Jul 03 Sls All $	Aug 03 Sls All $
3300,San Francisco Center	Arden B.		26,256	16,576	17,662	27,276	23,665	27,580	31,189	29,667	28,240
3301,The Shops @ Sunset	Arden B.		26,573	11,969	15,680	17,078	16,669	14,480	20,392	15,897	20,628
3302,South Shore Plaza	Arden B.		57,565	27,188	28,403	34,174	31,922	32,751	47,092	26,918	31,795
3303,The Gardens	Arden B.		30,697	10,547	14,683	27,043	21,270	21,768	23,412	19,571	18,721
3304,Glendale Galleria	Arden B.		32,390	17,864	18,142	27,276	22,179	22,180	30,807	29,242	22,116
3305,Houston Galleria	Arden B.		79,308	38,149	47,533	64,832	47,490	48,123	67,361	56,471	57,691
3306,Fashion Valley	Arden B.		56,065	32,509	32,371	42,015	41,330	42,321	60,990	57,538	54,470
3307,Santa Monica Place	Arden B.		14,966	7,028	7,553	12,066	14,355	11,521	18,602	15,689	16,103
3308,Ala Moana	Arden B.		34,318	26,015	26,744	38,738	29,078	30,423	40,795	35,150	30,145
3309,Mac Arthur Center	Arden B.		18,665	8,435	10,240	12,936	14,190	12,543	19,423	10,932	18,086
3310,Fashion Island	Arden B.		51,240	34,711	35,768	53,775	36,195	40,383	55,343	47,845	48,927
3311,Walnut Street	Arden B.		24,568	13,312	13,823	20,684	22,079	20,752	31,374	23,652	25,101
3312,Newport Center Mall	Arden B.		27,585	11,957	14,601	22,174	19,022	16,067	22,141	16,219	16,939
3313,Woodfield	Arden B.		45,653	20,849	20,311	30,755	31,369	28,109	30,256	24,724	26,860
3314,Oak Street	Arden B.		37,042	19,199	21,251	35,548	27,450	34,353	40,871	36,036	36,020
3315,Beverly Center	Arden B.		34,364	29,810	37,372	39,940	33,090	29,112	46,516	33,134	32,628
3316,Bellevue Square	Arden B.		57,223	28,564	25,040	35,861	29,983	29,709	41,593	30,355	34,411
3317,Dallas Galleria	Arden B.		38,389	20,991	24,419	47,560	29,202	30,590	44,099	44,103	40,477
3318,Cherry Creek	Arden B.		38,177	17,834	21,548	30,792	27,915	24,332	27,410	27,874	24,553
3319,Lenox Square	Arden B.		45,353			59,379	44,487	44,354	56,349	43,147	45,126
3320,Town Ctr @ Boca Rato	Arden B.		57,353	24,910	32,823	46,067	42,083	31,194	44,981	33,219	36,220
3321,George Town Park	Arden B.		14,232	9,730	8,075	15,361	17,428	13,137	22,941	15,858	18,086
3322,The Atrium @ Chest	Arden B.		29,787	13,662	16,165	14,507	14,147	13,909	17,639	13,886	16,528
3323,Mall Short Hills	Arden B.		39,598	18,954	23,844	40,437	33,100	35,789	38,079	21,560	30,469
3324,Riverside Square	Arden B.		30,684	14,922	11,933	19,896	19,912	15,620	23,179	13,422	17,572

ATTORNEYS EYES ONLY

Page by: Group: 0201,Arden B. Bottoms Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		33,236	25,187	25,199	37,182	15,358	17,208	23,985	22,436	21,707
3301,The Shops @ Sunset	Arden B.		19,445	17,092	20,896	26,540	12,814	15,741	21,524	13,719	17,342
3302,South Shore Plaza	Arden B.		45,298	41,167	52,993	80,580	25,883	39,439	49,699	38,055	46,694
3303,The Gardens	Arden B.		24,737	19,266	26,284	46,748	19,744	27,141	37,373	28,899	30,546
3304,Glendale Galleria	Arden B.		27,029	20,163	26,374	42,314	17,672	18,704	26,598	21,342	26,640
3305,Houston Galleria	Arden B.		77,893	66,201	80,478	95,740	46,484	46,757	67,904	54,223	49,331
3306,Fashion Valley	Arden B.		72,133	58,064	66,856	93,445	43,354	55,370	66,421	47,538	43,375
3307,Santa Monica Place	Arden B.		16,945	8,877	11,976	18,386	13,479	13,935	20,818	14,478	16,671
3308,Ala Moana	Arden B.		36,427	24,352	27,711	44,309	22,915	22,647	23,801	13,961	19,074
3309,Mac Arthur Center	Arden B.		19,614	18,167	20,808	29,305	16,382	17,786	22,464	19,039	19,277
3310,Fashion Island	Arden B.		61,442	54,355	54,888	83,321	36,106	42,935	60,810	42,878	44,224
3311,Walnut Street	Arden B.		37,548	33,362	30,580	39,285	16,116	28,174	32,196	27,957	30,016
3312,Newport Center Mall	Arden B.		22,578	17,964	18,786	33,919	13,755	20,925	23,026	22,336	22,381
3313,Woodfield	Arden B.		26,436	15,717	24,478	47,549	14,311	19,733	30,160	23,863	31,507
3314,Oak Street	Arden B.		42,593	33,665	31,267	38,168	15,046	24,072	29,552	29,064	30,043
3315,Beverly Center	Arden B.		40,830	42,433	31,436	36,846	22,704	31,032	33,972	19,463	20,385
3316,Bellevue Square	Arden B.		47,106	43,377	44,739	60,450	25,783	20,490	31,170	28,452	26,707
3317,Dallas Galleria	Arden B.		45,432	46,138	45,969	53,936	24,050	29,269	47,146	30,197	29,591
3318,Cherry Creek	Arden B.		30,932	26,860	22,633	38,197	16,065	20,500	28,824	23,074	23,569
3319,Lenox Square	Arden B.		65,950	55,155	66,060	87,783	38,753	50,262	78,428	52,929	57,680
3320,Town Ctr @ Boca Rato	Arden B.		40,897	33,163	40,391	59,384	28,730	39,379	44,815	35,560	41,175
3321,George Town Park	Arden B.		27,173	24,477	22,617	23,379	12,045	21,867	22,573	20,503	22,021
3322,The Atrium @ Chest	Arden B.		25,190	17,975	21,598	30,584	17,477	21,507	30,349	23,984	23,660
3323,Mall Short Hills	Arden B.		41,224	38,067	39,664	57,385	17,992	23,856	36,599	31,665	35,421
3324,Riverside Square	Arden B.		20,160	16,541	18,863	22,454	6,739	10,601	14,767	15,237	17,366

ATTORNEYS EYES ONLY

Page by: Group: 0201,Arden B. Bottoms Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month / Metrics	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
			Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		26,084	23,065	16,118	21,823	12,905	18,257	22,892	14,818	1,285
3301,The Shops @ Sunset	Arden B.		23,798	19,405	18,479	17,082	14,427	14,355	25,159	14,442	1,484
3302,South Shore Plaza	Arden B.		59,654	50,403	38,915	61,212	32,921	35,297	87,182	31,617	4,507
3303,The Gardens	Arden B.		32,577	28,887	27,860	12,757	17,801	20,884	41,740	20,628	2,209
3304,Glendale Galleria	Arden B.		41,566	25,075	27,989	27,629	20,216	20,610	40,882	21,870	2,953
3305,Houston Galleria	Arden B.		65,904	57,983	52,586	58,260	35,182	40,455	81,859	34,638	4,037
3306,Fashion Valley	Arden B.		61,324	54,026	49,910	54,312	37,695	35,420	78,047	38,537	5,553
3307,Santa Monica Place	Arden B.		24,433	13,776	18,470	20,949	14,161	12,469	20,692	12,991	2,022
3308,Ala Moana	Arden B.		25,596	23,862	24,143	29,887	17,584	20,176	31,740	23,365	2,486
3309,Mac Arthur Center	Arden B.		26,736	19,558	22,604	27,080	16,539	12,725	27,474	14,829	2,739
3310,Fashion Island	Arden B.		57,390	46,258	45,825	50,293	29,031	25,810	51,926	35,329	5,023
3311,Walnut Street	Arden B.		25,146	22,845	25,276	34,079	19,075	15,253	25,264	15,545	2,268
3312,Newport Center Mall	Arden B.		27,566	24,425	16,701	25,581	17,752	15,759	32,276	18,705	3,950
3313,Woodfield	Arden B.		36,912	28,972	29,252	26,984	19,290	25,301	47,761	17,504	2,658
3314,Oak Street	Arden B.		36,826	31,120	25,155	39,220	24,570	23,632	39,347	17,606	2,638
3315,Beverly Center	Arden B.		29,278	24,497	19,631	32,175	22,023	19,968	25,083	25,306	4,106
3316,Bellevue Square	Arden B.		37,529	32,312	32,064	35,412	25,244	23,531	49,844	25,708	5,252
3317,Dallas Galleria	Arden B.		35,660	34,959	32,014	38,767	29,746	21,302	44,206	25,366	2,907
3318,Cherry Creek	Arden B.		25,261	18,287	19,623	22,940	18,995	15,873	39,430	22,430	2,399
3319,Lenox Square	Arden B.		57,903	62,326	54,304	65,809	46,917	41,633	80,101	40,746	6,515
3320,Town Ctr @ Boca Rato	Arden B.		38,276	35,853	37,697	25,610	22,379	23,250	47,884	24,723	2,899
3321,George Town Park	Arden B.		25,065	15,985	15,685	22,625	15,927	14,228	17,130	9,916	1,386
3322,The Atrium @ Chest	Arden B.		23,826	18,830	16,860	24,503	14,985	14,596	25,952	11,382	
3323,Mall Short Hills	Arden B.		32,355	22,166	24,006	26,823	19,335	16,653	33,255	16,834	1,317
3324,Riverside Square	Arden B.		25,780	17,808	19,167	24,219	15,989	12,998	26,868	14,820	2,756

ATTORNEYS EYES ONLY

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Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		17,651	11,645	17,929	29,287	15,795	14,449	24,513	19,980	24,483
3326,The Plaza (King Of P	Arden B.		30,488	20,958	25,627	36,831	16,171	16,249	25,915	23,852	22,328
3327,Woodbury Commons/Out	Arden B.		8,804	6,315	9,768	10,941	7,431	5,528	6,310	9,055	10,229
3328,Dadeland Mall	Arden B.		22,352	15,408	18,747	32,065	18,755	14,564	18,696	20,149	23,103
3330,Somerset Collection	Arden B.		34,250	23,471	21,002	31,815	20,559	22,889	37,822	32,591	33,668
3331,The Westchester	Arden B.		35,190	25,751	22,926	45,118	26,098	24,547	38,619	30,429	34,548
3333,Montgomery Mall	Arden B.		30,477	20,744	22,409	40,714	26,204	19,152	27,338	22,127	25,915
3334,Columbia	Arden B.		28,295	20,939	16,966	28,505	17,112	16,851	17,186	13,220	12,931
3335,Haywood Mall	Arden B.		17,402	13,317	10,713	19,556	15,246	10,256	14,793	11,073	13,795
3336,Buckland Hills	Arden B.		10,863	6,315	7,670	13,209	9,622	6,635	10,015	8,264	7,202
3337,Paramus Park	Arden B.		20,778	11,351	13,761	28,945	17,240	15,263	14,799	12,526	15,515
3338,North Point Mall	Arden B.		13,571	10,927	11,915	22,976	13,812	12,180	16,878	14,670	13,374
3339,Perimeter Mall	Arden B.		15,965	9,748	11,488	20,475	13,340	12,504	15,476	10,020	10,859
3340,Garden State	Arden B.		34,874	28,734	28,519	48,354	28,488	24,339	38,826	33,339	38,701
3341,Willowbrook Mall	Arden B.		20,941	17,412	18,731	31,635	20,403	16,871	21,598	12,069	
3342,Bridgewater Co	Arden B.		29,981	19,809	18,841	37,225	17,923	17,182	22,595	21,878	25,407
3343,Freehold Raceway	Arden B.		20,837	17,790	17,850	29,517	20,962	16,436	26,330	19,636	19,913
3344,Pentagon City	Arden B.		53,758	37,464	27,290	47,106	36,557	35,009	45,398	34,204	38,389
3345,Rockaway Town Sq.	Arden B.		20,275	16,043	14,315	28,230	17,392	14,363	17,175	11,896	15,264
3346,Northlake Mall	Arden B.		12,297	9,781	8,164	14,900	7,912	6,452	10,665	5,785	6,978
3347,Keystone @ The Cross	Arden B.		32,022	24,344	23,146	43,364	23,719	26,210	31,961	21,241	25,090
3348,Oak Brook	Arden B.		34,359	26,311	24,468	43,603	17,235	20,289	34,068	32,631	30,898
3349,Towson Town Center	Arden B.		30,779	22,740	21,328	31,328	18,687	19,366	24,015	21,334	19,653
3350,Town Center At Cobb	Arden B.		15,288	8,506	10,773	20,576	11,673	9,148	15,030	10,080	9,779
3351,Gwinnett	Arden B.		10,992	6,233	5,190	14,130	8,981	7,895	9,318	6,493	8,078

ATTORNEYS EYES ONLY

WS 01521

Location	Location Trait	Month / Metrics	Jun 01 Sls All $	Jul 01 Sls All $	Aug 01 Sls All $	Sep 01 Sls All $	Oct 01 Sls All $	Nov 01 Sls All $	Dec 01 Sls All $	Jan 02 Sls All $	Feb 02 Sls All $
3325,The Galleria	Arden B.		27,391	16,050	27,775	23,862	20,481	25,464	42,398	14,170	18,984
3326,The Plaza (King Of P	Arden B.		24,540	23,155	34,276	37,425	28,972	28,628	55,672	14,856	21,105
3327,Woodbury Commons/Out	Arden B.		16,424	17,151	29,004	23,824	19,189	29,411	41,158	18,281	28,729
3328,Dadeland Mall	Arden B.		34,214	35,444	37,998	38,631	26,827	43,165	61,945	29,541	30,016
3330,Somerset Collection	Arden B.		44,572	37,305	55,012	44,823	40,845	50,503	78,983	33,563	42,485
3331,The Westchester	Arden B.		41,188	38,119	45,052	47,031	35,841	51,186	76,811	32,145	38,244
3333,Montgomery Mall	Arden B.		33,205	21,777	26,965	34,862	33,220	32,828	53,950	22,454	24,739
3334,Columbia	Arden B.		21,199	18,113	24,841	23,416	18,822	18,223	24,909	10,678	12,287
3335,Haywood Mall	Arden B.		14,811	12,493	14,417	20,436	21,009	16,963	32,698	12,407	16,521
3336,Buckland Hills	Arden B.		12,181	7,012	7,629						
3337,Paramus Park	Arden B.		23,556	12,670	16,811	13,825	12,170	15,440	30,583	13,407	11,706
3338,North Point Mall	Arden B.		17,909	11,670	17,090	11,360					
3339,Perimeter Mall	Arden B.		11,755	14,393	15,887	18,882	19,199	19,588	34,674	13,322	17,232
3340,Garden State	Arden B.		47,828	39,019	48,499	55,038	45,400	44,859	76,771	37,248	43,923
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.		30,737	21,803	26,719	31,026	21,518	28,831	44,171	21,285	22,915
3343,Freehold Raceway	Arden B.		26,449	20,991	33,389	30,272	24,888	30,332	51,372	20,588	25,456
3344,Pentagon City	Arden B.		44,236	34,781	41,661	46,305	45,295	45,158	65,344	44,187	48,928
3345,Rockaway Town Sq.	Arden B.		16,817	14,654	16,833	17,431	11,691	14,063	27,182	8,981	9,709
3346,Northlake Mall	Arden B.		6,227	3,745	6,576	8,818	8,833	7,437	11,851	9,325	10,159
3347,Keystone @ The Cross	Arden B.		36,129	29,282	39,055	39,511	28,997	33,739	63,749	25,756	35,554
3348,Oak Brook	Arden B.		39,500	36,828	39,853	41,083	35,755	43,845	65,013	25,188	30,734
3349,Towson Town Center	Arden B.		21,192	14,866	17,253	22,632	14,527	19,316	36,919	21,554	24,022
3350,Town Center At Cobb	Arden B.		14,502	11,446	13,233	12,004	10,424	11,410	27,625	13,483	14,892
3351,Gwinnett	Arden B.		8,727	6,324	7,404	7,582	7,305	11,366	18,503	7,668	11,745

ATTORNEYS EYES ONLY

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Location	Location Trait	Month / Metrics	Mar 02 Sls All $	Apr 02 Sls All $	May 02 Sls All $	Jun 02 Sls All $	Jul 02 Sls All $	Aug 02 Sls All $	Sep 02 Sls All $	Oct 02 Sls All $	Nov 02 Sls All $
3325,The Galleria	Arden B.		22,048	15,136	14,464	18,324	13,795	18,055	22,233	15,508	19,672
3326,The Plaza (King Of P	Arden B.		21,018	16,400	15,238	20,233	15,891	23,410	25,906	21,130	25,734
3327,Woodbury Commons/Out	Arden B.		38,338	31,864	34,563	33,019	23,108	36,468	28,469	14,308	26,833
3328,Dadeland Mall	Arden B.		40,683	29,465	27,297	40,941	34,048	25,845	33,493	22,763	35,375
3330,Somerset Collection	Arden B.		57,049	46,224	34,747	48,366	35,224	36,604	43,584	29,918	35,519
3331,The Westchester	Arden B.		46,750	32,339	32,969	40,277	32,049	28,962	39,559	29,197	30,254
3333,Montgomery Mall	Arden B.		28,908	24,310	20,538	28,233	22,729	23,322	27,028	22,466	26,141
3334,Columbia	Arden B.		16,867	16,579	18,487	22,302	17,255	12,739	15,062	14,291	14,331
3335,Haywood Mall	Arden B.		17,936	16,115	12,135	15,679	14,633	15,944	22,614	17,476	16,922
3336,Buckland Hills	Arden B.										
3337,Paramus Park	Arden B.		16,357	14,370	17,476	20,770	14,026	14,452	19,180	15,141	14,669
3338,North Point Mall	Arden B.										
3339,Perimeter Mall	Arden B.		21,961	16,281	17,452	19,346	17,524	15,543	19,184	14,442	19,382
3340,Garden State	Arden B.		53,420	37,540	37,199	53,397	36,129	39,874	56,250	42,684	44,765
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.		31,608	21,211	16,515	26,004	15,885	21,206	24,878	21,413	18,831
3343,Freehold Raceway	Arden B.		31,362	21,639	22,608	26,791	21,673	25,791	24,823	18,528	22,187
3344,Pentagon City	Arden B.		46,447	40,483	35,093	44,716	40,213	33,727	42,478	46,166	42,985
3345,Rockaway Town Sq.	Arden B.		10,166	10,765	10,462	17,971	12,804	17,278	15,903	9,242	13,490
3346,Northlake Mall	Arden B.		13,431	7,906	6,763	10,456	6,536	8,272	7,828	6,258	8,831
3347,Keystone @ The Cross	Arden B.		39,217	29,111	27,061	31,807	25,155	30,442	42,482	26,447	29,643
3348,Oak Brook	Arden B.		36,572	31,335	25,781	22,395	9,638	29,463	36,833	23,097	27,260
3349,Towson Town Center	Arden B.		27,110	13,548	15,946	21,428	17,163	17,359	22,956	18,209	20,442
3350,Town Center At Cobb	Arden B.		14,681	11,519	13,949	18,608	16,503	14,398	20,449	13,534	13,246
3351,Gwinnett	Arden B.		11,010	8,432	7,991	11,502	9,960	9,403	11,985	6,503	12,608

ATTORNEYS EYES ONLY

WS 01523

Location	Location Trait	Month	Dec 02	Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		29,439	12,304	13,637	26,973	25,114	24,180	28,300	11,756	23,125
3326,The Plaza (King Of P	Arden B.		43,648	16,764	20,453	25,336	23,650	24,676	35,638	22,646	37,142
3327,Woodbury Commons/Out	Arden B.		21,859	9,153	8,233	24,476	27,014	20,895	27,747	36,339	47,984
3328,Dadeland Mall	Arden B.		57,791	26,209	34,988	37,335	33,262	35,054	43,549	32,152	33,426
3330,Somerset Collection	Arden B.		64,328	14,428	17,629	43,646	49,713	50,153	56,878	35,082	41,681
3331,The Westchester	Arden B.		46,090	23,232	27,094	43,189	38,417	44,506	52,101	33,486	37,810
3333,Montgomery Mall	Arden B.		44,968	23,341	23,276	39,054	30,113	31,372	43,544	28,492	30,021
3334,Columbia	Arden B.		21,150	10,292	10,798	16,709	16,339	14,914	20,973	12,819	16,129
3335,Haywood Mall	Arden B.		27,582	12,578	11,670	16,898	12,457	16,029	22,263	17,592	18,769
3336,Buckland Hills	Arden B.										
3337,Paramus Park	Arden B.		27,560	8,863	9,430	13,800	18,177	16,122	24,517	16,255	17,647
3338,North Point Mall	Arden B.										
3339,Perimeter Mall	Arden B.		30,185	10,806	21,788	26,997	18,613	17,498	25,591	21,564	22,678
3340,Garden State	Arden B.		84,037	38,283	42,046	57,279	46,611	51,417	59,894	39,710	50,651
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.		32,630	10,489	4,990						
3343,Freehold Raceway	Arden B.		38,516	13,545	13,150	19,945	15,884	23,419	27,532	20,804	29,987
3344,Pentagon City	Arden B.		59,616	39,495	36,908	62,169	44,338	48,420	63,062	46,366	43,557
3345,Rockaway Town Sq.	Arden B.		21,545	5,179	8,400	14,828	14,813	15,989	17,927	16,533	14,811
3346,Northlake Mall	Arden B.		8,070	4,497	9,606	9,943	13,015	7,720	9,368	7,098	10,659
3347,Keystone @ The Cross	Arden B.		51,509	19,466	20,930	31,653	27,284	30,825	35,968	28,181	31,656
3348,Oak Brook	Arden B.		48,919	12,617	22,296	32,286	23,877	28,871	43,185	25,586	34,909
3349,Towson Town Center	Arden B.		29,911	18,415	15,320	25,310	21,823	18,945	25,036	18,125	19,784
3350,Town Center At Cobb	Arden B.		24,673	8,963	11,047	13,357	13,390	12,875	16,672	16,759	18,647
3351,Gwinnett	Arden B.		11,596	5,768	10,316	9,403	10,368	7,892	10,265	8,237	8,685

ATTORNEYS EYES ONLY

Location	Location Trait	Month / Metrics	Sep 03 Sls All $	Oct 03 Sls All $	Nov 03 Sls All $	Dec 03 Sls All $	Jan 04 Sls All $	Feb 04 Sls All $	Mar 04 Sls All $	Apr 04 Sls All $	May 04 Sls All $
3325,The Galleria	Arden B.		28,147	18,176	21,360	33,278	16,067	19,352	21,271	24,875	26,981
3326,The Plaza (King Of P	Arden B.		57,875	41,622	49,293	63,508	24,158	35,390	47,135	33,317	34,835
3327,Woodbury Commons/Out	Arden B.		33,501	22,505	33,705	45,789	11,202	15,361	30,658	19,474	28,532
3328,Dadeland Mall	Arden B.		40,500	30,236	40,286	64,328	25,286	25,531	39,610	31,816	30,982
3330,Somerset Collection	Arden B.		49,002	41,845	50,812	66,136	20,655	44,050	49,901	37,266	44,992
3331,The Westchester	Arden B.		54,061	44,186	48,310	58,855	25,603	31,250	43,669	34,298	43,613
3333,Montgomery Mall	Arden B.		30,796	25,763	26,046	36,067	13,976				
3334,Columbia	Arden B.		20,983	16,937	21,181	30,416	13,078	17,603	21,982	17,927	21,065
3335,Haywood Mall	Arden B.		27,876	31,416	28,693	31,622	17,726	23,316	28,872	26,384	
3336,Buckland Hills	Arden B.										
3337,Paramus Park	Arden B.		24,704	14,933	24,404	31,686	12,644	15,284	22,615	19,592	6,172
3338,North Point Mall	Arden B.										
3339,Perimeter Mall	Arden B.		34,567	28,623	30,432	47,832	22,680	32,131	37,951	23,037	28,701
3340,Garden State	Arden B.		62,933	49,098	55,163	82,624	32,557	43,951	48,836	38,322	51,588
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.										
3343,Freehold Raceway	Arden B.		42,927	26,582	29,744	43,547	13,985	19,090	27,893	21,987	28,158
3344,Pentagon City	Arden B.		55,375	59,708	54,055	70,569	34,559	45,560	46,871	40,336	42,505
3345,Rockaway Town Sq.	Arden B.		22,601	16,219	17,003	35,473	14,619	14,801	25,485	17,265	21,928
3346,Northlake Mall	Arden B.		6,562	8,171	13,973	20,184	5,049	13,262	20,204	10,832	18,056
3347,Keystone @ The Cross	Arden B.		41,330	35,815	48,120	54,433	20,083	26,558	39,425	30,985	35,839
3348,Oak Brook	Arden B.		43,712	38,724	42,696	59,212	22,949	30,139	40,517	31,761	35,552
3349,Towson Town Center	Arden B.		31,820	22,956	28,082	38,223	17,249	22,766	30,040	21,101	22,063
3350,Town Center At Cobb	Arden B.		21,873	15,607	22,570	32,900	13,421				
3351,Gwinnett	Arden B.		9,310	8,513	15,693	17,132	3,453				

ATTORNEYS EYES ONLY

WS 01525

Location	Location Trait	Month / Metrics	Jun 04 Sls All $	Jul 04 Sls All $	Aug 04 Sls All $	Sep 04 Sls All $	Oct 04 Sls All $	Nov 04 Sls All $	Dec 04 Sls All $	Jan 05 Sls All $	Feb 05 Sls All $
3325,The Galleria	Arden B.		25,313	17,895	20,395	21,127	17,270	14,331	28,328	10,757	2,299
3326,The Plaza (King Of P	Arden B.		43,973	31,856	36,822	45,754	28,187	26,473	57,933	24,892	3,273
3327,Woodbury Commons/Out	Arden B.		40,102	36,316	59,246	48,638	30,733	26,856	25,728	16,115	
3328,Dadeland Mall	Arden B.		41,338	33,960	31,739	31,738	23,317	27,265	56,693	26,907	3,677
3330,Somerset Collection	Arden B.		53,491	38,300	42,920	34,779	29,543	27,171	57,922	22,132	2,205
3331,The Westchester	Arden B.		48,227	36,749	25,977	41,398	25,797	20,282	50,320	18,320	1,140
3333,Montgomery Mall	Arden B.										
3334,Columbia	Arden B.		30,198	23,176	18,150	21,719	19,829	15,629	30,262	13,817	1,948
3335,Haywood Mall	Arden B.										
3336,Buckland Hills	Arden B.										
3337,Paramus Park	Arden B.										
3338,North Point Mall	Arden B.										
3339,Perimeter Mall	Arden B.		34,397	28,038	29,797	34,773	25,998	22,018	55,427	25,646	3,821
3340,Garden State	Arden B.		55,717	39,357	36,065	46,290	29,717	32,380	58,884	25,884	1,197
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.										
3343,Freehold Raceway	Arden B.		30,558	24,308	26,875	32,994	19,348	15,223	50,990	16,221	1,870
3344,Pentagon City	Arden B.		55,550	41,497	40,446	55,222	38,416	33,613	63,163	40,379	4,510
3345,Rockaway Town Sq.	Arden B.		30,111	21,716	22,343	23,598	13,721	13,866	30,395	14,784	1,461
3346,Northlake Mall	Arden B.		18,071								
3347,Keystone @ The Cross	Arden B.		40,001	30,025	27,155	39,684	21,753	23,098	41,568	21,877	1,959
3348,Oak Brook	Arden B.		43,689	38,933	32,878	32,210	20,152	20,746	44,480	16,739	2,145
3349,Towson Town Center	Arden B.		25,717	17,364	15,710	26,862	17,462	15,946	30,657	17,188	1,723
3350,Town Center At Cobb	Arden B.										
3351,Gwinnett	Arden B.										

ATTORNEYS EYES ONLY

Page by: Group: 6201, Arden B. Outlets — Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		42,121	30,911	31,395	51,733	28,477	28,755	40,747	37,283	33,661
3353,Stamford Town Center	Arden B.		25,817	20,274	15,922	31,868	18,719	16,786	21,937	14,203	15,205
3354,Westfarms Mall	Arden B.		20,082	16,102	18,417	24,308	17,649	12,582	16,168	13,222	13,824
3355,Danbury Fair	Arden B.		25,617	18,312	19,122	32,235	20,490	14,647	16,215	15,527	15,460
3356,St Louis Galleria	Arden B.		39,902	26,661	29,902	50,514	23,143	24,648	34,595	32,640	30,102
3357,Northbrook	Arden B.		19,830	12,803	12,501	21,912	12,563	13,031	16,539	12,141	12,158
3358,Mall Of America	Arden B.		23,889	14,626	14,606	25,932	16,509	13,632	16,132	15,369	13,729
3359,Carousel Center	Arden B.		28,178	16,749	12,956	19,988	14,054	15,161	16,598	14,495	13,056
3360,Burlington Mall	Arden B.		21,941	12,818	19,318	29,626	18,652	16,664	24,648	18,161	22,089
3361,Annapolis Mall	Arden B.		17,120	10,743	10,224	20,307	10,030	8,636	12,772	8,162	9,893
3362,Willow Grove Park	Arden B.		16,650	13,073	12,301	25,006	14,000	12,002	18,704	14,795	16,400
3363,Cambridgeside Galler	Arden B.		31,056	19,963	24,092	52,489	21,905	23,557	30,099	28,025	24,643
3364,Mall Of New Hampshir	Arden B.		16,275	9,526	15,497	26,681	16,604	14,189	15,522	13,183	10,349
3365,Orland Square	Arden B.		22,702	15,565	20,025	40,872	19,606	15,522	24,344	20,382	24,704
3366,Ridgedale Cntr.	Arden B.		19,903	12,681	13,958	24,348	18,026	15,650	15,915	13,290	14,093
3367,Baybrook Mall	Arden B.		15,667	10,893	11,155	23,841	16,689	12,241	12,782	10,654	16,123
3368,Highland Mall	Arden B.		18,024	12,313	13,943	23,539	14,536	12,589	14,741	8,864	8,704
3369,Meriden Square	Arden B.		9,817	7,022	8,495	11,466	8,569	6,978	9,881	7,172	5,839
3370,Prudential Center	Arden B.		43,523	29,264	27,093	40,612	30,048	27,102	36,242	40,101	33,404
3371,Scottsdale Center	Arden B.		21,034	13,568	15,646	26,378	19,707	19,411	26,227	20,563	21,010
3372,The Parks Arlington	Arden B.		15,733	9,231	8,811	19,422	12,925	12,674	13,367	11,486	11,725
3373,Vista Ridge	Arden B.		11,663	8,367	9,945	15,876	11,158	9,433	10,332	8,227	7,933
3374,Woodland Hills	Arden B.		16,135	9,953	10,569	19,585	12,741	13,071	14,046	11,081	13,447
3375,Columbiana Center	Arden B.		20,715	12,327	16,138	28,840	12,931	14,063	15,499	13,543	10,702
3376,The Woodlands	Arden B.		14,820	10,030	12,887	24,072	12,812	9,374	10,914	9,554	8,671

ATTORNEYS EYES ONLY

WS 01527

Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		39,354	32,671	35,479	50,056	38,777	33,261	66,816	31,501	30,490
3353,Stamford Town Center	Arden B.		22,795	18,716	19,145	21,688	14,595	19,527	31,631	13,559	15,161
3354,Westfarms Mall	Arden B.		16,797	14,723	20,404	19,908	16,523	20,970	35,177	18,107	21,033
3355,Danbury Fair	Arden B.		23,690	15,664	20,930	21,481	17,105	20,728	36,352	13,276	13,379
3356,St Louis Galleria	Arden B.		44,762	36,263	40,609	48,212	38,026	52,616	77,598	34,996	43,150
3357,Northbrook	Arden B.		15,624	15,099	18,069	19,437	17,398	21,500	33,049	16,752	17,192
3358,Mall Of America	Arden B.		30,430	27,155	34,122	27,142	22,817	26,394	40,381	25,371	29,977
3359,Carousel Center	Arden B.		16,978	15,230	24,827	21,056	17,011	18,215	28,997	16,119	19,944
3360,Burlington Mall	Arden B.		28,092	18,919	23,842	24,447	19,657	24,866	48,024	19,120	21,449
3361,Annapolis Mall	Arden B.		13,814	12,050	13,174	8,229					
3362,Willow Grove Park	Arden B.		21,549	18,634	20,720	28,930	21,217	25,555	38,085	18,691	21,016
3363,Cambridgeside Galler	Arden B.		29,098	21,790	29,502	36,461	30,984	32,664	52,361	27,648	35,339
3364,Mall Of New Hampshir	Arden B.		14,127	9,818	18,530	12,627	10,572	16,125	29,464	12,845	14,919
3365,Orland Square	Arden B.		34,970	25,002	27,509	28,217	20,235	25,903	44,965	15,421	20,640
3366,Ridgedale Cntr.	Arden B.		21,869	22,562	27,969	24,637	20,872	20,537	32,343	18,333	18,896
3367,Baybrook Mall	Arden B.		14,429	19,112	18,681	21,435	18,348	16,859	29,794	12,149	12,055
3368,Highland Mall	Arden B.		11,322	14,436	17,695	23,623	17,072	16,690	22,343	12,353	17,582
3369,Meriden Square	Arden B.		6,795	6,170	9,164	7,808	5,742	8,822	11,438		
3370,Prudential Center	Arden B.		42,614	42,211	43,629	47,263	43,629	41,297	56,186	37,766	46,161
3371,Scottsdale Center	Arden B.		24,974	23,702	31,942	35,237	28,301	28,353	42,365	25,703	27,742
3372,The Parks Arlington	Arden B.		18,588	15,411	16,265	14,691					
3373,Vista Ridge	Arden B.		13,605	12,961	16,204	12,640	10,720	14,037	20,773	10,794	10,188
3374,Woodland Hills	Arden B.		20,989	14,090	19,576	16,661	15,161	16,035	32,236	12,802	12,886
3375,Columbiana Center	Arden B.		15,955	12,252	19,803	22,575	19,998	23,862	35,652	20,223	17,053
3376,The Woodlands	Arden B.		11,507	13,149	16,567	11,622	10,553	14,498	25,826	9,881	11,624

ATTORNEYS EYES ONLY

Page by: Group 0201,Arden B. Bottoms — Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		37,310	29,597	31,550	35,793	23,891	26,377	40,251	27,530	40,402
3353,Stamford Town Center	Arden B.		19,869	16,361	18,400	23,263	11,263				
3354,Westfarms Mall	Arden B.		23,651	17,789	20,218	25,586	18,585	21,682	26,702	17,778	18,236
3355,Danbury Fair	Arden B.		19,014	14,887	16,017	20,854	14,780	19,853	22,614	15,641	18,075
3356,St Louis Galleria	Arden B.		49,531	39,490	33,790	46,138	34,323	36,629	34,212	24,835	25,964
3357,Northbrook	Arden B.		16,014	12,823	10,772	18,667	12,169	13,852	14,322	10,450	10,887
3358,Mall Of America	Arden B.		39,442	29,916	26,433	38,835	35,151	37,308	37,341	21,995	28,851
3359,Carousel Center	Arden B.		25,413	20,786	18,488	21,666	16,675	23,932	27,471	16,816	16,777
3360,Burlington Mall	Arden B.		27,748	21,589	19,688	30,521	23,385	26,042	28,805	17,037	22,931
3361,Annapolis Mall	Arden B.										
3362,Willow Grove Park	Arden B.		24,128	19,998	16,369	23,739	17,767	18,680	29,689	16,965	19,068
3363,Cambridgeside Galler	Arden B.		35,461	28,391	23,901	37,861	22,099	21,119	36,287	23,044	30,421
3364,Mall Of New Hampshir	Arden B.		14,300	14,741	17,632	18,450	14,395	19,186	17,497	17,613	17,907
3365,Orland Square	Arden B.		27,365	17,725	22,235	31,003	21,985	21,356	26,216	16,322	24,649
3366,Ridgedale Cntr.	Arden B.		24,163	22,336	15,225	24,450	17,700	24,963	24,088	16,484	22,726
3367,Baybrook Mall	Arden B.		14,412	11,400	14,526	19,439	15,561	11,072	17,216	10,328	16,021
3368,Highland Mall	Arden B.		18,229	15,446	13,587	17,798	13,923	16,961	19,018	15,117	15,095
3369,Meriden Square	Arden B.										
3370,Prudential Center	Arden B.		56,768	42,546	38,174	46,025	42,540	38,048	53,560	39,055	39,917
3371,Scottsdale Center	Arden B.		40,357	22,003	27,244	26,893	18,774	21,440	25,118	19,842	24,583
3372,The Parks Arlington	Arden B.										
3373,Vista Ridge	Arden B.		16,765	11,092	11,497	13,344	10,775	11,784	11,352	9,125	8,506
3374,Woodland Hills	Arden B.		17,507	15,055	14,661	20,717	19,536	19,364	21,350	12,175	12,727
3375,Columbiana Center	Arden B.		21,609	12,227	14,474	14,652	15,875	19,646	23,069	12,401	15,748
3376,The Woodlands	Arden B.		14,724	14,151	14,790	18,968	23,913	18,638	20,334	12,970	22,993

ATTORNEYS EYES ONLY

WS 01529

Page by: Group: 0201,Arden B. Bottoms Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Dec 02	Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		55,364	26,311	31,927	47,023	36,316	34,345	41,199	26,660	35,362
3353,Stamford Town Center	Arden B.										
3354,Westfarms Mall	Arden B.		29,293	10,500	12,228	15,063	16,156	3,003			
3355,Danbury Fair	Arden B.		32,278	9,105	10,358	15,820	14,532	13,550	18,800	13,060	19,896
3356,St Louis Galleria	Arden B.		45,588	23,193	20,882	32,075	26,574	29,712	36,623	31,614	36,108
3357,Northbrook	Arden B.		16,373	5,364	9,232	11,576	11,168	12,679	15,502	14,440	15,753
3358,Mall Of America	Arden B.		39,686	18,410	20,011	28,877	29,355	26,846	32,690	31,541	35,551
3359,Carousel Center	Arden B.		31,151	11,406	15,720	14,079	17,417	12,496	17,027	10,108	18,832
3360,Burlington Mall	Arden B.		42,549	15,871	17,429	24,748	18,757	20,547	29,235	18,544	25,148
3361,Annapolis Mall	Arden B.										
3362,Willow Grove Park	Arden B.		28,663	10,934	10,295	19,834	23,122	22,427	28,648	17,159	21,082
3363,Cambridgeside Galler	Arden B.		52,383	22,865	24,031	30,494	29,160	24,736	28,125	25,855	24,958
3364,Mall Of New Hampshir	Arden B.		28,311	10,921	11,950	12,964	13,474	10,957	18,726	12,151	16,406
3365,Orland Square	Arden B.		39,103	17,330	18,569	23,022	21,761	22,851	30,207	19,517	23,145
3366,Ridgedale Cntr.	Arden B.		29,059	13,394	9,639	14,633	14,457	15,615	21,728	18,768	21,737
3367,Baybrook Mall	Arden B.		23,768	11,297	9,967	13,507	11,104	11,616	22,584	17,552	19,980
3368,Highland Mall	Arden B.		16,424	10,487	13,593	12,563	9,638	9,333	15,914	14,870	14,539
3369,Meriden Square	Arden B.										
3370,Prudential Center	Arden B.		52,422	31,577	34,696	42,983	50,478	44,138	44,822	39,140	41,852
3371,Scottsdale Center	Arden B.		31,333	15,246	26,091	32,607	26,214	26,974	28,156	23,713	23,774
3372,The Parks Arlington	Arden B.										
3373,Vista Ridge	Arden B.		11,912	3,789	5,870	10,383	5,666	9,088	12,979	9,074	12,133
3374,Woodland Hills	Arden B.		23,853	7,964	11,093	11,462	11,231	13,004	18,477	18,287	20,635
3375,Columbiana Center	Arden B.		24,028	14,368	13,773	21,955	15,008	13,947	16,742	20,722	27,870
3376,The Woodlands	Arden B.		36,381	11,215	13,417	13,634	8,241	12,510	18,446	20,570	21,645

ATTORNEYS EYES ONLY

WS 01530

Page by: Group: 0201,Arden B. Bottoms Arden B. Monthly Sales by Group-Location

Location	Location Trait	Month	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		58,289	37,340	45,106	63,587	29,006	35,413	43,661	36,994	42,700
3353,Stamford Town Center	Arden B.										
3354,Westfarms Mall	Arden B.										
3355,Danbury Fair	Arden B.		21,683	13,643	19,243	29,745	5,039				
3356,St Louis Galleria	Arden B.		47,229	34,079	39,215	55,001	18,133	20,929	34,110	26,135	26,109
3357,Northbrook	Arden B.		18,384	13,596	14,488	25,779	7,148				
3358,Mall Of America	Arden B.		40,227	31,940	32,441	45,745	23,476	27,417	41,188	25,035	34,229
3359,Carousel Center	Arden B.		22,940	16,681	20,198	33,044	13,912	21,922	25,599	21,131	21,411
3360,Burlington Mall	Arden B.		31,241	24,050	30,531	46,291	18,174	25,462	28,171	27,261	28,225
3361,Annapolis Mall	Arden B.										
3362,Willow Grove Park	Arden B.		30,537	20,542	28,055	36,312	15,604	20,446	23,561	20,399	26,270
3363,Cambridgeside Galler	Arden B.		34,046	32,422	35,847	51,063	22,066	29,702	28,965	26,290	25,387
3364,Mall Of New Hampshir	Arden B.		20,590	17,855	22,191	35,642	12,308	17,349	18,184	20,174	25,824
3365,Orland Square	Arden B.		26,768	18,239	27,303	36,478	14,021	20,933	26,209	25,628	25,808
3366,Ridgedale Cntr.	Arden B.		22,054	14,597	19,360	22,928	16,825	19,662	20,100	17,533	19,552
3367,Baybrook Mall	Arden B.		22,007	18,212	19,881	38,686	17,713	16,129	21,391	16,824	17,298
3368,Highland Mall	Arden B.		20,483	18,586	19,542	26,350	14,895	18,710	21,469	14,773	16,205
3369,Meriden Square	Arden B.										
3370,Prudential Center	Arden B.		58,127	51,986	58,250	48,970	28,464	42,563	47,017	39,556	48,438
3371,Scottsdale Center	Arden B.		27,478	29,722	32,876	42,297	25,637	32,564	47,046	33,760	34,961
3372,The Parks Arlington	Arden B.										
3373,Vista Ridge	Arden B.		15,440	11,538	13,572	15,449	565				
3374,Woodland Hills	Arden B.		29,212	16,966	29,206	43,477	12,741				
3375,Columbiana Center	Arden B.		40,474	30,833	36,276	47,468	20,791	28,127	38,865	23,827	28,469
3376,The Woodlands	Arden B.		23,094	20,240	30,576	48,501	22,158	22,586	27,954	26,154	25,896

ATTORNEYS EYES ONLY

Location	Location Trait	Month / Metrics	Jun 04 Sls All $	Jul 04 Sls All $	Aug 04 Sls All $	Sep 04 Sls All $	Oct 04 Sls All $	Nov 04 Sls All $	Dec 04 Sls All $	Jan 05 Sls All $	Feb 05 Sls All $
3352,Mento Park	Arden B.		47,437	33,117	36,389	45,712	26,992	28,783	60,200	25,668	2,744
3353,Stamford Town Center	Arden B.										
3354,Westfarms Mall	Arden B.										
3355,Danbury Fair	Arden B.										
3356,St Louis Galleria	Arden B.		39,844	32,897	30,131	38,128	23,467	20,865	49,378	22,152	3,729
3357,Northbrook	Arden B.										
3358,Mall Of America	Arden B.		43,669	33,997	35,766	37,847	25,282	22,865	47,453	27,256	2,687
3359,Carousel Center	Arden B.		25,798	20,265	23,680	32,907	15,028	18,929	36,612	12,831	3,622
3360,Burlington Mall	Arden B.		38,533	24,775	23,148	33,213	23,236	20,980	45,453	18,697	3,075
3361,Annapolis Mall	Arden B.										
3362,Willow Grove Park	Arden B.		29,694	23,916	23,484	36,025	16,863	19,550	40,783	18,550	710
3363,Cambridgeside Galler	Arden B.		36,525	27,730	25,497	33,677	25,523	26,444	55,010	18,309	2,778
3364,Mall Of New Hampshir	Arden B.		26,132	20,245	24,751	29,351	18,628	20,647	41,992	19,550	3,320
3365,Orland Square	Arden B.		27,543	22,684	25,613	29,670	22,624	28,840	60,028	24,849	1,531
3366,Ridgedale Cntr.	Arden B.		26,688	19,593	23,258	23,691	13,337	12,575	27,821	14,880	2,549
3367,Baybrook Mall	Arden B.										
3368,Highland Mall	Arden B.		20,481	21,397							
3369,Meriden Square	Arden B.										
3370,Prudential Center	Arden B.		44,575	37,322	30,824	43,825	25,079	28,180	42,714	26,698	815
3371,Scottsdale Center	Arden B.		36,713	25,924	21,901	30,165	22,120	24,796	42,518	24,065	3,244
3372,The Parks Arlington	Arden B.										
3373,Vista Ridge	Arden B.										
3374,Woodland Hills	Arden B.										
3375,Columbiana Center	Arden B.		39,194	31,619	32,553	42,988	26,254	23,849	53,088	27,485	3,805
3376,The Woodlands	Arden B.		30,058	28,426	27,122	25,476	19,675	20,141	40,506	19,194	1,932

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		22,770	13,624	14,899	25,181	12,908	14,035	21,810	18,864	18,562
3378,Old Orchard	Arden B.		40,286	20,337	23,625	32,020	19,808	18,941	27,514	21,994	22,451
3379,Providence Place Mal	Arden B.		29,926	20,921	17,415	29,724	15,567	14,806	19,684	19,284	19,495
3380,Fayette Mall	Arden B.		16,291	10,808	11,406	20,622	13,104	10,990	11,993	8,995	12,179
3381,Regency Square Mall	Arden B.		21,380	14,381	13,537	28,395	17,392	11,637	8,294		
3382,Willowbrook	Arden B.		16,665	10,986	12,915	27,029	14,085	10,795	12,607	12,154	14,314
3383,Mission Viejo Mall	Arden B.		12,863	7,567	10,828	23,815	13,865	11,159	14,834	11,306	14,675
3384,Concord Mills/Outlet	Arden B.		15,305	8,968	10,933	14,093	11,947	7,248	13,062	7,676	13,193
3385,Aventura Mall	Arden B.		9,326	20,663	25,182	39,222	24,617	20,666	26,536	29,711	30,196
3386,Plaza Las Americas	Arden B.					41,108	23,300	16,829	23,656	19,548	24,337
3387,Easton Towne Center	Arden B.										
3388,Gateway Mall	Arden B.										
3389,Streets At South Poi	Arden B.										
3390,Arden Fair	Arden B.										
3391,Halsted & Aarmitage	Arden B.										
3392,International Plaza	Arden B.										
3393,Willowbend Mall	Arden B.										
3395,Sherman Oaks	Arden B.										
3396,Florida Mall	Arden B.										
3397,Valley Faire	Arden B.										
3398,Short Pump Town Ctr.	Arden B.										
3399,Roosevelt Field	Arden B.										
3401,Beachwood Place	Arden B.										
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.										

ATTORNEYS EYES ONLY

WS 01533

Location	Location Trait	Month	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		26,293	21,028	23,962	20,308	14,482	18,200	29,956	16,611	18,763
3378,Old Orchard	Arden B.		29,668	25,017	30,555	37,600	31,258	35,222	48,739	28,801	26,658
3379,Providence Place Mal	Arden B.		22,589	21,200	27,031	29,396	27,364	25,509	46,735	18,584	20,269
3380,Fayette Mall	Arden B.		14,722	14,666	15,880	22,024	16,617	17,137	28,152	14,627	14,417
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		19,713	18,644	22,879	20,140	13,910	17,372	36,430	12,818	13,889
3383,Mission Viejo Mall	Arden B.		22,440	16,503	21,833	20,125	15,264	19,557	28,647	15,693	12,148
3384,Concord Mills/Outlet	Arden B.		22,053	23,891	21,666	22,681	19,032	21,938	37,262	18,752	22,149
3385,Aventura Mall	Arden B.		41,288	45,036	47,165	41,882	41,866	45,628	72,785	34,845	43,076
3386,Plaza Las Americas	Arden B.		34,148	20,833	25,917	25,318	20,556	38,218	73,001	27,523	29,414
3387,Easton Towne Center	Arden B.					31,294	18,827	21,535	34,520	17,003	16,058
3388,Gateway Mall	Arden B.						3,549	17,953	19,128	7,736	10,477
3389,Streets At South Poi	Arden B.										
3390,Arden Fair	Arden B.										
3391,Halsted & Aarmitage	Arden B.										
3392,International Plaza	Arden B.					24,189	23,710	29,251	43,204	22,212	20,217
3393,Willowbend Mall	Arden B.					10,125	18,661	18,017	22,839	14,965	15,814
3395,Sherman Oaks	Arden B.							19,021	37,933	24,935	27,990
3396,Florida Mall	Arden B.							17,085	40,347	17,503	18,647
3397,Valley Faire	Arden B.										
3398,Short Pump Town Ctr.	Arden B.										
3399,Roosevelt Field	Arden B.										
3401,Beachwood Place	Arden B.										
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.										

ATTORNEYS EYES ONLY

WS 01534

[illegible] Monthly Sales by Group Location

Location	Location Trait	Month	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		22,911	17,245	15,955	22,638	21,610	25,015	26,712	15,742	18,451
3378,Old Orchard	Arden B.		37,490	32,709	35,293	47,470	29,925	40,949	44,693	35,533	33,626
3379,Providence Place Mal	Arden B.		26,496	25,559	21,771	24,908	19,240	25,940	31,958	22,254	24,553
3380,Fayette Mall	Arden B.		16,070	11,168	11,214	16,739	13,227	21,230	26,754	15,295	17,325
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		18,762	13,362	17,375	24,665	28,822	23,619	28,912	17,562	19,811
3383,Mission Viejo Mall	Arden B.		19,820	15,326	17,972	26,655	16,736	17,315	21,849	13,796	19,861
3384,Concord Mills/Outlet	Arden B.		27,608	15,519	19,114	25,293	26,918	25,583	26,501	18,320	23,061
3385,Aventura Mall	Arden B.		64,309	33,779	33,616	43,361	43,635	40,287	34,657	23,416	26,977
3386,Plaza Las Americas	Arden B.		29,502	26,670	29,042	37,648	24,762	25,477	35,725	26,487	29,281
3387,Easton Towne Center	Arden B.		16,975	15,477	15,290	21,722	16,161	21,103	19,722	15,570	15,421
3388,Gateway Mall	Arden B.		12,488	9,734	10,920	12,742	9,884	11,882	12,113	7,432	7,824
3389,Streets At South Poi	Arden B.		32,962	13,639	14,019	16,070	11,989	11,360	20,127	16,150	16,494
3390,Arden Fair	Arden B.		7,044	22,792	15,911	24,716	15,600	13,550	18,809	15,010	18,905
3391,Halsted & Aarmitage	Arden B.										
3392,International Plaza	Arden B.		29,261	20,093	21,404	23,627	22,067	20,688	24,656	15,254	19,445
3393,Willowbend Mall	Arden B.		14,286	13,619	12,095	12,916	13,120	16,310	15,791	12,156	10,622
3395,Sherman Oaks	Arden B.		29,461	20,754	24,304	24,699	17,591	16,015	19,128	18,043	19,948
3396,Florida Mall	Arden B.		23,547	13,956	18,202	19,792	15,345	13,256	17,489	7,452	7,805
3397,Valley Faire	Arden B.				11,315	31,330	22,295	14,782	21,367	18,904	21,530
3398,Short Pump Town Ctr.	Arden B.										
3399,Roosevelt Field	Arden B.			21,425	21,214	27,383	18,948	17,980	20,168	12,815	13,961
3401,Beachwood Place	Arden B.										
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.									15,868	18,166

ATTORNEYS EYES ONLY

WS 01535

Page by: Group: 0201,Arden B. Bottoms

Location	Location Trait	Month	Dec 02	Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		29,214	12,221	13,631	18,478	15,233	13,737	22,971	17,350	19,757
3378,Old Orchard	Arden B.		62,225	23,008	26,654	41,136	31,418	33,151	38,301	29,544	31,530
3379,Providence Place Mal	Arden B.		37,004	15,560	19,619	28,334	26,464	30,304	31,777	23,087	26,446
3380,Fayette Mall	Arden B.		30,466	12,264	11,934	19,094	13,316	15,026	19,596	14,757	20,813
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		33,955	18,803	19,767	20,178	18,811	23,354	28,393	24,917	24,976
3383,Mission Viejo Mall	Arden B.		27,716	12,446	15,642	20,233	21,546	19,849	35,932	30,420	31,318
3384,Concord Mills/Outlet	Arden B.		24,280	10,898	18,042	26,157	25,825	25,648	23,331	24,432	23,587
3385,Aventura Mall	Arden B.		54,213	30,566	40,819	52,678	51,227	38,789	44,227	41,523	38,979
3386,Plaza Las Americas	Arden B.		60,109	34,219	31,231	41,272	36,505	38,428	41,286	34,295	38,192
3387,Easton Towne Center	Arden B.		19,458	8,181	8,431	15,810	16,299	14,695	18,606	16,388	19,388
3388,Gateway Mall	Arden B.		15,441	9,917	7,261	9,136	9,908	10,655	17,271	12,579	18,658
3389,Streets At South Poi	Arden B.		18,981	8,925	9,865	13,998	10,421	12,919	17,124	15,398	21,043
3390,Arden Fair	Arden B.		26,864	13,706	13,397	18,533	13,039	15,883	24,998	14,497	17,424
3391,Halsted & Aarmitage	Arden B.							2,754	26,372	18,185	19,010
3392,International Plaza	Arden B.		35,110	12,646	17,429	25,621	24,038	17,178	24,737	20,300	25,282
3393,Willowbend Mall	Arden B.		17,765	6,175	6,771	8,289	10,857	13,404	20,061	18,341	18,485
3395,Sherman Oaks	Arden B.		29,352	19,099	24,412	32,477	31,201	36,077	46,459	31,112	33,623
3396,Florida Mall	Arden B.		12,468	5,761	4,996	7,571	8,278	6,636	10,747	12,569	11,788
3397,Valley Faire	Arden B.		35,560	21,028	26,212	31,161	23,233	26,403	39,410	22,415	28,675
3398,Short Pump Town Ctr.	Arden B.										
3399,Roosevelt Field	Arden B.		29,471	7,834	15,532	24,270	17,910	23,289	29,919	24,142	30,681
3401,Beachwood Place	Arden B.										
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.		25,638	14,225	10,934	15,039	12,911	13,084	17,861	19,812	17,843

ATTORNEYS EYES ONLY

WS 01536

Location	Location Trait	Month	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		23,420	16,291	25,873	33,977	15,201	22,902	23,937	18,550	24,884
3378,Old Orchard	Arden B.		35,678	30,553	31,120	42,785	16,673	22,131	32,169	27,328	29,010
3379,Providence Place Mal	Arden B.		37,695	31,626	35,598	53,248	23,868	29,783	39,262	32,828	29,461
3380,Fayette Mall	Arden B.		31,212	26,626	29,163	38,675	19,580	30,844	32,035	29,367	24,494
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		32,302	27,005	33,444	46,207	21,882	21,485	29,126	19,074	25,107
3383,Mission Viejo Mall	Arden B.		38,293	30,677	36,575	55,848	25,580	33,413	37,593	34,661	33,626
3384,Concord Mills/Outlet	Arden B.		22,068	16,654	22,589	32,179	13,784	21,210	29,710	19,684	26,805
3385,Aventura Mall	Arden B.		48,724	36,123	47,316	61,802	28,898	34,306	45,499	41,340	40,762
3386,Plaza Las Americas	Arden B.		49,254	36,983	46,429	90,093	29,738	29,160	36,224	29,950	37,448
3387,Easton Towne Center	Arden B.		23,130	20,606	22,132	29,816	12,536	17,848	30,617	26,476	28,913
3388,Gateway Mall	Arden B.		19,603	11,946	15,387	22,398	10,709	10,239	19,003	13,055	19,395
3389,Streets At South Poi	Arden B.		30,917	24,029	31,068	40,608	22,613	26,480	30,817	24,920	23,139
3390,Arden Fair	Arden B.		24,680	17,302	25,659	34,329	19,230	19,419	23,827	16,407	21,932
3391,Halsted & Aarmitage	Arden B.		23,471	18,617	24,891	24,333	13,215	19,358	24,752	21,614	21,235
3392,International Plaza	Arden B.		28,335	19,972	30,835	45,572	18,201	28,891	29,553	28,548	28,639
3393,Willowbend Mall	Arden B.		24,254	19,517	16,409	28,956	16,320	17,989	23,237	13,857	17,575
3395,Sherman Oaks	Arden B.		35,604	32,742	34,103	37,074	18,109	21,120	31,447	24,303	21,685
3396,Florida Mall	Arden B.		12,807	8,353	10,030	17,780	10,446	16,214	16,848	18,782	14,790
3397,Valley Faire	Arden B.		35,717	30,829	36,169	37,240	21,881	24,499	29,076	20,312	23,385
3398,Short Pump Town Ctr.	Arden B.		28,905	18,387	19,918	21,379	8,335	9,589	17,065	10,489	11,638
3399,Roosevelt Field	Arden B.		33,297	25,717	27,330	36,060	11,889	16,297	21,873	20,751	21,940
3401,Beachwood Place	Arden B.									8,634	35,505
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.		22,999	22,157	26,049	36,234	16,830	20,478	23,284	21,518	19,413

ATTORNEYS EYES ONLY

Page by: Group: 0201,Arden B. Bottoms Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		31,247	25,081	26,597	31,687	20,030	22,589	33,458	24,204	3,081
3378,Old Orchard	Arden B.		40,896	31,485	37,121	45,047	24,650	26,398	47,844	21,415	2,857
3379,Providence Place Mal	Arden B.		37,887	31,615	26,311	38,832	19,456	16,638	37,563	17,470	3,534
3380,Fayette Mall	Arden B.		26,873	22,406	22,695	36,323	21,608	18,317	44,067	19,103	1,486
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		34,219	26,288	37,613	28,283	22,571	22,723	52,068	24,463	2,784
3383,Mission Viejo Mall	Arden B.		41,623	29,898	30,390	32,281	21,209	20,653	44,426	25,761	3,071
3384,Concord Mills/Outlet	Arden B.		28,921	32,409	47,098	43,566	27,854	22,875	28,558	13,574	1,191
3385,Aventura Mall	Arden B.		48,808	45,452	38,852	35,802	26,864	24,072	51,742	34,737	4,393
3386,Plaza Las Americas	Arden B.		47,779	38,894	31,516	42,584	20,767	20,444	55,178	24,823	2,913
3387,Easton Towne Center	Arden B.		30,394	20,580	25,418	23,172	13,786	13,892	28,292	12,805	1,728
3388,Gateway Mall	Arden B.		24,427	15,407	18,666	16,825	8,545	10,198	25,070	11,937	1,718
3389,Streets At South Poi	Arden B.		26,448	26,126	26,131	34,009	19,531	21,078	43,110	20,738	1,740
3390,Arden Fair	Arden B.		24,088	23,942	22,898	24,441	16,486	18,500	34,468	16,529	1,821
3391,Halsted & Aarmitage	Arden B.		24,166	19,591	20,739	24,414	17,566	15,955	26,810	13,181	1,926
3392,International Plaza	Arden B.		30,967	30,767	27,687	23,847	23,949	23,457	47,802	24,075	1,823
3393,Willowbend Mall	Arden B.		23,720	17,229	22,778	18,889	15,721	14,428	25,351	16,406	1,677
3395,Sherman Oaks	Arden B.		34,659	24,241	23,162	28,779	20,175	19,743	37,174	21,907	3,139
3396,Florida Mall	Arden B.		20,104	20,757	15,380	11,151	9,801	11,347	21,763	12,829	1,775
3397,Valley Faire	Arden B.		32,377	26,772	21,210	24,125	16,882	17,031	35,731	21,533	1,962
3398,Short Pump Town Ctr.	Arden B.		14,624	12,061	13,648	16,802	12,931	10,034	21,889	9,919	1,595
3399,Roosevelt Field	Arden B.		24,742	23,954	22,071	22,769	17,276	15,331	27,743	12,607	1,860
3401,Beachwood Place	Arden B.		31,066	23,764	23,741	30,533	18,346	15,019	25,568	12,425	1,667
3402,Cherry Hill	Arden B.							8,155	46,132	24,222	2,863
3925,Mall At Millenia	Arden B.		24,730	28,064	23,688	19,180	19,019	17,408	34,742	21,176	2,177

ATTORNEYS EYES ONLY

WS 01538

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Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.										
3927,Chandler Mall	Arden B.										
3928,Fashion Show	Arden B.										
3929,Broadway Plaza	Arden B.										
3930,Riverchase Galleria	Arden B.										
3932,Northstar Mall	Arden B.										
3934,Monroeville Mall	Arden B.										
3935,Colorado Mills	Arden B.										
3936,Collins Ave	Arden B.										
3937,Park Meadows	Arden B.										
3938,Mall Of Greenhills	Arden B.										
3940,NYC - 3rd Avenue	Arden B.										
3941,Wrentham Village	Arden B.										
3943,Stony Point Mall	Arden B.										
3945,Oak Park Mall	Arden B.										
3946,Great Mall	Arden B.										
3947,532 Broadway	Arden B.										
3948,104 Fifth Avenue	Arden B.										
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01539

Location	Location Trait	Month	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.										
3927,Chandler Mall	Arden B.										
3928,Fashion Show	Arden B.										
3929,Broadway Plaza	Arden B.										
3930,Riverchase Galleria	Arden B.										
3932,Northstar Mall	Arden B.										
3934,Monroeville Mall	Arden B.										
3935,Colorado Mills	Arden B.										
3936,Collins Ave	Arden B.										
3937,Park Meadows	Arden B.										
3938,Mall Of Greenhills	Arden B.										
3940,NYC - 3rd Avenue	Arden B.										
3941,Wrentham Village	Arden B.										
3943,Stony Point Mall	Arden B.										
3945,Oak Park Mall	Arden B.										
3946,Great Mall	Arden B.										
3947,532 Broadway	Arden B.										
3948,104 Fifth Avenue	Arden B.										
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

Location	Location Trait	Month / Metrics	Mar 02 Sls All $	Apr 02 Sls All $	May 02 Sls All $	Jun 02 Sls All $	Jul 02 Sls All $	Aug 02 Sls All $	Sep 02 Sls All $	Oct 02 Sls All $	Nov 02 Sls All $
3926,Farmers Market	Arden B.					6,145	25,451	19,361	23,708	25,381	23,097
3927,Chandler Mall	Arden B.						1,888	9,987	11,041	9,742	9,927
3928,Fashion Show	Arden B.				1,966	31,840	24,190	20,557	21,454	17,903	18,903
3929,Broadway Plaza	Arden B.										
3930,Riverchase Galleria	Arden B.									3,689	19,794
3932,Northstar Mall	Arden B.										
3934,Monroeville Mall	Arden B.										10,403
3935,Colorado Mills	Arden B.										15,762
3936,Collins Ave	Arden B.							9,387	9,718	9,126	9,871
3937,Park Meadows	Arden B.										11,903
3938,Mall Of Greenhills	Arden B.										27,373
3940,NYC - 3rd Avenue	Arden B.										25,717
3941,Wrentham Village	Arden B.										15,290
3943,Stony Point Mall	Arden B.										
3945,Oak Park Mall	Arden B.										
3946,Great Mall	Arden B.									29,442	26,192
3947,532 Broadway	Arden B.										
3948,104 Fifth Avenue	Arden B.										
Total			2,546,777	1,922,083	1,858,098	2,462,181	1,942,101	2,015,343	2,893,389	1,795,653	2,172,284

ATTORNEYS EYES ONLY

WS 01541

Page by: Group: [illegible] Arden B. Monthly Sales by Group Location

Location	Location Trait	Month / Metrics	Dec 02 Sls All $	Jan 03 Sls All $	Feb 03 Sls All $	Mar 03 Sls All $	Apr 03 Sls All $	May 03 Sls All $	Jun 03 Sls All $	Jul 03 Sls All $	Aug 03 Sls All $
3926,Farmers Market	Arden B.		34,043	25,880	22,253	40,730	29,403	30,999	43,602	35,691	30,931
3927,Chandler Mall	Arden B.		15,969	6,691	7,754	9,690	7,781	8,618	12,365	12,709	12,797
3928,Fashion Show	Arden B.		27,366	19,774	27,993	38,000	28,199	33,120	43,152	34,670	36,008
3929,Broadway Plaza	Arden B.				18,108	29,599	19,881	24,499	27,996	22,671	26,385
3930,Riverchase Galleria	Arden B.		34,140	10,750	12,471	13,406	7,448	7,352	14,567	12,970	20,370
3932,Northstar Mall	Arden B.										
3934,Monroeville Mall	Arden B.		26,656	9,855	12,817	17,946	13,534	14,823	20,315	12,981	18,310
3935,Colorado Mills	Arden B.		16,189	6,918	6,537	7,194	10,035	9,262	8,154	5,865	5,837
3936,Collins Ave	Arden B.		17,081	13,668	21,411	37,942	21,929	21,165	25,415	18,149	18,627
3937,Park Meadows	Arden B.		28,732	9,742	8,002	9,290	9,507	11,035	20,030	15,667	17,207
3938,Mall Of Greenhills	Arden B.		39,617	14,489	22,005	30,908	16,163	18,303	24,620	16,726	26,545
3940,NYC - 3rd Avenue	Arden B.		47,276	28,896	32,874	57,577	42,921	38,509	45,379	33,973	28,916
3941,Wrentham Village	Arden B.		25,612	8,235	9,917	23,612	20,778	20,014	27,858	25,001	42,999
3943,Stony Point Mall	Arden B.										
3945,Oak Park Mall	Arden B.					16,686	26,412	28,033	29,861	28,024	27,673
3946,Great Mall	Arden B.		20,988	10,038	21,656	35,119	42,973	35,209	31,799	32,411	33,791
3947,532 Broadway	Arden B.						45,734	40,451	56,817	44,121	39,526
3948,104 Fifth Avenue	Arden B.							5,391	50,085	29,964	29,552
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01542

Location	Location Trait	Month	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		38,375	35,213	32,505	40,667	30,063	27,183	35,972	24,698	28,303
3927,Chandler Mall	Arden B.		17,581	14,165	15,065	24,667	10,677	12,251	15,935	10,570	9,987
3928,Fashion Show	Arden B.		40,429	35,316	42,658	48,666	26,382	35,225	42,261	34,579	31,785
3929,Broadway Plaza	Arden B.		26,656	21,637	26,485	37,132	19,978	21,409	35,511	25,858	29,083
3930,Riverchase Galleria	Arden B.		31,044	25,015	35,705	51,702	24,179	25,672	32,342	26,983	25,701
3932,Northstar Mall	Arden B.			36,655	50,935	58,975	19,731	26,184	36,371	25,972	24,278
3934,Monroeville Mall	Arden B.		24,284	16,654	23,235	31,841	11,208	16,229	19,537	18,244	18,698
3935,Colorado Mills	Arden B.		4,785	3,954	10,325	11,829	3,597	6,223	9,449	6,001	10,162
3936,Collins Ave	Arden B.		17,519	15,333	19,664	26,042	14,875	21,610	31,727	25,668	18,917
3937,Park Meadows	Arden B.		15,772	15,850	19,054	31,611	14,765	16,779	25,913	19,661	22,085
3938,Mall Of Greenhills	Arden B.		33,338	26,679	31,364	43,460	23,074	28,927	38,076	28,049	27,211
3940,NYC - 3rd Avenue	Arden B.		42,454	33,197	37,122	41,818	19,942	23,291	35,537	34,527	41,098
3941,Wrentham Village	Arden B.		29,250	22,264	26,463	36,663	8,896	17,306	21,975	18,648	25,147
3943,Stony Point Mall	Arden B.		15,072	21,458	20,648	26,347	9,598	10,684	16,120	11,234	11,652
3945,Oak Park Mall	Arden B.		31,780	18,051	25,449	35,343	18,065	22,003	29,750	25,778	24,199
3946,Great Mall	Arden B.		26,285	21,930	38,311	52,190	15,100	26,156	38,694	22,939	37,404
3947,532 Broadway	Arden B.		60,970	38,887	43,870	48,371	19,499	33,574	44,276	30,878	36,327
3948,104 Fifth Avenue	Arden B.		40,469	28,323	24,705	27,068	14,928	21,576	31,546	24,624	30,169
Total			3,457,436	2,821,778	3,300,973	4,524,861	1,959,507	2,450,573	3,189,344	2,520,244	2,747,745

ATTORNEYS EYES ONLY

WS 01543

Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		43,061	34,560	36,409	36,309	27,160	22,928	32,237	26,107	4,789
3927,Chandler Mall	Arden B.		15,183	12,265	16,056	18,259	17,564	13,208	27,420	16,831	2,971
3928,Fashion Show	Arden B.		34,703	28,565	24,028	36,347	25,003	17,453	32,539	21,736	4,392
3929,Broadway Plaza	Arden B.		40,752	30,756	29,708	32,334	22,133	23,670	39,445	21,279	3,583
3930,Riverchase Galleria	Arden B.		36,389	29,742	27,859	31,383	20,158	23,611	39,601	18,102	2,976
3932,Northstar Mall	Arden B.		27,105	25,653	21,564	28,717	21,438	20,543	46,254	22,123	2,580
3934,Monroeville Mall	Arden B.		23,729	16,695	18,881	23,620	12,235	13,824	27,919	13,482	1,715
3935,Colorado Mills	Arden B.		11,884	11,968	25,106	16,277	9,654	9,512	9,633	7,169	539
3936,Collins Ave	Arden B.		18,409	14,959	14,035	9,563	9,900	6,926	13,491	14,316	1,477
3937,Park Meadows	Arden B.		24,858	17,335	17,568	16,572	13,083	10,931	29,183	16,501	1,814
3938,Mall Of Greenhills	Arden B.		26,273	18,660	23,707	29,720	17,576	20,053	40,271	20,843	2,436
3940,NYC - 3rd Avenue	Arden B.		38,274	33,526	33,795	36,014	21,766	19,875	30,774	17,120	3,221
3941,Wrentham Village	Arden B.		37,958	33,968	55,116	55,011	33,270	33,469	37,567	11,028	1,231
3943,Stony Point Mall	Arden B.		13,944	10,511	11,011	14,136	10,779	9,038	16,248	7,608	608
3945,Oak Park Mall	Arden B.		26,052	22,275	16,919	26,936	15,005	19,156	40,734	16,635	3,517
3946,Great Mall	Arden B.		42,263	34,612	42,438	36,342	11,715	18,226	16,412	7,154	416
3947,532 Broadway	Arden B.		40,933	32,653	25,743	40,350	25,679	19,642	32,000	20,252	4,015
3948,104 Fifth Avenue	Arden B.		31,744	25,145	22,934	32,221	18,915	14,381	21,009	16,445	3,384
[illegible]			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01544

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		26,895	34,988	35,323	69,145	39,574	31,256	46,161	44,109	36,776
3301,The Shops @ Sunset	Arden B.		20,549	21,615	26,349	52,700	40,233	24,257	28,740	31,533	23,235
3302,South Shore Plaza	Arden B.		42,449	44,891	61,708	87,903	45,536	33,261	53,562	50,663	50,279
3303,The Gardens	Arden B.		29,839	23,633	35,077	74,469	39,154	30,465	47,902	34,955	30,690
3304,Glendale Galleria	Arden B.		22,569	25,071	28,251	54,382	36,984	29,039	29,217	28,741	29,772
3305,Houston Galleria	Arden B.		50,514	45,701	57,401	87,879	51,558	42,566	64,558	57,156	55,372
3306,Fashion Valley	Arden B.		32,914	27,914	38,788	63,087	33,146	29,005	42,623	36,627	34,777
3307,Santa Monica Place	Arden B.		20,918	21,115	25,484	43,231	23,459	20,880	19,812	20,143	21,587
3308,Ala Moana	Arden B.		39,705	27,138	30,068	60,743	36,660	30,335	41,014	38,341	41,111
3309,Mac Arthur Center	Arden B.		23,795	20,567	25,507	51,075	26,285	20,666	28,127	20,766	28,59[illegible]
3310,Fashion Island	Arden B.		42,429	34,648	39,475	89,742	48,568	30,694	45,639	42,888	36,345
3311,Walnut Street	Arden B.		26,575	34,730	29,509	46,140	32,384	27,206	32,365	36,202	34,629
3312,Newport Center Mall	Arden B.		29,760	26,310	29,448	56,268	29,558	25,478	37,128	30,461	34,002
3313,Woodfield	Arden B.		37,796	36,246	38,789	91,335	44,593	34,648	48,601	38,810	39,575
3314,Oak Street	Arden B.		50,856	52,435	49,452	68,376	42,103	44,968	74,180	66,556	53,171
3315,Beverly Center	Arden B.		19,001	21,234	25,176	42,641	28,120	31,793	38,674	32,358	30,720
3316,Bellevue Square	Arden B.		39,814	35,876	33,819	86,649	46,904	37,155	54,459	44,730	36,399
3317,Dallas Galleria	Arden B.		61,609	55,634	59,740	90,735	63,062	55,829	83,987	55,770	59,572
3318,Cherry Creek	Arden B.		52,326	49,118	50,939	110,486	61,245	52,487	71,031	61,076	51,525
3319,Lenox Square	Arden B.		66,479	58,591	63,510	113,940	65,331	55,818	92,625	61,577	52,282
3320,Town Ctr @ Boca Rato	Arden B.		39,893	35,593	44,568	79,521	50,767	38,459	49,363	51,933	41,921
3321,George Town Park	Arden B.		34,765	32,631	29,662	45,393	40,602	35,997	42,994	33,876	29,767
3322,The Atrium @ Chest	Arden B.		26,483	28,295	37,072	65,044	43,383	32,161	34,616	28,155	29,428
3323,Mall Short Hills	Arden B.		48,794	41,231	51,566	101,374	53,825	43,394	65,709	58,344	47,466
3324,Riverside Square	Arden B.		21,218	23,869	28,066	65,099	32,381	28,565	38,518	36,987	28,437

ATTORNEYS EYES ONLY

Page for Group 0200 Arden B. Tops Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		46,236	50,256	73,343	76,985	59,110	68,486	104,382	60,902	63,823
3301,The Shops @ Sunset	Arden B.		31,500	33,817	35,533	30,726	29,414	37,936	60,572	33,107	40,264
3302,South Shore Plaza	Arden B.		59,406	41,741	60,731	72,982	60,057	75,579	158,419	60,903	71,145
3303,The Gardens	Arden B.		44,223	35,661	34,408	28,192	24,751	40,766	72,983	22,369	30,659
3304,Glendale Galleria	Arden B.		41,071	37,655	45,367	53,495	51,768	62,124	96,574	41,733	46,531
3305,Houston Galleria	Arden B.		74,645	74,781	77,272	87,584	92,965	119,348	183,212	78,594	90,791
3306,Fashion Valley	Arden B.		48,134	52,291	64,400	69,738	59,782	77,936	114,318	47,612	63,598
3307,Santa Monica Place	Arden B.		28,055	28,170	33,629	33,727	33,520	36,730	61,912	38,713	39,680
3308,Ala Moana	Arden B.		60,172	53,977	55,358	56,794	40,359	43,138	90,937	49,170	62,937
3309,Mac Arthur Center	Arden B.		34,744	31,404	40,540	47,989	44,040	50,945	85,249	40,298	38,678
3310,Fashion Island	Arden B.		57,529	51,455	63,926	71,844	65,434	76,641	132,273	67,317	71,032
3311,Walnut Street	Arden B.		37,986	32,291	37,448	58,722	49,300	47,690	66,077	40,685	52,614
3312,Newport Center Mall	Arden B.		42,038	30,153	39,330	46,872	42,312	47,225	79,063	37,330	48,274
3313,Woodfield	Arden B.		49,341	40,851	50,326	51,107	50,801	63,546	121,627	47,398	48,078
3314,Oak Street	Arden B.		77,556	61,427	76,807	89,558	77,217	79,504	105,561	51,327	69,846
3315,Beverly Center	Arden B.		43,891	47,830	58,993	64,908	61,327	71,861	93,134	65,146	83,847
3316,Bellevue Square	Arden B.		53,640	46,719	52,092	62,754	56,413	61,182	110,091	52,755	67,675
3317,Dallas Galleria	Arden B.		73,669	58,227	45,723	53,366	34,896	58,421	103,178	40,716	52,966
3318,Cherry Creek	Arden B.		67,819	55,841	62,182	79,342	69,060	78,565	140,066	71,189	83,415
3319,Lenox Square	Arden B.		74,319	71,113	95,404	105,772	96,004	98,513	158,415	88,362	91,759
3320,Town Ctr @ Boca Rato	Arden B.		54,985	53,695	62,741	65,664	52,327	57,509	121,891	51,674	66,632
3321,George Town Park	Arden B.		36,670	28,168	34,197	36,737	16,702	33,039	52,226	34,897	37,068
3322,The Atrium @ Chest	Arden B.		30,213	22,675	32,502	43,321	34,052	41,070	69,623	32,434	33,146
3323,Mall Short Hills	Arden B.		55,722	39,377	62,588	68,694	63,230	81,876	142,327	53,048	62,554
3324,Riverside Square	Arden B.		35,615	22,431	35,264	45,748	35,737	44,828	78,790	38,445	41,664

ATTORNEYS EYES ONLY

WS 01546

Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		73,545	52,174	51,291	58,075	49,943	47,274	48,237	38,789	54,629
3301,The Shops @ Sunset	Arden B.		58,850	34,415	40,556	47,031	42,381	36,718	37,840	29,692	35,948
3302,South Shore Plaza	Arden B.		78,980	68,649	70,818	72,902	50,677	61,105	83,510	63,644	84,024
3303,The Gardens	Arden B.		47,744	27,250	29,739	47,438	33,508	33,066	44,128	21,297	33,806
3304,Glendale Galleria	Arden B.		60,617	38,231	46,089	56,056	40,904	46,508	54,602	39,303	51,931
3305,Houston Galleria	Arden B.		146,356	94,914	100,372	119,830	103,149	92,958	93,347	86,579	115,103
3306,Fashion Valley	Arden B.		82,811	57,525	67,203	78,803	74,856	65,929	74,055	64,650	75,134
3307,Santa Monica Place	Arden B.		50,991	30,504	32,176	39,044	25,028	30,767	38,147	26,024	30,310
3308,Ala Moana	Arden B.		87,627	63,602	63,801	87,892	56,181	59,959	59,507	43,628	56,450
3309,Mac Arthur Center	Arden B.		42,183	28,047	29,261	37,049	30,425	32,512	44,192	29,730	34,822
3310,Fashion Island	Arden B.		106,941	74,367	83,863	88,783	65,680	76,361	77,716	68,645	71,990
3311,Walnut Street	Arden B.		55,574	45,737	47,768	60,163	33,399	37,138	58,322	40,855	50,192
3312,Newport Center Mall	Arden B.		49,068	41,184	45,088	46,536	36,387	38,323	50,364	36,307	41,816
3313,Woodfield	Arden B.		65,220	41,128	49,221	54,189	42,731	50,186	49,238	45,599	60,627
3314,Oak Street	Arden B.		80,261	56,871	60,571	79,747	61,974	67,870	73,510	59,081	63,463
3315,Beverly Center	Arden B.		79,306	54,319	62,691	64,359	44,722	48,385	45,446	44,532	43,288
3316,Bellevue Square	Arden B.		74,531	60,623	60,232	58,052	38,456	44,537	58,300	44,620	64,964
3317,Dallas Galleria	Arden B.		90,798	43,246	54,507	57,996	55,692	61,937	65,660	66,238	59,963
3318,Cherry Creek	Arden B.		111,822	81,435	87,640	90,641	61,661	68,362	88,980	76,110	49,087
3319,Lenox Square	Arden B.		126,787	68,368	75,232	87,292	81,697	78,949	94,382	85,194	84,456
3320,Town Ctr @ Boca Rato	Arden B.		98,896	66,198	70,222	75,556	54,698	49,110		10,732	63,487
3321,George Town Park	Arden B.		38,591	30,965	29,819	38,199	27,273	24,424	32,955	27,567	26,143
3322,The Atrium @ Chest	Arden B.		45,679	33,673	30,047	33,407	19,804	25,193	34,640	34,082	38,831
3323,Mall Short Hills	Arden B.		93,586	62,850	60,533	62,139	43,188	51,943	57,771	54,915	59,110
3324,Riverside Square	Arden B.		51,530	40,448	40,447	48,875	29,620	30,486	39,748	33,840	39,745

ATTORNEYS EYES ONLY

Page by: Group: 0206, Arden B. Tops — Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Dec 02	Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		67,231	32,926	31,370	48,023	35,077	40,319	48,195	49,815	55,387
3301,The Shops @ Sunset	Arden B.		59,395	27,218	21,236	34,492	30,295	27,384	29,801	31,737	31,959
3302,South Shore Plaza	Arden B.		139,607	45,611	51,572	64,936	57,832	56,423	70,454	53,216	61,266
3303,The Gardens	Arden B.		62,671	18,646	18,953	40,221	27,304	30,040	34,216	32,700	34,457
3304,Glendale Galleria	Arden B.		89,278	32,664	42,038	47,309	42,388	40,146	55,268	47,382	45,472
3305,Houston Galleria	Arden B.		173,491	63,664	76,344	104,889	76,217	72,708	100,011	108,483	107,860
3306,Fashion Valley	Arden B.		113,521	51,872	52,790	72,249	62,542	65,026	83,142	95,715	99,384
3307,Santa Monica Place	Arden B.		38,411	18,892	20,492	26,195	25,318	23,118	30,361	27,865	28,915
3308,Ala Moana	Arden B.		101,047	41,979	44,781	65,627	47,942	54,694	67,843	60,438	58,866
3309,Mac Arthur Center	Arden B.		51,177	19,946	24,819	30,071	24,967	29,717	39,497	30,109	33,276
3310,Fashion Island	Arden B.		110,517	50,808	48,975	71,451	52,579	56,750	70,687	72,770	87,496
3311,Walnut Street	Arden B.		58,973	28,954	28,094	42,972	39,785	35,341	48,466	39,793	40,693
3312,Newport Center Mall	Arden B.		72,087	24,799	30,282	35,540	29,931	30,553	34,832	30,411	27,969
3313,Woodfield	Arden B.		117,440	38,999	46,154	55,416	43,303	45,961	53,493	47,072	51,733
3314,Oak Street	Arden B.		91,821	39,771	49,247	67,274	48,045	50,954	63,672	67,447	71,558
3315,Beverly Center	Arden B.		62,872	39,825	43,662	57,399	37,042	35,427	55,973	53,408	53,948
3316,Bellevue Square	Arden B.		102,392	39,761	45,260	59,624	40,429	44,267	64,120	49,549	60,630
3317,Dallas Galleria	Arden B.		96,513	37,148	38,796	69,037	38,477	49,433	60,273	67,975	66,728
3318,Cherry Creek	Arden B.		88,334	35,000	38,361	46,082	38,730	43,356	42,442	36,996	38,944
3319,Lenox Square	Arden B.		115,318			87,943	64,789	65,783	84,086	83,928	89,061
3320,Town Ctr @ Boca Rato	Arden B.		93,512	31,200	37,270	57,650	50,742	45,363	55,070	52,374	63,420
3321,George Town Park	Arden B.		39,272	23,720	19,638	27,906	27,098	22,334	31,057	25,082	30,533
3322,The Atrium @ Chest	Arden B.		64,668	23,940	29,405	29,709	26,177	29,931	27,505	26,818	28,334
3323,Mall Short Hills	Arden B.		106,244	39,620	47,370	67,118	48,432	49,493	56,145	38,111	48,217
3324,Riverside Square	Arden B.		67,187	24,566	21,505	31,983	29,437	26,645	32,122	24,046	25,598

ATTORNEYS EYES ONLY

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Location	Location Trait	Month	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		65,768	46,751	57,124	89,434	41,818	37,958	55,904	52,794	47,619
3301,The Shops @ Sunset	Arden B.		38,673	29,551	38,261	58,300	22,914	31,037	33,501	28,621	31,896
3302,South Shore Plaza	Arden B.		82,948	71,324	92,561	180,590	56,362	73,927	83,361	80,931	78,694
3303,The Gardens	Arden B.		37,274	32,013	48,791	91,622	37,299	42,410	55,866	48,746	47,945
3304,Glendale Galleria	Arden B.		61,432	50,610	63,932	123,438	45,746	45,266	53,944	47,831	54,001
3305,Houston Galleria	Arden B.		142,613	110,923	139,546	201,263	92,825	81,808	112,759	96,030	93,767
3306,Fashion Valley	Arden B.		119,209	77,997	108,116	174,215	83,352	80,176	102,475	94,413	98,743
3307,Santa Monica Place	Arden B.		35,038	24,462	29,081	43,375	29,223	39,629	42,540	34,482	28,796
3308,Ala Moana	Arden B.		64,497	46,277	58,844	114,172	53,562	60,607	58,012	54,241	61,703
3309,Mac Arthur Center	Arden B.		33,983	38,940	34,582	59,327	24,868	30,280	30,624	29,576	33,394
3310,Fashion Island	Arden B.		95,624	73,891	99,168	163,696	66,453	68,978	101,964	84,533	89,136
3311,Walnut Street	Arden B.		60,859	45,413	44,251	65,573	29,686	40,707	42,074	52,260	46,895
3312,Newport Center Mall	Arden B.		36,918	36,553	42,681	76,888	28,712	35,232	37,793	34,312	37,055
3313,Woodfield	Arden B.		60,406	38,833	61,818	112,847	34,319	45,720	58,678	47,768	54,552
3314,Oak Street	Arden B.		92,212	55,904	65,041	88,367	28,559	42,788	55,889	56,168	55,554
3315,Beverly Center	Arden B.		62,442	45,263	51,919	61,676	43,694	46,055	58,934	50,129	49,218
3316,Bellevue Square	Arden B.		76,247	52,513	70,717	109,393	44,462	40,050	54,023	54,263	50,484
3317,Dallas Galleria	Arden B.		80,507	71,108	71,359	121,358	49,000	50,482	72,700	59,475	63,286
3318,Cherry Creek	Arden B.		52,358	40,321	41,875	78,639	27,246	34,497	41,218	37,144	36,257
3319,Lenox Square	Arden B.		111,899	89,577	106,534	180,919	66,873	83,350	110,037	96,560	101,084
3320,Town Ctr @ Boca Rato	Arden B.		59,579	48,633	67,519	106,457	45,458	57,045	72,595	62,017	69,741
3321,George Town Park	Arden B.		40,150	38,974	34,793	42,829	28,345	29,693	28,111	27,589	29,773
3322,The Atrium @ Chest	Arden B.		45,685	32,702	39,250	56,997	27,519	29,334	35,097	28,265	29,444
3323,Mall Short Hills	Arden B.		74,035	61,536	66,860	118,785	38,215	45,192	57,161	53,632	57,807
3324,Riverside Square	Arden B.		36,684	32,988	39,301	66,062	19,124	20,081	33,369	35,914	32,660

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3300,San Francisco Center	Arden B.		61,704	51,223	50,085	75,522	60,142	60,315	105,306	34,606	4,190
3301,The Shops @ Sunset	Arden B.		43,012	34,900	32,333	44,177	43,721	43,324	75,584	32,095	4,361
3302,South Shore Plaza	Arden B.		106,317	103,240	88,656	140,286	88,961	113,918	221,338	55,873	9,415
3303,The Gardens	Arden B.		56,355	50,835	45,975	42,841	46,042	59,971	108,774	33,232	5,098
3304,Glendale Galleria	Arden B.		88,542	62,121	65,933	85,295	68,684	71,920	151,122	47,555	8,715
3305,Houston Galleria	Arden B.		141,725	129,805	131,251	176,495	141,126	146,105	222,530	75,388	10,690
3306,Fashion Valley	Arden B.		125,402	120,848	128,420	159,250	114,224	111,603	203,740	68,192	11,049
3307,Santa Monica Place	Arden B.		46,061	39,295	43,668	56,380	42,047	35,494	61,811	32,487	4,017
3308,Ala Moana	Arden B.		76,023	71,671	68,291	99,592	64,116	75,603	138,957	56,518	9,712
3309,Mac Arthur Center	Arden B.		49,700	40,514	42,412	57,564	43,112	43,983	86,514	29,253	4,056
3310,Fashion Island	Arden B.		129,189	108,386	123,683	146,546	102,170	126,976	192,419	64,087	12,096
3311,Walnut Street	Arden B.		49,205	43,358	48,001	71,489	52,287	49,999	85,172	35,273	4,764
3312,Newport Center Mall	Arden B.		48,417	43,614	32,786	57,283	44,523	46,780	95,730	33,078	5,280
3313,Woodfield	Arden B.		78,405	57,644	62,845	72,287	56,808	74,387	141,368	28,647	5,719
3314,Oak Street	Arden B.		70,352	58,287	56,927	90,920	67,486	68,415	101,756	36,444	5,582
3315,Beverly Center	Arden B.		69,151	52,750	65,307	89,694	80,110	73,492	101,577	56,891	8,409
3316,Bellevue Square	Arden B.		73,335	58,222	61,451	87,161	63,183	63,528	144,130	41,171	6,785
3317,Dallas Galleria	Arden B.		72,640	73,650	72,312	102,301	102,287	87,696	142,413	60,354	6,171
3318,Cherry Creek	Arden B.		44,336	39,322	40,991	63,062	54,272	50,380	105,553	40,322	6,019
3319,Lenox Square	Arden B.		133,297	120,274	120,064	167,305	129,777	126,315	233,459	75,676	12,928
3320,Town Ctr @ Boca Rato	Arden B.		79,686	68,071	76,831	65,885	59,874	74,400	120,805	37,877	6,361
3321,George Town Park	Arden B.		35,319	29,814	26,275	46,569	42,265	35,444	52,744	19,770	3,119
3322,The Atrium @ Chest	Arden B.		31,619	27,976	23,874	46,189	35,423	39,576	66,268	15,575	
3323,Mall Short Hills	Arden B.		71,070	53,718	50,556	79,957	65,249	59,084	115,869	30,891	4,102
3324,Riverside Square	Arden B.		48,732	32,003	33,559	58,933	45,088	53,128	95,016	36,166	5,603

ATTORNEYS EYES ONLY

WS 01550

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		22,025	20,045	31,469	62,823	29,521	25,830	39,196	30,605	29,635
3326,The Plaza (King Of P	Arden B.		46,518	42,197	56,141	89,758	40,414	42,155	63,593	56,252	42,392
3327,Woodbury Commons/Out	Arden B.		13,607	9,865	15,264	15,796	11,333	8,428	8,588	12,098	16,758
3328,Dadeland Mall	Arden B.		33,631	24,138	38,830	71,717	44,185	31,335	40,255	43,765	41,535
3330,Somerset Collection	Arden B.		50,432	43,899	49,154	91,346	44,671	42,704	72,749	55,336	54,009
3331,The Westchester	Arden B.		43,383	44,172	52,049	95,461	52,378	38,900	58,800	53,550	53,732
3333,Montgomery Mall	Arden B.		47,048	44,983	50,790	100,793	52,560	38,968	58,645	43,057	55,580
3334,Columbia	Arden B.		40,237	35,349	34,851	65,765	35,749	32,874	37,388	24,130	31,777
3335,Haywood Mall	Arden B.		23,825	23,842	20,898	49,465	30,368	23,872	33,407	22,676	22,405
3336,Buckland Hills	Arden B.		14,313	12,315	12,955	32,042	23,397	17,012	20,294	14,076	14,300
3337,Paramus Park	Arden B.		27,645	19,342	33,916	67,486	29,564	28,144	32,072	24,170	29,138
3338,North Point Mall	Arden B.		21,369	18,442	26,535	59,357	28,812	20,984	28,722	24,113	20,348
3339,Perimeter Mall	Arden B.		20,612	18,280	22,225	51,729	24,942	24,242	31,599	22,000	20,117
3340,Garden State	Arden B.		47,492	41,335	47,616	94,714	43,435	39,668	65,093	63,653	61,277
3341,Willowbrook Mall	Arden B.		30,650	30,020	34,654	73,130	40,301	27,646	45,303	20,410	
3342,Bridgewater Co	Arden B.		39,069	32,881	43,664	83,005	44,134	31,018	47,457	38,901	41,729
3343,Freehold Raceway	Arden B.		33,155	30,864	41,558	73,921	42,339	32,964	45,774	35,762	33,277
3344,Pentagon City	Arden B.		71,471	60,340	60,966	118,998	76,985	62,485	90,056	68,010	74,779
3345,Rockaway Town Sq.	Arden B.		26,975	24,207	29,357	65,211	31,491	25,058	32,521	21,844	25,265
3346,Northlake Mall	Arden B.		16,294	15,058	15,643	28,774	20,775	13,830	18,506	9,984	13,228
3347,Keystone @ The Cross	Arden B.		49,536	44,636	50,980	106,473	48,798	48,294	62,232	42,389	47,814
3348,Oak Brook	Arden B.		53,837	49,407	55,426	98,257	50,107	39,145	66,989	59,779	49,910
3349,Towson Town Center	Arden B.		43,154	38,482	39,756	72,965	40,725	35,256	46,355	37,358	32,496
3350,Town Center At Cobb	Arden B.		21,601	18,044	22,864	48,723	29,534	22,731	26,357	16,454	18,056
3351,Gwinnett	Arden B.		17,117	10,386	15,041	35,421	20,262	13,394	16,151	11,044	15,061

ATTORNEYS EYES ONLY

Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		35,620	26,421	43,988	45,386	34,760	49,265	80,950	26,849	37,906
3326,The Plaza (King Of P	Arden B.		47,339	39,430	65,504	77,515	57,951	67,517	124,951	41,425	52,161
3327,Woodbury Commons/Out	Arden B.		25,102	20,940	27,465	24,209	22,359	52,359	76,816	33,351	44,957
3328,Dadeland Mall	Arden B.		60,317	57,572	64,066	63,342	60,890	76,330	125,321	58,011	77,906
3330,Somerset Collection	Arden B.		76,679	63,303	91,625	101,996	93,461	103,948	182,006	62,702	84,360
3331,The Westchester	Arden B.		58,694	51,027	61,735	85,509	66,578	82,288	157,144	62,264	72,645
3333,Montgomery Mall	Arden B.		61,259	43,340	60,242	75,714	65,887	72,209	129,515	47,414	54,011
3334,Columbia	Arden B.		39,134	31,590	42,875	50,308	49,640	42,835	71,852	24,974	30,721
3335,Haywood Mall	Arden B.		26,510	24,235	34,331	42,557	40,932	37,636	75,617	29,946	34,816
3336,Buckland Hills	Arden B.		20,328	15,915	16,827						
3337,Paramus Park	Arden B.		36,388	21,138	27,330	31,467	28,408	35,991	79,558	29,733	30,162
3338,North Point Mall	Arden B.		26,707	22,618	29,134	19,698					
3339,Perimeter Mall	Arden B.		28,210	30,005	35,682	44,535	49,317	40,556	84,661	34,114	39,816
3340,Garden State	Arden B.		74,261	54,597	79,391	102,758	77,926	89,790	161,769	74,308	93,288
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.		50,192	34,567	43,519	54,750	38,167	54,855	114,527	44,023	50,888
3343,Freehold Raceway	Arden B.		39,267	35,153	47,435	60,662	46,633	59,019	117,111	42,515	52,046
3344,Pentagon City	Arden B.		93,338	71,005	86,058	109,156	99,583	91,023	162,577	92,863	92,897
3345,Rockaway Town Sq.	Arden B.		28,452	23,873	26,733	28,047	23,322	30,591	68,370	22,202	25,631
3346,Northlake Mall	Arden B.		15,016	8,820	12,934	15,263	14,881	14,190	22,707	12,733	24,117
3347,Keystone @ The Cross	Arden B.		58,459	53,031	69,616	84,515	62,220	82,500	154,776	53,236	70,975
3348,Oak Brook	Arden B.		70,654	61,642	74,017	88,884	75,810	92,202	147,490	50,479	60,111
3349,Towson Town Center	Arden B.		33,507	27,623	39,049	48,420	36,405	41,857	82,190	37,646	48,526
3350,Town Center At Cobb	Arden B.		23,063	17,144	23,251	29,241	24,532	27,873	69,897	32,669	33,512
3351,Gwinnett	Arden B.		14,679	10,921	11,954	11,263	12,780	15,164	32,675	13,830	18,817

ATTORNEYS EYES ONLY

Page by: Group [illegible] Arden B. Tops — Arden B. Monthly Sales by Group Location

Location	Location Trait	Month	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		45,844	33,517	31,828	33,697	24,897	31,842	45,350	28,713	42,671
3326,The Plaza (King Of P	Arden B.		56,972	41,981	44,687	38,355	34,918	48,971	56,901	50,808	63,846
3327,Woodbury Commons/Out	Arden B.		84,170	80,172	92,561	83,761	53,463	88,741	72,557	36,021	65,983
3328,Dadeland Mall	Arden B.		96,260	64,172	71,493	99,403	70,821	64,651	62,660	43,156	64,440
3330,Somerset Collection	Arden B.		114,005	94,224	87,606	90,975	70,111	78,349	81,395	66,673	88,337
3331,The Westchester	Arden B.		95,440	65,192	75,627	69,395	55,884	55,663	75,394	63,619	67,400
3333,Montgomery Mall	Arden B.		65,188	52,186	54,872	62,223	51,403	56,133	64,855	56,119	67,943
3334,Columbia	Arden B.		43,179	34,297	41,460	47,937	37,038	40,099	48,896	39,248	46,440
3335,Haywood Mall	Arden B.		37,096	25,956	29,493	27,118	30,252	34,821	45,136	36,427	42,420
3336,Buckland Hills	Arden B.										
3337,Paramus Park	Arden B.		41,022	33,248	37,701	38,214	25,735	29,474	38,229	32,151	39,635
3338,North Point Mall	Arden B.										
3339,Perimeter Mall	Arden B.		51,669	28,124	36,134	39,568	34,012	32,352	43,440	31,613	43,328
3340,Garden State	Arden B.		113,983	84,737	90,559	98,118	65,814	86,737	91,684	83,881	93,019
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.		66,954	47,236	46,396	50,167	31,937	46,107	53,130	48,589	54,285
3343,Freehold Raceway	Arden B.		67,537	54,513	45,683	60,040	42,307	54,150	56,690	44,185	58,998
3344,Pentagon City	Arden B.		106,674	83,736	97,095	94,131	81,784	79,203	100,170	98,138	99,740
3345,Rockaway Town Sq.	Arden B.		31,572	24,139	26,430	26,734	21,586	28,610	32,104	24,896	35,313
3346,Northlake Mall	Arden B.		29,203	19,179	17,456	24,699	15,343	17,775	26,025	18,397	17,849
3347,Keystone @ The Cross	Arden B.		79,533	64,067	66,159	65,456	51,789	65,519	82,404	66,555	78,310
3348,Oak Brook	Arden B.		75,494	65,204	72,544	45,031	20,266	51,146	72,903	46,526	65,091
3349,Towson Town Center	Arden B.		47,590	34,242	33,831	43,794	31,639	33,486	47,024	38,931	51,130
3350,Town Center At Cobb	Arden B.		39,422	25,926	29,946	38,316	29,595	27,706	44,682	29,816	39,732
3351,Gwinnett	Arden B.		30,557	19,254	19,613	25,936	20,065	24,200	31,995	20,889	25,472

ATTORNEYS EYES ONLY

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Location	Location Trait	Month	Dec 02	Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		65,028	27,390	30,050	44,364	36,547	35,784	36,237	24,368	34,974
3326,The Plaza (King Of P	Arden B.		105,863	36,315	39,897	56,280	48,397	45,115	53,574	44,344	60,370
3327,Woodbury Commons/Out	Arden B.		66,068	26,365	16,948	26,088	35,969	47,548	45,350	43,659	59,885
3328,Dadeland Mall	Arden B.		105,572	42,467	46,949	58,567	51,675	51,017	67,684	66,110	64,893
3330,Somerset Collection	Arden B.		162,978	20,949	24,357	69,585	73,759	69,960	84,599	65,448	80,968
3331,The Westchester	Arden B.		125,770	38,278	38,797	65,880	53,715	58,648	64,773	53,355	56,902
3333,Montgomery Mall	Arden B.		115,780	38,685	41,869	56,492	44,355	53,037	67,795	46,395	55,940
3334,Columbia	Arden B.		67,247	24,348	24,913	39,074	36,422	38,890	47,342	36,640	35,326
3335,Haywood Mall	Arden B.		72,469	24,896	29,846	37,101	33,835	34,465	42,856	40,289	36,436
3336,Buckland Hills	Arden B.										
3337,Paramus Park	Arden B.		76,681	21,098	19,589	26,836	27,623	24,276	34,303	25,289	26,642
3338,North Point Mall	Arden B.										
3339,Perimeter Mall	Arden B.		67,684	20,212	38,656	38,847	29,626	35,109	41,412	43,154	42,365
3340,Garden State	Arden B.		165,429	59,041	60,833	77,352	60,718	70,764	76,812	60,133	71,413
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.		94,370	25,576	14,947						
3343,Freehold Raceway	Arden B.		94,038	27,489	30,980	41,414	33,288	35,569	42,629	35,333	48,148
3344,Pentagon City	Arden B.		156,377	66,192	73,991	98,470	69,404	80,424	99,500	82,309	87,025
3345,Rockaway Town Sq.	Arden B.		64,307	13,045	18,390	26,275	25,414	25,099	27,744	26,258	24,674
3346,Northlake Mall	Arden B.		20,408	12,533	14,624	10,309	16,656	15,542	16,693	11,979	16,316
3347,Keystone @ The Cross	Arden B.		140,054	41,561	49,582	70,707	49,540	54,422	63,645	56,601	60,055
3348,Oak Brook	Arden B.		127,656	32,974	44,569	66,576	46,511	47,450	68,484	49,362	62,060
3349,Towson Town Center	Arden B.		84,210	38,582	40,630	53,789	43,683	42,005	45,318	37,795	35,980
3350,Town Center At Cobb	Arden B.		70,207	23,527	25,036	28,487	22,688	27,735	34,202	34,237	34,029
3351,Gwinnett	Arden B.		34,880	20,501	19,060	15,413	23,795	20,629	21,707	17,704	17,563

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		49,733	33,568	51,075	80,188	31,120	28,132	39,556	33,440	37,457
3326,The Plaza (King Of P	Arden B.		86,116	65,282	81,389	139,519	50,201	57,751	83,111	71,060	70,385
3327,Woodbury Commons/Out	Arden B.		57,114	55,852	65,726	68,800	16,054	40,147	46,900	40,173	47,225
3328,Dadeland Mall	Arden B.		71,616	55,712	72,707	127,475	49,305	57,443	67,770	70,052	66,713
3330,Somerset Collection	Arden B.		103,873	79,514	100,165	173,931	49,101	68,012	82,851	80,911	84,976
3331,The Westchester	Arden B.		79,207	61,686	69,674	127,912	44,275	46,889	68,954	58,582	68,288
3333,Montgomery Mall	Arden B.		62,621	51,836	51,858	108,337	25,861				
3334,Columbia	Arden B.		47,161	39,623	43,197	77,160	32,849	32,775	38,505	39,358	40,722
3335,Haywood Mall	Arden B.		61,280	62,298	54,257	93,422	36,261	41,547	42,899	42,983	
3336,Buckland Hills	Arden B.										
3337,Paramus Park	Arden B.		35,511	29,448	40,618	65,430	24,956	30,439	29,737	32,392	7,885
3338,North Point Mall	Arden B.										
3339,Perimeter Mall	Arden B.		57,521	49,170	52,842	99,460	40,072	51,171	62,680	51,583	57,116
3340,Garden State	Arden B.		99,764	74,282	87,871	164,938	54,526	69,877	84,220	83,172	91,048
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.										
3343,Freehold Raceway	Arden B.		67,632	42,276	53,011	100,479	32,253	37,861	49,660	45,171	50,451
3344,Pentagon City	Arden B.		100,143	90,956	82,215	135,354	65,216	73,153	83,524	79,683	74,834
3345,Rockaway Town Sq.	Arden B.		35,303	32,089	40,295	85,312	25,852	24,524	35,219	31,129	34,678
3346,Northlake Mall	Arden B.		9,135	10,805	20,384	29,804	7,501	21,739	25,472	18,504	24,254
3347,Keystone @ The Cross	Arden B.		85,495	68,338	80,412	145,624	45,279	59,768	75,139	60,043	66,108
3348,Oak Brook	Arden B.		84,436	62,885	78,048	153,180	43,666	51,590	77,268	63,045	62,557
3349,Towson Town Center	Arden B.		54,116	44,367	46,079	86,078	35,028	35,309	44,836	36,716	38,066
3350,Town Center At Cobb	Arden B.		42,013	34,868	40,020	74,131	21,192				
3351,Gwinnett	Arden B.		18,568	17,425	24,124	21,690	2,216				

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3325,The Galleria	Arden B.		41,890	30,528	41,145	49,243	40,940	42,181	72,081	18,888	3,347
3326,The Plaza (King Of P	Arden B.		88,805	65,168	78,434	109,677	82,648	83,326	171,668	43,291	6,779
3327,Woodbury Commons/Out	Arden B.		74,579	65,074	71,982	55,211	38,988	32,740	36,610	25,713	
3328,Dadeland Mall	Arden B.		100,511	89,520	80,033	105,462	95,272	98,111	186,402	62,808	7,756
3330,Somerset Collection	Arden B.		117,480	83,670	92,233	106,063	84,750	102,250	179,784	41,981	6,208
3331,The Westchester	Arden B.		96,571	73,187	66,716	109,142	83,174	76,929	142,047	31,523	5,930
3333,Montgomery Mall	Arden B.										
3334,Columbia	Arden B.		63,130	44,279	41,156	54,158	54,519	43,346	96,435	30,041	3,389
3335,Haywood Mall	Arden B.										
3336,Buckland Hills	Arden B.										
3337,Paramus Park	Arden B.										
3338,North Point Mall	Arden B.										
3339,Perimeter Mall	Arden B.		75,411	66,222	55,178	96,806	80,421	70,757	147,595	44,932	6,127
3340,Garden State	Arden B.		128,769	93,484	99,210	143,776	102,957	110,669	210,859	62,622	4,613
3341,Willowbrook Mall	Arden B.										
3342,Bridgewater Co	Arden B.										
3343,Freehold Raceway	Arden B.		62,384	50,474	56,543	85,541	68,412	73,787	147,857	32,794	5,380
3344,Pentagon City	Arden B.		116,315	91,918	92,697	148,454	126,473	107,217	186,497	81,238	7,951
3345,Rockaway Town Sq.	Arden B.		43,336	34,055	35,655	44,180	31,944	39,453	88,644	23,034	2,541
3346,Northlake Mall	Arden B.		32,461								
3347,Keystone @ The Cross	Arden B.		83,574	68,104	70,925	99,794	76,492	87,768	144,657	47,799	9,896
3348,Oak Brook	Arden B.		101,756	91,630	71,742	95,464	61,755	76,275	153,200	35,541	6,355
3349,Towson Town Center	Arden B.		49,370	33,230	32,807	60,201	48,938	49,590	97,593	33,174	3,515
3350,Town Center At Cobb	Arden B.										
3351,Gwinnett	Arden B.										

ATTORNEYS EYES ONLY

WS 01556

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		48,159	46,271	60,735	106,685	49,967	42,503	65,587	55,801	56,632
3353,Stamford Town Center	Arden B.		33,256	29,479	33,474	64,151	31,395	25,998	36,004	22,960	25,117
3354,Westfarms Mall	Arden B.		27,465	33,303	42,634	61,828	36,566	28,123	37,979	26,096	31,138
3355,Danbury Fair	Arden B.		31,731	31,062	38,612	70,354	37,847	24,550	30,544	26,452	23,927
3356,St Louis Galleria	Arden B.		54,434	48,781	56,367	98,043	54,700	44,139	73,076	58,381	52,638
3357,Northbrook	Arden B.		27,312	25,532	32,214	70,045	34,020	29,501	40,013	22,850	25,925
3358,Mall Of America	Arden B.		37,531	30,890	32,344	58,042	37,891	31,169	36,473	32,439	32,357
3359,Carousel Center	Arden B.		39,223	33,573	33,453	58,691	33,398	28,562	37,894	30,581	25,127
3360,Burlington Mall	Arden B.		29,026	27,856	40,507	73,801	39,428	29,562	40,672	34,690	34,914
3361,Annapolis Mall	Arden B.		23,823	19,581	25,706	52,114	22,036	18,259	20,890	16,910	20,048
3362,Willow Grove Park	Arden B.		28,549	27,706	37,103	62,912	34,141	26,313	43,642	33,148	33,263
3363,Cambridgeside Galler	Arden B.		42,232	35,886	48,888	95,776	46,779	40,357	57,458	52,605	51,265
3364,Mall Of New Hampshir	Arden B.		22,313	18,696	28,393	59,609	34,392	25,054	28,775	21,275	19,625
3365,Orland Square	Arden B.		32,870	31,001	42,258	86,876	40,156	32,309	53,052	40,667	45,361
3366,Ridgedale Cntr.	Arden B.		22,544	18,373	23,347	51,529	34,324	25,265	32,662	21,126	24,719
3367,Baybrook Mall	Arden B.		24,504	18,094	20,513	50,972	29,104	19,106	28,143	20,936	24,374
3368,Highland Mall	Arden B.		19,962	19,814	24,160	42,772	24,401	20,267	25,798	16,648	14,858
3369,Meriden Square	Arden B.		13,973	11,372	12,108	29,826	16,707	13,585	16,840	11,887	11,041
3370,Prudential Center	Arden B.		66,699	64,107	64,777	99,446	66,577	58,959	87,102	75,321	75,527
3371,Scottsdale Center	Arden B.		25,835	25,114	36,075	55,275	33,264	31,691	40,250	32,774	31,546
3372,The Parks Arlington	Arden B.		23,079	17,780	19,647	41,065	26,964	22,393	24,827	19,368	19,605
3373,Vista Ridge	Arden B.		15,497	14,364	18,415	37,349	25,382	17,344	18,578	12,913	15,606
3374,Woodland Hills	Arden B.		21,944	18,234	21,594	46,510	27,717	19,072	29,758	18,808	20,730
3375,Columbiana Center	Arden B.		29,780	24,139	27,870	63,670	31,322	28,242	36,546	26,769	26,999
3376,The Woodlands	Arden B.		26,051	21,104	28,445	58,776	28,110	19,608	22,375	16,803	17,092

ATTORNEYS EYES ONLY

WS 01557

Location	Location Trait	Month	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		62,183	49,455	63,523	90,785	71,234	76,561	140,924	57,654	60,482
3353,Stamford Town Center	Arden B.		36,766	28,161	32,039	40,757	33,002	42,475	72,112	27,057	33,667
3354,Westfarms Mall	Arden B.		32,366	28,377	35,286	42,312	35,499	45,315	78,368	35,300	45,091
3355,Danbury Fair	Arden B.		33,244	24,603	30,984	37,947	27,543	43,281	85,413	25,689	30,791
3356,St Louis Galleria	Arden B.		72,726	58,388	67,011	91,674	76,831	98,507	157,758	58,293	68,697
3357,Northbrook	Arden B.		28,345	24,748	36,888	37,197	31,126	43,490	77,543	30,194	36,203
3358,Mall Of America	Arden B.		55,254	44,158	59,451	62,762	48,433	58,768	104,846	52,838	67,707
3359,Carousel Center	Arden B.		30,322	26,844	39,933	42,898	39,363	44,788	74,272	37,340	46,237
3360,Burlington Mall	Arden B.		44,462	30,438	41,021	45,726	33,942	50,618	102,232	39,397	44,904
3361,Annapolis Mall	Arden B.		24,523	20,086	23,693	17,819					
3362,Willow Grove Park	Arden B.		36,405	31,192	41,357	56,356	40,336	53,560	92,109	31,866	39,157
3363,Cambridgeside Galler	Arden B.		55,838	40,930	57,842	72,957	65,155	66,220	112,514	52,339	62,114
3364,Mall Of New Hampshir	Arden B.		24,066	17,386	25,063	27,259	21,007	31,040	71,334	25,670	34,039
3365,Orland Square	Arden B.		60,402	41,365	54,729	63,616	48,868	71,047	122,040	41,949	48,554
3366,Ridgedale Cntr.	Arden B.		29,007	34,792	42,560	53,616	39,600	44,826	82,469	38,681	40,320
3367,Baybrook Mall	Arden B.		27,964	32,522	35,368	38,925	30,518	41,484	63,164	22,537	26,729
3368,Highland Mall	Arden B.		19,760	21,951	25,066	32,930	27,999	34,539	50,664	28,483	31,504
3369,Meriden Square	Arden B.		12,027	10,106	12,547	13,121	9,698	13,710	14,501		
3370,Prudential Center	Arden B.		92,436	77,958	84,273	92,526	85,408	80,005	122,246	76,217	91,388
3371,Scottsdale Center	Arden B.		40,396	37,673	41,780	47,936	43,673	51,938	96,365	46,908	48,333
3372,The Parks Arlington	Arden B.		23,556	23,479	27,301	21,146					
3373,Vista Ridge	Arden B.		18,268	17,532	24,093	27,413	21,941	26,055	50,456	21,439	22,261
3374,Woodland Hills	Arden B.		30,160	25,200	35,421	38,138	28,426	43,367	84,930	25,557	28,453
3375,Columbiana Center	Arden B.		26,497	27,742	35,988	47,027	40,770	55,661	89,183	36,339	39,141
3376,The Woodlands	Arden B.		24,517	24,303	31,971	24,889	22,535	32,410	58,586	22,975	29,785

ATTORNEYS EYES ONLY

WS 01558

Page by: Group [illegible] Arden B. Tops — Arden B. Monthly Sales by Group Location

Location	Location Trait	Month / Metrics	Mar 02 Sls All $	Apr 02 Sls All $	May 02 Sls All $	Jun 02 Sls All $	Jul 02 Sls All $	Aug 02 Sls All $	Sep 02 Sls All $	Oct 02 Sls All $	Nov 02 Sls All $
3352,Menlo Park	Arden B.		76,417	59,075	58,384	69,214	45,955	59,705	80,438	56,562	74,419
3353,Stamford Town Center	Arden B.		44,715	33,812	38,628	44,183	22,745				
3354,Westfarms Mall	Arden B.		46,834	34,679	34,706	42,089	28,203	35,896	51,459	38,180	46,374
3355,Danbury Fair	Arden B.		41,091	31,956	38,680	42,239	27,205	33,243	44,518	30,164	38,327
3356,St Louis Galleria	Arden B.		99,583	68,801	74,266	84,703	57,686	65,558	64,805	50,165	57,064
3357,Northbrook	Arden B.		33,628	25,491	26,125	28,194	15,570	24,576	31,644	22,150	32,018
3358,Mall Of America	Arden B.		94,457	60,248	64,324	76,974	57,180	79,080	64,241	57,573	64,759
3359,Carousel Center	Arden B.		53,365	40,431	39,867	40,039	28,143	44,696	53,140	34,260	49,060
3360,Burlington Mall	Arden B.		60,292	50,704	50,377	49,976	35,754	44,182	54,905	39,967	51,980
3361,Annapolis Mall	Arden B.										
3362,Willow Grove Park	Arden B.		47,961	36,150	36,693	43,583	29,474	34,918	52,956	41,096	54,645
3363,Cambridgeside Galler	Arden B.		80,057	67,592	69,267	75,275	44,268	48,047	72,924	57,521	66,978
3364,Mall Of New Hampshir	Arden B.		37,091	32,388	37,652	36,716	25,108	32,416	41,074	28,643	37,971
3365,Orland Square	Arden B.		59,695	41,179	52,200	63,901	43,065	49,550	60,954	41,464	62,372
3366,Ridgedale Cntr.	Arden B.		49,826	41,866	42,957	47,450	30,254	48,510	53,290	35,705	49,225
3367,Baybrook Mall	Arden B.		31,063	23,514	29,973	37,132	37,899	35,165	44,213	33,663	46,169
3368,Highland Mall	Arden B.		39,856	29,656	27,246	31,736	28,130	32,395	38,537	35,228	38,443
3369,Meriden Square	Arden B.										
3370,Prudential Center	Arden B.		112,201	90,034	101,741	98,928	68,271	72,943	93,537	80,218	97,797
3371,Scottsdale Center	Arden B.		75,180	43,634	57,480	51,111	32,600	41,829	45,230	48,380	61,046
3372,The Parks Arlington	Arden B.										
3373,Vista Ridge	Arden B.		30,131	21,152	22,877	27,284	28,388	25,104	30,801	22,824	27,438
3374,Woodland Hills	Arden B.		44,965	30,691	34,373	42,655	29,643	45,105	45,948	29,502	34,693
3375,Columbiana Center	Arden B.		44,962	29,107	35,814	37,219	34,791	42,843	50,923	30,702	43,282
3376,The Woodlands	Arden B.		40,934	30,054	38,413	43,184	50,036	47,249	51,899	37,820	48,452

ATTORNEYS EYES ONLY

WS 01559

Location	Location Trait	Month	Dec 02	Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		114,242	47,131	46,068	66,488	50,779	52,888	61,657	41,962	52,743
3353,Stamford Town Center	Arden B.										
3354,Westfarms Mall	Arden B.		77,931	22,781	30,426	35,380	30,865	6,455			
3355,Danbury Fair	Arden B.		69,283	20,754	22,958	33,392	25,406	24,001	33,592	24,462	33,589
3356,St Louis Galleria	Arden B.		111,325	46,855	47,701	68,000	42,341	55,700	64,387	58,910	55,854
3357,Northbrook	Arden B.		51,000	17,682	22,051	30,967	20,957	23,003	28,086	24,240	28,253
3358,Mall Of America	Arden B.		99,618	40,335	46,775	67,260	48,797	47,030	62,651	58,048	73,565
3359,Carousel Center	Arden B.		74,566	32,094	36,382	37,043	32,737	29,448	38,264	28,377	39,041
3360,Burlington Mall	Arden B.		90,001	24,848	26,509	34,293	30,821	30,636	40,986	37,830	45,557
3361,Annapolis Mall	Arden B.										
3362,Willow Grove Park	Arden B.		85,473	33,602	33,825	49,973	40,923	45,282	52,108	35,650	39,224
3363,Cambridgeside Galler	Arden B.		115,552	46,853	48,049	60,547	54,021	51,902	52,257	45,146	42,696
3364,Mall Of New Hampshir	Arden B.		63,036	22,717	23,873	27,901	28,502	21,660	30,049	23,340	29,717
3365,Orland Square	Arden B.		126,188	41,609	47,494	59,748	48,275	48,013	59,185	40,151	46,563
3366,Ridgedale Cntr.	Arden B.		63,564	30,726	32,595	43,825	33,119	31,508	39,263	35,569	38,997
3367,Baybrook Mall	Arden B.		79,480	29,559	30,487	37,272	27,404	32,814	43,617	38,123	36,997
3368,Highland Mall	Arden B.		49,526	21,893	24,111	30,053	21,252	25,702	29,377	27,571	30,176
3369,Meriden Square	Arden B.										
3370,Prudential Center	Arden B.		119,511	62,217	72,410	81,930	72,151	63,920	67,066	69,937	69,601
3371,Scottsdale Center	Arden B.		91,299	36,712	45,292	62,239	38,758	43,181	47,043	39,100	43,615
3372,The Parks Arlington	Arden B.										
3373,Vista Ridge	Arden B.		46,027	17,512	17,897	20,409	14,608	19,390	25,606	21,549	27,481
3374,Woodland Hills	Arden B.		69,428	22,361	28,945	32,445	25,607	29,531	35,401	40,712	42,434
3375,Columbiana Center	Arden B.		79,041	31,465	38,865	47,735	36,780	39,697	46,823	46,123	63,929
3376,The Woodlands	Arden B.		96,187	28,901	31,684	33,600	28,810	32,569	36,514	38,852	43,483

ATTORNEYS EYES ONLY

WS 01560

Page by: Group: 0200, Arden B. Tops

Location	Location Trait	Month	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		86,158	63,716	78,321	129,227	52,285	62,754	81,918	76,909	83,797
3353,Stamford Town Center	Arden B.										
3354,Westfarms Mall	Arden B.										
3355,Danbury Fair	Arden B.		35,160	28,614	42,812	68,981	9,284				
3356,St Louis Galleria	Arden B.		84,175	58,159	63,818	123,898	35,878	34,890	51,125	45,901	49,820
3357,Northbrook	Arden B.		33,416	26,505	36,159	58,198	15,525				
3358,Mall Of America	Arden B.		78,756	61,037	61,282	108,357	44,736	50,558	68,772	62,725	59,632
3359,Carousel Center	Arden B.		52,448	41,160	45,630	73,401	30,223	35,202	39,637	36,698	34,459
3360,Burlington Mall	Arden B.		56,354	49,587	56,212	96,873	34,762	37,368	47,236	46,333	46,358
3361,Annapolis Mall	Arden B.										
3362,Willow Grove Park	Arden B.		55,917	43,105	54,168	86,595	29,184	38,109	41,831	38,755	46,747
3363,Cambridgeside Galler	Arden B.		66,000	54,920	59,262	102,103	48,547	57,125	56,388	54,108	49,962
3364,Mall Of New Hampshir	Arden B.		35,264	32,057	38,507	74,416	25,687	30,115	31,326	35,190	29,755
3365,Orland Square	Arden B.		62,882	43,058	61,081	109,606	38,377	47,594	54,187	49,872	52,574
3366,Ridgedale Cntr.	Arden B.		43,417	32,054	35,553	66,324	31,757	32,479	35,466	31,447	28,331
3367,Baybrook Mall	Arden B.		45,336	36,244	45,449	86,666	36,490	34,242	40,442	31,051	34,900
3368,Highland Mall	Arden B.		36,676	35,082	33,684	53,116	23,842	32,226	32,348	24,611	26,967
3369,Meriden Square	Arden B.										
3370,Prudential Center	Arden B.		116,302	94,349	96,393	117,379	68,812	77,617	84,838	101,182	93,302
3371,Scottsdale Center	Arden B.		52,687	47,006	64,193	98,966	42,703	46,862	73,330	59,137	63,238
3372,The Parks Arlington	Arden B.										
3373,Vista Ridge	Arden B.		28,661	27,067	25,261	39,273	874				
3374,Woodland Hills	Arden B.		54,847	35,591	59,150	82,207	14,254				
3375,Columbiana Center	Arden B.		77,292	60,642	71,738	107,858	44,668	34,535	53,745	40,181	47,548
3376,The Woodlands	Arden B.		44,077	40,124	56,345	108,453	36,156	37,795	51,609	48,200	49,803

ATTORNEYS EYES ONLY

WS 01561

Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3352,Menlo Park	Arden B.		100,001	83,005	77,658	126,196	91,665	94,728	207,171	60,042	9,709
3353,Stamford Town Center	Arden B.										
3354,Westfarms Mall	Arden B.										
3355,Danbury Fair	Arden B.										
3356,St Louis Galleria	Arden B.		77,517	62,480	60,267	93,436	66,737	65,865	136,137	40,374	8,230
3357,Northbrook	Arden B.										
3358,Mall Of America	Arden B.		87,415	84,816	85,004	100,549	74,924	80,054	151,922	49,090	7,656
3359,Carousel Center	Arden B.		45,765	34,838	37,219	73,210	46,033	51,849	94,287	24,903	6,888
3360,Burlington Mall	Arden B.		59,408	50,658	44,010	73,778	63,117	59,329	108,526	29,482	5,681
3361,Annapolis Mall	Arden B.										
3362,Willow Grove Park	Arden B.		58,544	52,052	48,013	71,672	52,274	63,153	136,917	36,618	4,519
3363,Cambridgeside Galler	Arden B.		59,263	46,026	47,603	81,390	56,175	69,512	144,084	43,027	4,820
3364,Mall Of New Hampshir	Arden B.		43,290	30,223	35,334	55,744	37,059	55,381	110,257	32,184	3,910
3365,Orland Square	Arden B.		83,407	63,256	55,248	87,097	66,446	76,784	175,425	47,795	6,311
3366,Ridgedale Cntr.	Arden B.		47,812	34,127	40,089	55,969	40,326	41,696	89,427	36,279	6,108
3367,Baybrook Mall	Arden B.										
3368,Highland Mall	Arden B.		29,877	34,035							
3369,Meriden Square	Arden B.										
3370,Prudential Center	Arden B.		114,533	88,079	84,784	144,275	117,404	104,417	159,686	59,608	2,203
3371,Scottsdale Center	Arden B.		69,102	52,070	54,536	84,440	68,179	74,721	113,390	42,344	7,333
3372,The Parks Arlington	Arden B.										
3373,Vista Ridge	Arden B.										
3374,Woodland Hills	Arden B.										
3375,Columbiana Center	Arden B.		68,769	58,802	63,431	97,848	65,006	69,948	149,195	46,490	8,440
3376,The Woodlands	Arden B.		59,104	59,033	58,210	72,586	52,956	58,788	123,250	36,962	4,867

ATTORNEYS EYES ONLY

WS 01562

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		30,924	27,073	27,074	49,508	30,069	28,314	42,813	33,860	32,968
3378,Old Orchard	Arden B.		50,264	45,771	53,233	80,242	46,908	31,151	55,821	43,786	46,028
3379,Providence Place Mal	Arden B.		40,178	37,291	33,360	65,514	31,632	23,686	36,414	31,726	39,663
3380,Fayette Mall	Arden B.		21,890	19,728	20,191	50,848	28,672	23,469	26,152	18,449	19,605
3381,Regency Square Mall	Arden B.		28,135	26,274	26,117	62,187	36,006	24,747	19,859		
3382,Willowbrook	Arden B.		22,591	18,929	28,541	57,217	25,323	19,855	28,936	19,611	22,562
3383,Mission Viejo Mall	Arden B.		12,716	13,055	22,333	57,168	26,369	20,986	23,466	17,619	22,765
3384,Concord Mills/Outlet	Arden B.		22,960	15,582	18,047	25,266	24,964	17,284	23,311	16,757	20,371
3385,Aventura Mall	Arden B.		10,527	33,231	39,991	69,837	42,974	33,040	45,973	54,756	42,439
3386,Plaza Las Americas	Arden B.					70,996	36,502	26,676	35,161	31,561	34,764
3387,Easton Towne Center	Arden B.										
3388,Gateway Mall	Arden B.										
3389,Streets At South Poi	Arden B.										
3390,Arden Fair	Arden B.										
3391,Halsted & Aarmitage	Arden B.										
3392,International Plaza	Arden B.										
3393,Willowbend Mall	Arden B.										
3395,Sherman Oaks	Arden B.										
3396,Florida Mall	Arden B.										
3397,Valley Faire	Arden B.										
3398,Short Pump Town Ctr.	Arden B.										
3399,Roosevelt Field	Arden B.										
3401,Beachwood Place	Arden B.										
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.										

ATTORNEYS EYES ONLY

WS 01563

Location	Location Trait	Month	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		45,046	38,522	51,197	48,280	37,841	48,891	89,678	37,608	46,791
3378,Old Orchard	Arden B.		54,712	42,445	59,055	73,743	58,451	70,919	117,940	48,126	46,636
3379,Providence Place Mal	Arden B.		33,857	33,062	47,348	60,498	53,109	60,081	104,519	40,644	49,941
3380,Fayette Mall	Arden B.		23,990	24,490	30,042	49,800	31,313	42,109	79,442	35,733	34,323
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		30,229	32,557	37,071	32,386	33,345	45,186	84,461	28,572	29,344
3383,Mission Viejo Mall	Arden B.		28,630	25,700	33,799	37,821	29,579	46,234	81,846	34,873	37,370
3384,Concord Mills/Outlet	Arden B.		33,870	33,683	27,128	26,788	27,817	34,509	62,654	29,264	43,776
3385,Aventura Mall	Arden B.		58,693	72,620	78,183	71,530	65,215	76,847	124,100	62,147	82,669
3386,Plaza Las Americas	Arden B.		46,879	38,259	51,001	60,253	59,310	82,025	162,772	63,446	79,937
3387,Easton Towne Center	Arden B.					70,714	47,795	50,686	78,222	35,196	40,776
3388,Gateway Mall	Arden B.						7,173	40,792	44,496	17,537	21,222
3389,Streets At South Poi	Arden B.										
3390,Arden Fair	Arden B.										
3391,Halsted & Aarmitage	Arden B.										
3392,International Plaza	Arden B.					44,484	40,437	48,907	82,159	32,678	36,871
3393,Willowbend Mall	Arden B.					24,182	37,522	36,543	57,045	28,041	23,713
3395,Sherman Oaks	Arden B.							47,716	92,941	51,255	63,528
3396,Florida Mall	Arden B.							25,515	74,835	30,439	35,408
3397,Valley Faire	Arden B.										
3398,Short Pump Town Ctr.	Arden B.										
3399,Roosevelt Field	Arden B.										
3401,Beachwood Place	Arden B.										
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.										

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		52,657	43,427	49,782	52,304	42,691	53,273	66,320	41,860	57,415
3378,Old Orchard	Arden B.		69,105	64,999	67,014	71,855	47,074	56,602	69,584	59,036	71,103
3379,Providence Place Mal	Arden B.		59,500	49,253	48,704	44,878	35,718	48,962	62,150	47,442	63,656
3380,Fayette Mall	Arden B.		40,564	26,387	27,230	32,560	26,533	32,483	52,265	32,769	36,468
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		41,090	32,101	47,308	53,735	55,600	54,322	61,411	45,363	58,241
3383,Mission Viejo Mall	Arden B.		54,964	40,212	41,546	49,839	34,515	38,495	44,787	32,072	46,587
3384,Concord Mills/Outlet	Arden B.		52,766	33,400	40,701	56,794	58,379	58,140	60,780	47,596	56,760
3385,Aventura Mall	Arden B.		119,654	68,621	73,764	105,301	97,874	91,726	60,344	41,238	58,331
3386,Plaza Las Americas	Arden B.		88,152	77,424	92,800	88,485	68,975	70,059	80,885	49,226	59,655
3387,Easton Towne Center	Arden B.		48,319	40,234	36,881	46,091	35,421	47,351	55,175	37,378	47,481
3388,Gateway Mall	Arden B.		31,725	21,976	23,808	23,680	20,970	24,800	30,580	18,870	22,580
3389,Streets At South Poi	Arden B.		73,513	31,019	37,821	35,016	25,815	29,804	48,542	39,155	46,809
3390,Arden Fair	Arden B.		14,670	49,537	43,497	45,774	31,828	37,328	46,356	33,344	43,001
3391,Halsted & Aarmitage	Arden B.										
3392,International Plaza	Arden B.		53,606	36,878	40,337	46,016	37,341	38,098	41,900	30,500	40,598
3393,Willowbend Mall	Arden B.		30,137	21,701	22,434	22,516	23,455	25,095	30,674	28,411	32,018
3395,Sherman Oaks	Arden B.		69,545	46,147	50,503	61,542	36,517	43,280	48,094	41,311	47,311
3396,Florida Mall	Arden B.		42,792	24,262	29,628	35,385	27,325	26,412	32,098	15,925	16,974
3397,Valley Faire	Arden B.				34,856	69,273	45,888	41,879	47,036	44,276	48,281
3398,Short Pump Town Ctr.	Arden B.										
3399,Roosevelt Field	Arden B.			52,960	51,309	53,925	40,689	42,441	46,559	40,148	53,663
3401,Beachwood Place	Arden B.										
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.									26,251	34,846

ATTORNEYS EYES ONLY

Arden B. Monthly Sales by Group/Location

Location	Location Trait	Month / Metrics	Dec 02 Sls All $	Jan 03 Sls All $	Feb 03 Sls All $	Mar 03 Sls All $	Apr 03 Sls All $	May 03 Sls All $	Jun 03 Sls All $	Jul 03 Sls All $	Aug 03 Sls All $
3377,Southdale Center	Arden B.		89,892	32,565	32,189	44,686	31,603	33,762	43,419	42,679	42,384
3378,Old Orchard	Arden B.		129,859	37,770	46,290	56,492	46,208	47,259	55,022	50,054	52,939
3379,Providence Place Mal	Arden B.		96,865	32,977	42,950	51,594	42,209	46,780	46,151	35,347	52,928
3380,Fayette Mall	Arden B.		73,561	28,735	33,917	46,768	26,629	33,825	41,361	38,421	47,412
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		92,436	33,657	39,379	46,497	37,491	44,065	56,338	52,028	48,823
3383,Mission Viejo Mall	Arden B.		73,192	25,868	27,841	42,258	41,377	41,604	53,767	45,805	52,718
3384,Concord Mills/Outlet	Arden B.		73,453	36,091	32,466	37,760	34,996	43,144	38,156	39,860	42,938
3385,Aventura Mall	Arden B.		98,799	43,388	49,064	76,228	67,238	60,168	68,989	75,898	79,008
3386,Plaza Las Americas	Arden B.		121,926	48,456	50,923	67,626	57,045	57,497	72,290	69,812	61,047
3387,Easton Towne Center	Arden B.		62,222	18,811	23,484	38,817	39,015	38,985	41,801	37,117	44,471
3388,Gateway Mall	Arden B.		42,262	18,012	14,941	19,428	22,498	22,673	27,815	22,885	30,716
3389,Streets At South Poi	Arden B.		58,513	29,555	31,054	37,238	28,470	31,269	36,847	34,783	42,232
3390,Arden Fair	Arden B.		66,245	27,797	31,687	39,191	29,579	29,068	41,671	32,040	33,219
3391,Halsted & Aarmitage	Arden B.							5,648	42,454	31,269	33,182
3392,International Plaza	Arden B.		68,088	22,047	27,270	44,257	35,514	35,863	43,562	40,400	49,789
3393,Willowbend Mall	Arden B.		46,442	17,873	17,987	23,737	21,057	21,531	31,926	34,920	30,017
3395,Sherman Oaks	Arden B.		69,933	32,364	34,771	50,391	36,899	47,790	59,657	45,218	44,983
3396,Florida Mall	Arden B.		30,265	12,764	9,806	15,517	16,172	11,550	20,813	20,713	20,806
3397,Valley Faire	Arden B.		88,534	32,664	38,492	44,978	37,523	38,734	51,682	41,120	50,216
3398,Short Pump Town Ctr.	Arden B.										
3399,Roosevelt Field	Arden B.		89,870	33,046	35,582	49,564	35,487	43,636	44,593	42,397	53,705
3401,Beachwood Place	Arden B.										
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.		53,552	26,058	23,325	33,553	25,038	28,268	37,110	44,351	43,560

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		55,530	35,261	46,463	92,249	35,119	41,572	47,620	40,559	45,117
3378,Old Orchard	Arden B.		64,098	54,282	56,241	103,902	32,029	43,064	52,650	51,557	54,278
3379,Providence Place Mal	Arden B.		74,248	55,346	60,619	111,557	43,093	45,922	55,027	46,174	48,967
3380,Fayette Mall	Arden B.		67,268	54,788	55,189	101,879	39,128	42,665	52,215	43,836	44,669
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		55,644	45,192	50,130	85,146	34,046	34,026	49,848	35,997	41,698
3383,Mission Viejo Mall	Arden B.		59,398	44,999	66,780	117,152	47,292	58,290	67,424	60,819	56,942
3384,Concord Mills/Outlet	Arden B.		45,643	37,618	49,946	63,484	25,377	40,375	47,160	35,756	45,297
3385,Aventura Mall	Arden B.		86,174	55,802	69,580	127,739	57,804	64,720	78,539	85,041	81,132
3386,Plaza Las Americas	Arden B.		87,052	60,655	71,790	174,003	52,082	66,659	82,677	67,666	84,099
3387,Easton Towne Center	Arden B.		56,132	41,700	46,972	71,070	26,342	32,726	46,223	44,080	41,811
3388,Gateway Mall	Arden B.		32,600	20,035	22,878	42,348	20,031	21,663	30,777	24,070	23,786
3389,Streets At South Poi	Arden B.		62,905	47,187	51,730	77,109	39,014	40,031	41,255	34,425	36,484
3390,Arden Fair	Arden B.		41,827	29,452	41,643	69,796	33,593	32,569	42,043	30,444	36,203
3391,Halsted & Aarmitage	Arden B.		37,794	32,122	36,876	51,675	24,942	28,339	37,365	43,156	38,070
3392,International Plaza	Arden B.		51,248	39,748	49,615	84,866	32,960	40,315	47,894	47,506	45,907
3393,Willowbend Mall	Arden B.		39,582	32,556	37,147	64,776	26,682	31,346	38,115	30,787	29,243
3395,Sherman Oaks	Arden B.		58,219	45,178	60,383	89,726	39,844	43,960	55,455	53,101	52,939
3396,Florida Mall	Arden B.		23,533	20,170	23,184	42,483	19,932	24,740	28,802	27,790	25,523
3397,Valley Faire	Arden B.		54,046	47,011	57,986	90,716	42,666	45,807	56,693	48,276	48,795
3398,Short Pump Town Ctr.	Arden B.		45,769	23,349	24,770	40,030	15,318	19,617	23,456	17,899	17,758
3399,Roosevelt Field	Arden B.		68,517	45,388	53,311	103,730	39,047	35,973	53,864	43,638	48,802
3401,Beachwood Place	Arden B.									14,849	63,157
3402,Cherry Hill	Arden B.										
3925,Mall At Millenia	Arden B.		48,010	40,914	43,015	75,344	33,585	33,329	39,191	35,906	39,280

ATTORNEYS EYES ONLY

Page by: Group: 0200,Arden B. Tops Arden B. Monthly Sales by Group

Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3377,Southdale Center	Arden B.		65,486	47,249	58,774	79,458	58,020	68,003	124,019	47,195	7,689
3378,Old Orchard	Arden B.		80,951	70,291	68,163	101,329	83,842	92,214	150,481	42,925	7,075
3379,Providence Place Mal	Arden B.		68,416	59,415	55,741	96,838	69,277	74,237	123,711	37,582	9,084
3380,Fayette Mall	Arden B.		59,924	47,157	44,369	77,647	55,252	59,859	106,023	33,514	4,671
3381,Regency Square Mall	Arden B.										
3382,Willowbrook	Arden B.		60,405	55,546	61,042	64,314	51,953	52,410	117,810	32,649	4,851
3383,Mission Viejo Mall	Arden B.		85,282	69,493	75,028	92,440	69,776	82,235	151,792	55,374	6,365
3384,Concord Mills/Outlet	Arden B.		51,622	60,788	62,796	72,320	32,249	42,143	65,015	33,973	5,347
3385,Aventura Mall	Arden B.		98,512	101,341	100,308	103,189	101,161	94,642	175,007	67,253	9,945
3386,Plaza Las Americas	Arden B.		114,487	89,060	81,696	128,158	73,978	73,441	184,954	48,620	9,796
3387,Easton Towne Center	Arden B.		61,522	47,161	46,635	65,901	43,914	48,963	84,814	23,617	2,873
3388,Gateway Mall	Arden B.		37,103	27,880	28,114	36,678	24,523	27,088	52,818	22,518	2,977
3389,Streets At South Poi	Arden B.		50,603	47,311	50,589	81,055	64,840	61,792	103,003	38,872	4,466
3390,Arden Fair	Arden B.		56,002	49,075	49,782	74,167	50,396	53,186	92,443	36,003	5,610
3391,Halsted & Aarmitage	Arden B.		43,863	37,227	37,360	64,570	50,991	47,115	80,852	27,054	2,983
3392,International Plaza	Arden B.		61,553	60,499	55,069	65,322	56,898	64,720	106,871	36,886	4,124
3393,Willowbend Mall	Arden B.		43,208	31,884	39,662	49,455	48,434	44,022	80,443	29,368	1,605
3395,Sherman Oaks	Arden B.		71,452	60,025	62,376	81,229	67,165	62,469	113,882	38,825	7,172
3396,Florida Mall	Arden B.		33,654	39,647	27,926	36,350	28,934	33,669	62,708	24,219	2,837
3397,Valley Faire	Arden B.		75,540	62,760	62,436	79,014	60,434	61,448	108,275	35,484	4,579
3398,Short Pump Town Ctr.	Arden B.		29,570	22,873	21,696	39,553	35,559	28,645	64,087	17,812	3,089
3399,Roosevelt Field	Arden B.		68,858	56,395	50,682	74,582	61,772	60,698	102,587	36,259	5,930
3401,Beachwood Place	Arden B.		72,483	60,067	56,620	78,363	54,677	59,330	104,308	26,697	6,836
3402,Cherry Hill	Arden B.							35,950	124,966	35,338	5,262
3925,Mall At Millenia	Arden B.		55,007	53,426	49,588	57,270	56,489	50,363	84,748	41,355	6,551

ATTORNEYS EYES ONLY

WS 01568

Location	Location Trait	Month	Sep 00	Oct 00	Nov 00	Dec 00	Jan 01	Feb 01	Mar 01	Apr 01	May 01
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.										
3927,Chandler Mall	Arden B.										
3928,Fashion Show	Arden B.										
3929,Broadway Plaza	Arden B.										
3930,Riverchase Galleria	Arden B.										
3932,Northstar Mall	Arden B.										
3934,Monroeville Mall	Arden B.										
3935,Colorado Mills	Arden B.										
3936,Collins Ave	Arden B.										
3937,Park Meadows	Arden B.										
3938,Mall Of Greenhills	Arden B.										
3940,NYC - 3rd Avenue	Arden B.										
3941,Wrentham Village	Arden B.										
3943,Stony Point Mall	Arden B.										
3945,Oak Park Mall	Arden B.										
3946,Great Mall	Arden B.										
3947,532 Broadway	Arden B.										
3948,104 Fifth Avenue	Arden B.										
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01569

Page by: Group: 0200,Arden B. Tops

Location	Location Trait	Month	Jun 01	Jul 01	Aug 01	Sep 01	Oct 01	Nov 01	Dec 01	Jan 02	Feb 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.										
3927,Chandler Mall	Arden B.										
3928,Fashion Show	Arden B.										
3929,Broadway Plaza	Arden B.										
3930,Riverchase Galleria	Arden B.										
3932,Northstar Mall	Arden B.										
3934,Monroeville Mall	Arden B.										
3935,Colorado Mills	Arden B.										
3936,Collins Ave	Arden B.										
3937,Park Meadows	Arden B.										
3938,Mall Of Greenhills	Arden B.										
3940,NYC - 3rd Avenue	Arden B.										
3941,Wrentham Village	Arden B.										
3943,Stony Point Mall	Arden B.										
3945,Oak Park Mall	Arden B.										
3946,Great Mall	Arden B.										
3947,532 Broadway	Arden B.										
3948,104 Fifth Avenue	Arden B.										
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01570

Page by: Group: 0200,Arden B. Tops

Location	Location Trait	Month	Mar 02	Apr 02	May 02	Jun 02	Jul 02	Aug 02	Sep 02	Oct 02	Nov 02
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.					8,045	45,330	43,750	45,086	38,950	45,058
3927,Chandler Mall	Arden B.						1,902	14,739	21,849	19,014	25,525
3928,Fashion Show	Arden B.				4,493	58,022	43,963	49,263	38,867	37,071	49,064
3929,Broadway Plaza	Arden B.										
3930,Riverchase Galleria	Arden B.									8,335	49,112
3932,Northstar Mall	Arden B.										
3934,Monroeville Mall	Arden B.										22,806
3935,Colorado Mills	Arden B.										33,485
3936,Collins Ave	Arden B.							14,891	18,293	18,670	24,837
3937,Park Meadows	Arden B.										30,925
3938,Mall Of Greenhills	Arden B.										60,651
3940,NYC - 3rd Avenue	Arden B.										48,469
3941,Wrentham Village	Arden B.										35,437
3943,Stony Point Mall	Arden B.										
3945,Oak Park Mall	Arden B.										
3946,Great Mall	Arden B.									56,909	60,772
3947,532 Broadway	Arden B.										
3948,104 Fifth Avenue	Arden B.										
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01571

Location	Location Trait	Month	Dec 02	Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		57,619	37,405	36,793	50,199	30,137	40,688	51,015	41,249	47,769
3927,Chandler Mall	Arden B.		41,733	14,629	16,784	22,803	16,112	16,491	20,890	21,520	22,057
3928,Fashion Show	Arden B.		66,628	32,430	39,569	56,452	38,049	47,272	61,782	54,815	53,658
3929,Broadway Plaza	Arden B.				30,594	52,723	34,739	39,055	41,511	37,971	48,953
3930,Riverchase Galleria	Arden B.		75,944	24,279	24,605	39,626	20,548	21,219	34,967	40,768	48,331
3932,Northstar Mall	Arden B.										
3934,Monroeville Mall	Arden B.		84,853	25,181	29,436	40,175	29,053	32,098	41,447	28,088	35,246
3935,Colorado Mills	Arden B.		46,215	21,010	19,806	12,169	15,462	14,956	13,407	9,036	11,342
3936,Collins Ave	Arden B.		32,403	17,255	26,817	56,191	33,486	31,513	35,169	31,922	30,163
3937,Park Meadows	Arden B.		69,194	24,777	23,668	31,160	22,857	25,555	37,815	35,514	38,013
3938,Mall Of Greenhills	Arden B.		94,149	33,458	36,503	47,440	30,419	30,958	42,526	34,573	38,887
3940,NYC - 3rd Avenue	Arden B.		102,499	47,823	51,683	79,513	56,379	53,577	52,529	49,126	41,066
3941,Wrentham Village	Arden B.		77,382	28,870	25,729	31,533	32,940	53,650	49,036	43,925	69,948
3943,Stony Point Mall	Arden B.										
3945,Oak Park Mall	Arden B.					30,628	52,793	53,498	58,525	57,399	58,128
3946,Great Mall	Arden B.		59,648	35,073	40,992	49,967	69,098	53,875	58,590	43,359	47,630
3947,532 Broadway	Arden B.						55,481	56,788	72,219	62,010	70,885
3948,104 Fifth Avenue	Arden B.							5,416	51,479	44,885	41,306
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WS 01572

Location	Location Trait	Month	Sep 03	Oct 03	Nov 03	Dec 03	Jan 04	Feb 04	Mar 04	Apr 04	May 04
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		54,302	54,443	54,194	83,087	57,486	44,526	62,801	55,144	58,908
3927,Chandler Mall	Arden B.		33,160	23,412	31,275	52,061	19,329	24,318	29,299	25,867	21,574
3928,Fashion Show	Arden B.		70,933	48,702	60,404	83,217	46,640	53,497	79,224	71,195	77,988
3929,Broadway Plaza	Arden B.		52,598	35,150	54,491	88,553	37,991	41,864	60,115	48,262	50,336
3930,Riverchase Galleria	Arden B.		66,297	53,035	66,690	116,973	40,055	45,604	56,774	44,031	48,939
3932,Northstar Mall	Arden B.			58,481	82,286	125,826	43,250	47,296	60,841	61,644	51,452
3934,Monroeville Mall	Arden B.		53,664	36,260	45,038	77,149	22,657	33,094	36,869	40,680	38,793
3935,Colorado Mills	Arden B.		12,081	8,186	18,614	28,830	9,536	13,024	14,198	11,782	13,848
3936,Collins Ave	Arden B.		28,791	25,148	29,112	55,175	28,929	34,999	55,682	49,400	39,057
3937,Park Meadows	Arden B.		37,653	32,611	41,183	83,801	24,984	29,896	39,703	36,492	38,789
3938,Mall Of Greenhills	Arden B.		62,059	48,216	56,026	105,303	40,451	41,496	60,402	43,817	43,693
3940,NYC - 3rd Avenue	Arden B.		79,074	61,198	70,324	96,471	49,029	56,650	72,711	65,222	68,062
3941,Wrentham Village	Arden B.		55,253	42,267	52,791	68,874	16,865	33,160	39,300	46,185	45,318
3943,Stony Point Mall	Arden B.		24,054	28,184	25,845	49,342	16,268	17,838	20,099	16,549	20,800
3945,Oak Park Mall	Arden B.		69,985	42,424	53,883	109,260	34,998	44,913	53,486	45,488	48,050
3946,Great Mall	Arden B.		45,085	40,879	59,979	71,180	20,099	54,605	52,305	51,529	51,559
3947,532 Broadway	Arden B.		92,732	67,435	68,205	89,779	43,217	50,057	79,923	72,707	73,814
3948,104 Fifth Avenue	Arden B.		67,070	43,884	37,848	67,402	41,625	47,431	59,012	51,194	53,903
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

WS 01573

ATTORNEYS EYES ONLY

Location	Location Trait	Month	Jun 04	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05
		Metrics	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $	Sls All $
3926,Farmers Market	Arden B.		87,447	69,490	81,050	100,985	86,158	88,432	118,949	73,419	9,251
3927,Chandler Mall	Arden B.		32,346	29,011	33,414	50,281	42,105	42,487	80,275	32,415	4,908
3928,Fashion Show	Arden B.		89,615	71,645	67,733	108,174	74,028	68,076	102,023	42,943	7,843
3929,Broadway Plaza	Arden B.		72,258	58,271	59,394	86,951	69,155	72,289	117,921	47,767	5,650
3930,Riverchase Galleria	Arden B.		65,611	55,507	50,004	86,187	74,509	72,726	136,576	41,692	5,782
3932,Northstar Mall	Arden B.		65,481	69,803	56,675	89,673	76,371	75,607	131,091	48,329	6,265
3934,Monroeville Mall	Arden B.		50,790	41,961	43,446	53,286	37,000	44,919	101,512	25,113	2,825
3935,Colorado Mills	Arden B.		17,945	15,818	29,160	19,815	10,390	13,001	13,480	12,613	792
3936,Collins Ave	Arden B.		41,366	39,594	37,482	25,625	35,118	33,097	55,557	37,536	4,353
3937,Park Meadows	Arden B.		46,905	39,737	39,587	51,055	37,885	38,937	91,956	27,464	4,714
3938,Mall Of Greenhills	Arden B.		58,912	46,896	45,448	77,144	55,451	59,063	116,043	38,331	7,354
3940,NYC - 3rd Avenue	Arden B.		78,202	74,483	85,513	121,145	87,751	87,513	130,216	56,527	9,541
3941,Wrentham Village	Arden B.		75,645	78,189	76,747	74,911	47,235	43,883	80,951	27,292	3,494
3943,Stony Point Mall	Arden B.		21,016	20,625	19,597	28,240	29,296	24,311	48,543	17,544	2,056
3945,Oak Park Mall	Arden B.		52,007	55,458	52,072	73,806	52,640	59,426	122,891	36,106	5,927
3946,Great Mall	Arden B.		73,037	58,665	50,534	49,771	13,795	22,782	18,140	28,638	1,405
3947,532 Broadway	Arden B.		104,569	80,530	71,291	126,505	98,539	82,428	128,372	52,791	6,342
3948,104 Fifth Avenue	Arden B.		70,949	56,215	55,092	98,031	69,672	65,021	102,757	44,327	6,231
Total			[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ATTORNEYS EYES ONLY

WET SEAL, INC.

Arden B.

1/13/99

1999 Media Recommendation - Option III

MEDIA	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	[illegible]
Lifestyle													
Cosmopolitan	$55,253			$98,900	$98,900			$109,480	$98,900				$461,4
Glamour				$75,161	$75,161			$75,161	$75,161			$75,161	$375,8
In Style	$38,698		$42,840	$42,840	$42,840			$42,840	$42,840			$42,840	$285,73
Jane				$24,737	$24,737			$24,737	$24,737		$24,737	$24,737	$148,42
Entertainment Weekly			$124,930	$62,465				$62,465	$62,465				$312,325
TOTALS	$93,943	$0	$167,770	$304,103	$241,638	$0	$0	$314,683	$304,103	$0	$24,737	$142,738	$1,593,715

W 18-34	
Gross Impressions	103,026,000
Reach	52.8
3+ Reach	38.9
Frequency	5.9

W 18-44	
Gross Impressions	139,978,000
Reach	46.8
3+ Reach	32.5
Frequency	5.4

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

The Wet Seal, Inc., Opposer
v.
FD Management, Inc., Applicant
Opposition No. 91,157022

OPPOSER'S EXHIBIT NO. 17

WS 000238

ADVERTISING - NON LEASE REQUIRED

Non Lease Required Advertising is planned on a per store basis. This expense includes all marketing/advertising expense that does not relate to advertising required per the stores' leases.

Non Lease Required Advertising for AB for 2000 is planned at:	$475,001
% of Sales	0.57%
Per Store	$5,638
versus the 1999 forecast without the print media advertising campaign of:	$345,260
% of Sales	0.61%
Per Store	$4,962
The per store cost with the print media advertising campaign in 1999 is:	$26,239
% of Sales	3.20%

There is not a print media advertising campaign planned for 2000.

Analysis of 2000 plan for Arden B.,
as compared to 1999:

	Combined 2000 Plan	Combined 1999 Forecast
In Store Promotions and Signage	$355,000	$149,000
Photo Shoots	$100,000	165,000
Publications	$0	7,000
Sponsorship		
Grand Openings	20,000	19,000
TOTAL	*$475,000*	*$340,000*
Matthews Mark		1,485,862
GRAND TOTAL	*$475,000*	*$1,825,862*

First Qtr	Second Qtr	Third Qtr	Fourth Qtr	
113,460	129,454	125,572	106,514	*$475,000*
24%	27%	26%	22%	*100%*

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ATTORNEYS
EYES ONLY

WS 000239

The Wet Seal, Inc. Opposer
v.
FD Management, Inc. Applicant
Opposition No. 91157022

OPPOSER'S EXHIBIT NO. 18

Publication	January	February	March	April	May	June	July	August	September	October	November	December	TOTAL
VOGUE									4 Page Insert $151,779	4 Page Insert $144,409	4 Page Insert $145,859		$442,047
INSTYLE									Spread $96,084	Single $48,042	Single $48,042		$192,168
HARPER'S BAZAAR												Spread $20,000	$20,000
COAST											Spread $2,666	Spread $2,666	$5,332
MISCELLANIOUS											Boy Beaut Tanks $6,000		$6,000
TOTAL GROSS	$0	$0	$0	$0	$0	$0	$0	$0	$247,863	$192,451	$202,567	$22,666	$665,547

The Wet Seal, Inc., Opposer
v.
FD Management, Inc., Applicant
Opposition No. 91,157022

OPPOSER'S EXHIBIT NO. 19

WS 001254

WET SEAL, INC.
Arden B.
2002 Media Recommendation

MEDIA	January	February	March	April	May	June	July	August	September	October	November	December	TOTAL
Vogue *Circ 1.1 million* *Median Age 34*		$150,700	$151,230		$112,596			$147,090	$152,630		$146,790	$146,790	$1,007,826
Marie Claire *Circ 825,000* *Median Age 31*			$66,000		$33,000								$99,000
InStyle *Circ 1.6 million* *Median Age 32*			$106,448					$53,244	$53,244		$53,244		$266,180
Glamour *Circ 2.1 million* *Median Age 32*			$49,390 (regional)										$49,390
Cosmopolitan *Circ 1 million (top 10 mkts)* *Median Age 32*									$27,092	$27,092	$27,092	$27,092	$108,368
Harper's Bazaar *Circ 732,000* *Median Age 36.4*		$20,000											$20,000
San Jose Mercury *Newspaper Buy*								$2,867					$2,867
The Collection *Vogue Shopping Section*									$6,000				$6,000
Outdoor Shelters									$3,200	$3,200	$3,200		$9,600
Events & Promotions			$81,233 left for the year										$81,533
Total Impressions													

18-Jul-02

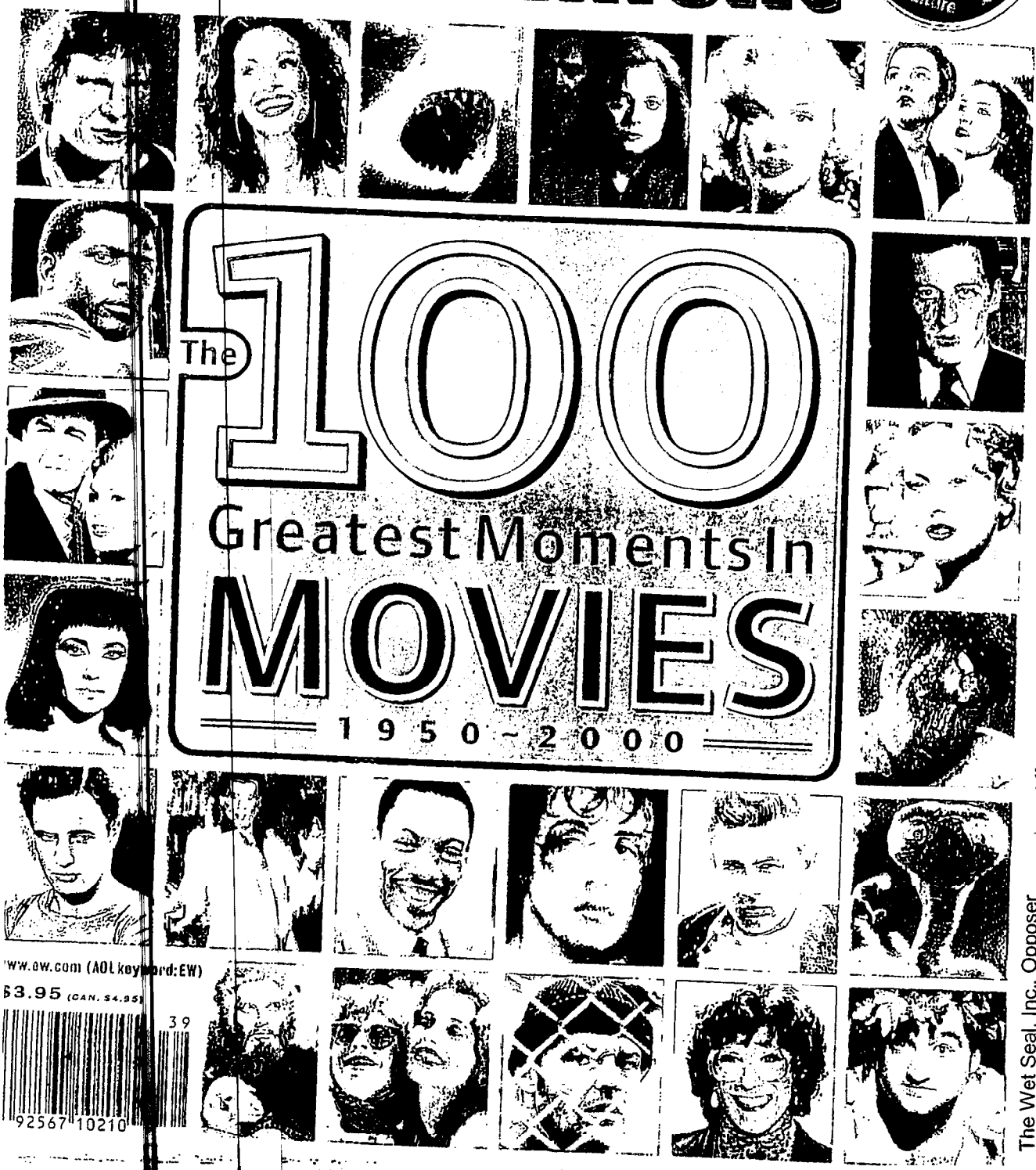
X20

SPECIAL COLLECTOR'S ISSUE

#504 · September 24, 1999

Entertainment WEEKLY

THE FAB 400
Third of Four Issues Celebrating Pop Culture



The 100 Greatest Moments In MOVIES

1950–2000

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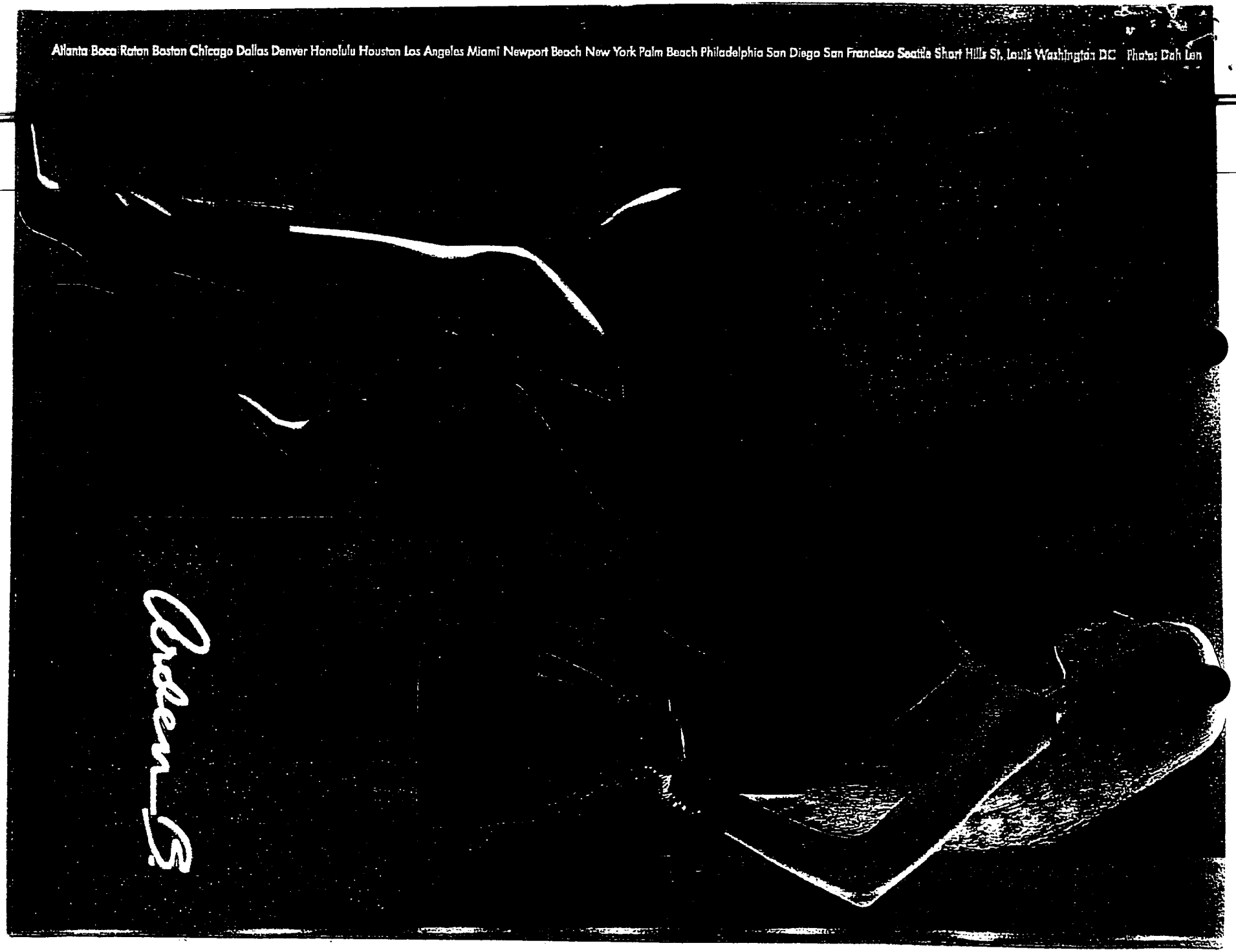
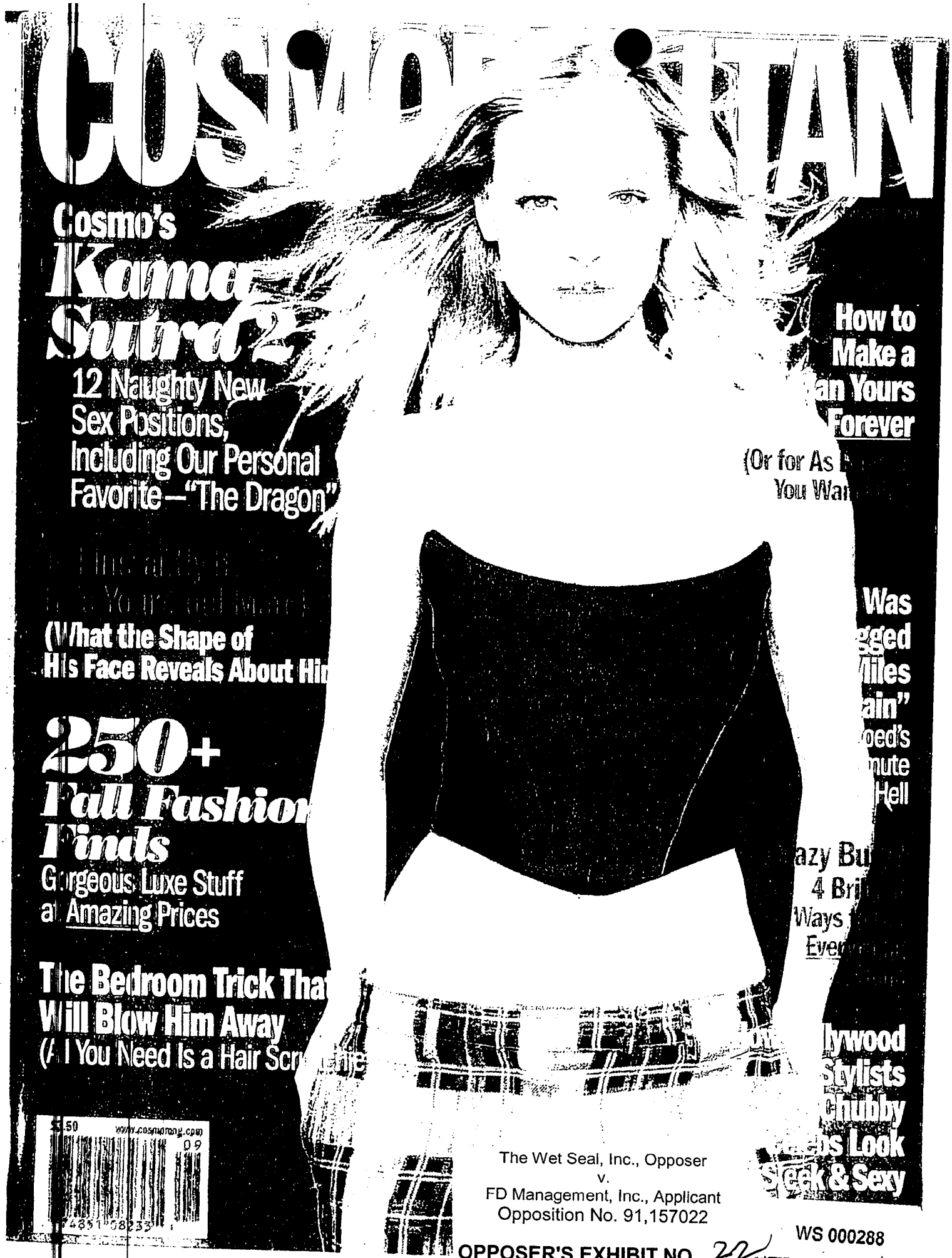
$3.95 (CAN. $4.95)
39
92567 10210

The Wet Seal, Inc., Opposer
v.
ED Management, Inc., Applicant
Opposition No. 91,157022

POSER'S EXHIBIT NO. 21

Atlanta Boca Raton Boston Chicago Dallas Denver Honolulu Houston Los Angeles Miami Newport Beach New York Palm Beach Philadelphia San Diego San Francisco Seattle Short Hills St. Louis Washington DC Photo: Dah Len





The Wet Seal, Inc., Opposer
v.
FD Management, Inc., Applicant
Opposition No. 91,157022

OPPOSER'S EXHIBIT NO. 22

WS 000288

Atlanta Boca Raton Boston Chicago Dallas Denver Honolulu Houston Los Angeles Miami Newport Beach New York Palm Beach Philadelphia San Diego San Francisco Seattle Short Hills St. Louis Washington DC Photo: Don Lee
Arden's

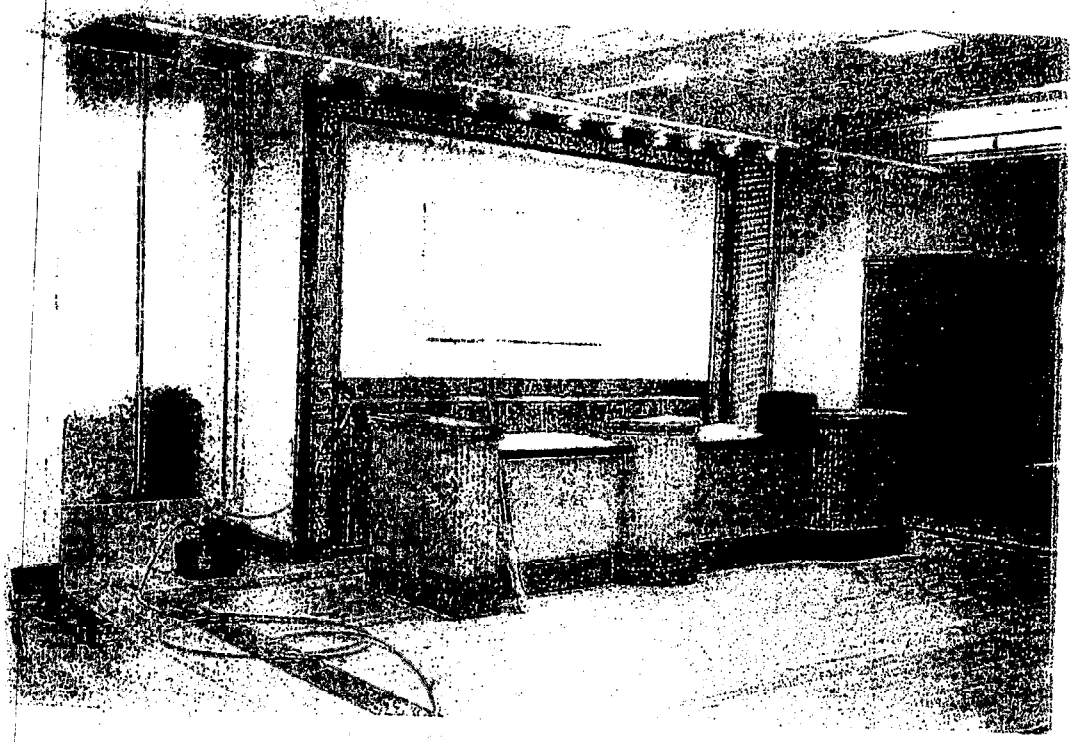
WS 000291

The Wet Seal, Inc., Opposer
v.
FD Management, Inc., Applicant
Opposition No. 91,157022

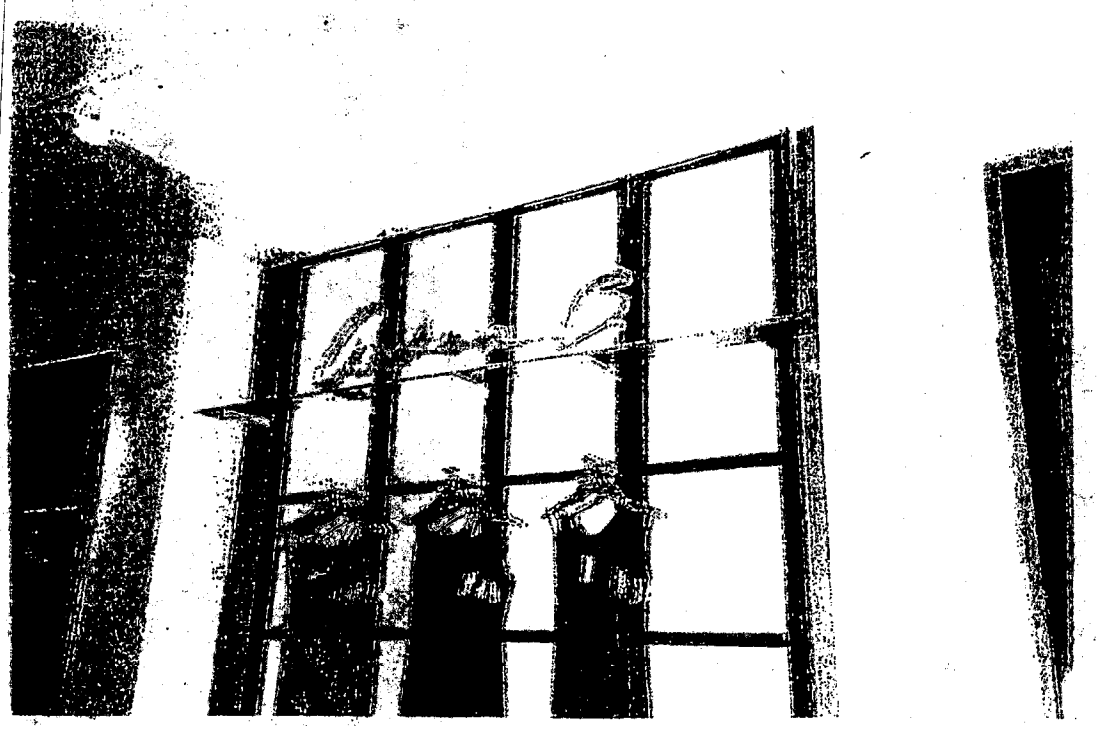
WS 000357

OPPOSER'S EXHIBIT NO. 23

WS 000358



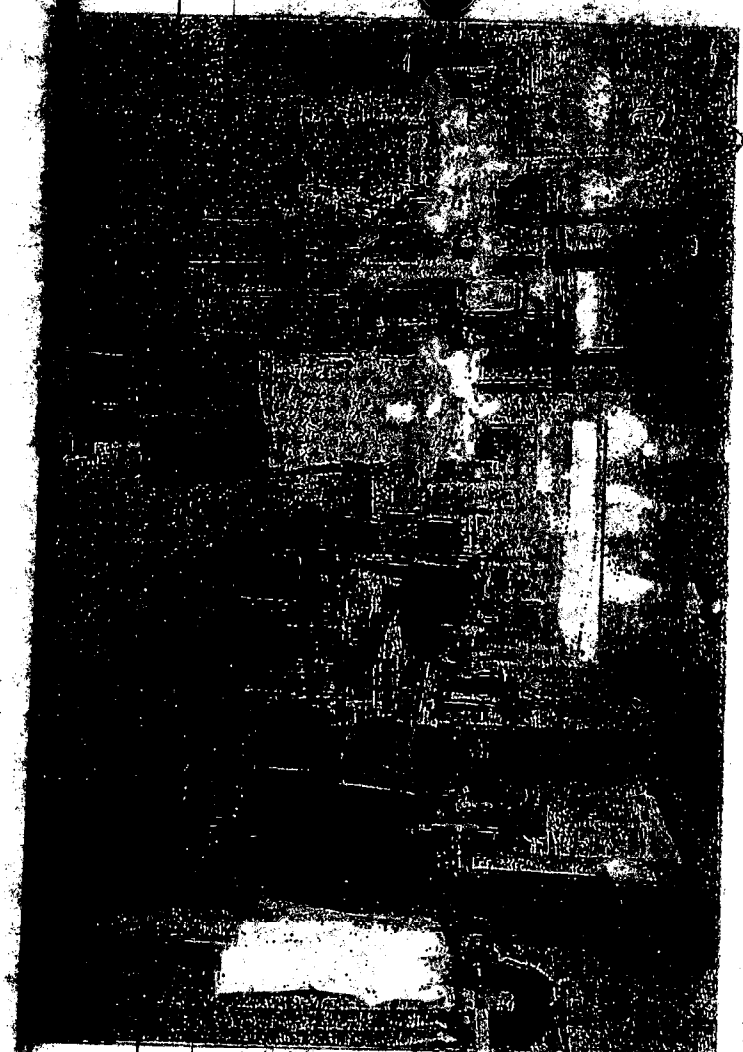
WS 000360



WS 000361

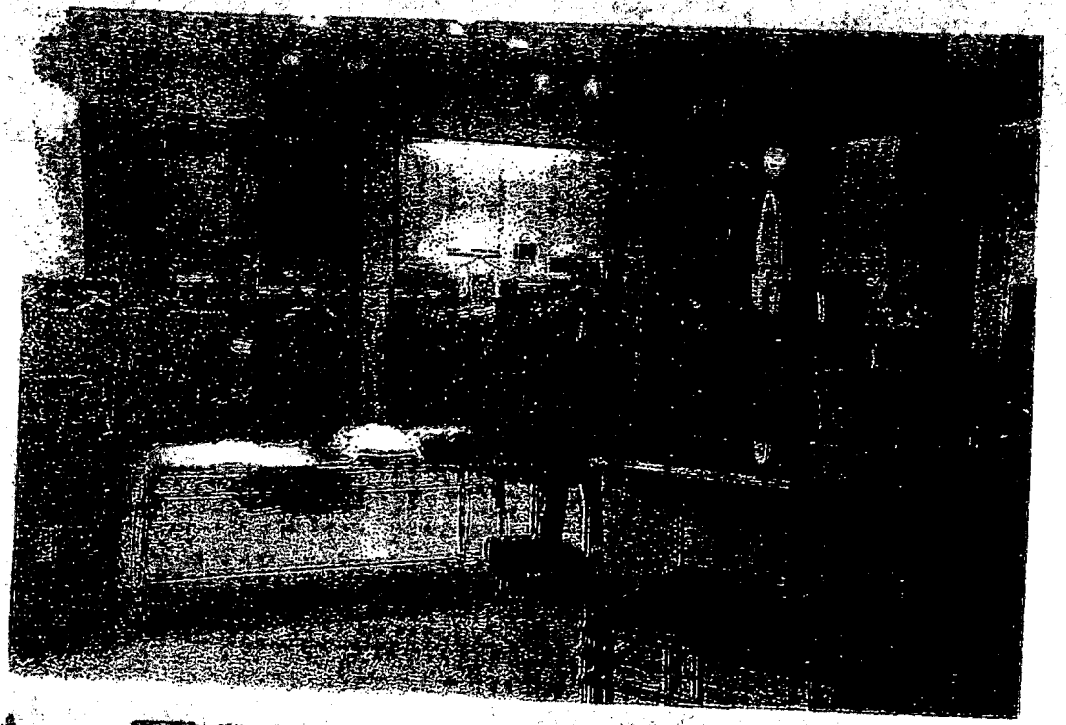
300
South Street
Braintree, MA

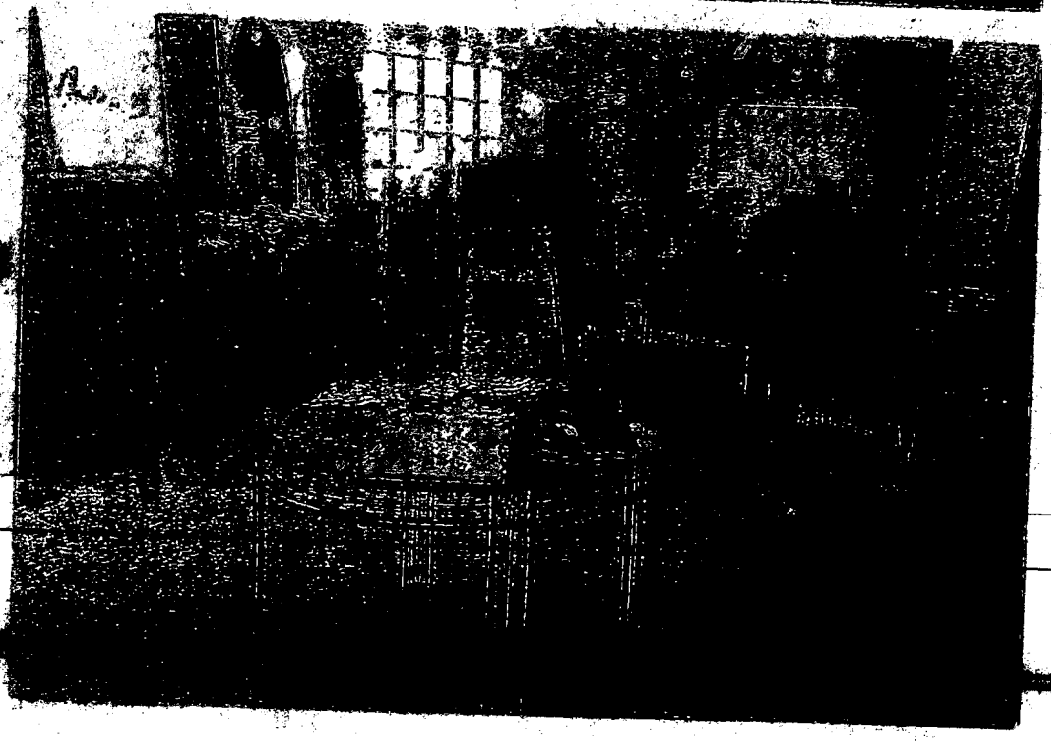
WS 000368



#305
The Gardens . Cl.

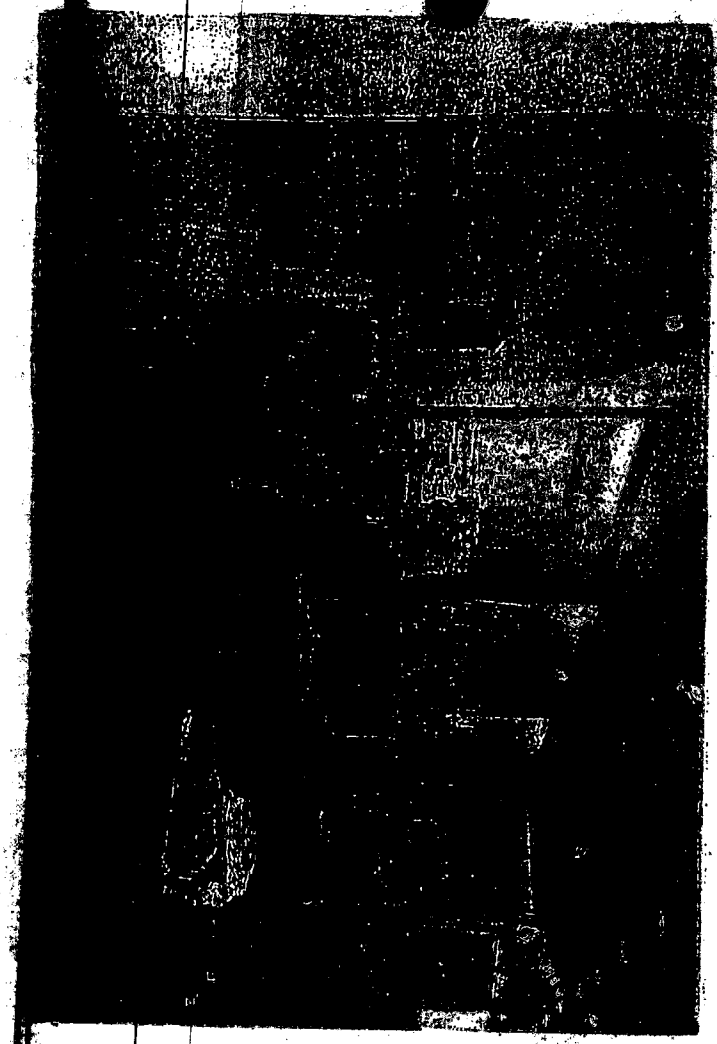
WS 000369





#304
Glendale Galleria

WS 000370

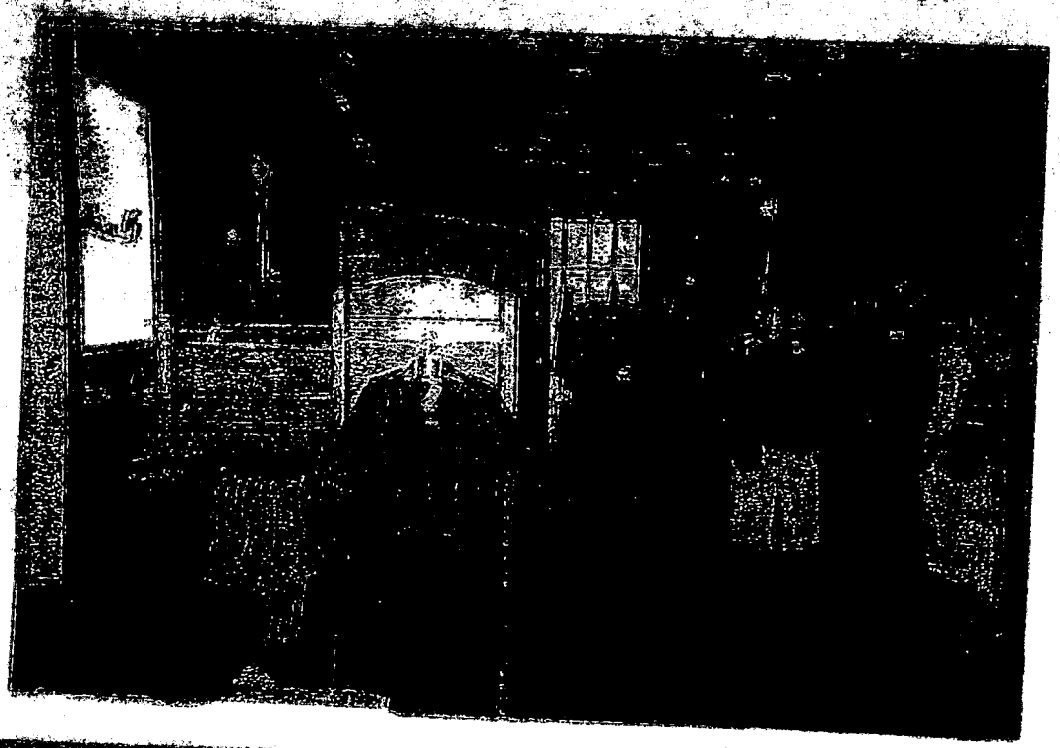


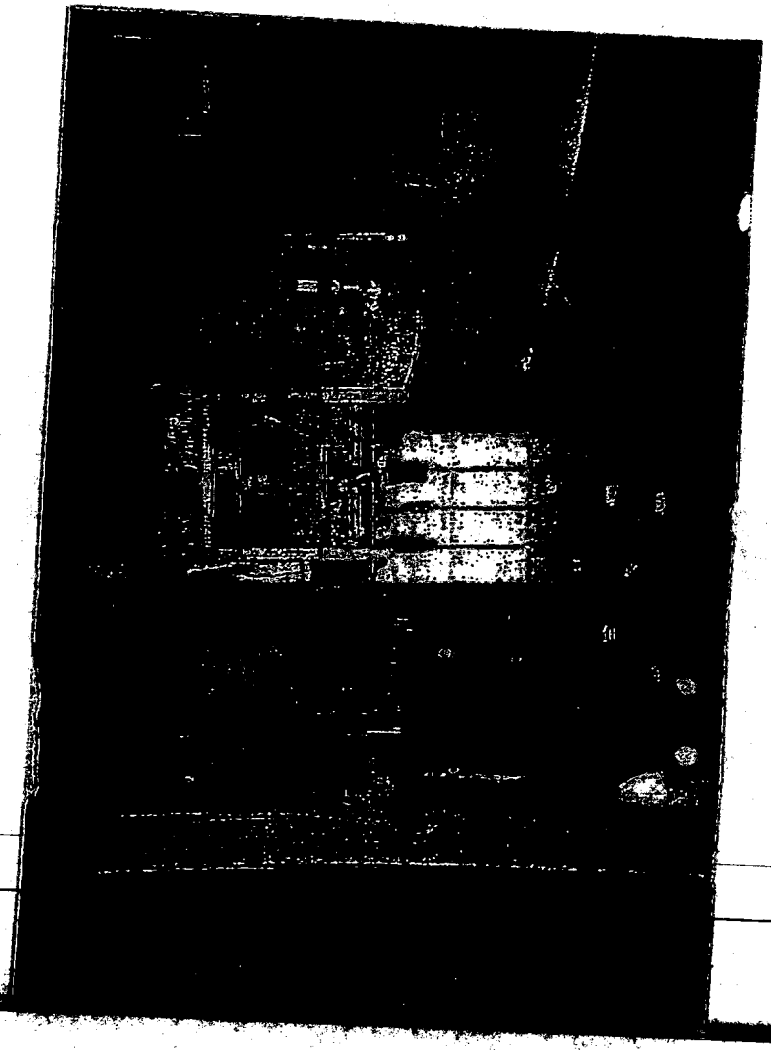
305
Houston Galleria

WS 000371

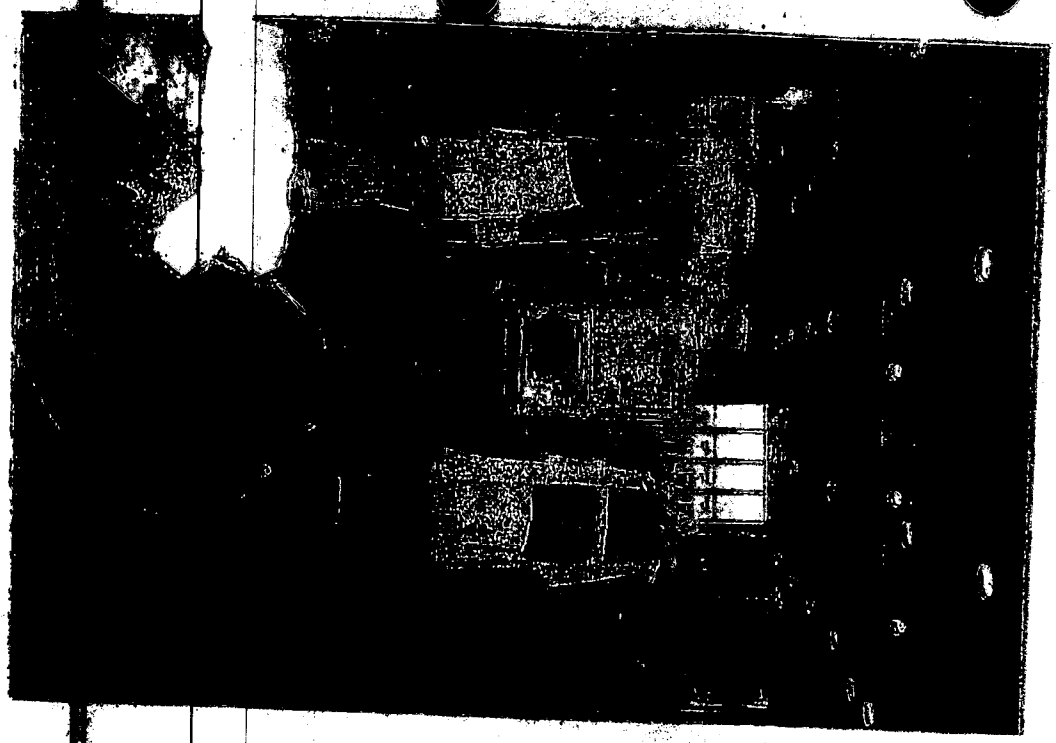
WS 000372

#501
Santa Monica Place, CA



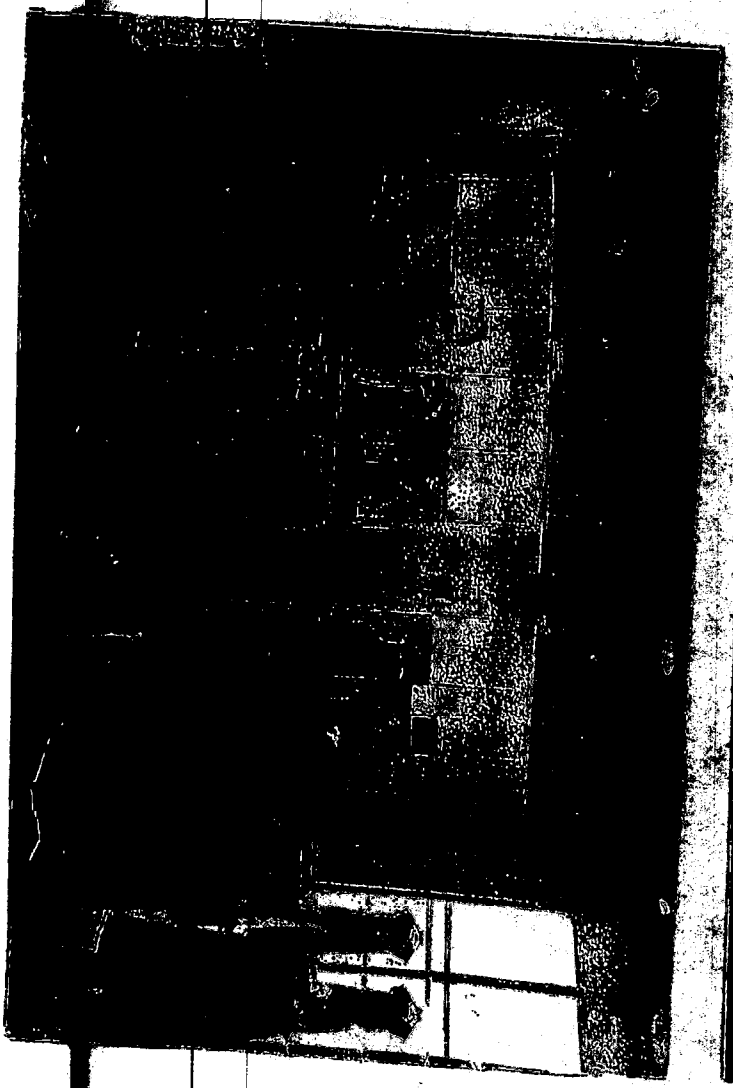


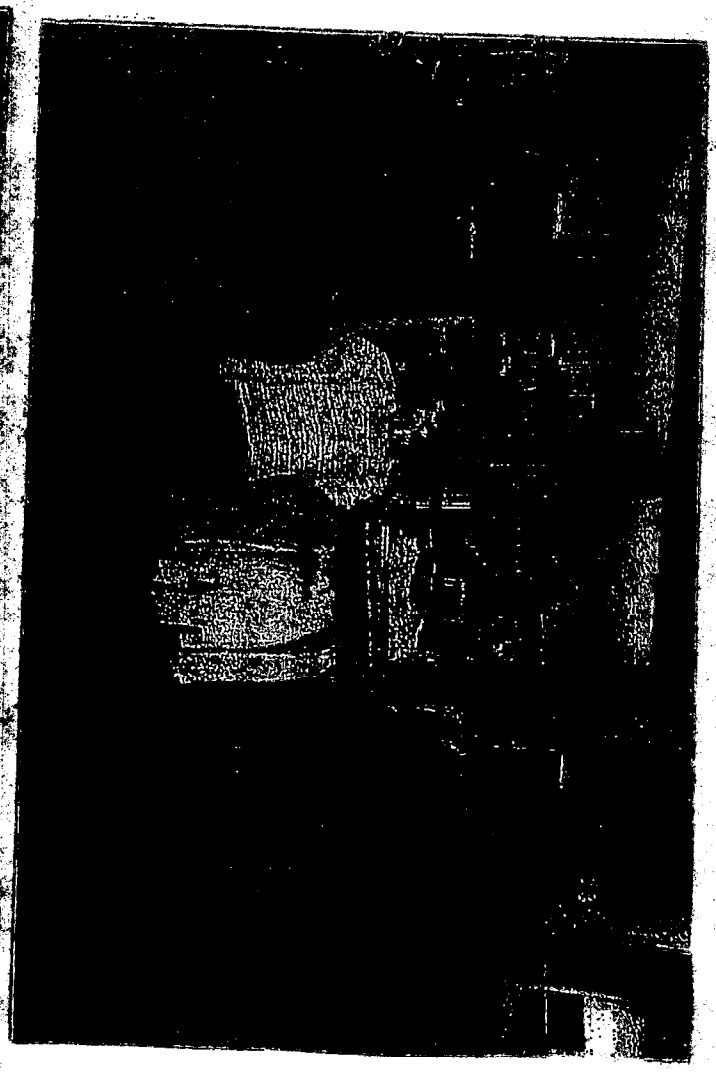
WS 000373

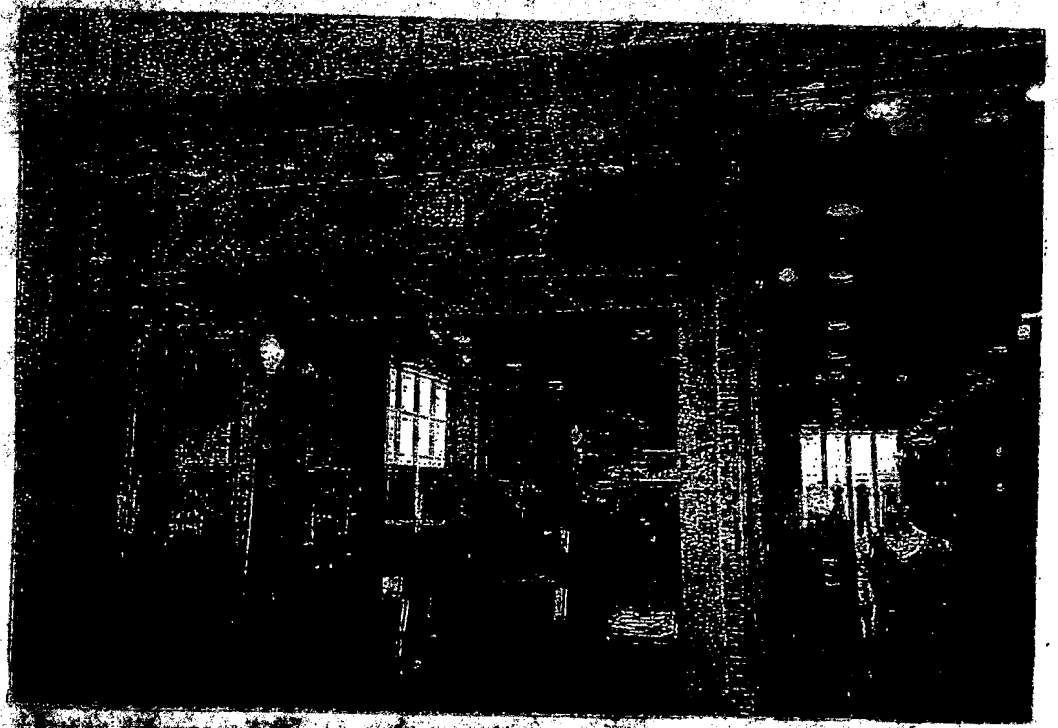


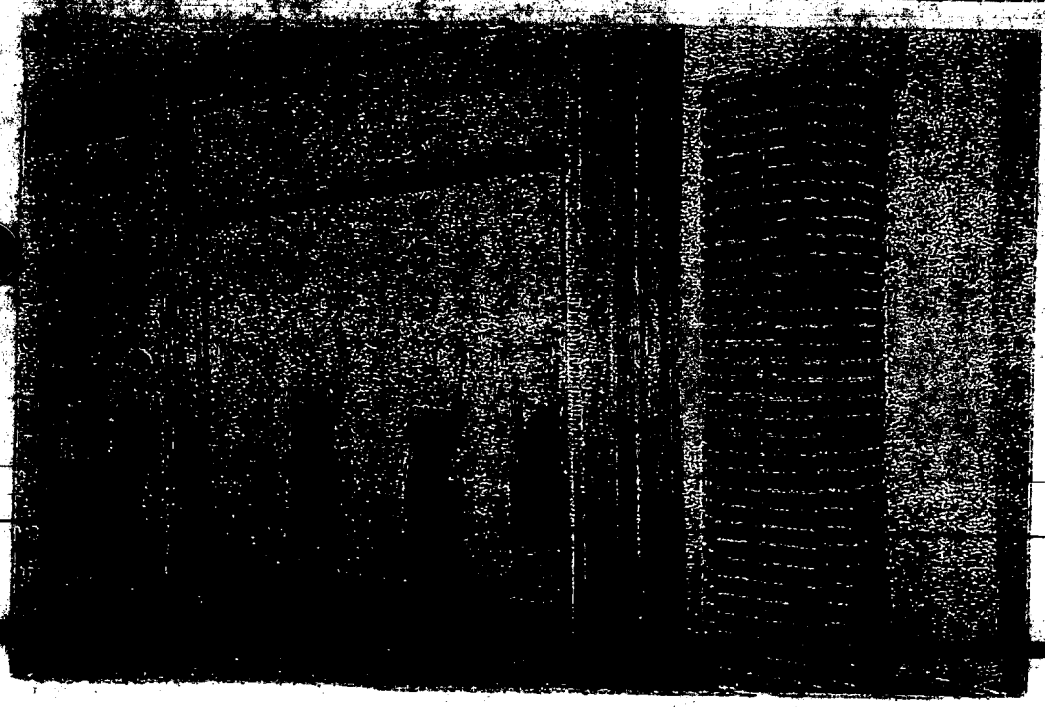
#312
Newport Center

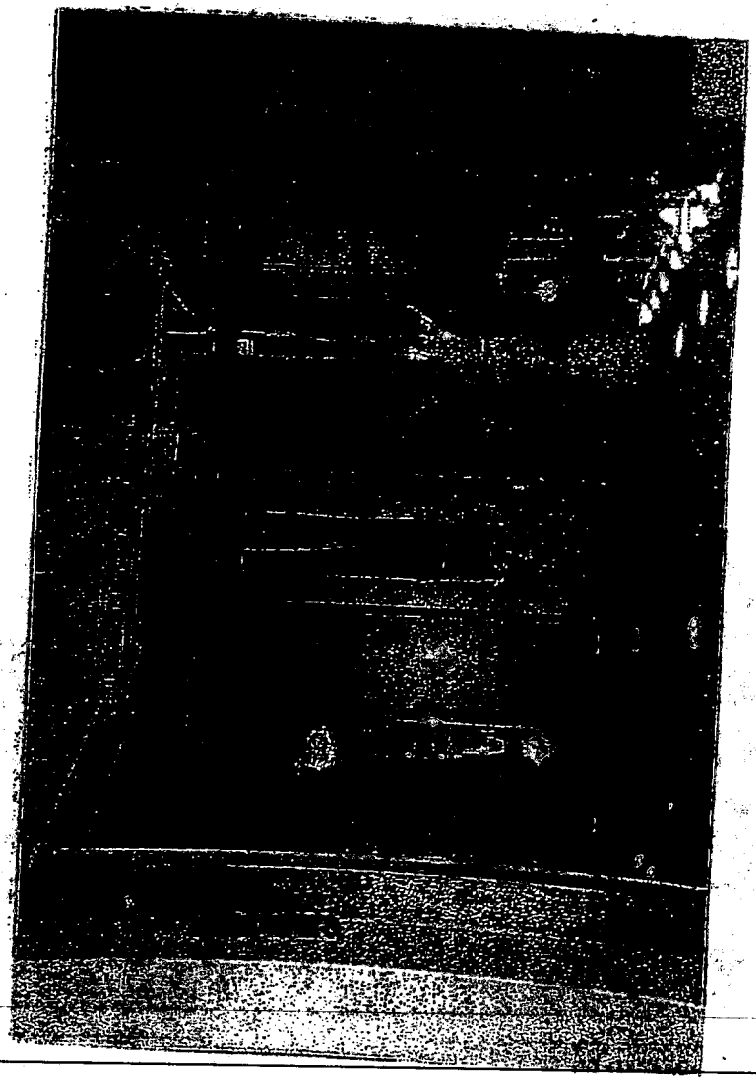
WS 000374



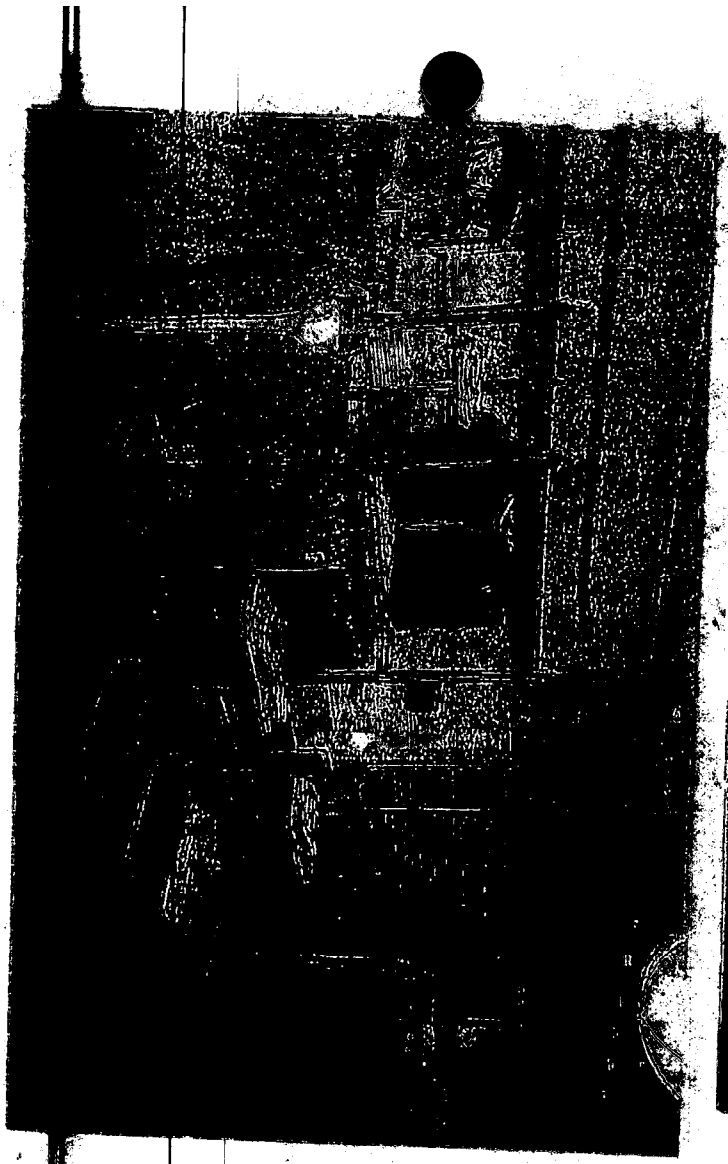






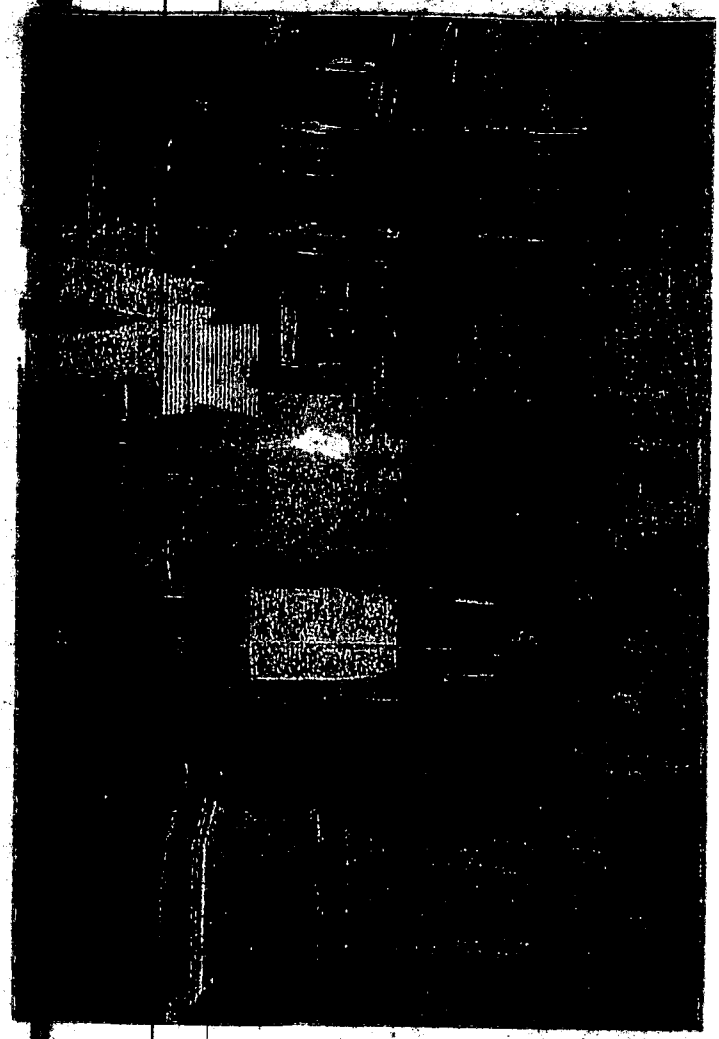


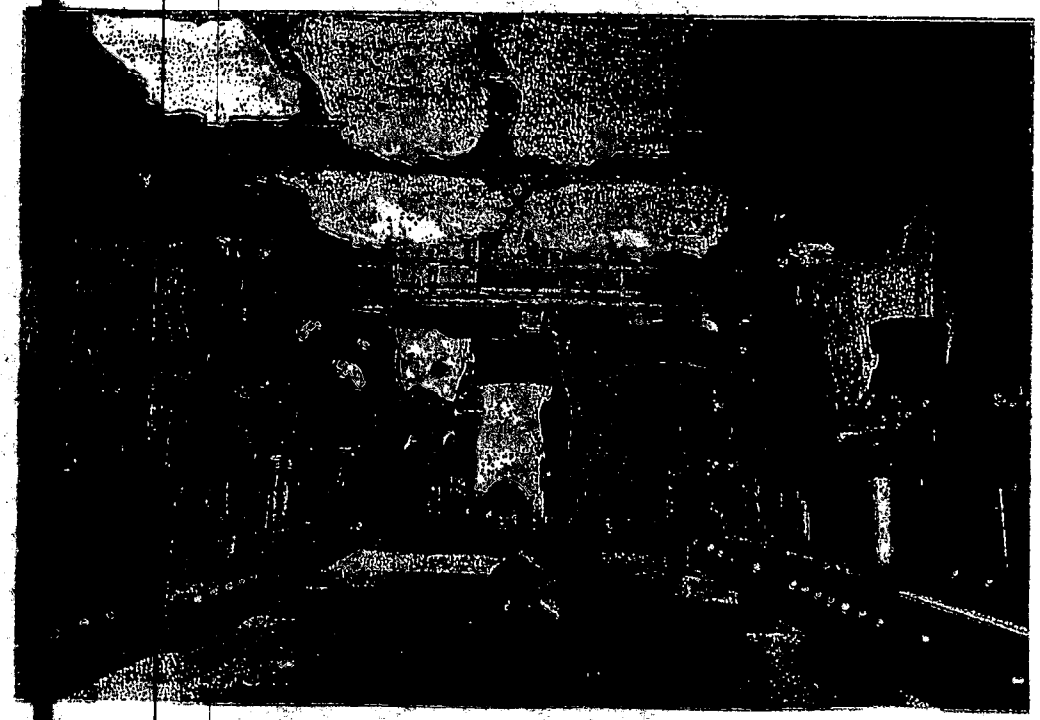
WS 000375



#314
Oak Street, Chicago

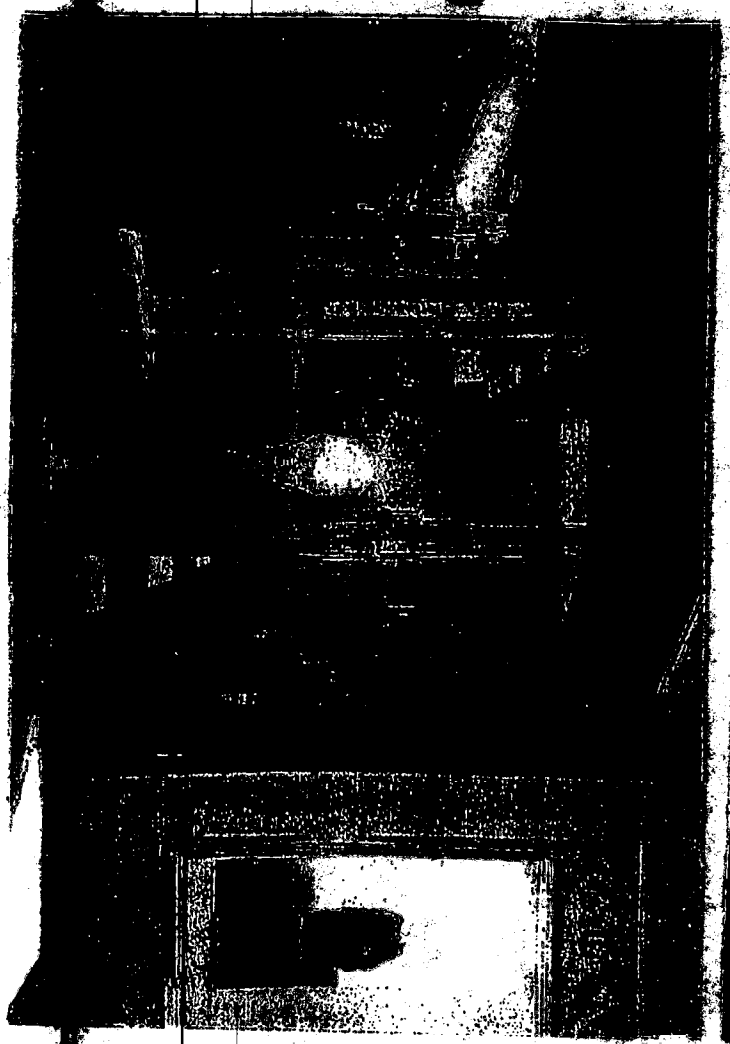
WS 000376

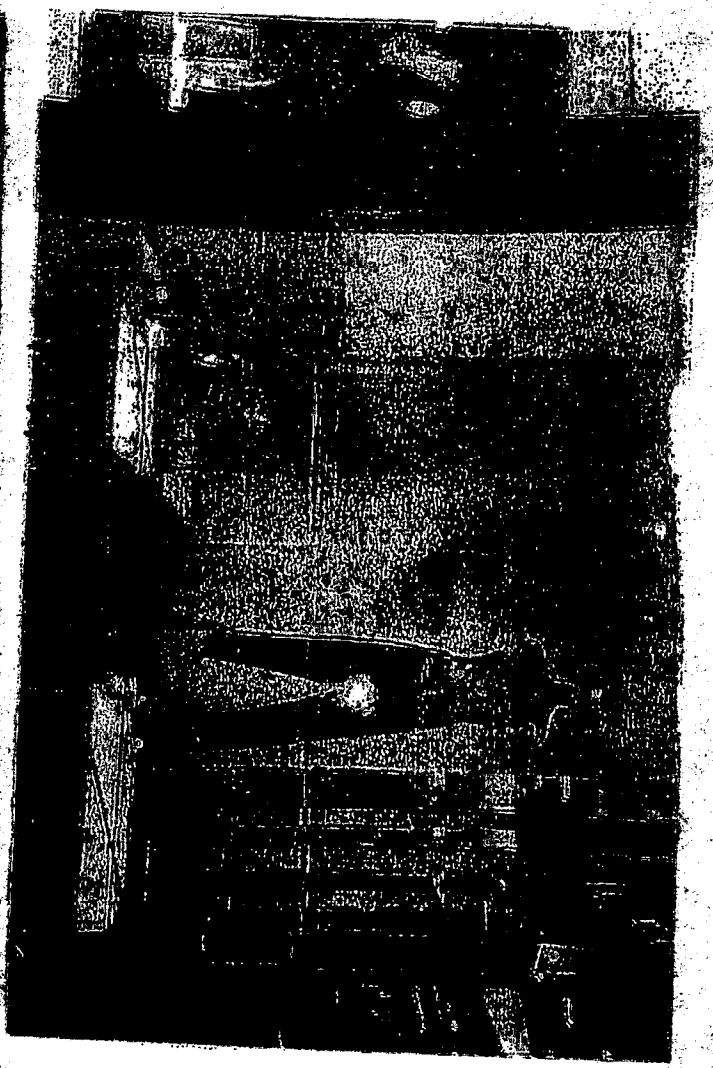


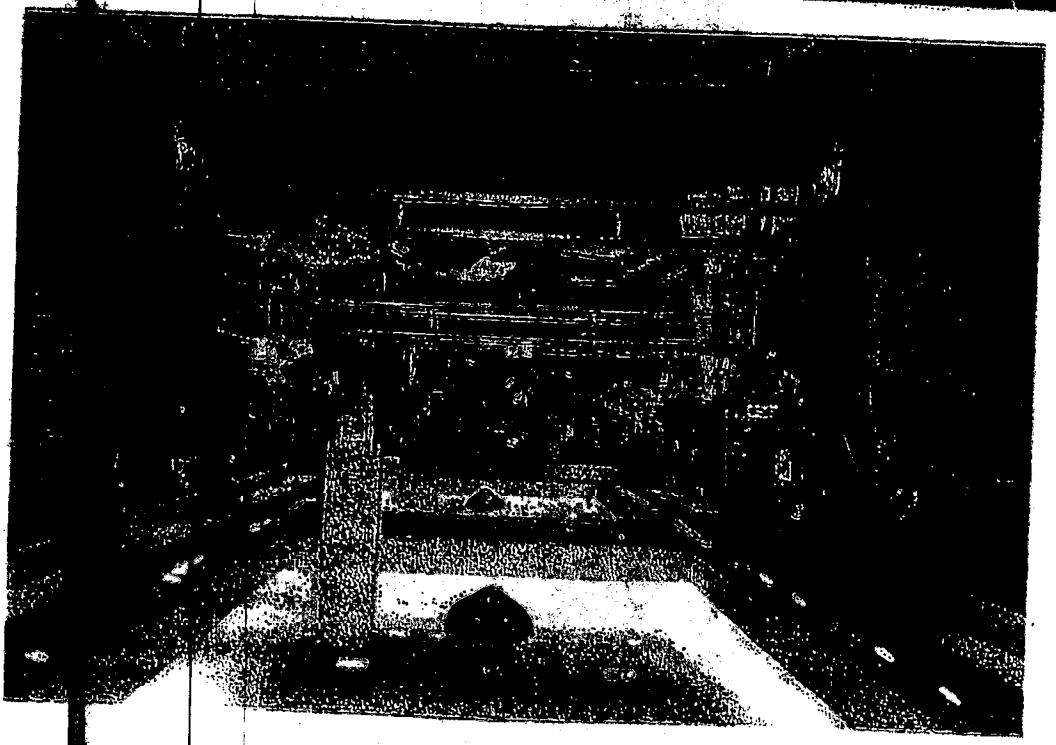


#319
Lenox Square

WS 000377

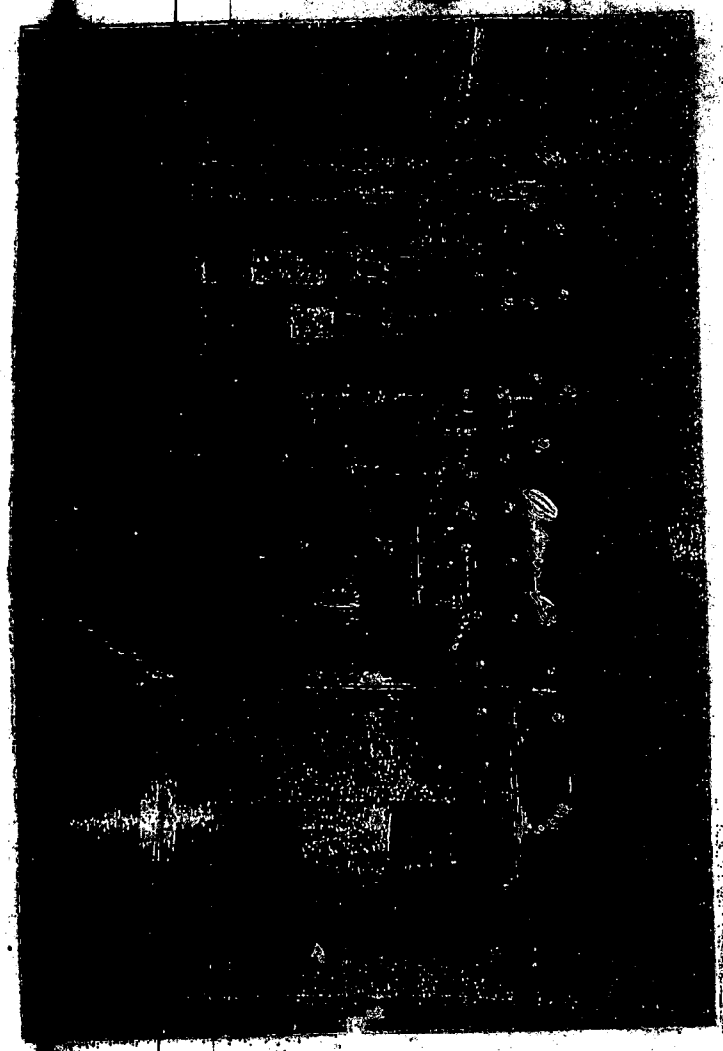


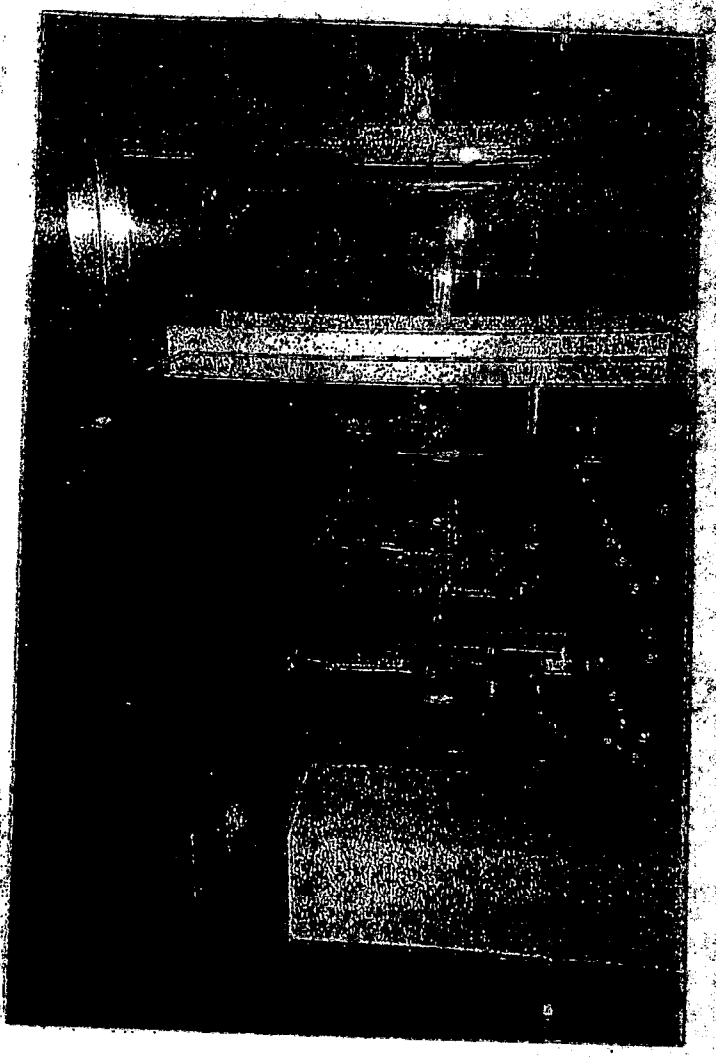




"3.23
Short hills mall N.J.

WS 000378



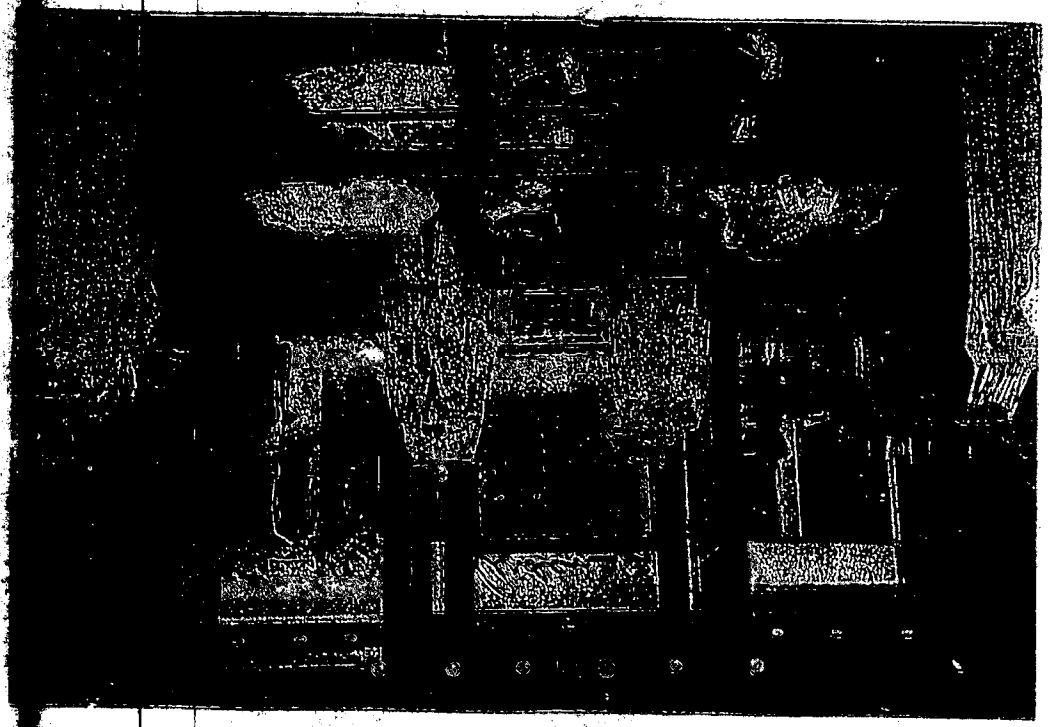


#325

WS 000379

#355
Hayward Mall SC

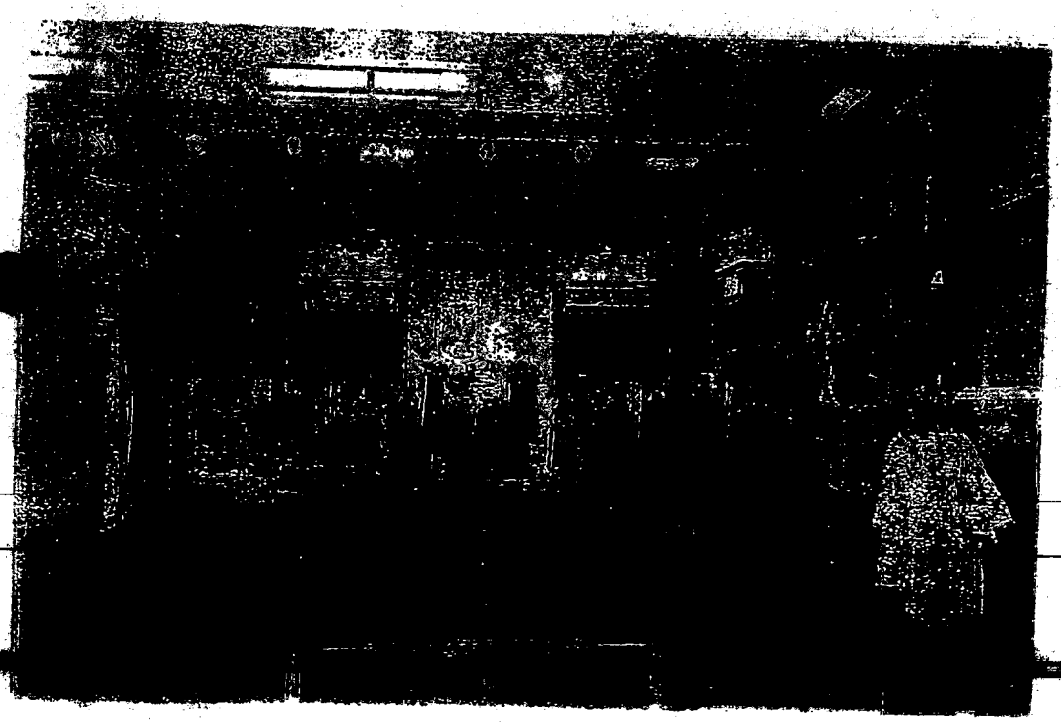
WS 000380

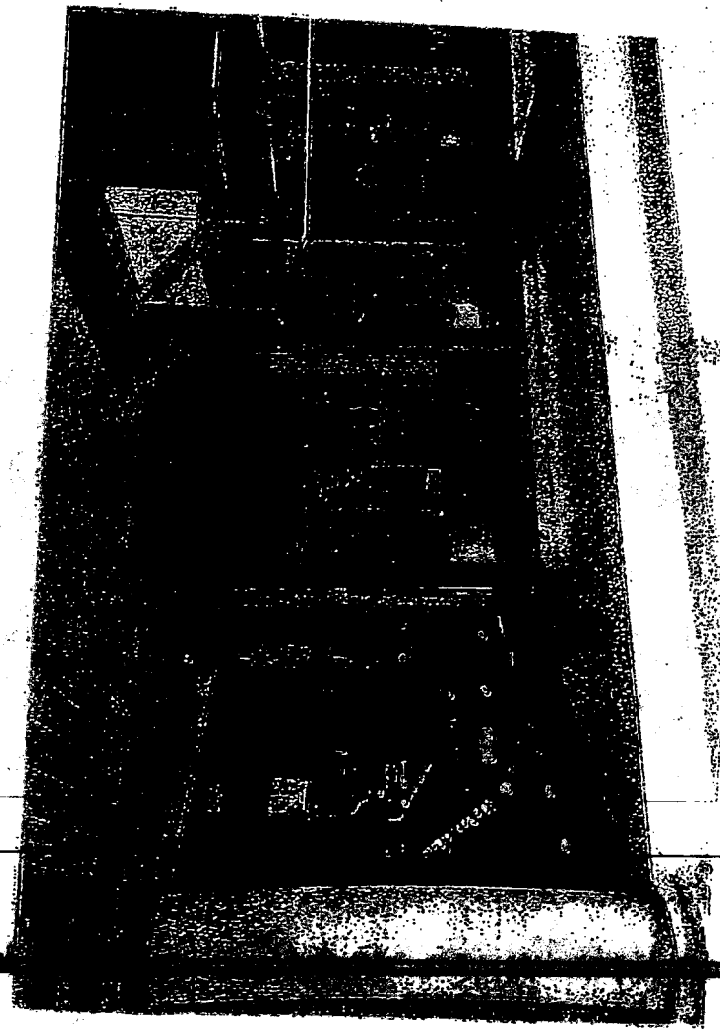


#334
Perimeter Mall 6A

WS 000381

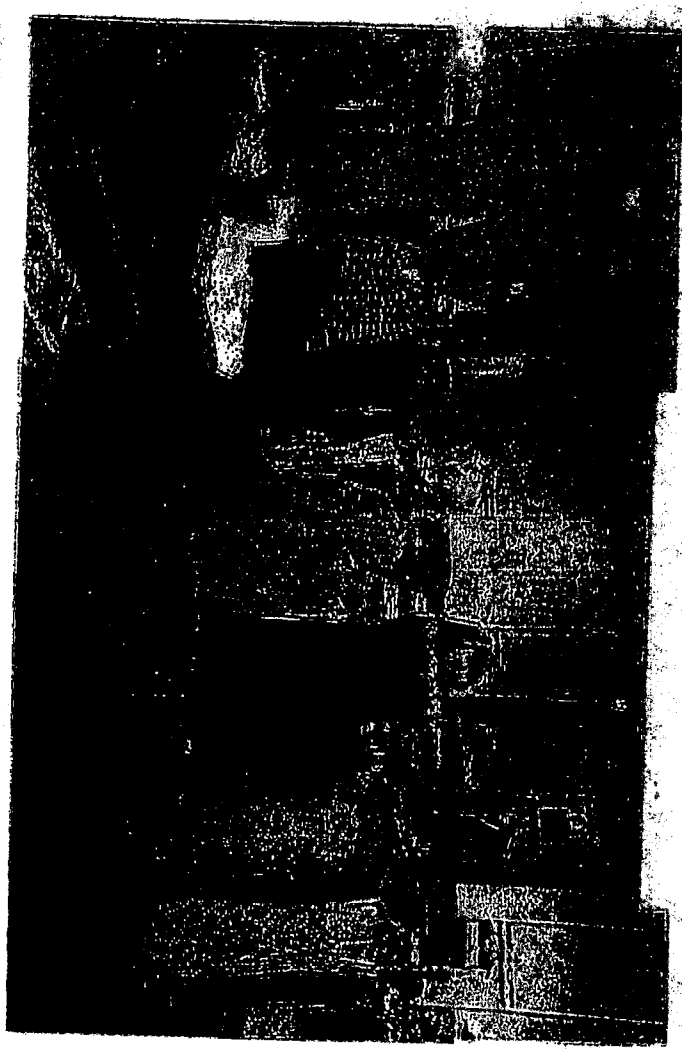
#343- Freehold Raceway N.J.





WS 000382

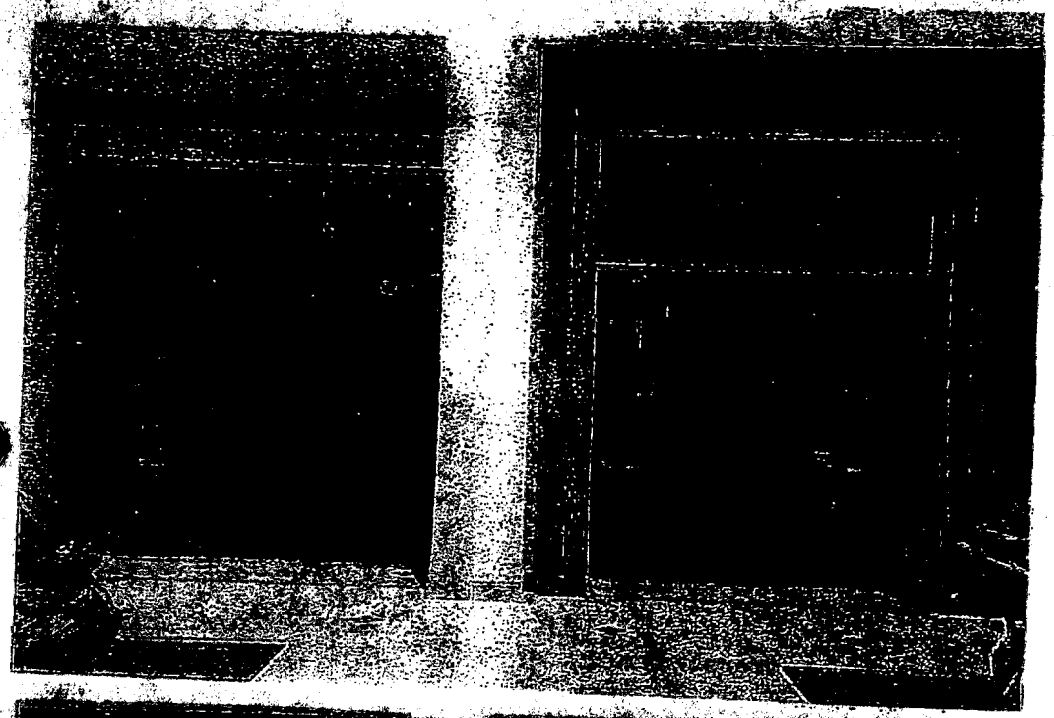
WS 000383



544
Towson Town Center, MD

WS 000384

#360
Town Center At Cobb GA

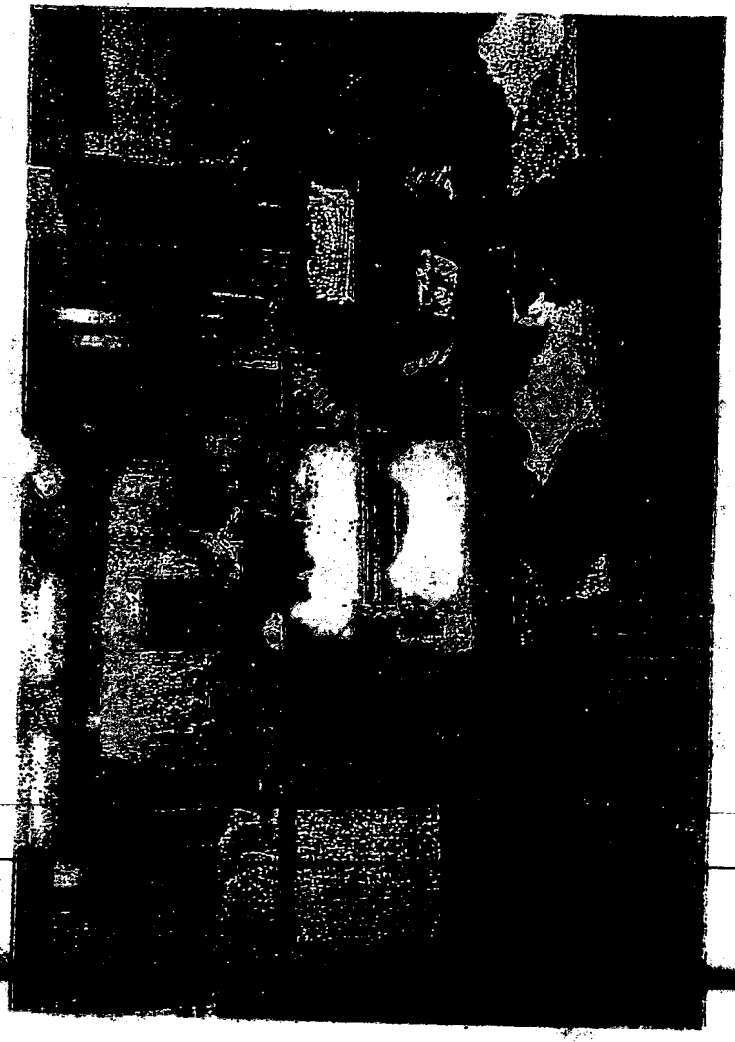


WS 000385

WS 000386

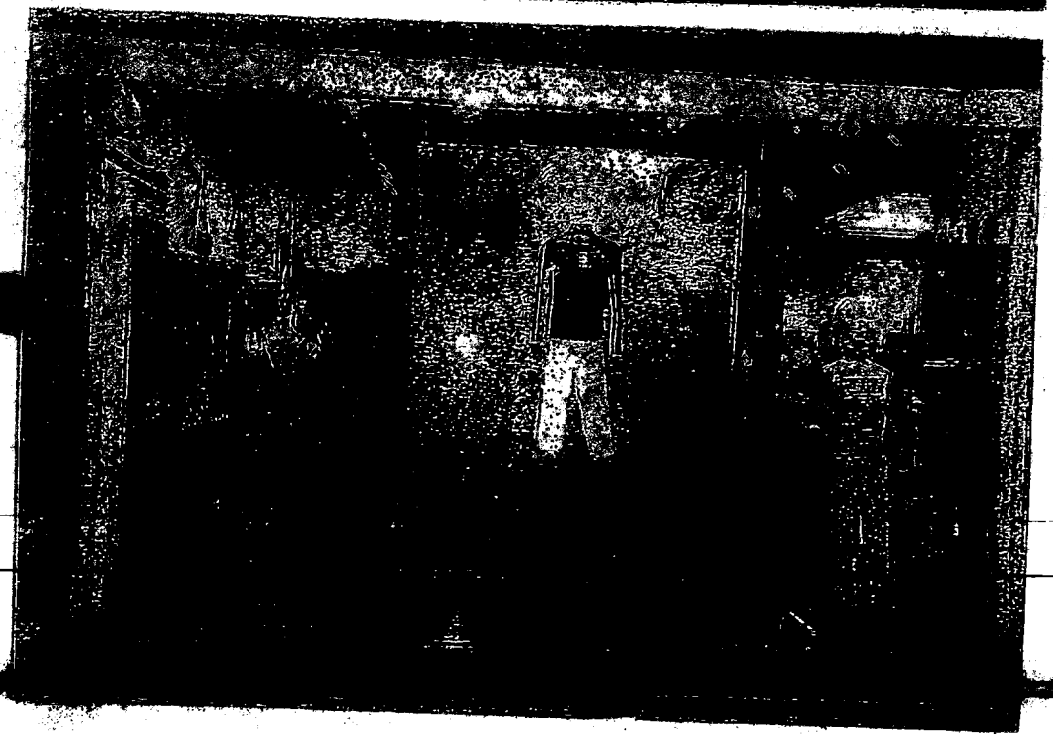
#261

Meriden Square Ct.

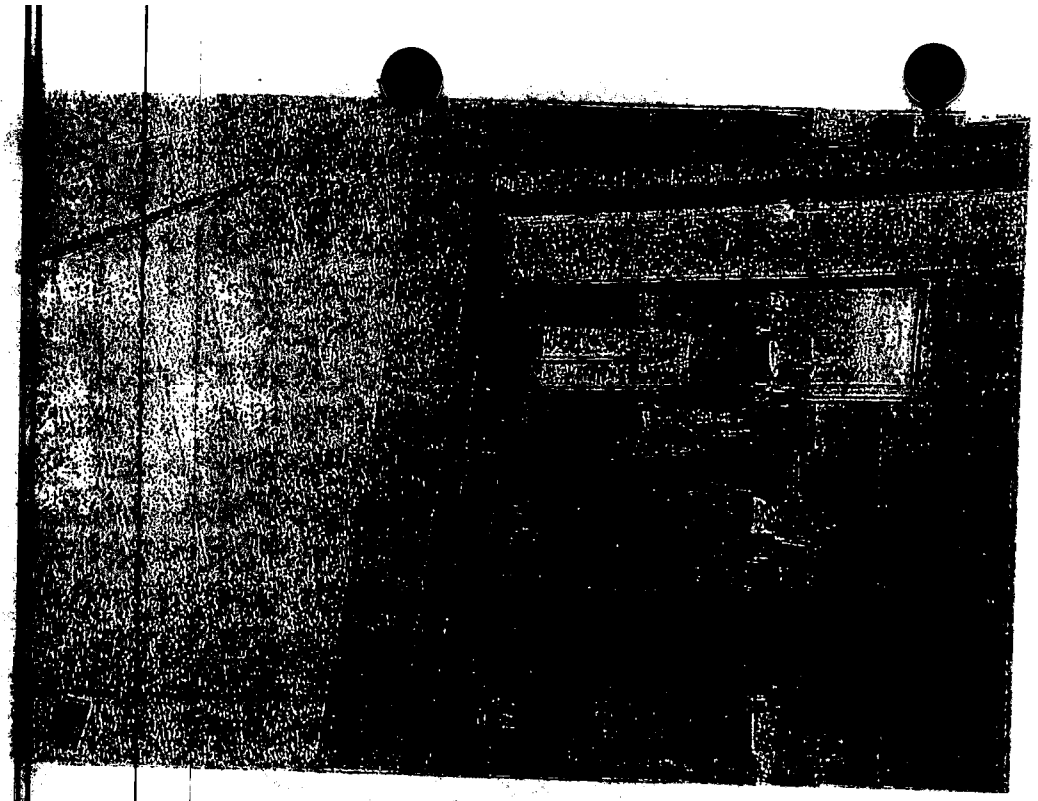


WS 000387

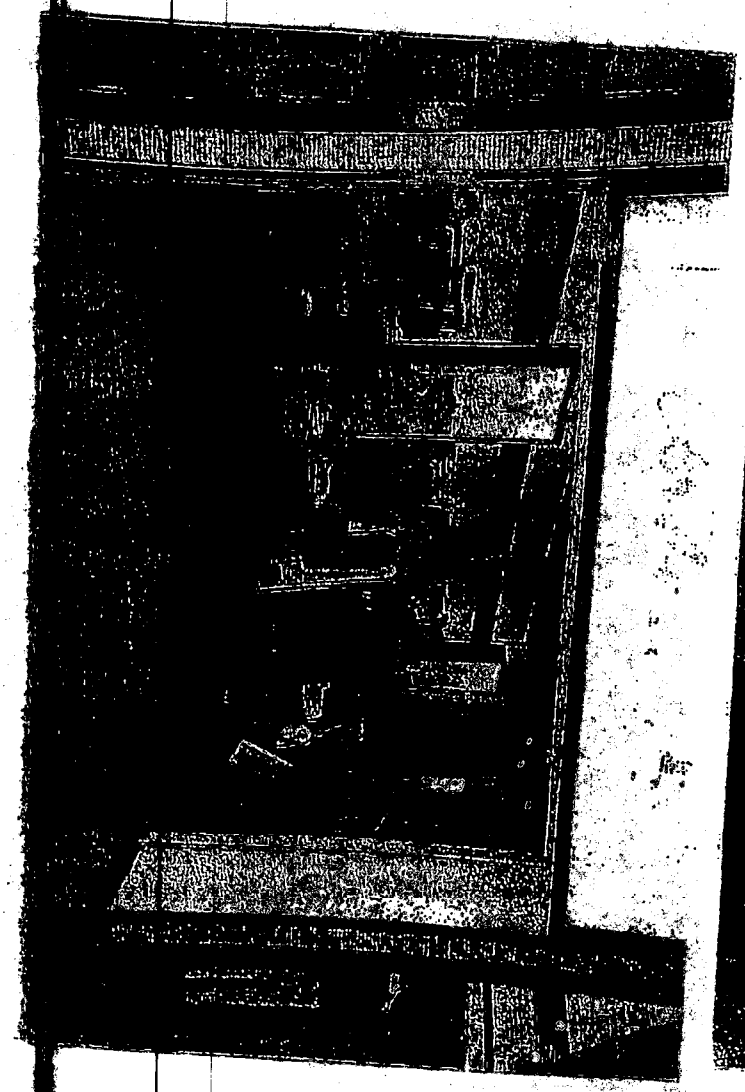
#310
Prudential Center MA

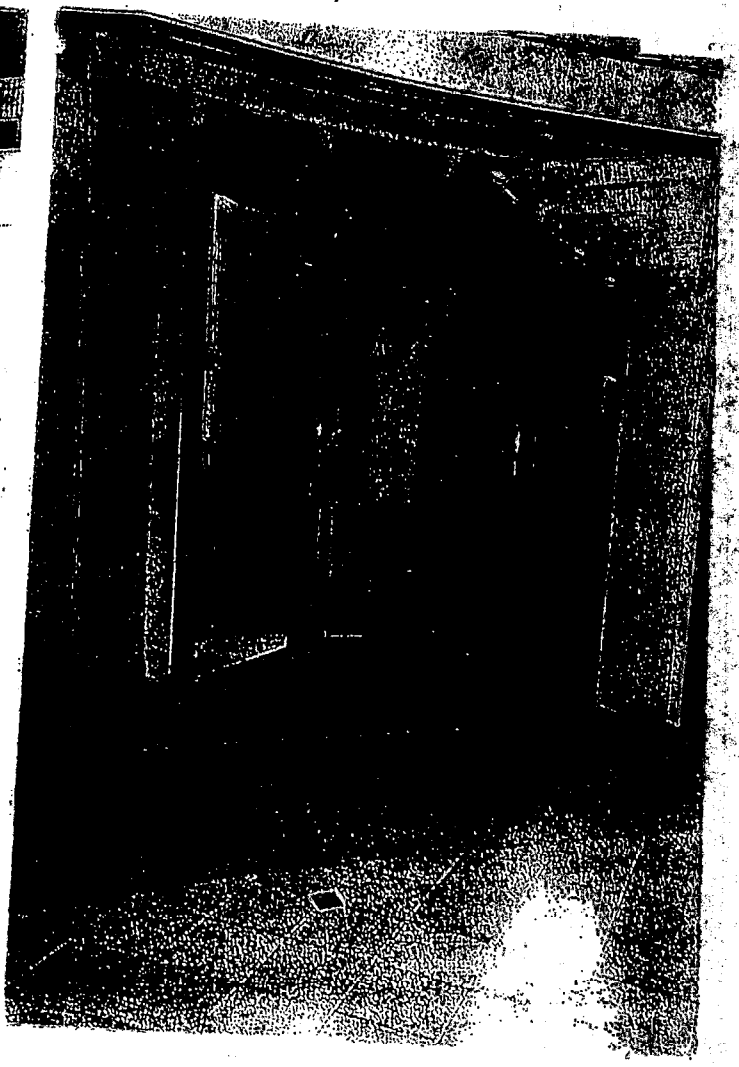


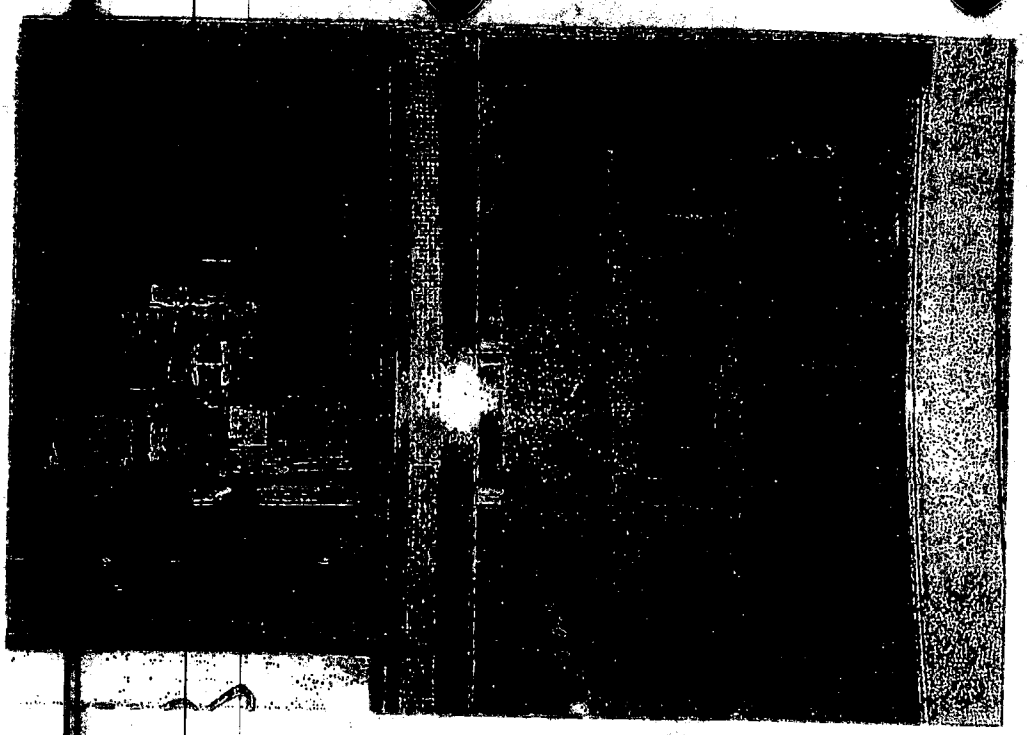
WS 000388



WS 000389

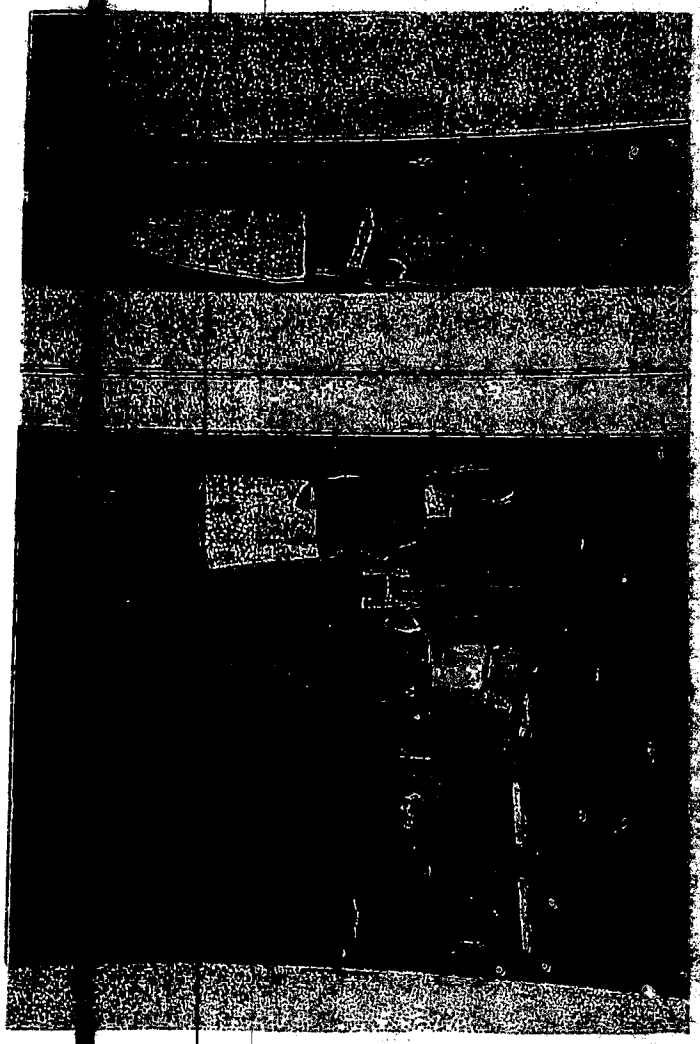


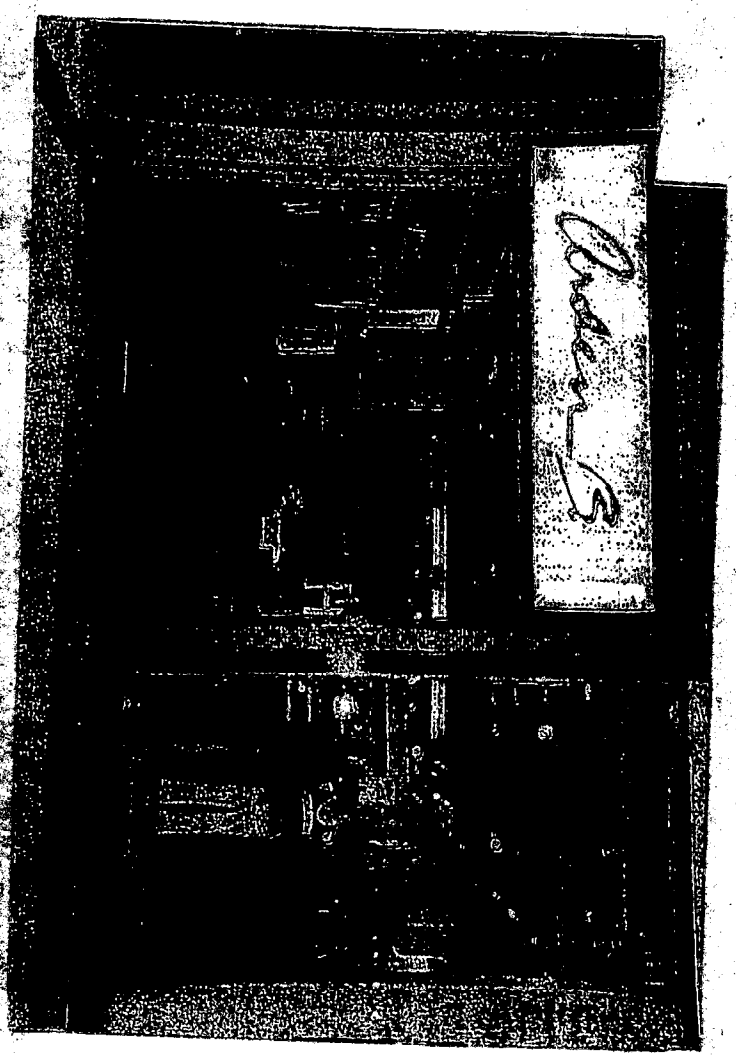


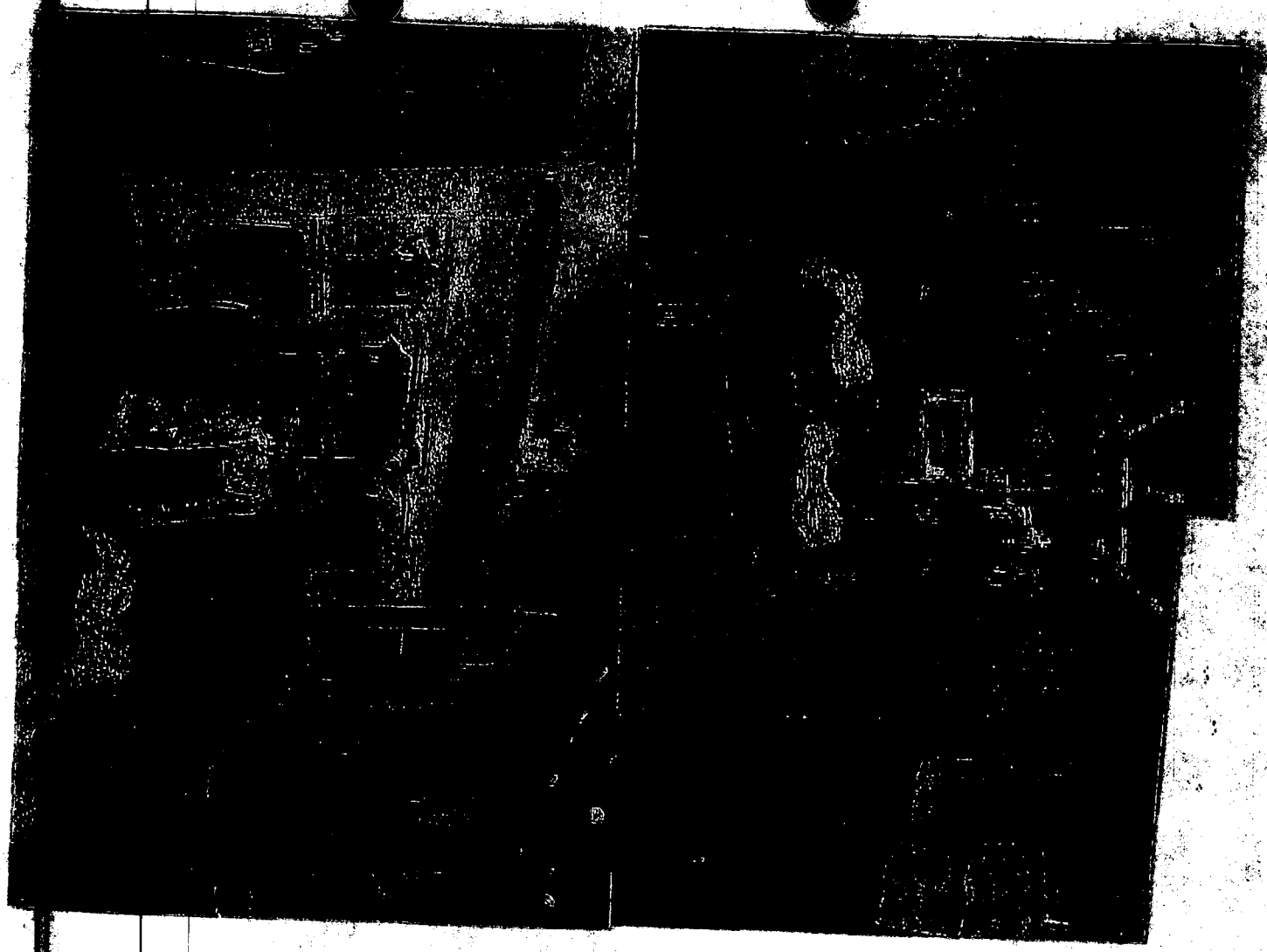


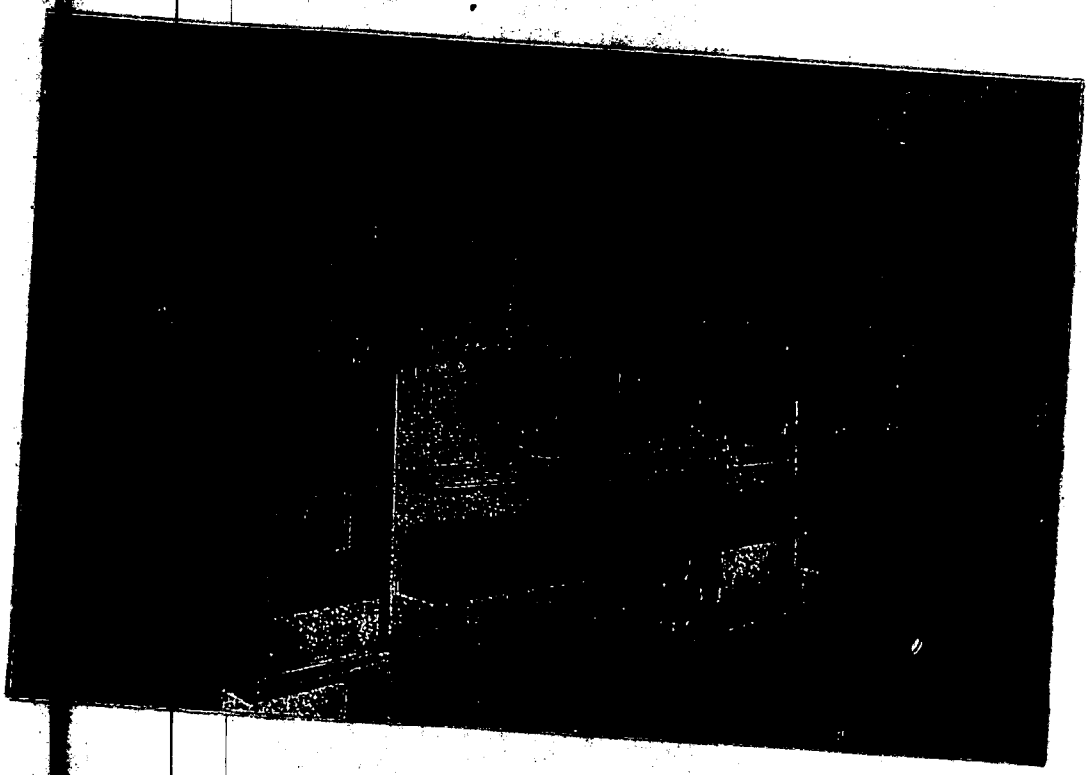
#515
Woodward Hills
Park

WS 000390

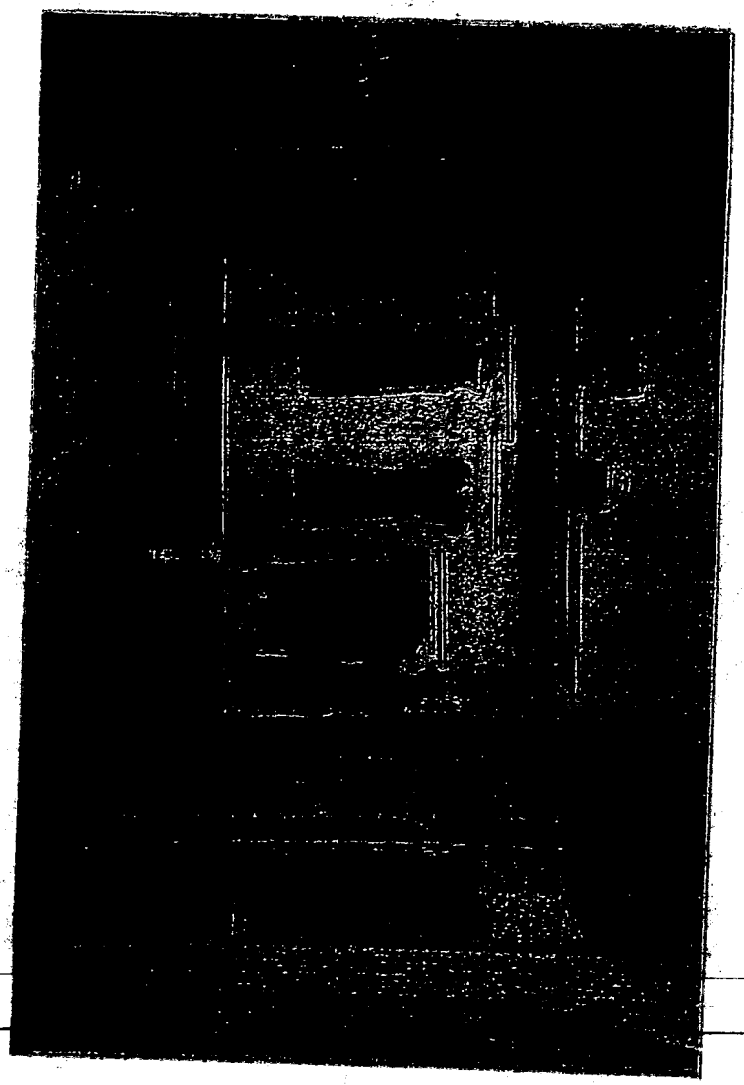








#381
Regency Square Mall, MA



WS 000392

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

Weekly Sales Comparison -- YTD

2/7/00 16:44:07

For Week Ending: 01/21/00
Week#: 52

Store Name	St	Yr	Rank	Week To Date Sales Sls $	% Var	Week To Date Target Sls $	% Var	Month To Date Sales Sls $	% Var	Month To Date Target Sls $	% Var	Quarter To Date Sales Sls $	% Var	Quarter To Date Target Sls $	% Var	Year To Date Sales Sls $	% Var	Year To Date Target Sls $	% Var
Total Region 009		TY		897,821	162.5	1,777,000	70.3	3,426,440	149.5	2,247,400	47.3	17,658,534	307.8	24,520,850	77.0	57,080,159	1218.2	26,045,750	219.2
Open		LY		342,075				1,373,522				4,390,238				4,330,938			
Total One Year Comp		TY		-	0.0	-	-	-	0.0	-	-		0.0	-	-	-	0.0	-	-
		LY		-		-		-		-				-		-		-	
Total Chain		TY		6,900,676	-0.4	9,541,900	72.3	27,777,352	1.2	40,649,280	68.3	147,302,654	-0.5	192,464,628	73.4	516,608,320	11.0	517,990,318	64.3
		LY		6,930,474		-		27,399,399		-		142,058,598		-		465,028,789			
Total One Year Comp		TY		4,732,436	-15.4	6,495,500	72.9	19,265,353	-12.8	25,692,600	75.0	96,470,739	-12.3	132,670,000	72.7	267,291,291	-9.4	470,511,500	56.8
		LY		5,595,850		-		22,092,491		-		110,118,715		-		495,749,791		-	
300 San Francisco Center	NC	TY		10,299	-1.8	13,000	79.2	43,460	-22.3	78,300	55.5	217,599	-20.9	291,700	74.6	875,691	218.5	313,000	279.7
		LY		10,489		-		55,787		-		274,923		-		274,923		-	
304 Glendale Galleria	NC	TY		12,671	10.0	14,000	90.5	45,628	-16.9	82,000	55.9	187,300	4.8	246,600	75.9	644,168	260.5	257,800	249.9
		LY		11,518		-		54,862		-		178,665		-		178,665		-	
305 Pasadena Valley	NC	TY		10,079	-32.4	17,700	73.9	52,013	-20.5	98,400	52.9	249,388	-22.0	344,400	72.5	874,142	322.6	364,000	239.9
		LY		15,034		-		65,448		-		204,592		-		204,592		-	
307 Santa Monica Place	NC	TY		12,185	19.0	11,500	105.9	38,995	-13.8	61,800	61.6	143,946	-4.2	192,600	84.2	616,061	307.5	264,200	30.2
		LY		10,239		-		45,179		-		150,921		-		150,921		-	
308 Ala Moana	NC	TY		25,984	0.0	30,200	83.1	106,890	0.0	165,900	65.2	432,982	0.0	500,550	65.8	642,359	0.0	534,950	120.1
		LY		-		-		-		-		-		-		-		-	
310 Fashion Island	NC	TY		19,919	21.2	18,800	105.4	71,619	-1.5	112,500	63.7	331,787	28.4	433,100	76.6	1,162,075	357.6	459,600	257.2
		LY		16,352		-		72,702		-		258,321		-		258,321		-	
315 Beverly Center	NC	TY		13,955	7.5	16,000	87.2	51,017	-5.6	65,900	77.4	178,031	54.2	229,600	77.9	671,115	478.6	250,100	268.3
		LY		12,981		-		54,053		-		115,996		-		115,996		-	
316 Bellevue Square	NC	TY		12,083	-10.7	15,600	77.5	49,406	-6.4	82,400	60.0	222,303	60.1	284,800	78.1	623,843	493.4	301,100	273.6
		LY		13,538		-		52,803		-		138,842		-		138,842		-	
318 Cherry Creek	NC	TY		17,077	15.0	26,000	65.7	73,723	1.9	119,100	61.9	331,993	98.8	419,800	79.1	1,150,981	589.3	442,900	259.9
		LY		14,851		-		72,359		-		166,977		-		166,977		-	
332 Bay Area Great Mall	CL	TY		-	0.0	-	-	-	0.0	-	-	-	0.0	-	-	-	0.0	-	-
		LY		-		-		-		-		-		-		-		-	
371 Scottsdale Center	NC	TY		10,032	0.0	12,000	83.6	37,485	0.0	72,100	52.0	175,921	0.0	242,400	72.6	519,594	0.0	256,500	202.6
		LY		-		-		-		-		-		-		-		-	
383 Mission Viejo Mall	NC	TY		13,996	0.0	12,000	116.6	38,778	0.0	94,100	41.2	144,442	0.0	265,900	54.3	144,442	0.0	265,900	54.3
		LY		-		-		-		-		-		-		-		-	
Total District 0901		TY		160,279	51.5	186,800	85.8	609,535	29.2	1,032,500	59.0	2,615,724	75.6	3,454,650	75.7	8,144,037	446.9	3,850,650	223.1
Jodie Page		LY		105,799		-		471,893		-		1,489,237		-		1,489,237		-	
Total One Year Comp		TY		-	0.0	-	-	-	0.0	-	-	-	0.0	-	-	-	0.0	-	-
		LY		-		-		-		-		-		-		-		-	

TY = 21999
LY 1998

YTD Sales By Region
CA, IL, WA, CO, AZ

WS 000098

Weekly Sales Comparison -- YTD

2/7/00 10:44:02

For Week Ending: 04/29/00
Week#: 62

Store Name	St	Yr	Rank	Week To Date Sales Sls $	Week To Date Sales % Var	Week To Date Target Sls $	Week To Date Target % Var	Month To Date Sales Sls $	Month To Date Sales % Var	Month To Date Target Sls $	Month To Date Target % Var	Quarter To Date Sales Sls $	Quarter To Date Sales % Var	Quarter To Date Target Sls $	Quarter To Date Target % Var	Year To Date Sales Sls $	Year To Date Sales % Var	Year To Date Target Sls $	Year To Date Target % Var
Total Region 009		TY		697,874	162.5	1,777,000	76.3	3,426,440	149.5	7,247,400	47.3	17,659,534	307.6	24,520,850	72.0	57,[illegible]	17.8	26,146,750	219.2
Open		LY		342,875				1,373,522				4,339,238				4,339,238			
Total One Year Comp		TY			0.0				0.0				0.0				0.0		
		LY																	
Total Chain		TY		6,900,876	-0.4	9,541,900	72.3	27,777,352	1.4	40,648,200	68.3	146,302,851	0.5	192,461,528	75.4	516,609,370	11.0	612,091,316	84.3
		LY		6,930,414				27,390,399				142,058,593				465,628,489			
Total One Year Comp		TY		4,732,436	-15.4	6,495,569	72.9	19,265,353	-12.8	25,692,690	75.0	96,470,731	-12.3	132,670,000	72.7	367,294,291	9.4	470,511,500	78.1
		LY		5,595,650				22,092,491				110,110,715				405,249,291			
312 Newport Center	NC	TY		15,798	0.0	14,300	110.5	50,041	0.0	98,600	50.8	233,674	0.0	302,600	77.2	742,676	0.0	329,400	231.6
		LY																	
323 1200 Motts Turn Pike	NC	TY		12,928	-16.2	17,300	73.0	51,575	-10.4	103,700	49.7	267,345	93.6	347,500	76.9	909,059	558.4	375,000	242.4
		LY		15,430				57,535				138,079				138,079			
324 Riverside Square	NC	TY		8,188	-27.1	13,600	60.2	32,476	-14.3	75,600	42.9	158,927	57.6	223,600	71.0	615,215	511.1	237,500	259.5
		LY		11,225				37,888				100,844				100,844			
327 Woodbury Commons/outlt	NC	TY		3,620	-23.7	10,000	36.2	28,183	20.6	48,900	55.6	116,467	111.3	187,200	62.2	541,133	884.6	197,900	273.4
		LY		4,746				22,497				55,125				55,125			
331 The Westchester	NC	TY		10,137	-28.4	17,000	59.6	53,397	2.0	97,900	54.5	283,462	74.1	316,400	74.9	1,051,862	546.1	410,200	256.4
		LY		14,164				52,362				162,794				162,794			
337 Paramus Park	NC	TY		8,245	0.0	12,000	68.7	32,028	0.0	71,300	44.9	160,742	0.0	234,100	68.7	456,596	0.0	246,700	185.1
		LY																	
340 Garden State	NC	TY		14,619	0.0	21,000	70.6	62,767	0.0	119,700	52.4	297,453	0.0	397,800	74.8	850,654	0.0	419,300	202.9
		LY																	
341 Willowbrook Mall	NC	TY		9,999	0.0	12,400	80.6	37,856	0.0	91,100	41.6	190,488	0.0	267,900	71.1	564,197	0.0	286,500	196.9
		LY																	
342 Bridgewater Co	NC	TY		11,375	0.0	21,000	54.2	52,309	0.0	106,000	49.3	267,720	0.0	365,700	73.2	696,834	0.0	388,900	179.2
		LY																	
343 Freehold Raceway	NC	TY		9,293	0.0	14,000	66.4	33,009	0.0	83,900	39.3	184,658	0.0	270,100	68.4	664,910	0.0	286,300	232.2
		LY																	
345 Rockaway Town Sq	NC	TY		8,424	0.0	12,000	70.2	30,053	0.0	82,100	36.6	181,802	0.0	260,600	69.8	479,712	0.0	275,000	174.4
		LY																	
352 Menlo Park	NC	TY		12,464	0.0	24,600	50.7	60,704	0.0	114,000	53.2	347,690	0.0	454,700	76.5	1,128,073	0.0	486,300	232.0
		LY																	
359 Carousel Center	NC	TY		9,714	0.0	15,000	64.8	37,423	0.0	82,600	45.2	203,982	0.0	290,600	70.2	646,882	0.0	305,500	211.7
		LY																	
Total District 0902 Karen Birch		TY		134,999	196.3	204,600	66.0	560,823	229.4	1,175,700	47.7	2,894,606	533.6	3,981,000	72.7	9,348,810	1946.4	4,236,800	220.7
		LY		45,564				170,274				456,842				456,842			
Total One Year Comp		TY			0.0				0.0				0.0				0.0		
		LY																	

YTD [illegible]
[illegible], NJ

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WS 000099

For Week Ending: 01/12/00
Week#: 52

Store Name	St	Yr	Rank	Week To Date Sales Sls $	Week To Date Sales % Var	Week To Date Target Sls $	Week To Date Target % Var	Month To Date Sales Sls $	Month To Date Sales % Var	Month To Date Target Sls $	Month To Date Target % Var	Quarter To Date Sales Sls $	Quarter To Date Sales % Var	Quarter To Date Target Sls $	Quarter To Date Target % Var	Year To Date Sales Sls $	Year To Date Sales % Var	Year To Date Target Sls $	Year To Date Target % Var
Total Region 009		TY		697,621	102.5	1,277,000	70.3	3,429,449	149.6	7,242,400	47.3	17,658,534	307.8	24,520,650	72.0	57,080,150	121.2	26,045,750	219.2
Open		LY		342,975				1,373,522				4,330,738				4,330,738			
Total One Year Comp		TY			0.0				0.0				0.0				0.0		
		LY																	
Total Chain		TY		6,900,670	-0.4	9,541,900	72.3	22,777,352	1.4	40,648,200	56.3	141,302,854	-0.5	192,461,628	73.4	516,668,370	11.0	612,997,318	84.3
		LY		6,928,424				22,398,399				142,058,591				465,628,789			
Total One Year Comp		TY		4,732,436	-15.4	6,495,500	72.9	19,265,353	-42.8	25,692,600	75.0	96,470,731	17.3	132,670,000	72.7	367,291,201	-9.4	470,533,590	78.1
		LY		5,595,850				22,092,489				116,710,745				405,249,991			
313 Woodfield	NC	TY		13,329	0.0	17,800	74.9	47,542	0.0	120,900	39.6	272,648	0.0	354,100	77.0	767,997	0.0	374,200	205.2
		LY																	
314 Oak Street	NC	TY		10,113	-79.0	25,000	40.5	46,247	76.1	89,200	51.6	244,639	293.4	342,200	71.5	1,000,358	1589.7	367,600	272.1
		LY		49,316				26,266				62,186				62,186			
329 Avenue Mall	CL	TY			0.0				0.0				0.0				0.0		
		LY																	
330 Somerset Collection	NC	TY		14,394	-19.6	22,000	65.1	55,194	-5.3	120,000	46.0	307,949	57.3	388,500	79.3	1,093,259	458.5	419,100	260.9
		LY		17,797				58,208				195,249				195,249			
347 Keystone @ The Crossing	NC	TY		18,619	0.0	18,900	97.2	44,965	0.0	123,400	36.4	291,044	0.0	404,600	71.9	866,493	0.0	428,400	202.9
		LY																	
348 Oak Brook	NC	TY		13,654	0.0	18,500	73.8	52,485	0.0	117,300	44.7	309,164	0.0	427,400	72.3	987,140	0.0	455,000	217.0
		LY																	
356 St Louis Galleria	NC	TY		18,226	0.0	23,400	77.9	75,354	0.0	124,400	60.6	388,412	0.0	464,800	83.6	1,121,873	0.0	501,700	223.6
		LY																	
357 Northbrook	NC	TY		8,831	0.0	12,000	73.6	31,174	0.0	78,800	39.6	167,556	0.0	251,100	66.7	575,661	0.0	266,000	216.4
		LY																	
358 Mall Of America	NC	TY		14,226	0.0	12,900	110.3	47,583	0.0	84,000	56.6	227,755	0.0	295,700	77.0	724,985	0.0	309,900	233.9
		LY																	
365 Orland Square	NC	TY		10,687	0.0	12,200	87.6	42,768	0.0	93,700	45.6	226,031	0.0	296,500	76.2	651,362	0.0	308,200	211.3
		LY																	
366 Ridgedale Ctr	NC	TY		8,263	0.0	12,000	68.9	26,722	0.0	61,800	43.2	117,525	0.0	183,900	63.9	415,095	0.0	195,900	211.9
		LY																	
377 Southdale Center	NC	TY		8,498	0.0	12,000	70.8	31,860	0.0	68,400	46.6	146,630	0.0	216,900	67.6	511,946	0.0	227,100	225.4
		LY																	
378 Old Orchard	NC	TY		12,025	0.0	12,000	100.2	38,777	0.0	93,600	41.4	233,825	0.0	323,100	72.4	874,030	0.0	343,500	254.4
		LY																	
Total Distinct 0903		TY		142,967	406.6	198,700	72.0	541,274	535.5	1,175,100	46.1	2,933,379	1037.3	3,948,800	74.3	9,605,190	3623.9	4,190,200	229.2
Donald Reid		LY		28,113				85,174				257,935				257,935			
Total One Year Comp		TY			0.0				0.0				0.0				0.0		
		LY																	

YTD sales Pa, Fl, Ga, IL, MI, IN, MO, MD

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WS 000100

Weekly Sales Comparison -- YTD

For Week Ending: 07/29/00
Week: 42

Store Name	St	Yr	Rank	Week To Date Sales Sls $	% Var	Week To Date Target Sls $	% Var	Month To Date Sales Sls $	% Var	Month To Date Target Sls $	% Var	Quarter To Date Sales Sls $	% Var	Quarter To Date Target Sls $	% Var	Year To Date Sales Sls $	% Var	Year To Date Target Sls $	% Var
Total Region 009		TY		897,821	162.5	1,277,000	70.3	3,426,440	149.5	7,242,400	47.3	17,656,534	307.8	24,520,850	72.0	57,[illegible]	1218.7	26,045,750	219.7
Open		LY		342,075				1,373,522				4,330,238				4,330,238			
Total One Year Comp		TY		-	0.0	-	-	-	0.0	-	-	-	0.0	-	-	-	0.0	-	-
		LY		-		-		-		-		-		-		-		-	
Total Chain		TY		6,900,876	-0.4	9,541,900	72.3	27,717,352	1.4	40,648,200	68.3	141,392,851	10.5	192,461,628	73.4	416,668,320	11.0	617,994,[illegible]	[illegible]
		LY		6,930,494		-		27,390,399		-		142,058,593				465,628,789			
Total One Year Comp		TY		4,732,436	-15.4	6,495,500	72.9	19,265,353	-12.8	25,692,600	75.0	96,470,731	-27.3	132,670,000	72.7	367,298,200	-9.4	470,511,500	78.1
		LY		5,595,850		-		22,092,494		-		116,710,715				405,249,297			
309 Mac Arthur Center	NC	TY		5,246	0.0	12,000	43.7	25,214	0.0	65,600	38.3	183,792	0.0	212,900	62.8	373,212	0.0	228,500	163.3
		LY		-		-		-		-		-		-		-		-	
314 Walnut Street	NC	TY		11,075	0.0	12,000	92.3	39,573	0.0	73,600	53.8	196,750	0.0	270,300	72.8	593,297	0.0	293,500	202.4
		LY		-		-		-		-		-		-		-		-	
321 George Town Park	NC	TY		12,578	25.2	11,500	109.4	39,149	13.9	57,600	67.9	116,412	87.7	206,000	56.5	315,920	65.4	260,900	27.4
		LY		10,043		-		34,350		-		62,087				190,987		-	
325 The Greens	NC	TY		8,267	-16.6	11,400	72.7	28,402	-9.2	75,600	37.6	158,352	57.0	240,900	65.7	503,093	39.7	251,400	200.1
		LY		9,949		-		31,299		-		100,872				100,872		-	
326 The Plaza (King Of Prussia)	NC	TY		9,462	-25.4	22,000	43.0	44,634	-20	97,200	45.7	281,519	54.5	320,600	70.5	668,724	46.0	355,600	188.2
		LY		12,700		-		45,564		-		182,773				182,773		-	
333 Montgomery Mall	NC	TY		11,769	0.0	21,600	54.5	57,905	0.0	120,900	47.9	337,622	0.0	461,000	73.2	1,123,127	0.0	492,900	227.9
		LY		-		-		-		-		-		-		-		-	
334 Columbia	NC	TY		8,729	0.0	12,000	72.7	38,056	0.0	101,300	37.6	227,522	0.0	331,400	68.7	714,861	0.0	350,800	203.8
		LY		-		-		-		-		-		-		-		-	
344 Pentagon City	NC	TY		21,175	0.0	26,300	80.5	64,667	0.0	133,500	63.4	440,430	0.0	555,700	79.3	1,384,469	0.0	599,800	230.8
		LY		-		-		-		-		-		-		-		-	
349 Towson Town Center	NC	TY		11,320	0.0	16,300	69.4	52,138	0.0	110,000	47.4	295,853	0.0	406,800	72.7	962,722	0.0	435,000	221.3
		LY		-		-		-		-		-		-		-		-	
361 Annapolis Mall	NC	TY		7,153	0.0	12,000	59.6	23,708	0.0	69,200	34.3	139,705	0.0	222,000	62.9	461,415	0.0	235,200	196.2
		LY		-		-		-		-		-		-		-		-	
362 Willow Grove Park	NC	TY		9,494	0.0	12,300	77.2	40,318	0.0	88,200	45.7	224,122	0.0	304,000	73.7	676,387	0.0	326,300	207.3
		LY		-		-		-		-		-		-		-		-	
381 Regency Square Mall	NC	TY		6,724	0.0	12,000	56.0	28,396	0.0	88,500	32.0	201,102	0.0	291,000	69.1	557,690	0.0	307,200	181.5
		LY		-		-		-		-		-		-		-		-	
Total District 0904		TY		123,021	276.4	181,400	67.8	502,129	351.5	1,082,400	46.4	2,763,174	694.9	3,860,600	71.6	6,934,906	247.0	4,137,100	216.0
Michele De Maio		LY		32,686		-		111,208		-		347,633		-		347,633		-	
Total One Year Comp		TY		-	0.0	-	-	-	0.0	-	-	-	0.0	-	-	-	0.0	-	-
		LY		-		-		-		-		-		-		-		-	

YTD Sales By Region DC, PA, MD, VA

1

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WS 000101

Weekly Sales Comparison -- YTD

For Week Ending: 01/29/00
Week#: 52

Store Name	St	Yr	Rank	Week To Date Sales Sls $	% Var	Week To Date Target Sls $	% Var	Month To Date Sales Sls $	% Var	Month To Date Target Sls $	% Var	Quarter To Date Sales Sls $	% Var	Quarter To Date Target Sls $	% Var	Year To Date Sales Sls $	% Var	Year To Date Target Sls $	% Var
Total Region 099		TY		697,921	162.5	1,277,800	70.3	3,426,440	149.5	7,242,400	47.3	17,658,534	307.6	24,520,850	72.0	37,080,959	17.0.2	26,045,750	2.10.2
Open		LY		347,075		-		1,373,522		-		4,330,238		-		4,330,238		-	
Total One Year Comp		TY		-	0.0	-	-	-	0.0	-	-	-	0.0	-	-	-	0.0	-	-
		LY		-		-		-		-		-		-		-		-	
Total Chain		TY		6,900,676	-0.4	9,547,900	72.3	27,777,352	1.4	40,648,200	68.3	141,392,851	-0.5	192,461,628	73.4	516,668,320	11.0	617,991,318	84.3
		LY		6,930,414		-		27,399,399		-		142,058,591		-		465,678,789		-	
Total One Year Comp		TY		4,792,436	-15.4	6,495,500	72.9	19,265,353	-12.8	25,692,600	75.0	96,476,731	-9.3	132,670,800	72.7	361,291,291	-9.4	470,591,500	76.7
		LY		5,595,850		-		22,092,481		-		116,719,715		-		405,249,291		-	
305 Houston Galleria	NC	TY		17,249	0.0	19,000	90.8	69,988	0.0	125,100	55.9	366,131	0.0	484,100	75.6	1,022,742	0.0	597,500	197.6
		LY		-		-		-		-		-		-		-		-	
317 Oak Brook Sales	NC	TY		21,030	-16.5	23,000	91.4	79,791	-10.2	135,800	58.8	390,644	50.3	521,100	75.0	1,399,961	438.5	557,500	251.1
		LY		25,182		-		88,951		-		259,974		-		259,974		-	
362 Baybrook Mall	NC	TY		5,395	0.0	15,000	36.0	19,643	0.0	68,700	28.9	189,985	0.0	292,900	65.3	464,902	0.0	222,300	209.1
		LY		-		-		-		-		-		-		-		-	
368 Hollywood Park	NC	TY		4,310	0.0	15,000	28.7	30,037	0.0	69,500	43.2	148,086	0.0	232,900	63.6	428,015	0.0	224,000	191.1
		LY		-		-		-		-		-		-		-		-	
372 The Parks @ Arlington	NC	TY		7,024	0.0	15,000	46.8	26,486	0.0	68,400	38.7	137,947	0.0	198,800	69.4	408,849	0.0	209,600	195.0
		LY		-		-		-		-		-		-		-		-	
373 Vista Ridge	NC	TY		6,376	0.0	15,000	42.5	19,584	0.0	61,700	31.7	112,459	0.0	183,900	61.2	382,046	0.0	195,800	195.1
		LY		-		-		-		-		-		-		-		-	
374 Woodland Hills	NC	TY		7,499	0.0	15,000	50.0	29,331	0.0	84,500	34.7	172,617	0.0	259,200	66.6	474,945	0.0	270,600	175.5
		LY		-		-		-		-		-		-		-		-	
376 The Woodlands	NC	TY		9,655	0.0	15,000	64.4	35,020	0.0	94,000	37.3	198,545	0.0	293,900	67.6	541,632	0.0	308,300	175.7
		LY		-		-		-		-		-		-		-		-	
380 Fayette Mall	NC	TY		-	0.0	-	-	-	0.0	-	-	-	0.0	-	-	-	0.0	-	-
		LY		-		-		-		-		-		-		-		-	
382 Willowbrook	NC	TY		8,823	0.0	15,000	58.8	28,751	0.0	94,100	30.6	200,579	0.0	301,700	66.5	578,238	0.0	316,400	182.8
		LY		-		-		-		-		-		-		-		-	
Total District 0905		TY		90,361	258.8	147,000	61.5	338,831	280.9	801,800	42.3	1,666,202	617.6	2,668,500	69.9	5,701,353	2093.0	2,822,000	202.0
Linden Choate		LY		25,182	-	-		88,951		-		259,974		-		259,974		-	
Total One Year Comp		TY		-	0.0	-	-	-	0.0	-	-	-	0.0	-	-	-	0.0	-	-
		LY		-		-		-		-		-		-		-		-	

Region TX, OK, KC

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WS 000102

For Week Ending: 01/29/00
Week#: 52

Store Name	ST	Yr	Rank	Week To Date Sales Sls $	% Var	Week To Date Target Sls $	% Var	Month To Date Sales Sls $	% Var	Month To Date Target Sls $	% Var	Quarter To Date Sales Sls $	% Var	Quarter To Date Target Sls $	% Var	Year To Date Sales Sls $	% Var	Year To Date Target Sls $	% Var
Total Region 009		TY		897,821	162.5	1,277,000	70.3	3,426,440	149.5	7,242,400	47.3	17,658,534	397.6	24,520,850	72.0	57,080,159	1218.2	26,045,750	219.2
Open		LY		342,075		-		1,373,522		-		4,330,238		-		4,330,238		-	
Total One Year Comp		TY		-	0.0	-	-	-	0.0	-	-	-	0.0	-	-	-	0.0	-	-
		LY		-		-		-		-		-		-		-		-	
Total Chain		TY		6,900,876	-8.4	9,541,900	-72.3	27,777,352	1.4	40,648,200	-58.3	141,302,854	-0.5	192,461,628	73.4	516,668,320	11.0	642,991,318	84.3
		LY		6,930,414		-		27,390,399		-		142,055,596		-		465,628,789		-	
Total One Year Comp		TY		4,732,436	-15.4	6,495,500	72.9	19,265,359	-12.8	25,692,600	75.0	96,430,731	-17.3	132,670,000	72.7	367,291,201	-9.4	470,591,500	78.1
		LY		5,595,850		-		22,092,489		-		116,719,715		-		405,249,291		-	
302 South Shore Plaza	NC	TY		10,994	-29.4	15,700	70.0	41,821	-36.8	107,300	39.0	296,492	-9.3	398,900	71.6	1,071,944	223.5	489,800	243.4
		LY		13,989		-		66,123		-		315,865		-		315,865		-	
322 The Atrium @ Chest	NC	TY		11,410	-12.3	15,000	76.1	37,058	-20.8	87,600	42.3	187,120	42.8	273,100	68.5	726,543	454.5	287,200	253.0
		LY		13,007		-		46,845		-		131,021		-		131,021		-	
336 Buckland Hills	NC	TY		4,460	0.0	12,000	37.2	19,636	0.0	57,300	34.3	102,576	0.0	176,200	58.2	334,626	0.0	184,500	179.7
		LY		-		-		-		-		-		-		-		-	
353 Stamford Town Center	NC	TY		10,104	0.0	14,200	71.1	37,068	0.0	101,900	36.4	245,130	0.0	339,200	72.3	677,340	0.0	350,500	188.9
		LY		-		-		-		-		-		-		-		-	
354 Westfarms Mall	NC	TY		12,410	0.0	12,000	95.1	35,498	0.0	91,200	38.9	217,876	0.0	304,600	71.5	658,408	0.0	322,800	203.9
		LY		-		-		-		-		-		-		-		-	
355 Danbury Fair	NC	TY		8,061	0.0	12,000	67.2	33,792	0.0	87,200	38.8	209,465	0.0	305,900	68.5	692,109	0.0	324,500	165.5
		LY		-		-		-		-		-		-		-		-	
360 Burlington Mall	NC	TY		9,905	0.0	12,000	82.5	26,651	0.0	80,000	33.3	180,846	0.0	276,300	65.5	527,124	0.0	294,800	178.8
		LY		-		-		-		-		-		-		-		-	
363 Cambridgeside Galleria	NC	TY		13,712	0.0	12,600	108.8	39,823	0.0	88,700	44.9	210,248	0.0	293,400	71.7	760,760	0.0	313,100	243.0
		LY		-		-		-		-		-		-		-		-	
364 Mall Of New Hampshire	NC	TY		9,803	0.0	12,000	81.7	30,403	0.0	71,200	42.7	146,784	0.0	221,500	66.3	431,618	0.0	234,800	183.8
		LY		-		-		-		-		-		-		-		-	
369 Menden Square	NC	TY		7,279	0.0	12,000	60.7	19,534	0.0	55,100	35.5	96,659	0.0	168,300	57.4	274,249	0.0	175,400	156.4
		LY		-		-		-		-		-		-		-		-	
370 Prudential Center	NC	TY		17,248	0.0	19,800	87.1	65,500	0.0	86,100	76.1	309,079	0.0	404,200	76.5	992,565	0.0	434,200	228.6
		LY		-		-		-		-		-		-		-		-	
Total District 0906		TY		114,382	323.7	149,300	76.6	366,777	242.5	913,600	42.3	2,192,276	390.6	3,161,600	69.3	6,997,306	1465.8	3,349,600	208.9
Lisa Souza		LY		26,996		-		112,938		-		446,886		-		446,886		-	
Total One Year Comp		TY		-	0.0	-	-	-	0.0	-	-	-	0.0	-	-	-	0.0	-	-
		LY		-		-		-		-		-		-		-		-	

Region MA, CT, NH, RI

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WS 000103

For Week Ending: 01/29/00 Week#: 52				Week To Date Sales		Week To Date Target		Month To Date Sales		Month To Date Target		Quarter To Date Sales		Quarter To Date Target		Year To Date Sales		Year To Date Target	
Store Name	St	Yr	Rank	Sls $	% Var	Sls $	% Var	Sls $	% Var	Sls $	% Var	Sls $	% Var	Sls $	% Var	Sls $	% Var	Sls $	% Var
Total Region 009		TY		697,621	162.5	1,277,000	70.3	3,426,440	149.5	7,242,400	47.3	17,658,534	307.8	24,520,850	72.0	57,080,199	1218.2	26,045,750	219.2
Open		LY		342,075		-		1,373,527		-		4,330,238		-		4,330,238		-	
Total One Year Comp		TY		-	0.0	-	-	-	0.0	-	-	-	0.0	-	-	-	0.0	-	-
		LY		-		-		-		-		-		-		-		-	
Total Chain		TY		6,900,876	-0.4	9,541,900	22.3	27,777,352	1.4	40,648,200	58.3	142,302,651	-0.5	192,461,629	73.4	516,668,329	11.0	612,991,316	64.3
		LY		6,930,474		-		27,390,399		-		142,958,593		-		465,628,789		-	
Total One Year Comp		TY		4,732,436	-15.4	6,495,500	72.9	19,265,353	-12.0	25,692,600	75.0	96,470,731	-17.3	132,670,000	72.7	357,291,201	-9.4	470,511,500	76.1
		LY		5,595,650		-		22,092,481		-		116,710,715		-		405,249,291		-	
301 The Shops @ Sunset	NC	TY		11,049	0.0	14,900	74.2	49,289	0.0	94,500	52.2	214,560	0.0	286,100	75.0	639,729	0.0	297,700	214.9
		LY		-		-		-		-		-		-		-		-	
303 The Gardens	NC	TY		10,273	-24.7	17,000	60.4	43,429	-30.1	103,200	42.1	275,850	-5.6	383,300	72.0	939,797	221.4	407,500	230.6
		LY		13,638		-		62,117		-		292,367		-		292,367		-	
349 Lenox Square	NC	TY		34,430	93.8	35,000	98.4	100,918	-16.5	164,600	61.2	434,212	28.7	576,400	75.1	1,198,264	432.9	629,200	285.6
		LY		30,602		-		120,890		-		337,456		-		337,456		-	
320 Town Ctr @ Boca Raton	NC	TY		14,966	-7.5	18,100	82.7	65,507	-19.9	118,400	55.4	320,142	35.7	419,300	76.4	1,159,323	395.0	442,300	262.1
		LY		16,174		-		81,742		-		234,191		-		234,191		-	
328 Oadeland Mall	NC	TY		13,413	-21.7	19,200	69.9	45,066	-34.0	102,000	44.2	284,034	12.7	319,500	75.3	844,525	306.0	334,200	252.7
		LY		17,123		-		68,349		-		297,718		-		297,718		-	
335 Haywood Mall	NC	TY		8,026	0.0	15,000	53.8	32,149	0.0	77,500	41.5	156,565	0.0	231,900	67.5	489,503	0.0	244,600	200.0
		LY		-		-		-		-		-		-		-		-	
338 Northpoint	NC	TY		7,896	0.0	15,000	52.6	30,865	0.0	69,900	44.2	132,288	0.0	201,000	65.8	419,232	0.0	211,700	198.0
		LY		-		-		-		-		-		-		-		-	
339 Perimeter Mall	NC	TY		7,002	0.0	15,000	46.7	24,036	0.0	63,200	38.0	123,728	0.0	194,300	63.7	413,167	0.0	207,400	199.2
		LY		-		-		-		-		-		-		-		-	
346 Northlake	NC	TY		4,320	0.0	15,000	28.8	17,499	0.0	53,500	32.7	77,444	0.0	164,400	47.1	267,899	0.0	174,700	153.3
		LY		-		-		-		-		-		-		-		-	
350 Town Center At Cobb	NC	TY		6,521	0.0	15,000	43.5	26,247	0.0	65,000	40.4	120,806	0.0	194,600	62.1	421,670	0.0	208,000	202.7
		LY		-		-		-		-		-		-		-		-	
351 Gwinnett	NC	TY		4,736	0.0	15,000	31.6	20,538	0.0	63,960	32.1	110,626	0.0	186,200	59.4	384,239	0.0	197,900	194.2
		LY		-		-		-		-		-		-		-		-	
375 Columbiana Center	NC	TY		8,360	0.0	15,000	55.7	31,507	0.0	85,400	36.9	142,917	0.0	286,500	67.3	571,215	0.0	304,000	187.9
		LY		-		-		-		-		-		-		-		-	
Total District 0907		TY		131,793	69.5	209,200	63.0	487,071	46.2	1,061,300	45.9	2,393,171	123.3	3,445,500	69.5	8,348,556	679.0	3,659,400	228.1
Kristy Henderson		LY		77,735		-		333,085		-		1,071,732		-		1,071,732		-	
Total One Year Comp		TY		-	0.0	-	-	-	0.0	-	-	-	0.0	-	-	-	0.0	-	-
		LY		-		-		-		-		-		-		-		-	

Region CM, SC.

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WS 000104

14.MONTH.RPT.
For Week Ending: (12/30/2000)

FOURTEEN MONTH DETAIL REPORT
Fiscal Year: 2001, Quarter: 04, Period: 11, Week#: 5
(FOR CHAIN: ARDEN B.)

STORE-STORE NAME	STR CNT	OPEN DATE	STORE SQ FEET	THIS YEAR SALES PER SQ FT	LAST YEAR SALES PER SQ FT	% VAR	CURRENT MTD SALES	LAST YEAR MTD SALES	% VAR	CURRENT QTD SALES	LAST YEAR QTD SALES	% VAR	CURRENT YTD SALES	LAST YEAR YTD SALES	% VAR
Stores for 01 -NO CAL	2		4,206	423.95	381.97	11.0	341,114	222,056	53.6	514,534	347,016	48.3	1,783,145	1,606,558	11.0
Stores for 02 -SO CAL	5		16,811	239.14	221.80	7.8	648,610	531,213	22.1	1,042,077	832,811	25.1	4,020,182	3,728,644	7.8
Stores for 03 -TX & OK	9		30,424	180.78	162.52	11.2	1,112,987	953,616	16.7	1,769,174	1,527,371	15.8	5,500,177	4,944,589	11.2
Stores for 04 -AZ-LV-NM	1		2,355	196.90	170.42	15.5	118,891	89,617	32.7	193,963	138,436	40.1	463,699	401,341	15.5
Stores for 05 -CO & UT	1		3,186	406.57	338.12	20.2	234,300	168,255	39.3	348,982	258,270	35.1	1,295,325	1,077,259	20.2
Stores for 06 -MID-WEST	12		40,785	228.72	200.24	14.2	1,936,254	1,530,200	26.5	3,079,145	2,392,105	28.7	9,328,235	8,166,983	14.2
Stores for 07 -NORTH EAST	28		91,944	199.09	175.53	13.4	4,010,600	3,089,860	29.8	6,355,706	4,797,093	32.5	18,305,552	16,139,107	13.4
Stores for 08 -MID-ATLANTIC	8		28,776	198.27	179.82	10.3	1,213,303	1,008,917	20.3	1,887,784	1,603,235	17.7	5,705,341	5,174,369	10.3
Stores for 09 -SOUTH EAST	8		23,716	187.37	175.83	6.6	950,059	686,542	38.4	1,448,558	1,064,834	36.0	4,443,636	4,170,036	6.6
Stores for 10 -SO FL & PR	4		14,863	242.03	221.04	9.5	651,738	540,681	20.5	1,008,963	841,266	19.9	3,597,361	3,285,299	9.5
Stores for 12 -HAWAII	1		4,741	54.50	68.34	-20.2	162,040	207,328	-21.8	258,393	323,992	-20.2	258,393	323,992	-20.2
40-ARDEN B.	79		261,807	208.94	187.23	11.6	11,379,897	9,028,284	26.0	17,907,277	14,126,430	26.8	54,701,046	49,018,176	11.6

Arden B sales by Region

2000
UP TO DEC 2000

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EYES ONLY

WS 000105

1/12/01
9 01am

Arden B
Comparative Income Statement
For the Eleven Fiscal Months Ending December 30, 2000
(In Thousands)

Quarter									Year-to-Date								
Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales		Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
$19,031.7	$19,332.8	$14,232.1	($301.1)	$4,799.6	100.00%	100.00%	100.00%	Sales - Retail Stores	$68,953.8	$78,363.9	$53,653.7	($9,408.1)	$15,300.1	100.00%	100.00%	100.00%
								Sales - Frequent Buyer Cards (Sch. 1)								
19,031.7	19,332.8	14,232.1	(301.1)	4,799.6	100.00%	100.00%	100.00%	Total Sales	68,953.8	78,363.9	53,653.7	(9,408.1)	15,300.1	100.00%	100.00%	100.00%
7,763.9	9,065.8	6,517.3	1,301.9	(1,246.6)	40.79%	46.89%	45.79%	Cost of Sales (Sch. 2)	30,223.2	36,062.0	23,207.8	5,838.8	(7,015.4)	43.83%	46.02%	43.25%
11,267.8	10,267.0	7,714.8	1,000.8	3,553.0	59.21%	53.11%	54.21%	Gross Profit	38,730.6	42,299.9	30,445.9	(3,569.3)	8,284.7	56.17%	53.98%	56.75%
11,267.8	10,267.0	7,714.8	1,000.8	3,553.0	59.21%	53.11%	54.21%	Gross Profit - Retail Stores	38,730.6	42,299.9	30,445.9	(3,569.3)	8,284.7	56.17%	53.98%	56.75%
								Expenses								
7,111.0	7,544.4	6,240.5	402.8	(871.1)	37.37%	38.87%	43.85%	Store Expenses	34,021.9	36,976.6	29,709.1	2,956.7	(4,312.8)	49.34%	47.19%	55.37%
525.9	462.3	296.2	(63.6)	(229.7)	2.76%	2.39%	2.08%	Administrative Expenses	2,662.3	2,453.6	1,766.1	(208.7)	(896.2)	3.86%	3.13%	3.29%
								Financial Expenses								
78.4	98.1	69.1	19.7	(9.3)	0.41%	0.51%	0.49%	Other Expenses	365.0	539.5	506.9	153.5	120.9	0.56%	0.69%	0.94%
7,715.9	8,074.8	6,605.8	358.9	(1,110.1)	40.54%	41.77%	46.41%	Total Expenses	37,076.2	39,971.7	31,982.1	2,901.5	(5,088.1)	53.76%	51.01%	59.61%
3,551.9	2,192.2	1,109.0	1,359.7	2,442.9	18.66%	11.34%	7.79%	Earnings Before Taxes	1,654.4	2,328.2	(1,536.2)	(667.8)	3,190.6	2.41%	2.97%	-2.86%
								Provision For Income Taxes								
1,196.5	701.6	343.7	(494.9)	(852.8)	6.29%	3.63%	2.41%	Federal Taxes	609.6	744.9	(476.3)	135.3	(1,085.9)	0.88%	0.95%	-0.89%
267.9	197.3	120.3	(70.6)	(147.6)	1.41%	1.02%	0.85%	State Taxes	138.3	209.5	(117.3)	71.2	(255.6)	0.20%	0.27%	-0.22%
1,464.4	898.9	464.0	(565.5)	(1,000.4)	7.69%	4.65%	3.26%	Total Taxes	747.9	954.4	(593.6)	206.5	(1,341.5)	1.08%	1.22%	-1.11%
$2,087.5	$1,293.3	$645.0	$794.2	$1,442.5	10.97%	6.69%	4.53%	Net Income	$912.5	$1,373.8	($942.6)	($461.3)	$1,855.1	1.32%	1.75%	-1.76%
13,101.3	13,101.3	12,581.0						Effective Number of Shares	12,676.3	12,676.3	12,827.0					
0.16	0.10	0.05	0.06	0.11	0.00%	0.00%	0.00%	Earnings Per Share	0.07	0.11	-0.07	-0.04	0.15	0.00%	0.00%	0.00%

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EYES ONLY

WS 000106

Arden B - YTD
@ 12/30/00
Financial Stmts

1/12/01
9:01am

Arden B
Comparative Income Statement
For the Eleven Fiscal Months Ending December 30, 2000
(In Thousands)

Quarter									Year-to-Date								
Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales		Actual $	Budget $	Prior Year $	Budget $ Vadance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales	
								Occupancy Expense									
$40.8	$35.7	$175.1	($5.1)	$134.3	0.21%	0.18%	1.23%	Property Taxes	$139.7	$196.4	$201.3	$56.7	$61.6	0.20%	0.25%	0.38%	
(2.5)	7.3	4.7	9.8	7.2	-0.01%	0.04%	0.03%	Business License	17.1	39.2	22.4	22.1	5.3	0.02%	0.05%	0.04%	
23.4	14.7	14.9	(8.7)	(8.5)	0.12%	0.08%	0.10%	Excise Taxes	87.0	75.5	60.7	(11.5)	(26.3)	0.13%	0.10%	0.11%	
22.5	22.6			(22.5)	0.12%	0.12%		Insurance Property	123.7	123.7	43.6		(80.1)	0.18%	0.16%	0.08%	
193.0	223.7	207.6	30.7	14.6	1.01%	1.16%	1.46%	Light/Heat/Water	1,097.1	1,189.9	966.4	102.8	(130.7)	1.59%	1.53%	1.80%	
1,813.8	1,854.1	1,717.8	40.3	(96.2)	9.53%	9.59%	12.07%	Minimum Rent (Sch. 3)	9,642.0	9,909.1	7,930.4	261.1	(1,711.6)	13.98%	12.64%	14.76%	
0.2	9.7		9.5	(0.2)	0.00%	0.05%		Percentage Rent	0.2	39.2		39.0	(0.2)	0.00%	0.05%		
833.6	630.8	736.3	(3.6)	(97.5)	4.38%	4.30%	5.12%	Common Area Charges	4,429.5	4,456.7	3,498.1	(22.8)	(931.4)	6.50%	5.69%	6.52%	
51.9	60.9	68.8	9.0	16.7	0.27%	0.32%	0.48%	Flat Deferred Rent (Sch. 3)	371.8	372.0	323.1	0.5	(48.7)	0.54%	0.48%	0.60%	
82.3	110.9	79.3	28.6	(3.0)	0.43%	0.57%	0.56%	Repairs and Maintenance (Sch. 4)	525.6	599.7	555.0	73.9	29.2	0.78%	0.77%	1.03%	
16.2	33.4	10.7	17.2	(5.5)	0.09%	0.17%	0.08%	Store Supplies (Sch. 5)	106.3	179.6	121.9	71.5	13.6	0.16%	0.23%	0.23%	
8.4	13.4	2.6	5.0	(5.8)	0.04%	0.07%	0.02%	Security Systems/Travel (Sch. 6)	114.7	73.8	6.6	(40.9)	(108.1)	0.17%	0.09%	0.04%	
80.7	59.6	44.6	(21.1)	(36.1)	0.42%	0.31%	0.31%	Telephone - Stores (Sch. 7)	310.9	323.4	265.1	12.5	(45.8)	0.45%	0.41%	0.49%	
965.4	715.2	689.6	(250.2)	(275.8)	5.07%	3.70%	4.85%	Depreciation - Stores	3,886.0	3,843.0	3,044.1	(43.0)	(841.9)	5.64%	4.96%	5.67%	
	16.0	3.2	16.0	3.2		0.08%	0.02%	P.O.S. Maintenance	6.7	85.8	31.4	79.1	24.7	0.01%	0.11%	0.06%	
$4,129.9	$4,007.9	$3,754.8	($122.0)	($375.1)	21.70%	20.73%	26.35%	Total Occupancy Expense	$20,910.5	$21,511.6	$17,070.1	$601.0	($3,840.4)	30.33%	27.45%	31.62%	

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ATTORNEY'S
EYES ONLY

WS 000107

1/12/01
9:01am

Arden B

Comparative Income Statement
For the Eleven Fiscal Months Ending December 30, 2000
(In Thousands)

Quarter									Year-to-Date							
Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales		Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
								Selling Expense								
$120.2	$121.0	$113.9	30.8	($6.3)	0.68%	0.63%	0.60%	Merchant Dues/Promo Fund	$697.2	$649.3	$541.2	$42.1	($66.0)	0.88%	0.83%	1.01%
93.3	93.3	257.9		164.6	0.49%	0.48%	1.81%	Non-Lease Required Advertising	461.8	461.8	1,822.0		1,360.2	0.67%	0.59%	3.40%
	16.2	13.0	16.2	13.0		0.08%	0.09%	Recruiting	43.2	86.9	83.0	43.7	39.8	0.06%	0.11%	0.15%
46.4	68.7	46.3	22.3	(0.1)	0.24%	0.36%	0.33%	Car/Travel/Meals	220.1	369.2	343.4	149.1	123.3	0.32%	0.47%	0.64%
184.7	204.3	144.3	19.6	(40.4)	0.97%	1.06%	1.01%	Payroll Taxes - Stores	779.0	940.7	668.3	161.7	(110.7)	1.13%	1.20%	1.25%
52.2	46.0	28.6	(6.2)	(23.6)	0.27%	0.24%	0.20%	Medical Insurance	252.1	247.4	76.8	(4.7)	(175.3)	0.37%	0.32%	0.14%
10.1	14.5	1.8	4.4	(8.3)	0.05%	0.08%	0.01%	Store Meetings/Training	62.4	79.9	20.4	17.5	(42.0)	0.09%	0.10%	0.04%
26.9	27.4	15.5	0.5	(11.4)	0.14%	0.14%	0.11%	Worker's Compensation	119.6	125.6	83.2	6.0	(36.4)	0.17%	0.16%	0.16%
1,724.9	2,048.6	1,496.4	323.7	(228.5)	9.06%	10.66%	10.51%	Payroll Selling	8,145.6	9,430.1	6,891.8	1,284.5	(1,253.8)	11.68%	12.03%	12.84%
100.9	58.0	20.0	(42.9)	(80.9)	0.53%	0.30%	0.14%	Store Bonuses	259.1	235.1	119.2	(24.0)	(139.9)	0.39%	0.30%	0.22%
116.2	337.6	82.6	219.4	(33.6)	0.62%	1.75%	0.58%	Bags, Boxes & Hangers	273.7	625.1	544.6	351.4	270.9	0.40%	1.05%	1.02%
131.9	86.5	93.1	(51.4)	(38.8)	0.69%	0.42%	0.23%	Delivery - New Merch. (Sch. 8, 9.1)	545.0	392.9	560.0	(152.1)	15.0	0.79%	0.56%	1.04%
46.1	32.9	27.0	(13.2)	(19.1)	0.24%	0.17%	0.19%	Delivery - Transfers	139.5	139.2	101.0	(0.3)	(38.5)	0.20%	0.17%	0.19%
								Driver's Wages								
								Payroll - Security								
26.9	44.5	24.9	17.6	(2.0)	0.14%	0.23%	0.17%	Bank Charges	112.3	168.2	111.4	67.9	(0.9)	0.16%	0.23%	0.21%
3.9	1.6	1.5	(2.3)	(2.4)	0.02%	0.01%	0.01%	Armored Car Service	15.0	8.7	6.5	(6.3)	(8.5)	0.02%	0.01%	0.01%
242.7	246.5	109.7	3.8	(133.0)	1.26%	1.29%	0.77%	Credit Card Fees (Sch. 9)	823.3	1,007.4	424.2	184.1	(399.1)	1.19%	1.29%	0.79%
28.1	33.5	40.4	5.4	12.3	0.15%	0.17%	0.28%	Bad Debt & Over/Short (Sch. 10, 10.1)	113.3	135.7	119.2	22.4	5.9	0.16%	0.17%	0.22%
24.3	29.4	28.6	5.1	4.3	0.13%	0.15%	0.20%	Store Services (Sch. 11)	129.2	157.9	122.8	28.7	(6.4)	0.19%	0.20%	0.23%
$2,981.7	$3,506.5	$2,485.7	$524.8	($496.0)	15.67%	18.14%	17.47%	Total Selling Expense	$13,111.4	$15,467.1	$12,639.0	$2,355.7	($472.4)	19.01%	19.74%	23.56%
$7,111.6	$7,514.4	$6,240.5	$402.8	($871.1)	37.37%	38.87%	43.85%	Total Store Expense	$34,021.9	$36,978.6	$29,709.1	$2,956.7	($4,312.8)	49.34%	47.19%	55.37%

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WS 000108

1/12/01
9:01am

Arden B

Comparative Income Statement
For the Eleven Fiscal Months Ending December 30, 2000
(In Thousands)

Quarter									Year-to-Date							
Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales		Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
								Management Expense								
								Real Estate Wages								
								Construction Wages								
								Marketing Wages	0.7			(0.7)	(0.7)	0.00%		
222.2	160.9	106.4	(49.3)	(115.8)	1.17%	0.98%	0.75%	Buyer's Wages & Bonus	1,203.6	964.9	636.9	(238.7)	(566.7)	1.75%	1.23%	1.19%
109.2	94.0	67.6	(15.2)	(41.6)	0.57%	0.49%	0.47%	Regional & District Wages & Bonus	491.6	501.2	434.0	9.6	(57.6)	0.71%	0.64%	0.81%
								Car and Travel								
14.0	8.3	11.6	(5.7)	(2.4)	0.07%	0.04%	0.08%	Buying Expenses (Sch. 12)	79.4	45.8	63.9	(33.6)	(15.5)	0.12%	0.06%	0.12%
								Executive Salaries								
								Executive Bonus								
22.7	24.7	14.4	2.0	(8.3)	0.12%	0.13%	0.10%	Payroll Taxes	114.8	132.0	87.9	17.2	(26.9)	0.17%	0.17%	0.16%
10.8		1.3	(10.8)	(9.5)	0.06%		0.01%	Medical Insurance	36.6		0.4	(36.6)	(36.2)	0.05%		0.00%
								Human Resource Wages								
								Recruiting	5.5		25.8	(5.5)	20.3	0.01%		0.05%
	0.3		0.3			0.00%		Employee Meetings & Seminars		1.8		1.8			0.00%	
								Stock Bonus Plan								
$376.9	$308.2	$201.3	($70.7)	($177.6)	1.99%	1.59%	1.41%	Total Management Expense	$1,932.2	$1,645.7	$1,248.9	($286.5)	($683.3)	2.60%	2.10%	2.33%

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1/12/01
9:01am

Arden B

Comperative Income Statement

For the Eleven Fiscal Months Ending December 30, 2000

(In Thousands)

Quarter									Year-to-Date							
Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales		Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
								Warehousing Expense								
								Property Tax & Business License								
	1.5		1.5			0.01%		Payroll Taxes		7.5		7.5			0.01%	
								Medical Insurance								
								Insurance - Property								
								Light, Heat & Water								
29.2	(11.6)	(10.9)	(31.8)	(31.1)	0.11%	-0.06%	-0.08%	Maintenance & Supplies (Sch. 13)	1.2	(47.0)	(72.8)	(48.2)	(73.8)	0.00%	-0.06%	-0.14%
(56.4)			56.4	56.4	-0.30%			Vendor Violation Income (Sch. 13)	(106.8)			106.8	106.8	-0.15%		
								Rent & Offsite Storage								
9.5	17.2	7.5	7.7	(2.0)	0.05%	0.09%	0.05%	Warehouse Wages (Sch. 14)	47.8	83.7	45.6	35.9	(2.2)	0.07%	0.11%	0.06%
								Depreciation								
								Security System								
45.5	49.2	32.6	3.7	(12.9)	0.24%	0.25%	0.23%	Temp Employment Services (Sch. 14)	285.6	240.1	152.6	34.5	(53.0)	0.36%	0.31%	0.28%
$18.8	$56.3	$29.2	$37.5	$10.4	0.10%	0.29%	0.21%	Total Warehousing Expense	$347.8	$284.3	$125.6	$136.5	($22.2)	0.21%	0.36%	0.23%

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1/12/01
9:01am

Arden B
~~Comparative Income Statement~~
For the Eleven Fiscal Months Ending December 30, 2000
(In Thousands)

Quarter									Year-to-Date							
Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales		Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
								Financial Expense								
								Legal & Audit (Sch. 17)								
								Total Financial Expense								
								Other Expense								
								Interest Expense								
19.6	40.0	11.0	20.4	(8.6)	0.10%	0.21%	0.08%	Consulting and Marketing	64.4	220.0	245.1	155.6	180.7	0.09%	0.28%	0.46%
58.1	58.1	58.1			0.31%	0.30%	0.41%	Amortization of Goodwill	319.5	319.5	261.4		(58.1)	0.46%	0.41%	0.49%
								Suzy Shier Corp Services								
								Interest Income (Sch 18)								
								Line of Credit Fee								
								Costs Related to Public Reporting								
								SERP/401K Admin (Sch. 19)								
								Loss On Disposal (Sch. 19)								
0.7			(0.7)	(0.7)	0.00%			Penalties/Interest/Discounts (Sch. 19)	2.1		0.4	(2.1)	(1.7)	0.00%		0.00%
$78.4	$98.1	$69.1	$19.7	($9.3)	0.41%	0.51%	0.49%	Total Other Expense	$386.0	$539.5	$506.9	$153.5	$120.9	0.56%	0.69%	0.94%

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6months 2000

8/10/00
2:51pm

Arden B
Comparative Income Statement
For the Six Fiscal Months Ending July 29, 2000
(In Thousands)

2000 / 1999 ~~1999~~

Quarter Actual $	Quarter Budget $	Quarter Prior Year $	Quarter Budget $ Variance	Quarter Prior Year $ Variance	Quarter Actual % Sales	Quarter Budget % Sales	Quarter Prior Year % Sales		Year-to-Date Actual $	Year-to-Date Budget $	Year-to-Date Prior Year $	Year-to-Date Budget $ Variance	Year-to-Date Prior Year $ Variance	Year-to-Date Actual % Sales	Year-to-Date Budget % Sales	Year-to-Date Prior Year % Sales
$16,173.7	$16,717.7	$14,552.9	($2,544.0)	$1,620.8	100.00%	100.00%	100.00%	Sales - Retail Stores	$32,015.1	$36,977.0	$23,209.6	($4,961.9)	$8,805.5	100.00%	100.00%	100.00%
								Sales - Frequent Buyer Cards (Sch. 1)								
16,173.7	16,717.7	14,552.9	(2,544.0)	1,620.8	100.00%	100.00%	100.00%	Total Sales	32,015.1	36,977.0	23,209.6	(4,961.9)	8,805.5	100.00%	100.00%	100.00%
7,518.1	9,525.7	6,425.9	1,007.6	(1,092.3)	46.48%	45.56%	44.15%	Cost of Sales (Sch. 2)	14,671.9	16,655.4	9,787.4	1,983.5	(4,884.5)	45.83%	45.04%	42.17%
8,655.6	10,192.0	8,127.1	(1,536.4)	528.5	53.52%	54.45%	55.85%	Gross Profit	17,343.2	20,321.6	13,422.2	(2,978.4)	3,921.0	54.17%	54.96%	57.83%
8,655.6	10,192.0	8,127.1	(1,536.4)	528.5	53.52%	54.45%	55.85%	Gross Profit - Retail Stores	17,343.2	20,321.6	13,422.2	(2,978.4)	3,921.0	54.17%	54.96%	57.83%
								Expenses								
8,955.1	8,733.0	8,683.7	777.9	(291.4)	55.37%	52.00%	59.53%	Store Expenses	17,677.8	18,189.0	14,391.6	1,621.2	(3,186.2)	54.90%	51.92%	62.01%
775.8	887.6	528.3	(108.3)	(246.5)	4.80%	3.57%	3.62%	Administrative Expenses	1,346.0	1,319.9	970.6	(26.1)	(375.2)	4.20%	3.57%	4.18%
								Financial Expenses								
97.2	147.1	179.3	59.9	82.1	0.54%	0.79%	1.23%	Other Expenses	185.3	294.3	297.0	109.0	111.7	0.58%	0.80%	1.28%
9,818.1	10,547.8	9,389.3	729.5	(449.8)	60.70%	59.35%	64.38%	Total Expenses	19,109.1	20,613.2	15,659.4	1,704.1	(3,449.7)	59.68%	59.29%	67.47%
(1,162.5)	(355.8)	(1,242.2)	(806.9)	79.7	-7.19%	-1.90%	-8.54%	Earnings Before Taxes	(1,765.9)	(491.6)	(2,237.2)	(1,274.3)	471.3	-5.52%	-1.33%	-9.64%
								Provision For Income Taxes								
(353.7)	(113.7)	(385.0)	240.0	(31.3)	-2.19%	-0.61%	-2.65%	Federal Taxes	(548.8)	(157.3)	(683.5)	388.5	(146.7)	-1.71%	-0.43%	-2.89%
(77.4)	(32.0)	(111.6)	45.4	(34.4)	-0.48%	-0.17%	-0.77%	State Taxes	(119.6)	(44.2)	(201.3)	75.4	(81.7)	-0.37%	-0.12%	-0.87%
(431.1)	(145.7)	(496.6)	285.4	(65.7)	-2.67%	-0.78%	-3.41%	Total Taxes	(666.4)	(201.5)	(884.8)	464.9	(228.4)	-2.08%	-0.54%	-3.86%
($731.4)	($209.9)	($745.4)	($521.5)	$14.0	-4.52%	-1.12%	-5.12%	Net Income	($1,099.5)	($290.1)	($1,342.4)	($809.4)	$242.9	-3.43%	-0.78%	-5.78%
12,642.6	12,642.6	12,687.0						Effective Number of Shares	12,640.9	12,640.9	12,649.0					
-0.06	-0.02	-0.06	-0.04		0.00%	0.00%	0.00%	Earnings Per Share	-0.09	-0.02	-0.10	-0.06	0.02	0.00%	0.00%	0.00%

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WS 000113

8/10/00
2:51pm

Arden B
Comparative Income Statement
For the Six Fiscal Months Ending July 29, 2000
(In Thousands)

Quarter									Year-to-Date							
Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales		Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
								Selling Expense								
$174.7	$178.7	$188.9	$2.0	(97.6)	1.08%	0.94%	1.15%	Merchant Dues/Promo Fund	$330.4	$346.7	$256.9	$16.1	($73.7)	1.03%	0.94%	1.11%
129.5	129.5	477.6		348.1	0.80%	0.68%	3.28%	Non-Lease Required Advertising	242.8	242.8	851.0		608.1	0.76%	0.66%	3.67%
20.3	23.7	(1.9)	3.4	(22.2)	0.13%	0.13%	-0.01%	Recruiting	36.3	48.5	60.4	11.2	25.1	0.11%	0.13%	0.26%
80.3	100.8	109.6	40.3	48.3	0.37%	0.54%	0.78%	Car/Travel/Meals	108.6	187.6	194.6	81.0	86.2	0.33%	0.53%	0.84%
216.0	239.9	205.2	23.9	(10.8)	1.34%	1.28%	1.41%	Payroll Taxes - Stores	408.2	477.8	331.2	71.6	(76.0)	1.27%	1.29%	1.43%
110.3	87.4	24.6	(42.9)	(85.7)	0.68%	0.38%	0.17%	Medical Insurance	126.8	132.4	22.4	5.6	(104.4)	0.40%	0.38%	0.10%
14.2	21.8	8.7	7.6	(4.5)	0.08%	0.12%	0.07%	Store Meetings/Training	33.0	43.6	15.5	10.6	(17.5)	0.10%	0.12%	0.07%
36.1	32.0	22.4	(4.1)	(13.7)	0.22%	0.17%	0.15%	Worker's Compensation	60.6	63.0	39.6	2.7	(21.3)	0.18%	0.17%	0.17%
2,162.8	2,408.8	2,119.3	256.0	(33.6)	13.31%	12.87%	14.66%	Payroll-Selling	4,216.8	4,782.2	3,376.6	565.4	(839.2)	13.17%	12.83%	14.56%
44.1	68.2	30.6	12.1	(13.6)	0.27%	0.30%	0.21%	Store Bonuses	84.7	110.8	38.1	16.2	(56.6)	0.30%	0.30%	0.16%
53.9	154.6	165.2	100.7	111.3	0.33%	0.83%	1.14%	Bags, Boxes & Hangers	78.1	305.4	262.4	227.3	184.3	0.24%	0.83%	1.13%
60.5	107.5	138.7	18.0	47.2	0.86%	0.57%	0.94%	Delivery-Newsletts. (Sch. 8, 8.1)	229.8	189.8	344.3	(30.0)	114.5	0.72%	0.54%	1.48%
26.5	31.8	33.9	3.3	5.4	0.16%	0.17%	0.23%	Delivery - Transfers	55.8	62.9	48.8	7.1	(8.0)	0.17%	0.17%	0.20%
								Driver's Wages								
								Payroll - Security								
19.1	43.1	34.6	24.0	15.5	0.12%	0.23%	0.24%	Bank Charges	50.9	85.0	52.6	34.1	1.7	0.16%	0.23%	0.23%
3.4	2.4	1.2	(1.0)	(2.2)	0.02%	0.01%	0.01%	Affiliated Car Service	6.4	4.7	1.2	(1.7)	(5.2)	0.02%	0.01%	0.01%
254.5	240.6	112.5	(13.9)	(142.0)	1.57%	1.28%	0.77%	Credit Card Fees (Sch. 9)	376.3	476.4	174.2	98.1	(202.1)	1.18%	1.28%	0.75%
(4.5)	32.4	27.2	36.9	31.7	-0.03%	0.17%	0.18%	Bad Debt & Overshort (Sch. 10, 10.1)	53.4	84.1	42.3	10.7	(11.1)	0.17%	0.17%	0.18%
56.7	43.0	38.9	(13.7)	(19.8)	0.35%	0.23%	0.25%	Shopper Services & Video (Sch. 11)	66.7	84.5	57.9	17.8	(8.8)	0.21%	0.23%	0.25%
$3,459.4	$3,912.0	$3,711.2	$452.6	$251.8	21.39%	20.80%	25.50%	Total Selling Expense	$6,571.2	$7,726.0	$6,170.3	$1,154.8	($400.9)	20.53%	20.88%	26.56%
$6,955.1	$6,733.0	$6,683.7	$777.9	($291.4)	55.37%	52.00%	58.53%	Total Store Expense	$17,577.8	$19,199.0	$14,381.6	$1,621.2	($3,196.2)	54.80%	51.92%	62.01%

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WS 000115

8/10/00
2:51pm

Arden B
Comparative Income Statement
For the Six Fiscal Months Ending July 29, 2000
(In Thousands)

Quarter									Year-to-Date							
Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales		Actual $	Budget $	Prior Year $	Budget $ Variance	Prior Year $ Variance	Actual % Sales	Budget % Sales	Prior Year % Sales
								Warehousing Expenses								
								Property Tax & Business License								
	2.1		2.1			0.01%		Payroll Taxes		3.8		3.8			0.01%	
								Medical Insurance								
								Insurance - Property								
								Light, Heat & Water								
(21.0)	(11.2)	(12.6)	9.8	8.2	-0.13%	-0.08%	-0.08%	Maintenance & Supplies (Sch. 13)	(38.6)	(22.2)	(31.5)	16.4	7.1	-0.12%	-0.08%	-0.14%
(8.4)			8.4	8.4	-0.04%			Vendor Violation Income (Sch. 13)	(8.4)			8.4	8.4	-0.02%		
								Rent & Offsite Storage								
13.6	22.9	13.4	9.3	(0.2)	0.09%	0.12%	0.09%	Warehouse Wages (Sch. 14)	24.7	42.6	25.0	17.9	0.3	0.09%	0.12%	0.11%
								Depreciation								
								Security System								
63.5	85.7	37.8	2.2	(25.7)	0.39%	0.35%	0.29%	Temp Employment Services (Sch. 14)	101.4	122.1	79.3	20.7	(22.1)	0.32%	0.33%	0.34%
149.7	179.5	138.4	29.8	(11.3)	0.31%	0.42%	0.29%	Total Warehousing Expense	281.1	346.3	271.8	65.2	(9.3)	0.25%	0.40%	0.31%

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Fiscal 1999

ARDEN B
FOR THE MONTH OF JANUARY
FOR THE PERIOD ENDED JANUARY 29, 2000
ROUNDED TO THOUSANDS ($ 000)

1999 Plan FISCAL 1998

QUARTER-TO-DATE CURRENT ACTUAL	% SALES	$ BUDGET	% SALES	BUDGET VAR	% BUDG	PRIOR YEAR ACTUAL	% SALES		YEAR-TO-DATE CURRENT ACTUAL	% SALES	$ BUDGET	% SALES	BUDGET VAR	% BUDG	PRIOR YEAR ACTUAL	% SALES
[illegible]	100.00%	[illegible]	100.00%	(7,710)	-30.38%	[illegible]	100.00%	SALES-MERCHANDISE (SCH-1A)	[illegible]	100.00%	[illegible]	100.00%	(19,461)	-25.43%	[illegible]	100.00%
[illegible]		[illegible]				[illegible]		FREQUENT BUYER SALES	[illegible]		[illegible]				[illegible]	
[illegible]	100.00%	[illegible]	100.00%	(7,710)	-30.38%	[illegible]	100.00%	TOTAL SALES	[illegible]	100.00%	[illegible]	100.00%	(19,461)	-25.43%	[illegible]	100.00%
[illegible]	47.44%	[illegible]	42.66%	(2,404)	-22.94%	[illegible]	44.97%	COST OF SALES	[illegible]	43.82%	[illegible]	42.63%	(7,543)	-23.18%	[illegible]	44.80%
[illegible]	52.56%	[illegible]	57.15%	(5,216)	-35.98%	[illegible]	55.03%	GROSS PROFIT	[illegible]	56.08%	[illegible]	57.37%	(11,888)	-27.10%	[illegible]	55.20%
[illegible]	52.56%	[illegible]	57.15%	(5,216)	-35.98%	[illegible]	55.03%	GROSS PROFIT-MERCHANDISE (SCH-1A)	[illegible]	56.08%	[illegible]	57.37%	(11,888)	-27.10%	[illegible]	55.20%
[illegible]		[illegible]				[illegible]		EXPENSES	[illegible]		[illegible]				[illegible]	
[illegible]	60.99%	[illegible]	38.54%	1,025	10.22%	[illegible]	60.09%	Store Expenses	[illegible]	56.89%	[illegible]	45.93%	2,684	7.63%	[illegible]	60.18%
[illegible]	2.49%	[illegible]	2.57%	214	32.77%	[illegible]	8.15%	Administratile Expenses	[illegible]	3.35%	[illegible]	3.42%	704	26.93%	[illegible]	14.71%
[illegible]		[illegible]				[illegible]		Financial Expenses	[illegible]		[illegible]				[illegible]	
[illegible]	0.58%	[illegible]	1.53%	310	75.06%	[illegible]	0.35%	Other Expenses	[illegible]	0.96%	[illegible]	2.04%	1,019	65.32%	[illegible]	0.35%
[illegible]	64.06%	[illegible]	43.74%	1,549	13.96%	[illegible]	59.59%		[illegible]	61.19%	[illegible]	51.39%	4,407	11.20%	[illegible]	65.24%
[illegible]	-1.50%	[illegible]	13.41%	3,667	107.79%	[illegible]	-3.56%	EARNINGS BEFORE TAXES	[illegible]	-5.10%	[illegible]	5.98%	7,491	163.63%	[illegible]	-10.06%
[illegible]		[illegible]				[illegible]		PROVISION FOR TAXES	[illegible]		[illegible]				[illegible]	
[illegible]	-0.47%	[illegible]	4.15%	1,137	107.87%	[illegible]	-2.36%	Federal Income Tax	[illegible]	-1.58%	[illegible]	1.85%	2,322	163.64%	[illegible]	-2.36%
[illegible]	-0.18%	[illegible]	1.21%	335	108.48%	[illegible]	-0.48%	State Income Tax	[illegible]	-0.47%	[illegible]	0.54%	679	164.51%	[illegible]	-0.48%
[illegible]	-0.63%	[illegible]	5.36%	1,471	108.16%	[illegible]	-2.82%		[illegible]	-2.05%	[illegible]	2.39%	3,001	163.90%	[illegible]	-2.82%
[illegible]	-0.87%	[illegible]	8.05%	2,196	107.54%	[illegible]	-0.74%	NET EARNINGS	[illegible]	-3.05%	[illegible]	3.59%	4,490	163.45%	[illegible]	-7.23%
[illegible]		[illegible]				[illegible]		EFFECTIVE NUMBER SHARES	[illegible]		[illegible]				[illegible]	313.65%
[illegible]		[illegible]				[illegible]		EARNINGS PER SHARE	[illegible]		[illegible]				[illegible]	($0.00)

WS 000159

ARDEN B

FOR THE MONTH OF JANUARY

FOR THE PERIOD ENDED JANUARY 29, 2000

ROUNDED TO THOUSANDS ($ 000)

QUARTER - TO - DATE																							
CURRENT						PRIOR YEAR						YEAR - TO - DATE											
												CURRENT						PRIOR YEAR					
$ ACTUAL	% SALES	$ BUDGET	% SALES	BUDGET VAR	% BUDG	$ ACTUAL	% SALES		$ ACTUAL	% SALES	$ BUDGET	% SALES	BUDGET VAR	% BUDG	$ ACTUAL	% SALES
								SELLING EXPENSES								
	0.56%			(164)			0.54%	ADVERTISING & PROMOTION		0.64%			(638)			0.66%
	0.14%		0.60%	169	60.16%		0.08%	MERCHANT ASSOCIATION DUES		0.03%		0.58%	370	83.82%		0.07%
	1.51%		1.03%	(8)	-1.94%		0.60%	ADVERTISING (NON LEASE)		3.23%		2.88%	144	7.29%		0.82%
	0.07%		0.06%	(1)	-8.33%		0.68%	RECRUITING		0.16%		0.08%	(41)	-97.62%		0.02%
	0.37%		0.14%	(29)	-80.56%		0.83%	CAR & TRAVEL (SUPERVISION)		0.64%		0.18%	(237)	-188.10%		0.83%
	1.20%		0.97%	33	13.47%			PAYROLL TAXES		1.29%		1.08%	69	16.78%		
	0.25%		0.27%	25	36.23%		0.06%	MED INSURANCE		0.18%		0.32%	160	61.73%		
	0.02%			(4)			0.08%	STORE MEETINGS/EVENTS		0.04%			(22)			
	0.21%		0.13%	(6)	-15.63%			WORKER'S COMP INSURANCE		0.18%		0.14%	2	1.89%		
	12.14%		9.23%	198	8.48%		10.06%	STORE WAGES		13.21%		10.23%	293	3.74%		10.06%
	0.23%		0.40%	61	68.40%		0.14%	TEAM BONUSES		0.24%		0.40%	187	54.58%		0.14%
	0.76%		2.06%	388	73.61%		5.76%	BAGS, BOXES & HANGERS		1.06%		1.44%	506	45.76%		5.76%
	0.43%		0.73%	118	59.14%		1.71%	DELIVERY-NEW MERCHANDISE (SCH 6)		1.06%		0.94%	116	16.02%		1.73%
	0.22%		0.17%	6	11.36%		0.16%	DELIVERY-TRANSFERS (SCH 6)		0.20%		0.22%	57	33.83%		0.16%
			0.02%	4	100.00%			DRIVERS' SALARIES				0.02%	16	100.00%		
								SECURITY WAGES								
	0.19%		0.28%	33	50.00%			BANK CHARGES		0.21%		0.26%	80	40.20%		
	0.02%		0.02%	1	26.00%			ARMORED CAR SERVICE		0.01%		0.02%	9	52.94%		
	0.79%		0.67%	31	18.34%			CREDIT CARD EXPENSES		0.79%		0.67%	60	11.70%		
	0.24%		0.36%	34	44.74%		0.16%	BAD DEBTS (SCH 8)		0.21%		0.30%	109	47.39%		0.16%
	0.32%		0.29%	(5)	-9.62%		0.07%	SHOPPER SERVICES & VIDEO TAPES (SCH 9)		0.27%		0.24%	32	17.38%		0.07%
	20.01%		17.14%	616	18.70%		21.46%	TOTAL [illegible]		23.98%		19.66%	1,383	9.06%		21.50%
	60.99%		39.54%	1,026	10.22%		60.08%	TOTAL [illegible]		56.59%		46.93%	2,564	7.63%		60.18%
	12.14%		9.23%	198	8.48%		10.06%	STORE WAGES (% OF SALES-MERCH)		13.21%		10.23%	293	3.74%		10.06%

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WS 000161

ARDEN B

FOR THE MONTH OF JANUARY

FOR THE PERIOD ENDED JANUARY 29, 2000

ROUNDED TO THOUSANDS ($ 000)

QUARTER-TO-DATE CURRENT $ ACTUAL	% SALES	$ BUDGET	% SALES	BUDGET VAR	% BUDG	PRIOR YEAR $ ACTUAL	% SALES		YEAR-TO-DATE CURRENT $ ACTUAL	% SALES	$ BUDGET	% SALES	BUDGET VAR	% BUDG	PRIOR YEAR $ ACTUAL	% SALES
								MANAGEMENT								
								REAL ESTATE WAGES								
								CONSTRUCTION WAGES								
								MARKETING WAGES								
	1.04%		0.80%	21	10.29%		3.19%	BUYERS' WAGES & BONUS		1.25%		1.10%	128	16.22%		3.25%
	0.42%		0.04%	93	86.09%		1.39%	REGL & DISTRCT MGR WGE & BNS		0.77%		0.08%	229	34.15%		1.38%
								CAR & TRAVEL								
	0.08%		0.06%	(3)	-23.08%		0.36%	BIDDING EXPENSES		0.12%		0.07%	(18)	-36.00%		0.44%
								EXECUTIVE SALARIES								
								EXECUTIVE BONUS								
	0.13%		0.18%	14	37.84%		0.39%	PAYROLL TAX		0.17%		0.20%	67	37.01%		0.74%
	0.01%			(2)			-0.06%	MEDICAL INSURANCE		0.00%			(1)			-0.07%
								HUMAN RESOURCE WAGES								
							1.18%	RECRUITING		0.06%			(26)			1.18%
			0.00%	1	100.00%			MEETINGS & SEMINARS				0.01%	8	100.00%		
								EMPLOYEE STOCK BONUS PLAN								
								ALLOCATION OF MANAGEMENT								
	1.66%		1.66%	124	29.38%		6.49%	TOTAL MANAGEMENT EXPENSES		2.36%		2.25%	378	21.60%		12.64%

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WS 000162

ARDEN B

FOR THE MONTH OF JANUARY

FOR THE PERIOD ENDED JANUARY 29, 2000

ROUNDED TO THOUSANDS (000)

QUARTER-TO-DATE CURRENT $ ACTUAL	% SALES	$ BUDGET	% SALES	BUDGET VAR	% BUDG	PRIOR YEAR $ ACTUAL	% SALES		YEAR-TO-DATE CURRENT $ ACTUAL	% SALES	$ BUDGET	% SALES	BUDGET VAR	% BUDG	PRIOR YEAR $ ACTUAL	% SALES
								WAREHOUSING EXPENSES								
								BUSINESS AND PROPERTY TAXES								
			0.01%	2	100.00%			EMPLOYEE BENEFITS				0.01%	8	100.00%		
								INSURANCE								
								LIGHT, HEAT & WATER								
	-0.11%		-0.04%	10	-100.00%		0.96%	MAINT. SUPPLIES,VIOLATION INCOME		-0.14%		-0.04%	51	-164.62%		1.11%
	0.06%		0.11%	16	69.26%			RENT & OFFSITE STORAGE								
								WAREHOUSE WAGES		0.09%		0.14%	56	63.33%		
								DEPRECIATION								
								CENTRAL OFFICE SECURITY								
	0.26%		0.36%	44	48.89%			TEMP. EMPLOYMENT SERVICES		0.29%		0.45%	180	62.02%		
								ALLOCATION OF WAREHOUSE EXPENSE								
	0.20%		0.43%	73	66.87%		0.96%	TOTAL WAREHOUSING EXPENSES		0.23%		0.66%	296	69.00%		1.11%
								VENDOR VIOLATION INCOME								
	-0.11%		-0.04%	10	-100.00%		0.96%	WAREHOUSE MAINTENANCE & SUPPLIES		-0.14%		-0.04%	51	-164.62%		1.11%
	-0.11%		-0.04%	10	-100.00%		0.96%	MAINT. SUPPLIES,VIOLATION INCOME		-0.14%		-0.04%	51	-164.62%		1.11%
	0.06%		0.11%	16	69.26%			WAREHOUSE WAGES		0.09%		0.14%	56	63.33%		
	0.26%		0.36%	44	48.89%			TEMP. EMPLOYMENT SERVICES		0.29%		0.45%	180	62.02%		
	0.32%		0.46%	60	51.28%			TOTAL WAGES (% OF SALES-MERCH)		0.38%		0.59%	236	62.33%		

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ARDEN B

FOR THE MONTH OF JANUARY

FOR THE PERIOD ENDED JANUARY 29, 2000

ROUNDED TO THOUSANDS (if not)

QUARTER-TO-DATE CURRENT ACTUAL	% SALES	BUDGET	% SALES	BUDGET VAR	% BUDG	PRIOR YEAR ACTUAL	% SALES	OFFICE EXPENSES	TEAR-TO-DATE CURRENT ACTUAL	% SALES	BUDGET	% SALES	BUDGET VAR	% BUDG	PRIOR YEAR ACTUAL	% SALES
								BUSINESS AND PROPERTY TAXES								
	0.02%		0.02%	2	33.33%		0.07%	PAYROLL TAXES		0.03%		0.03%	6	34.78%		0.07%
	0.01%			(1)				MEDICAL INSURANCE		0.02%			(10)			
			0.01%	2	100.00%			WORKER COMP-ALL NON SELLING				0.01%	7	100.00%		
								INSURANCE								
	0.29%		0.19%	(2)	-4.06%		0.16%	OFFICE AND GENERAL		0.40%		0.23%	(57)	-32.76%		0.16%
								RENT								
								WAGES - ACCOUNTING								
	0.28%		0.26%	15	23.08%		0.51%	WAGES - MERGR PLANNING		0.31%		0.34%	85	32.57%		0.51%
								WAGES - M.I.S.								
								WAGES - SECTY,RCPTNIST								
								WAGES-SUPPLIES								
								TELEPHONE								
								DEPRECIATION-OFFICE EQUIP.								
								COMPUTER MAINTENANCE								
								RECRUITING								
								COMP.OUTSIDE SERVICES-A\P,P\R								
								ALLOCATION OF OFFICE EXPENSE								
	0.59%		0.48%	17	13.93%		0.72%	TOTAL OFFICE EXPENSES		0.76%		0.61%	34	7.31%		0.76%
	2.40%		2.57%	214	32.77%		8.15%	TOTAL ADMINISTRATIVE EXPENSES		3.35%		3.42%	704	26.93%		14.71%

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WS 000164

ARDEN B

FOR THE MONTH OF JANUARY

FOR THE PERIOD ENDED JANUARY 29, 2000

ROUNDED TO THOUSANDS ($000)

QUARTER-TO-DATE CURRENT						PRIOR YEAR			YEAR-TO-DATE CURRENT						PRIOR YEAR	
$ ACTUAL	% SALES	$ BUDGET	% SALES	BUDGET VAR	% BUDG	$ ACTUAL	% SALES		$ ACTUAL	% SALES	$ BUDGET	% SALES	BUDGET VAR	% BUDG	$ ACTUAL	% SALES
								FINANCIAL EXPENSES								
								LEGAL AND AUDIT								
								TOTAL FINANCIAL EXPENSES								
								OTHER EXPENSES								
								INTEREST EXPENSE								
	0.09%		0.35%	72	91.62%		0.35%	CONSULTING AND MARKETING		0.44%		0.46%	100	29.57%		0.35%
	0.40%		0.30%	(12)	-16.00%			AMORTIZATION OF GOODWILL		0.51%		0.33%	(40)	-16.00%		
			0.00%	251	100.00%			SUZY SHER-CORP. SERVICES								
								INTEREST INCOME				1.25%	960	100.00%		
								CREDIT LINE FEE-B OF A								
								COSTS RELATED TO PUBLIC RPTG								
								MISC.								
								ALLOCATION OF FINANCIAL								
	0.58%		1.63%	310	76.06%		0.35%	TOTAL OTHER EXPENSES		0.96%		2.04%	1,019	65.32%		0.35%
	0.58%		1.63%	310	76.06%		0.35%	TOTAL FINANCIAL AND OTHER EXPENSES		0.96%		2.04%	1,019	65.32%		0.35%

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ARDEN B. STORE LISTING

Qty		Div	St. #	Mall	City	St	Total Square Feet	Store Open Date
	1	AB	300	SAN FRANCISCO CENTER	San Francisco	CA	2,018	11/12/98
	1	AB	301	SHOPS AT SUNSET PLACE, The	South Miami	FL	3,720	3/18/99
	1	AB	302	SOUTH SHORE PLAZA	Braintree	MA	4,433	11/21/98
	1	AB	303	GARDENS AT PALM BEACH, The	Palm Beach Garden	FL	3,826	11/6/98
	1	AB	304	GLENDALE GALLERIA	Glendale	CA	3,500	11/27/98
	1	AB	305	HOUSTON GALLERIA	Houston	TX	3,590	3/21/99
	1	AB	306	FASHION VALLEY	San Diego	CA	4,271	11/20/98
	1	AB	307	SANTA MONICA PLACE	Santa Monica	CA	3,583	11/14/98
	1	AB	308	ALA MOANA	Honolulu	HI	4,741	9/1/99
	1	AB	309	MacARTHUR CENTER	Norfolk	VA	3,063	4/16/99
	1	AB	310	FASHION ISLAND	Newport Beach	CA	3,559	11/27/98
	1	AB	311	WALNUT STREET (Street)	Philadelphia	PA	3,400	5/29/99
	1	AB	312	NEWPORT CENTRE	Jersey City	NJ	3,770	3/25/99
	1	AB	313	WOODFIELD MALL	Schaumburg	IL	4,120	5/22/99
	1	AB	314	107 OAK ST. *(Street)*	Chicago	IL	3,010	12/4/98
	1	AB	315	BEVERLY CENTER	Los Angeles	CA	1,898	12/4/98
	1	AB	316	BELLEVUE SQUARE	Bellevue	WA	2,188	12/4/98
	1	AB	317	DALLAS GALLERIA	Dallas	TX	3,798	12/4/98
	1	AB	318	CHERRY CREEK	Denver	CO	3,186	12/4/98
	1	AB	319	LENOX SQUARE	Atlanta	GA	3,624	12/4/98
	1	AB	320	TOWN CENTER AT BOCA RATON	Boca Raton	FL	3,567	12/4/98
	1	AB	321	GEORGETOWN PARK MALL	Washington DC	DC	2,075	12/4/98
	1	AB	322	ATRIUM MALL	Chestnut Hill	MA	2,472	12/4/98

ARDEN B. STORE LISTING

Qty	Div	St. #	Mall	City	St	Total Square Feet	Store Open Date
1	AB	323	MALL AT SHORT HILLS	Short Hills	NJ	2,559	12/4/98
1	AB	324	RIVERSIDE SQUARE	Hackensack	NJ	3,190	12/4/98
1	AB	325	GALLERIA @SOUTHPOINTE, The	Pittsburgh	PA	1,652	12/4/98
1	AB	326	PLAZA AT KING OF PRUSSIA, The	King of Prussia	PA	2,776	12/4/98
1	AB-O	327	WOODBURY COMMONS	Central Valley	NY	2,500	12/4/98
1	AB	328	DADELAND	Miami	FL	3,750	12/4/98
1	AB	330	[redacted]	Troy	MI	4,450	12/4/98
1	AB	331	WESTCHESTER, The	White Plains	NY	2,509	12/4/98
1	AB	333	MONTGOMERY MALL	Bethesda	MD	5,054	3/24/99
1	AB	334	MALL IN COLUMBIA, The	Columbia	MD	4,037	3/26/99
1	AB	335	HAYWOOD MALL	Greenville	SC	2,986	3/26/99
1	AB	336	BUCKLAND HILLS	Manchester	CT	3,003	3/22/99
1	AB	337	PARAMUS PARK	Paramus	NJ	3,826	4/21/99
1	AB	338	NORTHPOINT	Alpharetta	GA	2,763	3/26/99
1	AB	339	PERIMETER MALL	Atlanta	GA	2,810	3/24/99
1	AB	340	GARDEN STATE PLAZA	Paramus	NJ	4,995	4/22/99
1	AB	341	[redacted]	Wayne	NJ	3,698	3/31/99
1	AB	342	BRIDGEWATER COMMONS	Bridgewater	NJ	3,240	5/14/99
1	AB	343	FREEHOLD RACEWAY	Freehold	NJ	3,323	3/26/99
1	AB	344	PENTAGON CITY	Arlington	VA	4,333	4/9/99
1	AB	345	ROCKAWAY TOWN SQUARE	Rockaway	NJ	2,864	4/29/99
1	AB	346	NORTHLAKE MALL	Atlanta	GA	2,616	4/5/99

ARDEN B. STORE LISTING

Qty	Div	St. #	Mall	City	St	Total Square Feet	Store Open Date
1	AB	347	KEYSTONE AT THE CROSSING	Indianapolis	IN	2,501	3/27/99
1	AB	348	OAKBROOK CENTER	60523	IL	2,945	4/1/99
1	AB	349	TOWSON TOWN CENTER	Towson	MD	2,917	3/26/99
1	AB	350	TOWN CENTER AT COBB	Kennisaw	GA	2,769	3/19/99
1	AB	351	GWINNETT PLACE	Duluth	GA	2,907	3/31/99
1	AB	352	MENLO PARK	Edison	NJ	4,665	3/12/99
1	AB	353	STAMFORD TOWN CENTER	Stamford	CT	3,300	3/31/99
1	AB	354	WESTFARMS MALL	Farmington	CT	2,500	3/31/99
1	AB	355	DANBURY FAIR	Danbury	CT	3,246	4/8/99
1	AB	356	ST. LOUIS GALLERIA	Richmond Heights	MO	3,068	4/2/99
1	AB	357	NORTHBROOK COURT	Northbrook	IL	2,190	4/2/99
1	AB	358	MALL OF AMERICA	Bloomington	MN	3,186	4/8/99
1	AB	359	CAROUSEL CENTER	Syracuse	NY	3,000	3/19/99
1	AB	360	BURLINGTON MALL	Burlington	MA	2,173	4/1/99
1	AB	361	ANNAPOLIS MALL	Annapolis	MD	3,143	3/25/99
1	AB	362	WILLOW GROVE PARK	Willow Grove	PA	2,711	4/23/99
1	AB	363	CAMBRIDGESIDE GALLERIA	Cambridge	MA	5,220	3/12/99
1	AB	364	MALL OF NEW HAMPSHIRE	Manchester	NH	4,501	3/12/99
1	AB	365	ORLAND SQUARE	Orland Park	IL	3,945	3/31/99
1	AB	366	RIDGEDALE CENTER	Minnetonka	MN	3,030	3/31/99
1	AB	367	BAYBROOK MALL	Friendswood	TX	2,925	3/19/99
1	AB	368	HIGHLAND MALL	Austin	TX	3,059	3/24/99
1	AB	369	MERIDEN SQUARE	Meriden	CT	3,229	4/2/99

ARDEN B. STORE LISTING

Qty	Div	St. #	Mall	City	St	Total Square Feet	Store Open Date
1	AB	370	PRUDENTIAL CENTER	Boston	MA	2,813	3/31/99
1	AB	371	SCOTTSDALE FASHION SQUARE	Scottsdale	AZ	2,355	4/9/99
1	AB	372	PARKS AT ARLINGTON, The	Arlington	TX	3,007	3/31/99
1	AB	373	VISTA RIDGE	Lewisville	TX	3,029	3/19/99
1	AB	374	WOODLAND HILLS	Tulsa	OK	3,507	3/31/99
1	AB	375	COLUMBIANA	Columbia	SC	3,241	4/1/99
1	AB	376	THE WOODLANDS MALL	Woodlands	TX	3,502	4/1/99
1	AB	377	SOUTHDALE CENTER	Edina	MN	3,340	4/1/99
1	AB	378	OLD ORCHARD	Skokie	IL	5,000	3/27/99
1	AB	379	PROVIDENCE PLACE	Providence	RI	3,159	8/25/00
1	AB	380	FAYETTE MALL	Lexington	KY	1,937.5	4/21/00
1	AB	381	REGENCY SQUARE	Richmond	VA	3,698	4/1/99
1	AB	382	WILLOWBROOK MALL	Houston	TX	3,955	3/31/99
1	AB	383	SHOPS AT MISSION VIEJO	Mission Viejo	CA	3,445	11/24/99
1	AB	384	CONCORD MILLS • outlet	Concord	NC	4,999	3/25/00
1	AB	385	AVENTURA MALL	Miami	FL	3,523	9/23/00
1	AB	386	PLAZA LAS AMERICAS	San Juan	PR	3,759	11/2/00
85						281,746	

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ARDEN B.
STORE ALIGNMENT

REVISED AUGUST 28, 2000

REGION	DIRECTOR OF STORES	DISTRICT #	DISTRICT DIRECTOR	STORE AB	STORE LL	STORE WS	STORE CC	MALL NAME	STATE	
9	BARBIE HARRIS	1	JODIE PAGE	300				SAN FRANCISCO CTR.	CA	
9	BARBIE HARRIS	1	JODIE PAGE	304				GLENDALE GALLERIA	CA	
9	BARBIE HARRIS	1	JODIE PAGE	306				FASHION VALLEY	CA	
9	BARBIE HARRIS	1	JODIE PAGE	307				SANTA MONICA PLACE	CA	
9	BARBIE HARRIS	1	JODIE PAGE	308				ALA MOANA CENTER	HI	
9	BARBIE HARRIS	1	JODIE PAGE	310				FASHION ISLAND	CA	
9	BARBIE HARRIS	1	JODIE PAGE	315				BEVERLY CENTER	CA	
9	BARBIE HARRIS	1	JODIE PAGE	316				BELLEVUE SQUARE	WA	
9	BARBIE HARRIS	1	JODIE PAGE	318				CHERRY CREEK	CO	
9	BARBIE HARRIS	1	JODIE PAGE	371				SCOTTSDALE	AZ	
9	BARBIE HARRIS	1	JODIE PAGE	383				MISSION VIEJO	CA	11
9	BARBIE HARRIS	2	KAREN BIRCH	312				NEWPORT CENTRE	NJ	
9	BARBIE HARRIS	2	KAREN BIRCH	323				MALL AT SHORT HILLS	NJ	
9	BARBIE HARRIS	2	KAREN BIRCH	324				RIVERSIDE SQUARE	NJ	
9	BARBIE HARRIS	2	KAREN BIRCH	327				WOODBURY COMMONS (OUTLET	NY	
9	BARBIE HARRIS	2	KAREN BIRCH	331				WESTCHESTER	NY	
9	BARBIE HARRIS	2	KAREN BIRCH	337				PARAMUS PARK	NJ	
9	BARBIE HARRIS	2	KAREN BIRCH	340				GARDEN STATE PLAZA	NJ	
9	BARBIE HARRIS	2	KAREN BIRCH	341				WILLOWBROOK MALL	NJ	
9	BARBIE HARRIS	2	KAREN BIRCH	342				BRIDGEWATER COMMONS	NJ	
9	BARBIE HARRIS	2	KAREN BIRCH	343				FREEHOLD	NJ	
9	BARBIE HARRIS	2	KAREN BIRCH	345				ROCKAWAY TOWN SQ.	NJ	
9	BARBIE HARRIS	2	KAREN BIRCH	352				MENLO PARK MALL	NJ	
9	BARBIE HARRIS	2	KAREN BIRCH	359				CAROUSEL CENTER	NY	13
9	BARBIE HARRIS	3	DONALD REID	313				WOODFIELD MALL	IL	
9	BARBIE HARRIS	3	DONALD REID	314				107 OAK STREET	IL	
9	BARBIE HARRIS	3	DONALD REID	336				SOMERSET	MI	
9	BARBIE HARRIS	3	DONALD REID	347				KEYSTONE CROSS	IN	
9	BARBIE HARRIS	3	DONALD REID	348				OAKBROOK CENTER	IL	
9	BARBIE HARRIS	3	DONALD REID	356				ST LOUIS GALLERIA	MO	
9	BARBIE HARRIS	3	DONALD REID	357				NORTHBROOK	IL	
9	BARBIE HARRIS	3	DONALD REID	358				MALL OF AMERICA	MN	
9	BARBIE HARRIS	3	DONALD REID	365				ORLAND SQUARE	IL	
9	BARBIE HARRIS	3	DONALD REID	366				RIDGEDALE MALL	MN	
9	BARBIE HARRIS	3	DONALD REID	377				SOUTHDALE	MN	
9	BARBIE HARRIS	3	DONALD REID	378				OLD ORCHARD	IL	12
9	BARBIE HARRIS	4	MICHELE DeMAIO	309				MacARTHUR CENTER	VA	
9	BARBIE HARRIS	4	MICHELE DeMAIO	311				WALNUT STREET	PA	
9	BARBIE HARRIS	4	MICHELE DeMAIO	321				GEORGETOWN	DC	
9	BARBIE HARRIS	4	MICHELE DeMAIO	325				THE GALLERIA - SOUTHPOINTE	PA	
9	BARBIE HARRIS	4	MICHELE DeMAIO	326				THE PLAZA - KING OF PRUSSIA	PA	
9	BARBIE HARRIS	4	MICHELE DeMAIO	333				MONTGOMERY MALL	MD	
9	BARBIE HARRIS	4	MICHELE DeMAIO	334				COLUMBIA	MD	
9	BARBIE HARRIS	4	MICHELE DeMAIO	344				PENTAGON CITY	VA	
9	BARBIE HARRIS	4	MICHELE DeMAIO	349				TOWSON TOWN CTR	MD	
9	BARBIE HARRIS	4	MICHELE DeMAIO	361				ANNAPOLIS	MD	
9	BARBIE HARRIS	4	MICHELE DeMAIO	362				WILLOW GROVE MALL	PA	
9	BARBIE HARRIS	4	MICHELE DeMAIO	381				REGENCY SQUARE	VA	12
9	BARBIE HARRIS	5	LINDEN CHOATE	305				HOUSTON GALLERIA	TX	
9	BARBIE HARRIS	5	LINDEN CHOATE	317				DALLAS GALLERIA	TX	
9	BARBIE HARRIS	5	LINDEN CHOATE	367				BAYBROOK MALL	TX	
9	BARBIE HARRIS	5	LINDEN CHOATE	368				HIGHLAND MALL	TX	
9	BARBIE HARRIS	5	LINDEN CHOATE	372				PARKS AT ARLINGTON	TX	
9	BARBIE HARRIS	5	LINDEN CHOATE	373				VISTA RIDGE MALL	TX	
9	BARBIE HARRIS	5	LINDEN CHOATE	374				WOODLAND HILLS	OK	
9	BARBIE HARRIS	5	LINDEN CHOATE	376				WOODLANDS MALL	TX	
9	BARBIE HARRIS	5	LINDEN CHOATE	380				FAYETTE	KY	
9	BARBIE HARRIS	5	LINDEN CHOATE	382				WILLOWBROOK MALL	TX	10
9	BARBIE HARRIS	6	AIMEE SAFRINE	302				SOUTH SHORE PLAZA	MA	
9	BARBIE HARRIS	6	AIMEE SAFRINE	322				ATRIUM - CHESTNUT HILL	MA	
9	BARBIE HARRIS	6	AIMEE SAFRINE	336				BUCKLAND HILLS	CT	
9	BARBIE HARRIS	6	AIMEE SAFRINE	353				STAMFORD TOWN CTR	CT	
9	BARBIE HARRIS	6	AIMEE SAFRINE	354				WEST FARMS	CT	
9	BARBIE HARRIS	6	AIMEE SAFRINE	355				DANBURY FAIR	CT	
9	BARBIE HARRIS	6	AIMEE SAFRINE	360				BURLINGTON MALL	MA	
9	BARBIE HARRIS	6	AIMEE SAFRINE	363				CAMBRIDGESIDE MALL	MA	
9	BARBIE HARRIS	6	AIMEE SAFRINE	364				MALL OF NEW HAMPSHIRE	NH	
9	BARBIE HARRIS	6	AIMEE SAFRINE	369				MERIDEN SQUARE	CT	
9	BARBIE HARRIS	6	AIMEE SAFRINE	370				PRUDENTIAL CENTER	MA	
9	BARBIE HARRIS	6	AIMEE SAFRINE	379				PROVIDENCE PLACE (7/28)	RI	12
9	BARBIE HARRIS	7	KRISTY HENDERSON	319				LENOX SQUARE	GA	
9	BARBIE HARRIS	7	KRISTY HENDERSON	335				HAYWOOD	SC	
9	BARBIE HARRIS	7	KRISTY HENDERSON	338				NORTHPOINT	GA	
9	BARBIE HARRIS	7	KRISTY HENDERSON	339				PERIMETER MALL	GA	
9	BARBIE HARRIS	7	KRISTY HENDERSON	346				NORTHLAKE	GA	
9	BARBIE HARRIS	7	KRISTY HENDERSON	350				TOWN CENTER AT COBB	GA	
9	BARBIE HARRIS	7	KRISTY HENDERSON	351				GWINNETT PLACE	GA	
9	BARBIE HARRIS	7	KRISTY HENDERSON	375				COLUMBIANA	SC	8
9	BARBIE HARRIS	8	LANA JOHNSON	301				SUNSET PLACE	FL	
9	BARBIE HARRIS	8	LANA JOHNSON	303				THE GARDENS	FL	
9	BARBIE HARRIS	8	LANA JOHNSON	328				TOWN CENTER @ BOCA	FL	
9	BARBIE HARRIS	8	LANA JOHNSON	329				DADELAND MALL	FL	
9	BARBIE HARRIS	8	LANA JOHNSON	384				CONCORD MILLS	NC	
9	BARBIE HARRIS	8	LANA JOHNSON	385				AVENTURA MALL (8/4)	FL	
9	BARBIE HARRIS	8	LANA JOHNSON	386				PLAZA LAS AMERICAS (8/25)	PR	7

WET SEAL

1998 Annual Report

Letter to our Shareholders
Vice Chairman and President talk on record about astounding results

Livin' in Limbo
Limbo Lounge livin' large and growin' even larger

B. Line To The Top!
A true story of accelerated expansion for Arden B.

Sittin' Pretty
Skyrocketing brand equity puts Wet Seal in enviable position

Seal of Approval
Flood of new Wet Seal stores cropping up around the USA

Crush on Contempo
There's a lot to love about the repositioning at Contempo Casuals

Fashion Fortunate

Famous business magazine includes Wet Seal as one of it's Largest Growth Companies

wet seal 1998 Annual Report
98
122873 101898 7

Wet Seal
Contempo Casuals
Arden B.
Limbo Lounge
Blue Asphalt Magalog

WS 000393

red, white & blue asphalt.

CROPPED PANTS AMERICAN STYLE ASPHALT @ WET SEAL & CONTEMPO CASUALS

WS 000394

Highlights

Net Sales (in millions)

96	97	98
$375	$412	$485

Net Income (in millions)

96	97	98
$[illegible]5	$21	$26

Net Income Per Share (diluted)

96	97	98
$1.13	$1.53	$1.91

Inside the covers of this fashion magazine lies our annual report. Take a look at every article and you'll see the big picture of The Wet Seal, Inc. unfold. Each individual story shows you how the acquisitions and expansion of fiscal 1998, along with our own brand of retail magic, figure into the impressive results. Once you've gazed, you'll agree, no one knows the junior consumer like Wet Seal.

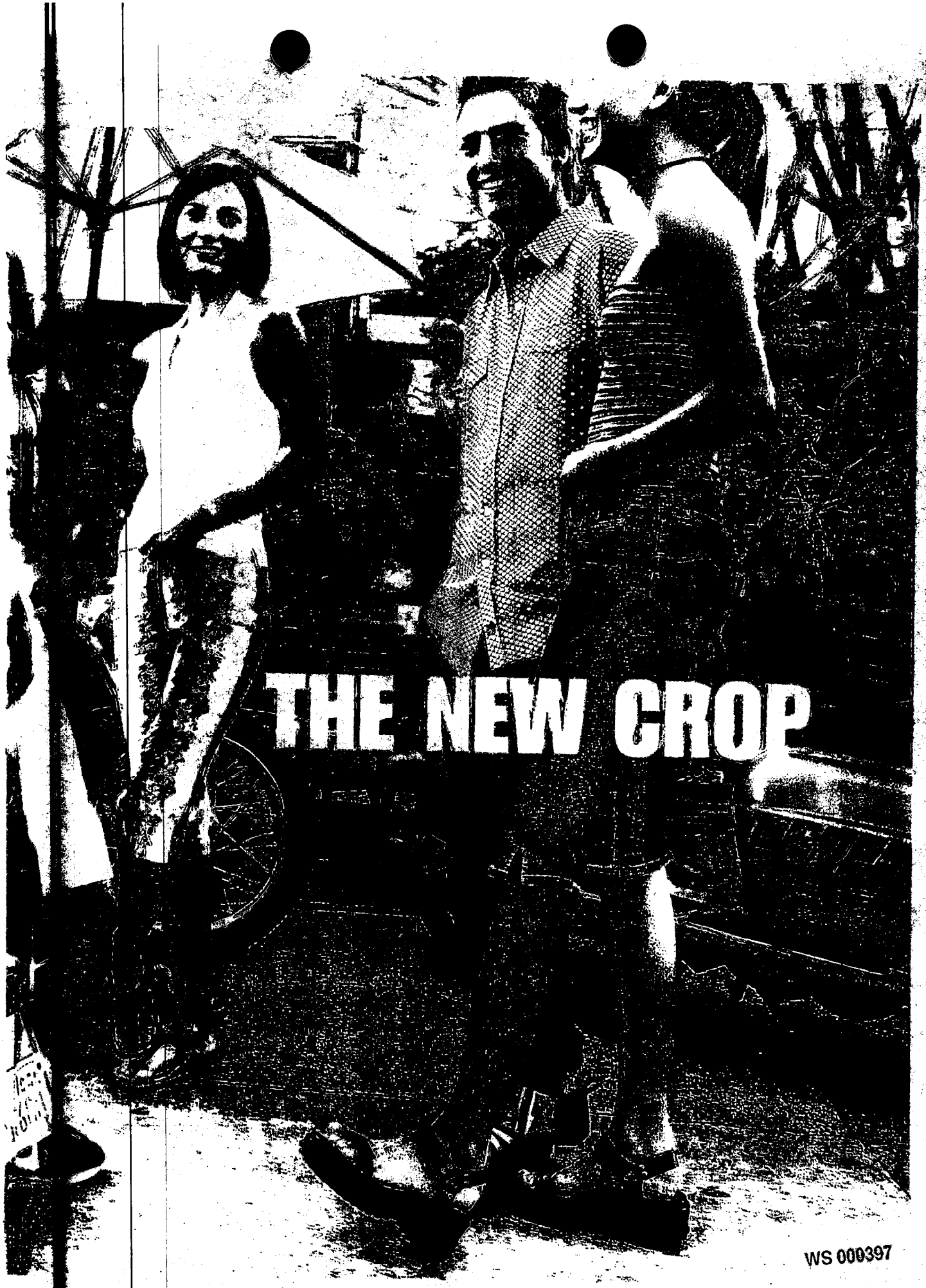
THE wet seal INC.

WET SEAL / CONTEMPO CASUALS / ARDEN B. / LIMBO LOUNGE

wet seal

Visit a Store Location Near You

WS 000396



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1998 Annual Report

photo by eika aoshima

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WET SEAL

Corporate Information

BOARD OF DIRECTORS

George H. Benter, Jr. President, Chief Operating Officer and Director, City National Bank
Kathy Bronstein Vice Chairman and Chief Executive Officer, The Wet Seal, Inc. **Stephen Gross** President, Suzy Shier Limited
Walter F. Loeb President, Loeb Associates, Inc. **Wilfred Posluns** Managing Director, Cedarpoint Investments, Inc.
Gerald Randolph Chief Financial Officer and Director, Suzy Shier Limited
Alan Siegel Partner, Akin, Gump, Strauss, Hauer and Feld, L.L.P
Irving Teitelbaum Chairman and Chief Executive Officer, Suzy Shier Limited
Edmond Thomas President and Chief Operating Officer, The Wet Seal, Inc.

CORPORATE OFFICERS

Irving Teitelbaum Chairman of the Board **Kathy Bronstein** Vice Chairman and Chief Executive Officer
Edmond Thomas President and Chief Operating Officer **Stephen Gross** Secretary
Barbara Bachman Senior Vice President of Store Operations **Alex Bajrech** Vice President and Fashion Director
Kimberly Bajrech Vice President of Merchandising **Lee Breitenbach** Vice President of Physical Distribution
Cecilia Gasgonia Vice President of Merchandise, Planning and Allocation **Heather Hollister** Vice President of Real Estate
Sharon Hughes Vice President of Merchandising **Ann Cadier Kim** Senior Vice President of Finance and Chief Financial Officer
Tina McAuley Vice President of Product Development and Sourcing **Shelley Moeller** Vice President of Human Resources
Cheryl Rudich Vice President of Marketing **Norman Shaw** Vice President of Management Information Systems
Vic Spina Vice President of Store Planning and Construction

EXECUTIVE COMMITTEE

Irving Teitelbaum Chairman **Kathy Bronstein**
Edmond Thomas

COMPENSATION COMMITTEE

Irving Teitelbaum Chairman **Stephen Gross**
Wilfred Posluns

OPTION COMMITTEE

George H. Benter, Jr.
Walter F. Loeb

AUDIT COMMITTEE

Gerald Randolph Chairman **George H. Benter, Jr.**
Wilfred Posluns

CORPORATE DATA

The Company's common stock trades on The Nasdaq Stock Market under the symbol "WTSLA". Transfer Agent and Registrar is American Stock Transfer and Trust Company, 40 Wall Street, New York, New York. Central Office, 26972 Burbank, Foothill Ranch, California 92610. (949) 583-9029

FORM 10-K

A copy of the Company's Annual Report to the Securities and Exchange Commission on Form 10-K is available without charge to stockholders upon written request to: Investor Relations, The Wet Seal, Inc., 26972 Burbank, Foothill Ranch, California 92610

ANNUAL MEETING

The Annual Stockholders' Meeting will be held at 10 a.m., Wednesday, June 9, 1999 at the Westin South Coast Plaza, 686 Anton Boulevard, Costa Mesa, California 92626.
Proxy statements were mailed to stockholders with the annual report.

WS 000399

Letter to the shareholders

Dear Shareholders: This year has been one of our most exciting and eventful in the history of Wet Seal, as our growth surpassed even our loftiest of goals. In fiscal 1998, our number of stores increased 17%, our earnings per share increased 25%, and our sales increased 18%. As the impact of our growth takes force, we will enter the new millennium as a strong force in our industry in a broader variety of venues than ever before.

In the 4th quarter of fiscal 1998, we entered the Young Contemporary market with our new Arden B. concept, focused on the 20-40 year old female customer with the intention of holding captive that post-junior as her taste level grows more sophisticated. The acquisition of 19 stores from Mother's Work, Inc., along with 5 openings of our own prototype gave us a powerful jump start for our newest retail division. By the end of the 1st quarter of fiscal 1999 we will be operating approximately 76 Arden B. stores, giving us a national presence from Honolulu to Miami.

In June of 1998, we entered into an agreement to acquire 80 stores from Britches of Georgetowne, Inc., with prime real estate in some of our nations best malls. This fueled the expansion of our Arden B. division, and added units for Wet Seal, Contempo Casuals & Limbo Lounge as well, with conversions of these locations to our various retail formats taking place in the 1st quarter of fiscal 1999.

Within our Wet Seal & Contempo Casuals divisions we will remain focused on building brand equity, as we continue to devote better than 50% of our mix to exclusive product, marketed and designed to our various brands and covering a variety of lifestyles. For the first time in 1999 we will devote 1.5 million in advertising dollars exclusively to our Blue Asphalt brand with placement in national teen magazines.

In our Limbo Lounge division our focus will be on building the store brand with a fine tuned mix of branded apparel and expanded "habitat" selection for that twenty-something consumer.

In a further move toward brand building we will reintroduce our catalog this fall under the Blue Asphalt banner. Our catalog has blossomed into a "magalog" which includes editorial content relevant to our customer. We will also introduce a Blue Asphalt web site this fall to further support the magalog and our strongest brand.

In September of 1998, with the same fervor we have for opportune acquisitions, we engaged in a stock buy back of 1,327,000 shares, realizing the incomparable value of our own stock at that time.

To all of our investors, we again thank you for your support and look forward to another year of growth & evolution.

Sincerely,

Kathy Bronstein, Vice Chairman and CEO

Edmond Thomas, President and COO

WS 000400

letters

Dressed to Impress

I am writing this letter because I am incredibly impressed with Wet Seal. I love shopping there, you always have a wide selection of clothes, reasonable rates, and good quality. I also like how I can always find my size and my style. Plus the service is great. They always make sure you are being helped. The employees are very nice and polite. The store must put considerable effort into their training. In conclusion, I would like to say it has been a pleasure shopping at your store.

Cassie Reno
El Cajon, CA

Stores Galore

I have shopped at Wet Seal for many years, and love your products. Recently, another Wet Seal was built by my house, making it easier for me to shop there. I was writing to your company to tell you how much I love your products. It's a pleasure to shop in your stores and order from your catalogs. I find that people who work in your stores are always very helpful, and your catalog is extremely easy to order from. Keep up the good work!

Elizabeth Ludwig
Jacksonville, FL

The Complete Package

I am writing to compliment your friendly service, excellent store, and tell you about a past experience in your store. When people walk into Contempo, the employees greet them and ask if they are looking for something special. If you are, the employees help to find that special item. If not, they allow you to look around without pressuring you. When you are ready to try on your findings, a helpful sales person shows you to a dressing room. If the size you grabbed is the wrong size or doesn't fit, they will go and get the right size for you so that you do not have to go yourself. I enjoy shopping at your store because I know I always find something I like that is just the right style and color. In addition, I know that I will find my size since the selection at Contempo is so large. You always have a tremendously large selection of shirts in various colors and styles. The last time I was there, I remember seeing about seven different styles of tank tops. The colors ranged from white and black to three shades of pink and many other colors. Also, you have many styles of shorts, and everyone who walks in your store is bound to find a style that looks great and fits well. If I ever need a dress or skirt for a special occasion, I know I will find one at Contempo. I enjoy shopping at your store and will continue to shop there. The service is great, the prices are reasonable and the selection is huge. Thank you for your courtesy service and excellent selection.

Sarah Atkinson
Phoenix, AZ

Seeing is Believing

I am an eighth grader and I am writing this letter concerning your products. I find all of the products at Wet Seal to be the very best I've ever seen. I especially love all of the Paris Blue flares. Usually when I walk into a store, it is filled with busy people not really interested in me or what I'm doing. Whenever I walk into Wet Seal there is always someone asking me if they can help me even if there are lots of people in the store. Wet Seal is filled with people giving other people courtesy and respect. Everything is easily priced and easy to see. I always find myself looking and wanting everything I see. Since everything is so affordable, sometimes I can get everything I want. As a customer, I feel like the motto, "the customer is always right" should always be honored. As fashions go in and out that motto is something that never goes out of style. I am always a happy customer when I leave the store. I appreciate everyone's help in making me feel like I really do matter. I would however, like to see some more flares in shorter lengths because not everyone is the same height and it tires a person out when looking and searching and not finding. I would appreciate this to be done in the next six weeks. I will continue to remain a loyal customer and will also continue to recommend the store to my friends. Thank you for everything.

Archana Shankar
Sugar Land, TX

The Pat on the Back

I just wanted to commend you on your store. I am a very big fan of Contempo Casuals. I have never walked into the mall without going to shop at Contempo Casuals first. You have very nice, honest, hard working, and respectful workers. Your clothes, shoes, and accessories are stylish yet affordable. Thank you for making shopping fun and easy.

Tiffany Knight
Edmond, OK

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Like the famous outlet trains of the world, The Wet Seal, Inc. is gaining recently across the USA for the speed of its expansion, the efficiency of its operation and the glamour inherent in its business. Indisputably on the fast track, the company now has four retail divisions and a 17% rate of growth in the number of stores for 1998. This stellar performance has not been lost on the powers that be; the people who publish lists and graphs and charts of these kinds of investment-related figures. Fortune Magazine, for one. The September 1998 issue put Wet Seal in lights, ranking it among the top 30 of America's Fastest Growing Companies.

The incredible energy that has made the company soar, and sustain its rapid operating growth, is evident the minute one steps into its Southern California headquarters or any one of the retail venues. You can feel the pulse. You can hear the excitement. Wet Seal taps this energy to fuel every new collection and every new store. And, as one of nature's most renewable resources, this energy has served Wet Seal well, providing it with a handle on America's most fickle fashion market segment, the "Junior" consumer.

It's grip on this market is enviable. By directing this pulsating energy, creative talent and skill, it has become the dominant player with the 12-to-19 year old teen market that comprises the new "Y" Generation. Calling the shots in the fastest growing market segment under age 50 is so ripe with opportunity it makes demographers salivate. By the year 2010, forecasters project this group will increase by 16%, to upwards of 34 million fashion-hungry, trend-watching USA teens. The company's own projections are 550 total stores among its four divisions by the end of January, 2000.

To own this junior market is to love it. Strategically segmenting the corporation into four divisions has boosted growth and market domination. With a fine line between Wet Seal and Contempo Casuals merchandise mix, customers enjoy the pleasure of cross-shopping the two store chains and the sales stay all-in-the-Wet Seal family. As these young, thinking customers graduate into contemporary tastes, Wet Seal provides the opportunity for transitioning them into a newer more sophisticated market niche with the Arden B. stores. And Limbo Lounge offers a more casual shopping experience for both market segments in a unisex venue, including an expanded habitat collection. Wet Seal has found both these market niches under-served and oozing with expansion potential. Yet another key factor positively impacting growth has blossomed within the Wet Seal structure, the branding of many of its own fashion lines. Brands such as Blue Asphalt, A. Aubrey, Formula X, and Club Contempo are taking on a life, and a following, of their own, quickly growing in both popularity and recognition with the premier brand Blue Asphalt embarking on a national ad campaign this year. It all points to staying power among the fashion fickle and Wet Seal aims to keep that customer shopping by building loyalty to their brands.

Wet Seal has been praised!
Famous magazine ranks Wet Seal in the top 30 of the largest growth companies of 1998!

photo by michele laurita

WS 000403

wet seal

CLOTHES FOR SCHOOL, WORK OR DATE TIME, NOT TO MENTION THE COOLEST COLLECTION OF "STUFF" FOR HER ROOM OR THE LATEST SLUMBER PARTY GEAR. FROM HEAD TO TOE, HAIR JEWELRY TO CHUNKY LOAFERS, WET SEAL OFFERS IT ALL.

sea of approval

fashion photos by cliff watts

© THE WET SEAL, INC.

WS 000404

WS 000405

Wet Seal knows its girls. The company's fashion forecasters are out there on the teen scene, finding out if she's listening to Britney Spears or Garbage.. looking into who's crushing on Leonardo DiCaprio, James Van Der Beek or some other man of the moment... checking out potential goddesses and future vampire slayers.

There are a few things about girls that Wet Seal knows absolutely for sure. One, she wants the latest, greatest everything. Two, she loves fashion. She wants to put it together to suit her style. Three, you just can't keep her out of the mall. She's got deep pockets with an average of $83 a week in buying power, over $50 of it her own. Some would say she has more clout with retailers than Mom and Dad.

All this research and analysis, taking place in the local malls to the fashion meccas worldwide, lets Wet Seal buyers and designers in

on how much belly to bare, how to crop the next wave of pant legs, which way to angle the stripes and even how sweet the sweater should be. Never clueless, Wet Seal fashion forecasters and buyers who direct the merchandising arm of the company even customize the fashion mix to the neighborhood. Regional differences in fashion attitude play a big role. Why a girl in San Diego wants her shorts shorter than her cousin in New Jersey is one of life's fun little mysteries that a Wet Seal buyer gets to solve. In the Wet Seal stores nationwide, the vibe will be the same, but those subtle little style differences will be picked up in a nanosecond by these savvy 12-to-20 year olds who have claimed the nickname "Generation Y." With Wet

CASUAL COOL. SCOOP-NECK MICROPOLY TEE WITH CAP SLEEVE BY FORMULA X AND BLUE ASPHALT RIP-STOP DRAWSTRING CAPRI PANTS

Seal's current accelerated expansion and its new big push to colonize the heartland, the subtleties are growing. Wet Seal and its sister company, Contempo Casuals, are now in 42 states.

Wet Seal's influence in the teen world is staggering. Mixing science, intuition and a little hocus pocus, the company has claimed ownership of many of the looks the girls of this generation will remember as hers alone. Wet Seal is known to launch the trends, not follow them. Predictions of whether bells or whistles will be the hot item with teen quick-change artists are made from experience and day in, day out research. To hedge a bet, buying decisions are made as close to the season as possible, ideally just two months before the styles arrive in stores. All this popularity that translates into sales gives the company enormous clout in the marketplace, too. When not designing and branding its merchandise from within, the team is out there negotiating the kind of exclusive merchandise deals that are the envy of the industry. Wet Seal introduces approximately 6 to 8 such trends per year, and designs anywhere from 8 to 12 collections on its own drawing boards for each brand every year.

One of the most distinguishing characteristics of a Wet Seal is its never-ending newness. New styles arrive daily. Not weekly, not monthly, but every single business day. Inventory is in and out of a Wet Seal almost as fast as you can say fashion. The reasons for a consistently fresh merchandise mix are clear when you think how often those teen customers pay a visit to the mall. For some, it's almost a daily ritual!

She can find just about anything fashion related inside her favorite Wet Seal. Clothes for school, work or date time, not to mention the coolest collection of "stuff" for her room or the latest slumber party gear. From head to toe, hair jewelry to chunky loafers, Wet Seal offers it all.

Inside a Wet Seal, you immediately get the impression that all the fashion goes together. Visually coordinated, the stores have "eye appeal," and that offers that junior girl her own style. She puts it together to suit herself without looking like anyone else. Wet Seal calls it a full shopping experience.

In yet another astute business move, Wet Seal uses teen peer pressure to its advantage. Creating its own branding through private label collections, the labels now have a following. The now famous Blue Asphalt label that started with jeans is now a full collection of casual wear, and soon to be a magazine/catalog and a web site, too. Other proprietary names that a girl loves to drop in the right circles have achieved national brand status. Evolution Not Revolution, Formula X, Urban Vibe among them.

Speaking of names, who can help but love a company that calls itself Wet Seal? With a sign like that over a doorway, a girl knows she is going to have a good time each time she shops.

WS 000407

Crush

CHECK OUT THE NEW CROP MADE TO FIT MICROPOLY PEASANT BY HOT KISS WITH STRETCH DENIM PEDAL PUSHER AND NYLON BELT BAG. BLUE ASPHALT COTTON/ LYCRA MUSCLE TEE AND RIP-STOP DRAWSTRING CAPRI PANTS.

WS 000408

Contempo Casuals is the chain that pushes more boundaries. The biggest news that will continue to distinguish these stores is the development of their own exclusive label, Club Contempo. No sharing this time. The new Club Contempo brand provides an internally designed collection of "club wear" available nowhere else. Club Contempo definitely builds the loyalty thing.

fashion photos by cliff watts

Contempo

Ever wonder what the demographers haven't told you? Are you curious if words like "edgy," "stylin'," and "fashion forward" are even part of their vocabulary? Sometimes you want to see what's behind the percentages, ratios and bell curves (unless you're talkin' pant legs, that is) and get the human story. Things like personality and attitude speak to the bottom line, too. That's why in the 246-and-counting Contempo Casuals stores, the staff never stops taking the customer's pulse.

Used to be that Contempo Casuals and Wet Seal stores were each other's competition. Now they're Sister Seals and merchandised similarly while retaining their individual store names. With each of the two divisions carrying most of the same styles and private labels, sporting a similar appearance and targeting the same teen girls, much cross-shopping occurs between them. Since it's human nature to be loyal to a certain store but still have the urge to check the competition's prices and selections, The Wet Seal, Inc. has been able to keep the competition all in the family. Brilliant.

Through 1998, the thinking is that it's time to recognize a few of the individual characteristics of the two chains and differentiate them from each other to a modest degree. It's like Contempo Casuals sashaying a few steps to the left while Wet Seal stores lean a tad to the right. Or, you can take a look at it as Contempo Casuals sharpening its image while Wet Seal softens its profile. While keeping its loyal junior customers, a stronger differentiation will allow both chains to cater to a girl's different moods. Subtle differences, like the music or the interiors, might sway an older sister to develop a crush on Contempo while her younger teen sister pops into a Wet Seal more often. Or vice versa.

Contempo Casuals is the chain that pushes more boundaries. The biggest news that will continue to distinguish these stores is the development of their own exclusive label, Club Contempo. No sharing this time.

WS 000409

Making sure the "in" styles are gone before they are "out" necessitates a close watch on inventory and quick markdowns. New looks arrive continuously, so every visit – and this customer makes 40% more visits to the mall than her Mom, so say those demographers – will bring a new fashion temptation.

The new Club Contempo brand provides an internally designed collection of "club wear" available nowhere else. Club Contempo definitely builds the loyalty thing.

With the help of visual merchandisers, Contempo takes on a different vibe than her sister Seal. Merely putting everything together a slightly different way can have a dramatic change in attitude. With an average store size of 4,000 square feet, these visual merchandisers have a lot of room to play with as they pump up the already lively, entertaining environments. Contempo Casuals is as contemporary and fresh as it gets for the next century of fashionable teens.

Being recognized as the favorite teen destination store in the country, along with sister Wet Seal stores, has its challenges as well as its rewards. No one ever said it was easy staying on top of the pop charts! For one thing, a new crop of girls enters this market segment yearly, and that means the courting never stops. This customer base is always in flux. Contempo Casuals knows that keeping the look fresh means the fashions have to move as fast as a girl's life does. Making sure the "in" styles are gone before they are "out" necessitates a close watch on inventory and quick markdowns. New looks arrive continuously, so every visit (keep in mind that this customer makes 40% more visits to the mall than her Mom) will bring a new fashion temptation.

All this posturing and repositioning of Contempo Casuals is like setting the stage for a big production. The performance will be in the sales figures as huge numbers of new teens burst onto the scene in the next ten years. How they'll dress, act and set themselves apart remains to be seen, but we are sure that Contempo Casuals will be first to know. In a nod to the demographic charts, a population explosion second to none is happening right now as teens become the fastest growing group under age 50. Awesome, it seems, when you imagine them all mingling at the mall.

PLACE
STAMP
HERE

WET SEAL

26972 Burbank
Foothill Ranch, CA 92610

WS 000411

Free!

Yes! I would like more free information on The Wet Seal, Inc.
Please send me:

- ☐ Investor Package
- ☐ Blue Asphalt Magalog
- ☐ Store locations
- ☐ Form 10-K
- ☐ Place me on your mailing list

Allow 4-6 weeks for delivery.

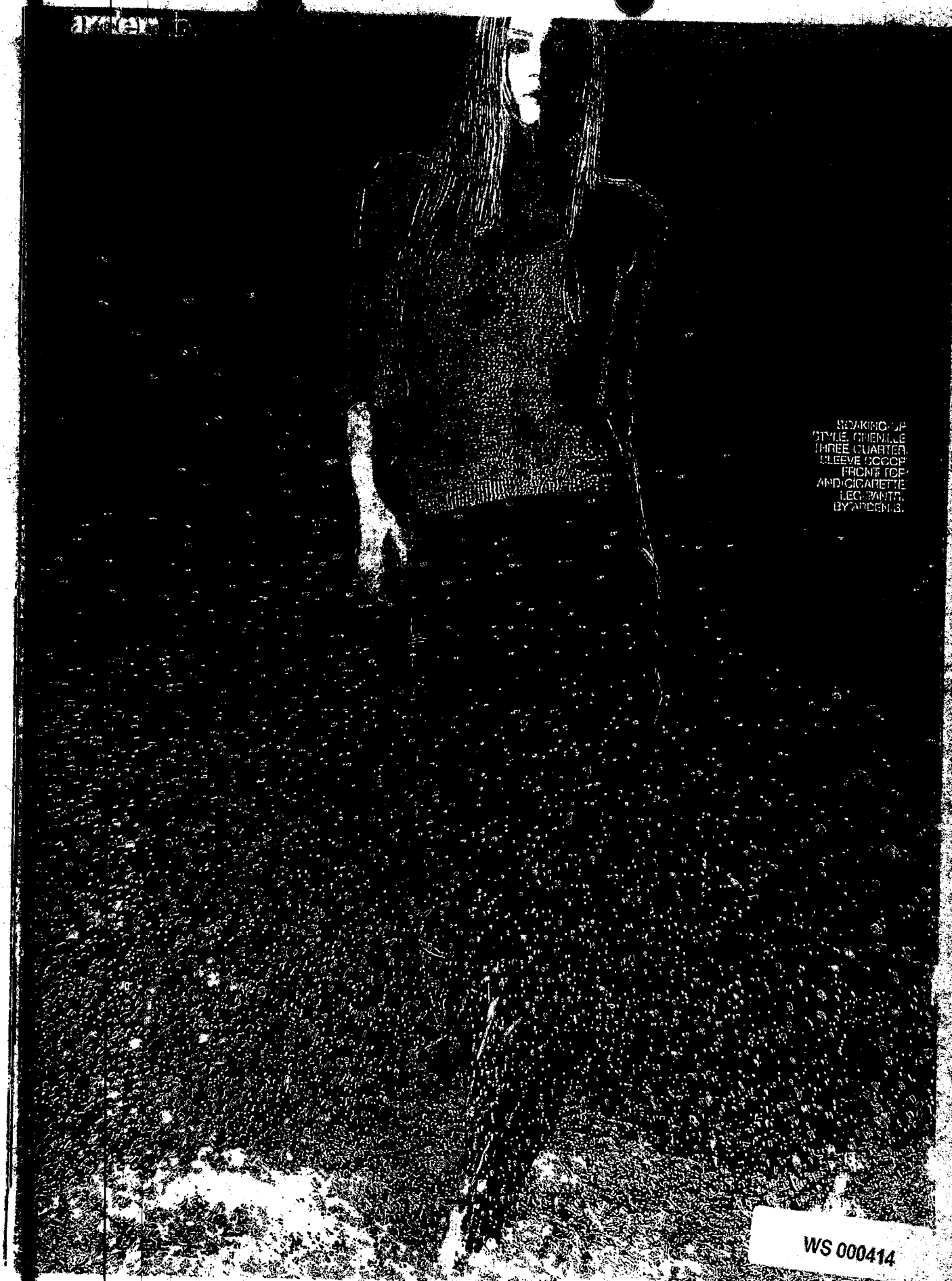
Name _____ (please print)

Address _____

City _____ State _____ Zip _____

Look for www.blueasphalt.com coming soon.

DRESSED TO THE HILT. SQUARE NECK SPAGHETTI STRAP STRETCH POPLIN DRESS TEXTURED KNOT SPAGHETTI STRAP COLUMN DRESS WITH BORDER CUT-OUT. SPAGHETTI STRAP COTTON EYELET WITH FRONT TUCK.


SOAKING-UP
STYLE, CHENILLE
THREE QUARTER
SLEEVE SCOOP
FRONT TOP
AND CIGARETTE
LEG PANTS
BY ARDEN B.

WS 000414

B-Line to the top

Arden B.

THE ARDEN B. NAME IS COMING TO A MAGAZINE NEAR YOU. IN A DEPARTURE FROM ITS SUCCESSFUL WORD-OF-MOUTH ADVERTISING STRATEGY, WET SEAL HAS LAUNCHED A POWERFUL BRAND-BUILDING IMAGE CAMPAIGN IN THE NATIONAL MEDIA TO INTRODUCE ITS NEWCOMER TO THE FASHION SCENE.

Fashion photos by dah len

It worked for the entertainment industry. Why not the fashion business? Just like a TV series with popular characters that are spun off into their own hit shows, Wet Seal has launched Arden B. from within. Planned from the start as the Next Big Thing, what is now the fourth retail concept in the Wet Seal empire was first introduced as a test collection. What shoppers saw as a label in over 100 Wet Seal and Contempo Casuals stores and the Wet Seal catalog, Wet Seal saw as a screen test for a brand new concept.

If fashion collections had Neilson ratings, the opportunity for Arden B. would top the charts. With the numbers crunched and demographics worked, it was apparent an entire force of savvy young women were out there, patiently waiting for an Arden B. to happen. In retail speak, these are the women sandwiched between the junior and missy classifications, dubbed in the biz as Young Contemporary.

You know this Young Contemporary woman well. She is the one who, despite a full closet, can find absolutely nothing to wear to her best friend's wedding. Next Friday night, when she's ready to tango, she'll hurry to the mall, paycheck in her ultra cool purse, to find something new for the occasion. She loves to shop, and she's totally hip to what's in at any given moment. She's a charter member of this lucrative, untapped market niche, eager to respond to the first retail chain that would excite her with sophisticated, cutting-edge style that fits both her life and her budget.

In November 1998, with the waters tested and any real competition seemingly out to lunch, Wet Seal dove in. The original plan was a nine-store launch. Thanks to recent site acquisitions, 24 Arden B. stores were on the map in this new division's historic first six months. By the time Wet Seal reports this time next year, there will be approximately 79 established Arden B. stores coast to coast. As a result of Wet Seal's aggressive tack on acquisitions, Arden B. will soon be on this shopper's A list in prime mall locations in nearly every major U.S. city. At the start of the next millennium, 14% of all The Wet Seal, Inc. stores will be Arden B. By all indications, Arden B. will be the big destination store of the Year 2000.

Arden B. has felt right from the start. This underserved market is the first reason. Wet Seal's own loyal

WS 000415

teen shoppers are doing what all teens do...growing up. What rosier picture than extending the longevity of a relationship nurtured with one's core customers? Instead of a send-off, you simply promote them. No longer motivated by peer pressure to be one of the crowd, Wet Seal's post-teens now have a new store to help her dress to lead the crowd. Individuality is the key at Arden B. A girl's got to love a store environment that dares her to assert herself.

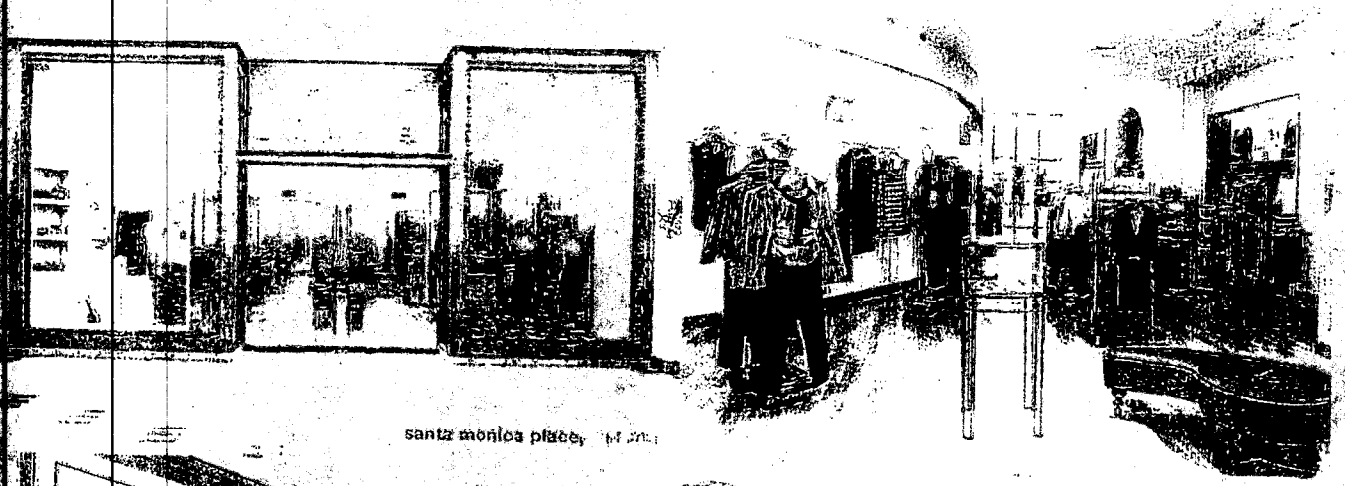
Arden B.'s fashion appeal is broad and essentially ageless, making it alluring to any woman with a youthful style and mindset. Lifestyle has more impact on this woman's choice of style than how many birthdays she has celebrated. Projections are that the twenty – somethings just stepping up to Arden B. today will be loyal Arden B. shoppers for several decades to come.

Arden B.'s fashion mix covers life 24/7. You won't find your everyday pinstripes. Arden B.'s work style has a little professional edge. Weekend wear runs the gamut from sexy to casual. Accessories give it all an extra ounce of personality. The stores, an average of approximately 3,100 square feet, have an open, airy environment in which to shop. Arden B. is hip, but it also has class. It's upscale. Everything says quality. Customers are assisted by their peers, who know their way around a new trend.

THE STORES, AN AVERAGE OF APPROXIMATELY 3,100 SQUARE FEET, HAVE AN OPEN, AIRY ENVIRONMENT IN WHICH TO SHOP. ARDEN B. IS HIP, BUT IT ALSO HAS CLASS. IT'S UPSCALE. EVERYTHING SAYS QUALITY.

Here a customer can dress herself totally, head to toe, with the best her money can buy. It's not just about an outfit: she can create a total look that works, down to the shoes and every possible accessory. She'll find something new on every visit. Like Wet Seal, Arden B. brings in new items on a continuous schedule. For the serious shopper who visits often, Arden B. will always deliver on its promise of the thrill of discovery.

The Arden B. name is coming to a magazine near you. In a departure from its successful word-of-mouth advertising strategy, Wet Seal has launched a powerful brand-building image campaign in the national media to introduce its newcomer to the fashion scene. Bold, sexy images from the lenses of renowned fashion photographers are set to grace the pages of high profile publications. Like the store, the ads inspire passion. They set it apart from the status quo. They give it a royal send-off on its way to becoming the next great fashion name from Florida to New York and Texas to California and everywhere in between. After all, a rising star really ought to be in pictures!



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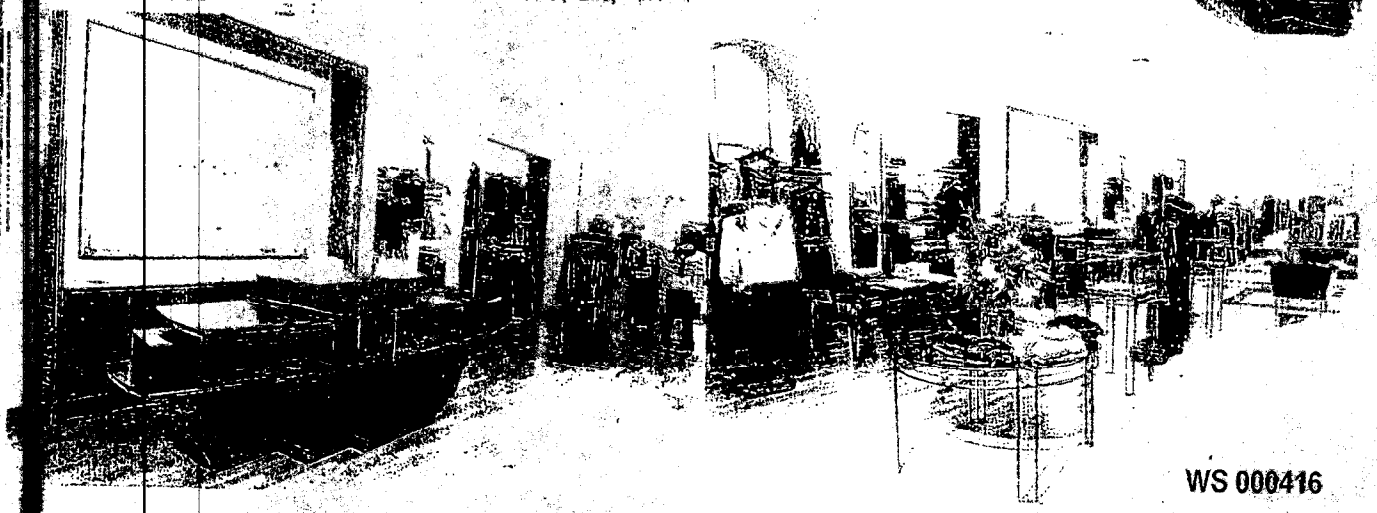
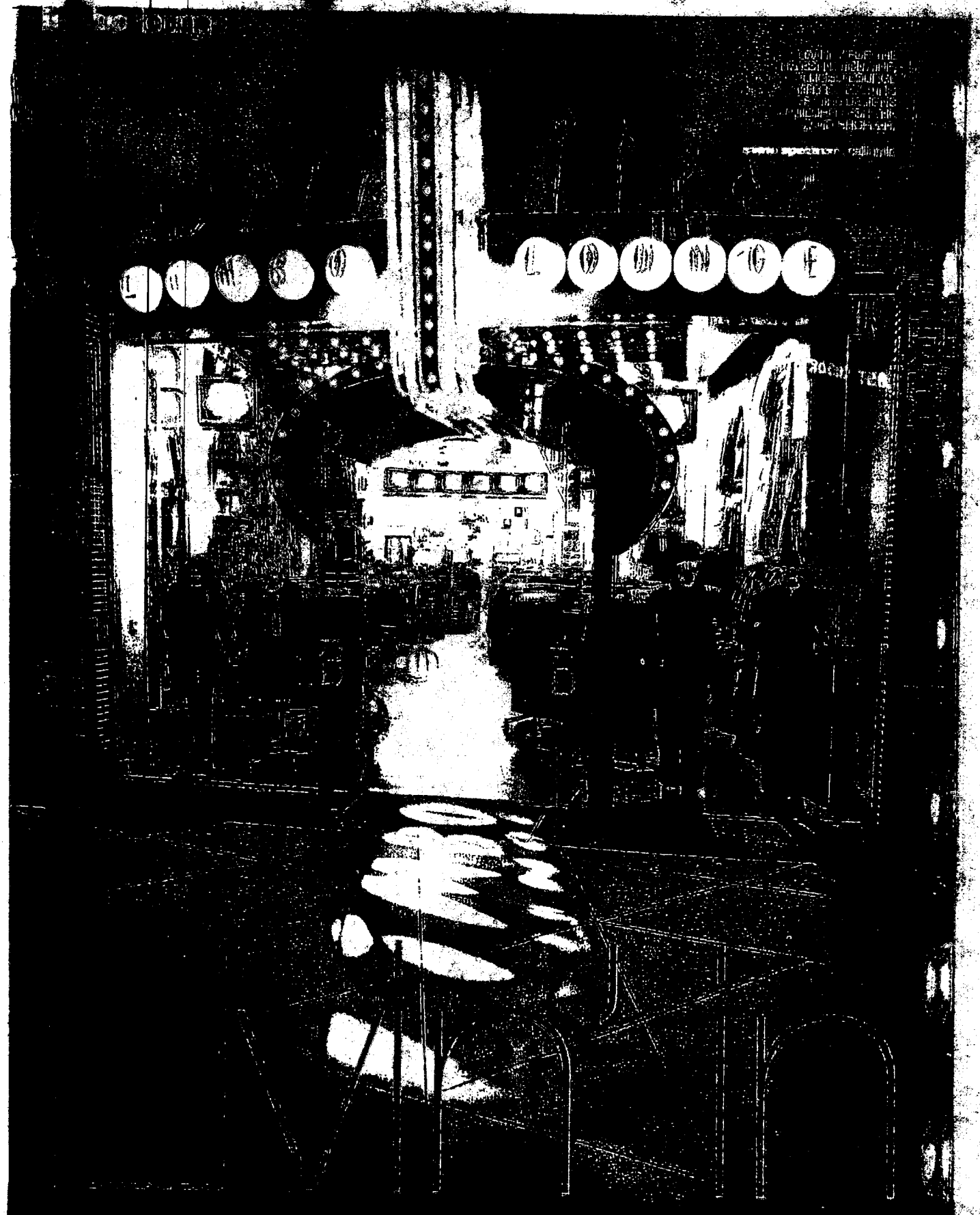


HIGHTECH, HIGH FASHION, SILVER HOODED TECH SWEATSHIRT EQUIPPED WITH KANGAROO POCKETS. BY ARDEN B.

WS 000417



WS 000418

DATE NIGHT OR NOT, LIMBO LOUNGE IS THE HOTTEST FORMULA GOING, WHERE A LITTLE OF WAY BACK BECOMES WHAT'S HAPPENING NOW. SPEAKERS CARRY THE TUNES OF THE COOLEST BANDS AND HOTTEST DIVAS. DISPLAYS ARE BRIMMING WITH SUPERSTAR FASHION NAMES AND STELLAR STUFF TO LIVE WITH.

OOKIN' GOOD
OLYESTER RIBBED
AGGY PANTS BY
UANT HOMBRE
NH TAG RAG
BED TANK
ND NOVELTY
MBROIDERED
TTON FRONT
HIRT BY
C. ETHIC

fashion photos by david goldman

LIMBO LOUNGE

limbo

WS 000419

While girls may never fully understand boys, and men will definitely never fully understand women, there's no reason they can't shop together. With this in mind, Wet Seal has launched it's first unisex division to help bring the two together. Limbo Lounge offers a mix of fashion forward nationally advertised brands along with smaller hip boutique labels to a media savvy consumer. Sixteen year-olds want to be twenty-one, thirty somethings think they still are, and of course at twenty-one, they have no idea how good they have it!

Within this niche, Limbo Lounge has become a destination offering an edgier environment in the mall with women's and men's apparel that reads casual, but is served with it's own unique twist. From Irvine, California to Miami and Mall of America in between, an educated consumer is craving something special to help set their own style and set them apart. Wherever they may live, whoever they may be, Limbo Lounge offers an assortment of styles and trend setting brands to choose from. They all watch MTV, read Rolling Stone and enjoy an active lifestyle. This is evident in not only how they dress, but in the habitat they create to live in.

In 1998, the Livin' in Limbo mantra was created to illustrate the idea that Limbo Lounge offered more than just apparel. Alongside the wide assortment of footwear, apparel and accessories shoppers can choose from, is a world of home accessories that invite passers by to customize their own living environs. From too-cool toys to ultra lounge furniture, guys and girls can find everything they need to do up their first apartment or dorm room. Plans are for an even greater mix of youthful home environment spruce-up accessories as this market niche continues to grow and demand items for the home.

As 1998 drew to a close, ten Limbo Lounge stores were sprinkled across the U.S. from East to West. All of them overflowing with fresh ideas catering to this growing market of twenty something customers who want to express themselves in many ways, not just fashion. The Wet Seal, Inc., has plans for approximately 20 Limbo Lounge stores on our planet by January 2000, concentrating expansion in very select mall-based or high-traffic downtown shopping district locations. Limbo Lounge reaches its shoppers where they play, dine, and wait in line for movies. They understand their customer because they hire their customers as sales representatives and management. It's comfortable here. It's fun to pop in and don headphones to groove at the listening bar. You never know when any particular store will be visited by a roaming DJ. Splashy graphics invite shoppers in, and a familiar staff makes them feel at home so that Livin' in Limbo is something that comes naturally.

Limbo Lounge is the hottest formula going. From superstar fashion names to stellar stuff to live with, it's no wonder that Limbo Lounge is becoming the most popular destination for both men and women to do their shopping.

SURF'S UP. CROPPED DRAWSTRING CARGO CAPRIS WITH HAWAIIAN PRINT HALTER TOP

LOOK OUT FOR:
POCKET PRINTED
DENIM BOOT
CUT JEAN, BLUE
ASPHALT COLOR
BLOCK LONG
STRAIGHT LEG.

WS 000422

We are fashion retailers, fashion designers and fashion trendsetters, no question. But we are something even more...fashion architects. We build brands. Brands are the important business at The Wet Seal, Inc. and one of the major ways we differentiate ourselves in the marketplace. Not only does the Wet Seal have a loyal following, but every one of our private brands does, too. There are dozens vying for the youth market with a proprietary look, their own. The Wet Seal has a family of them, all created and developed internally and then marketed as national brands in their own right. The ability to create a portfolio of successful brands allows Wet Seal the luxury of not relying on any one brand in particular.

As fashion architects, we have the ability to fill the needs of a market micro-niche as soon as a demand is identified. We're quick to notice, quick to act. Our audience is broad, and our brands allow us to reach out to more would-be fans day after day. In this way we shape the landscape of the junior fashion world.

Our premier brand, Blue Asphalt, started it all. Like all of our brands, it's got a street-smart name that paved the way for the company's branding enterprise. Now the foundation and epitome of the casual basics business, it was originally a strictly denim brand that evolved into an entire collection of casuals and basics and Americana looks that juniors live in and love – with an image and identity layered over that of Wet Seal. Blue Asphalt has now attained national icon-hood.

With Blue Asphalt covering the basics business, the Arden B. brand took the internal brand concept to its full

INTERNAL BRANDING IS WET SEAL'S WIN-WIN TICKET TO CORPORATE PROSPERITY. DIFFERENTIATION AND EXCLUSIVITY IN THE STORES IS AS GOOD FOR MARGIN AS IT IS FOR SHOPPERS. OVER 50% OF THE SELECTION IN WET SEAL AND CONTEMPO CASUALS STORES IS INTERNALLY DEVELOPED AND EXCLUSIVELY MARKETED. THE REALLY NICE THING ABOUT HAVING STYLES OF YOUR VERY OWN? CUSTOMERS LOVE YOU FOR IT. IT'S THE LOYALTY THING. EVERY RETAILER'S DREAM.

Sittin' Pretty

WS 000423

ELEGANT STYLE A AUBREY LONG SLEEVE MESH MINI DRESS TOP WITH STRETCH SATEEN STRAIGHT-LEG PANTS

potential. The sophisticated, contemporary niche filled by this brand grew to the degree that warranted the creation of an entire new division for The Wet Seal, Inc.

What about the girls who just want to sparkle? The girls who love girlie stuff? We stepped in with Formula-X to fill this niche. Everything fun that, in the fashion biz, is dubbed novelty is created as Formula-X. This includes club wear to hair, makeup, nail and body thrills in custom designed packages for big days to date nights.

Urban Vibe goes in another direction, an outerwear name loved for its street-wise ways and youthful verve, as the very thing for girls who love life on the cutting edge. The Evolution Not Revolution label can be seen at clubs across the country, it's sleek, totally fabulous styles, the modern girl's kind of thing. The A. Aubrey label was introduced to slip into Arden B.'s slot as the dressier brand in the Wet Seal and Contempo Casuals stores. In a move to further differentiate the two chains, a new Club Contempo brand singles out an even edgier collection merchandised solely within that chain.

We create brands, and we support them. "Red, White and Blue Asphalt," the current image campaign in the national media, is boosting brand identity on the pages of every important young women's magazine. In-store, window displays and signage serve as platforms for the brands. Custom packaging has been designed for branded products, from the bottling of the new Blue Asphalt fragrance, "True" to the Formula-X makeup line.

WE CREATE BRANDS, AND WE SUPPORT THEM. "RED, WHITE AND BLUE ASPHALT," THE CURRENT IMAGE CAMPAIGN IN THE NATIONAL MEDIA, IS BOOSTING BRAND IDENTITY ON THE PAGES OF EVERY IMPORTANT YOUNG WOMEN'S MAGAZINE.

Internal branding is Wet Seal's win-win ticket to corporate prosperity. Differentiation and exclusivity in the stores is as good for margin as it is for shoppers. Over 50% of the selection in Wet Seal and Contempo Casuals stores is internally developed and exclusively marketed. The really nice thing about having styles of your very own? Customers love you for it. It's the loyalty thing, every retailer's dream.

WS 000424

WS 000425

five year summary

The following table of certain selected data regarding the Company should be read in conjunction with the financial statements and notes thereto and with the "Management's Discussion and Analysis of Financial Condition and Results of Operations." The

Fiscal Year	
Fiscal Year Ended	
Operating Results	
Sales	
Income (loss) before provision (benefit) for income taxes	
Net income (loss)	
Per Share Data	
Net income (loss), basic	
Net income (loss), diluted	
Weighted average shares outstanding, basic	
Weighted average shares outstanding, diluted	
Other Financial Information	
Net income (loss) as a percent of sales	
Return on average stockholders' equity	
Cash and marketable securities	
Working capital[1]	
Ratio of current assets to current liabilities	
Total assets	
Long-term debt	
Total stockholders' equity	
Number of stores open at year end	
Number of stores acquired during the year	
Number of stores opened during the year	
Number of stores closed during the year	
Square footage of leased store space at year end	
Percent of increase in leased square footage	
Average sales per square foot of leased space[2]	
Average sales per store[2]	
Comparable store sales increase (decrease)[2]	

(1) The Company's fiscal 1995 data include the results of operations of Contempo Casuals since July 1, 1995. Fiscal 1995 consisted of 53 weeks.
(2) In fiscal 1995, the 53rd week of sales was excluded from "Sales" for purposes of calculating "Average sales per square foot" and "Average sales per store" in order to make fiscal 1995 comparable to prior years.

WS 000426

data for the fiscal years ended February 3, 1996 and January 28, 1995 are derived from the Company's financial statements for such years which are not included herein.

1998	1997	1996	1995	1994
January 30, 1999	January 31, 1998	February 1, 1997	February 3, 1996	January 28, 1995
$ 485,389,000	$ 412,463,000	$ 374,942,000	$ 266,695,000	$ 132,997,000
42,202,000	36,325,000	26,217,000	9,948,000	(1,366,000)
$ 25,954,000	$ 21,250,000	$ 15,252,000	$ 5,815,000	$ (1,013,000)
$ 1.98	$ 1.57	$ 1.15	$ 0.47	$ (0.08)
$ 1.91	$ 1.53	$ 1.13	$ 0.47	$ (0.08)
13,085,587	13,552,502	13,219,284	12,387,140	12,234,502
13,581,233	13,899,877	13,459,810	12,500,564	12,234,502
5.3%	5.2%	4.1%	2.2%	(0.8)%
22.3%	20.8%	20.5%	10.7%	(2.0)%
$ 91,506,000	$ 95,873,000	$ 89,183,000	$ 57,153,000	$ 25,369,000
$ 21,856,000	$ 66,452,000	$ 59,791,000	$ 26,051,000	$ 22,473,000
1.3	2.1	2.1	1.5	2.8
$ 197,490,000	$ 184,223,000	$ 154,752,000	$ 117,564,000	$ 67,298,000
1,264,000	1,264,000	3,264,000	5,264,000	—
$ 120,278,000	$ 112,994,000	$ 91,120,000	$ 57,735,000	$ 50,724,000
454	389	364	364	133
—	—	—	237	—
86	34	10	3	6
21	9	10	9	2
1,848,513	1,637,347	1,539,777	1,530,891	596,685
12.9%	6.3%	0.6%	156.6%	2.3%
$ 271	$ 263	$ 244	$ 229	$ 226
$ 1,132,000	$ 1,112,000	$ 1,030,000	$ 976,000	$ 1,008,000
2.1%	5.8%	8.8%	(4.1)%	(9.2)%

(3) In fiscal 1996, "Comparable store sales" were calculated by excluding sales during the first week of fiscal 1995 in order to make fiscal 1996 comparable to fiscal 1996. In fiscal 1995, "Comparable store sales" were calculated by adding the first week of fiscal 1995 to fiscal 1994 sales in order to make fiscal 1994 comparable to fiscal 1995. Comparable store sales are defined as sales in stores that were open throughout the full fiscal year and throughout the full prior fiscal year.

(4) The decrease in working capital in fiscal 1998 is due to the classification of $37,973,000 of cash investments as long-term in fiscal 1998

WS 000427

Management's Discussion

Introduction

The Company is one of the largest national mail-based specialty retailers focusing primarily on young women's apparel, and currently operates 522 retail stores in 42 states, Washington D.C. and Puerto Rico under the names "Wet Seal," "Contempo Casuals," "Arden B.," "Limbo Lounge" and "Next." In January 1998, the Company initiated a catalog which operates under the name "Wet Seal."

On July 1, 1995, the Company acquired Contempo Casuals. The purchase price consisted of a $100,000 cash payment and the issuance of 254,676 shares of Class A Common Stock which had a market value of $1,178,000 as of the acquisition date. In addition, the Company assumed approximately $27,700,000 of current liabilities of Contempo Casuals. The transaction was accounted for under the purchase method and resulted in negative goodwill. The acquisition substantially increased the number of stores the Company operates. Effective February 2, 1997, Contempo Casuals, Inc. was merged with and into The Wet Seal, Inc.

As of January 30, 1999, the Company operated 454 stores compared to 389 stores as of January 31, 1998, the end of fiscal 1997. The Company opened 86 stores during fiscal 1998 and closed 21 stores.

Management's Discussion and Analysis of Financial Condition and Results of Operations should be read in conjunction with the Company's Financial Statements and the Notes thereto.

Results of Operations

Fiscal 1998 consists of the 52 week period ended January 30, 1999, Fiscal 1997 consists of the 52 week period ended January 31, 1998 and Fiscal 1996 consists of the 52 week period ended February 1, 1997. Comparable store sales are defined as sales in stores that were open throughout the full fiscal year and throughout the full prior fiscal year.

The following table sets forth selected income statement data of the Company expressed as a percent of sales for the years indicated:

As a Percentage of Sales

Fiscal year ended	January 30, 1999	January 31, 1998	February 1, 1997
Sales (including frequent buyer sales income and catalog sales)	100.0%	100.0%	100.0%
Cost of sales (including buying, distribution and occupancy costs)	69.3	71.0	72.6
Gross margin	30.7	29.0	27.4
Selling, general and administrative expenses	22.8	21.1	21.1
Operating income	7.9	7.9	6.3
Interest income, net	0.8	0.9	0.7
Income before provision for income taxes	8.7	8.8	7.0
Provision for income taxes	3.4	3.6	2.9
Net income	5.3%	5.2%	4.1%

Fiscal 1998 Compared to Fiscal 1997

Sales in fiscal 1998 were $485,389,000 compared to sales in fiscal 1997 of $412,463,000, an increase of $72,926,000 or 17.7%. The dollar increase in sales in fiscal 1998 compared to fiscal 1997 was primarily due to the impact of the 86 new store openings in fiscal 1998 and the full year impact in 1998 of the net 25 new store openings in fiscal 1997. These increases were somewhat offset by the closing of 21 stores in fiscal 1998. To a lesser extent, the increase in sales was due to an increase in comparable store sales of 2.1%.

Cost of sales, including buying, distribution and occupancy costs, was $336,527,000 in fiscal 1998 compared to $292,644,000 in fiscal 1997, an increase of $43,883,000 or 15.0%. As a percentage of sales, cost of sales decreased to 69.3% in fiscal 1998, from 71.0% in fiscal 1997, a decrease of 1.7%. The dollar increase in cost of sales in fiscal 1998

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compared to fiscal 1997 was due primarily to the increase in total sales. Of the 1.7% decrease in cost of sales as a percentage of sales, 1.2% related to a decrease in occupancy costs, 0.6% related to a decrease in the cost of merchandise and 0.1% related to a decrease in buying costs, offset by a 0.2% increase in distribution costs. The decrease in occupancy costs was associated primarily to the leverage of the catalog operation sales on store occupancy costs. To a lesser extent the decrease in occupancy was due to a decrease in store rental expenses as a percent of sales as a result of the expense leverage related to the increase in comparable store sales. The decrease of 0.6% in merchandise cost was due to an increase in the initial markup rates related to a decrease in the cost of merchandise. The 0.1% decrease in buying costs as a percentage of sales was due to the leverage associated with the increase in total sales. The 0.2% increase in distribution costs was related primarily to the catalog operation.

Selling, general and administrative expenses were $110,554,000 in fiscal 1998 compared to $86,999,000 in fiscal 1997, an increase of $23,555,000 or 27.1%. As a percentage of sales, selling, general and administrative expenses was 22.8% in fiscal 1998 compared to 21.1% in fiscal 1997. The dollar increase in selling, general and administrative expenses in fiscal 1998 compared to fiscal 1997 was primarily due to the increase in total sales and to a lesser extent the expenses related to the catalog operation. The increase as a percent of sales was primarily due to the impact of the fixed costs associated with catalog production. Without the impact of the catalog operation, selling, general and administrative expenses increased 0.5%. This increase related primarily to the increase in selling expense as a percentage of sales due to the increases in minimum wage and to the start up costs associated with new store openings. Also contributing to the increase as a percentage of sales was an increase in administrative wages to support the expanded operations in fiscal 1998.

Interest income, net, was $3,894,000 in fiscal 1998 compared to $3,505,000 in fiscal 1997, an increase of $389,000. This increase was due primarily to an increase in the average cash balance invested during the year.

Income tax provision was $18,248,000 in fiscal 1998 compared to $15,075,000 in fiscal 1997. The effective income tax rate in fiscal 1998 was 38.5% compared to 41.5% in fiscal 1997. The decrease in the effective tax rate in fiscal 1998 compared to fiscal 1997 was due to the increase in income generated from states with lower effective tax rates as well as the impact of changes in the corporate cash investment strategy which resulted in higher balances invested in tax exempt securities.

Based on the factors noted above, net income was $25,954,000 in fiscal 1998 compared to $21,250,000 in fiscal 1997, an increase of $4,704,000 or 22.1%. As a percentage of sales, net income was 5.3% in fiscal 1998 compared to 5.2% in fiscal 1997.

Fiscal 1997 Compared to Fiscal 1996

Sales in fiscal 1997 were $412,463,000 compared to sales in fiscal 1996 of $374,942,000, an increase of $37,521,000 or 10%. The dollar increase in sales in fiscal 1997 compared to fiscal 1996 was primarily due to the increase in the comparable store sales and the increase in frequent buyer sales income in fiscal 1997 compared to fiscal 1996. The Company attributes the increase in comparable store sales of 5.8% to the continued resurgence of fashion that began in fiscal 1996. The increase in sales was also due to a slightly lesser extent to the impact of the 34 new store openings in fiscal 1997 and the full year impact in 1997 of the 10 new store openings in fiscal 1996. These increases were somewhat offset by the closing of nine stores in fiscal 1997.

Cost of sales, including buying, distribution and occupancy costs, was $292,644,000 in fiscal 1997 compared to $272,189,000 in fiscal 1996, an increase of $20,455,000 or 7.5%. As a percentage of sales, cost of sales decreased to 71.0% in fiscal 1997, from 72.6% in fiscal 1996, a decrease of 1.6%. The dollar increase in cost of sales in fiscal 1997 compared to fiscal 1996 was due primarily to the increase in total sales. Of the 1.6% decrease in cost of sales as a percentage of sales, 1.0% related to a decrease in occupancy costs, 0.4% related to a decrease in the cost of merchandise and 0.3% related to a decrease in distribution costs, offset by a 0.1% increase in buying costs. The decrease in occupancy costs was due primarily to a decrease in store rental expenses as a percent of sales as a result

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of the expense leverage related to the increase in comparable store sales. The decrease of 0.4% in merchandise cost was due to an increase in the initial markup rates related to a decrease in the cost of merchandise. The 0.3% decrease in distribution costs was related to a decrease in depreciation due to the impact of fully depreciated assets in the current year and to cost efficiencies related to processing the merchandise. These decreases were offset by a 0.1% increase in buying costs which was associated with payroll and personnel increases during the year to support the larger operations.

Selling, general and administrative expenses were $86,999,000 in fiscal 1997 compared to $79,238,000 in fiscal 1996, an increase of $7,761,000 or 9.8%. As a percentage of sales, selling, general and administrative expenses remained the same at 21.1% in fiscal 1997 as compared to fiscal 1996. The dollar increase in selling, general and administrative expenses in fiscal 1997 compared to fiscal 1996 was primarily due to the increase in total sales and an increase in management expenses related to bonuses and retirement plans, offset by a decrease in office depreciation related to the impact of fully-depreciated assets, proceeds related to an insurance reimbursement and a decrease in non-payroll related selling expenses as a result of the economies of scale associated with the increase in comparable store sales.

Interest income, net, was $3,505,000 in fiscal 1997 compared to $2,702,000 in fiscal 1996, an increase of $803,000. This increase was due primarily to an increase in the average cash balance invested.

Income tax expense was $15,075,000 in fiscal 1997 compared to $10,965,000 in fiscal 1996. The effective income tax rate in fiscal 1997 was 41.5% compared to a rate of 41.8% in fiscal 1996.

Based on the factors noted above, net income was $21,250,000 in fiscal 1997 compared to $15,252,000 in fiscal 1996, an increase of $5,998,000 or 39.3%. As a percentage of sales, net income was 5.2% in fiscal 1997 compared to 4.1% in fiscal 1996.

Liquidity and Capital Resources

Working capital at the end of fiscal 1998, 1997 and 1996 was $21,856,000, $66,452,000 and $59,791,000, respectively. The decrease in working capital in fiscal 1998 compared to fiscal 1997 was due to a net increase in long term investments of $37,474,000 as current year cash was invested to a larger extent in investments with maturities beyond one year. The decrease in working capital was also due to the purchase of treasury stock for $19,675,000 in the third quarter of fiscal 1998. Net cash provided by operating activities in fiscal 1998, 1997 and 1996 was $43,950,000, $31,948,000 and $28,187,000, respectively. The increase in net cash provided by operating activities in fiscal 1998 was due primarily to the increase in net earnings. Further contributing to the increase was the increase in income taxes payable and accounts payable offset to some extent by the increase in inventory and deferred tax, net. The increase in income taxes payable is due to the timing of tax payments. The increase in accounts payable was attributable to the increase in payables associated with capital expenditures. The increase in inventory over the prior year was related to the increase in the number of stores offset to some extent by the decrease in catalog inventory as compared to prior year.

The increase in cash provided by operating activities in fiscal 1997 was due primarily to the increase in net earnings. Further contributing to the increase was the increase in accounts payable and accrued liabilities offset to some extent by the increase in inventory. The increase in accounts payable was attributable to the increase in payables associated with capital expenditures as well as to the timing of inventory receipts. The increase in inventory over the prior year was related to the increase in the number of stores as well as to the inventory held for the new catalog operations at the end of fiscal 1997.

Additions to property and equipment are the Company's most significant investment activities. In fiscal 1998, 1997 and 1996 the Company invested $26,503,000, $22,973,000 and $8,620,000, respectively, in property and equipment and leasehold improvements. These expenditures related primarily to new store openings and remodels. In fiscal 1997, the Company constructed a new office and distribution facility. On December 1, 1998, the Company acquired the leases and furniture and fixtures for 19 store locations from Mothers Work, Inc. for $1,911,000. The majority of the locations acquired were converted to Arden B. stores. On February 1, 1999, the Company acquired the leases and furniture and fixtures for 80 stores from Britches of Georgetowne, Inc. The Company plans to convert the locations to Arden B., Wet Seal, Contempo Casuals and Limbo Lounge stores by the end of the first quarter of fiscal 1999, with the majority of the

locations planned as Arden B. Primarily as a result of the Company's expanded operations and the real estate acquisition of 80 stores, capital expenditures for fiscal 1999 are currently estimated to be $53,000,000.

In September 1998, the Company's Board of Directors authorized the repurchase of up to 20% of the outstanding shares of the Company's Class A Common Stock. As of January 30, 1999, 1,327,000 shares had been repurchased at a cost of $19,675,000. Such repurchased shares are reflected as treasury stock in the accompanying financial statements.

On May 24, 1996 the Company sold 765,000 shares of Class A Common Stock as part of a public offering pursuant to a registration statement on Form S-3. The net proceeds to the Company from the sale of shares were $14,459,000.

The Company has an unsecured revolving line of credit arrangement with Bank of America National Trust and Savings Association ("Bank of America") in an aggregate principal amount of $30,000,000, maturing on July 1, 1999 and a five year amortizing term loan with Bank of America in the amount of $10,000,000. As of January 30, 1999 the term loan has an outstanding balance of $2,264,000. On March 31, 1999, the line of credit was extended to a maturity date of July 1, 2000. At January 30, 1999, there were no outstanding borrowings under the credit arrangement, and the Company was in compliance with all terms and covenants of the credit arrangement and the term loan. The Company invests its excess funds primarily in a short-term investment grade money market fund, investment grade commercial paper and U.S. Treasury and Agency obligations. Management believes the Company's working capital and cash flows from operating activities will be sufficient to meet the Company's operating and capital requirements in the foreseeable future.

Seasonality and Inflation

The Company's business is seasonal by nature with the Christmas season (beginning the week of Thanksgiving and ending the first Saturday after Christmas) and the back-to-school season (beginning the last week of July and ending the first week of September) historically accounting for the largest percentage of sales volume. In the Company's three fiscal years ended January 30, 1999, the Christmas and back-to-school seasons together accounted for an average of approximately 33% of the Company's annual sales, after adjusting for sales increases related to new stores. The Company does not believe that inflation has had a material effect on the results of operations during the past three years. However, there can be no assurance that the Company's business will not be affected by inflation in the future.

Statement Regarding Forward Looking Disclosure

The preceding "Management's Discussion and Analysis of Financial Condition and Results of Operations" section may contain various forward looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended, which represent the Company's expectations or beliefs concerning future events. The Company cautions that these statements are further qualified by important factors that could cause actual results to differ materially from those in the forward looking statements, including, without limitation, the retention by the Company of suppliers for both brand name and Company-developed merchandise, the ability of the Company to expand and to continue to increase comparable store sales and the sufficiency of the Company's working capital and cash flows from operating activities. In addition, these statements are further qualified by important factors that could cause actual results to differ materially from those in the forward looking statements, including, without limitation, a decline in demand for the merchandise offered by the Company, the ability of the Company to locate and obtain acceptable store sites and lease terms or renew existing leases, the ability of the Company to obtain adequate merchandise supply, the ability of the Company to hire and train employees, the ability of the Company to gauge the fashion tastes of its customers and provide merchandise that satisfies customer demand, management's ability to manage the Company's expansion, the effect of economic conditions, the effect of severe weather or natural disasters and the effect of competitive pressures from other retailers. The Company disclaims any obligation or undertaking to disseminate any updates or revisions to any forward looking statement contained herein or to reflect any change in the expectations of the Company after the date hereof or any change in events, conditions or circumstances on which any statement is based.

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New Accounting Pronouncements

The Company adopted Statement of Financial Accounting Standards No. 130 "Reporting Comprehensive Income" ("SFAS 130") in the first quarter of fiscal 1998. SFAS 130 establishes standards for the reporting and display of comprehensive income. Components of comprehensive income, among other items, may include foreign currency translation adjustments, minimum pension liability adjustments, and unrealized gains and losses on marketable securities classified as available-for-sale.

In Fiscal 1998, the Company adopted Statement of Financial Accounting Standards No. 132 "Employers' Disclosures about Pensions and Other Postretirement Benefits" ("SFAS 132") which is effective for fiscal years beginning after December 15, 1997. This statement standardized the disclosure requirements for pensions and other postretirement benefits to the extent practicable, requires additional information on changes in the benefit obligations and fair values of plan assets that will facilitate financial analysis and eliminates certain disclosures that are no longer as useful as they were under previous statements.

Year 2000 Compliance

The Year 2000 issue is the result of computer programs being written using two digits rather than four to define the applicable year. Any of the Company's computer programs that have date-sensitive software may recognize a date using "00" as the year 1900 rather than the year 2000.

During fiscal 1998 and continuing through fiscal 1999, the Company is in the process of converting substantially all of its computer software systems and hardware. Prior to the purchase of the new systems and hardware the Company obtained or is in the process of obtaining assurance from the vendors that the products purchased are in fact Year 2000 compliant. The Company will also complete an independent review of such systems to further verify Year 2000 compliance. The Company has performed a thorough review of its existing computer software systems and hardware to identify processes which may be affected by Year 2000 problems. At this time, no significant issues have been identified and the Company has developed an adequate plan for Year 2000 compliance should the conversions fall behind schedule.

During fiscal 1998 and fiscal 1999, the Company is also in the process of completing a Year 2000 review of its relationships with suppliers and financial institutions to obtain assurance, where necessary, that these entities are Year 2000 compliant. The Company's total Year 2000 project costs include the estimated costs and time associated with the impact of a third party's Year 2000 issue on the Company, and are based on presently available information. However, there can be no guarantee that the systems of other companies on which the Company's systems rely will be timely converted, or that a failure to convert by another company, or a conversion that is incompatible with the Company's systems, would not have a material adverse effect on the Company's business, results of operations, cash flows and financial condition.

If the Company is not completely successful in mitigating internal and external Year 2000 risks, the result could be a system failure causing disruptions of operations, including, among other things, a temporary inability to process transactions, distribute merchandise, or engage in similar normal business activities at the Company or its vendors and suppliers. The Company believes that under a worst case scenario, it could continue the majority of its normal business activities on a manual basis. With respect to potential Year 2000 failures of its vendors and suppliers, the Company plans to mitigate this risk by not depending on any single vendor or supplier for products or merchandise.

Due to the fact that the majority of the Company's computer software systems and hardware have been purchased or developed recently and were designed to be Year 2000 compliant, the Company does not expect to incur significant additional costs in addressing the Year 2000 issue. The total cost of the Year 2000 project is estimated at $300,000, and will be funded through operating cash flows. Year 2000 costs as of January 30, 1999 totaled $100,000.

quarterly market information

The Company's Class A Common Stock ("Common Stock") is listed on The Nasdaq Stock Market ("Nasdaq") under the symbol "WTSLA". As of April 1, 1999, there were 296 shareholders of record of the Company's Class A Common Stock. Additionally, the number of beneficial owners of the Company's Common Stock was estimated to be in excess of 4,500. The closing price of the Common Stock on April 1, 1999 was $36.

The following table reflects the high and low sale prices of the Company's Common Stock as reported by Nasdaq for the last two fiscal years.

Quarter	Fiscal 1998		Fiscal 1997	
	High	Low	High	Low
First Quarter	$ 38 1/4	$ 26 7/8	$ 27 1/4	$ 18
Second Quarter	37 9/16	25 3/4	31 5/8	22 1/2
Third Quarter	31	13 5/8	27 1/4	17 3/8
Fourth Quarter	38	16 7/8	31 1/2	22 3/4

The Company has reinvested earnings in the business and has never paid any cash dividends to holders of the Company's Common Stock. The declaration and payment of future dividends, which are subject to the terms and covenants contained in the Company's bank line of credit, are at the sole discretion of the Board of Directors and will depend upon the Company's profitability, financial condition, cash requirements, future prospects and other factors deemed relevant by the Board of Directors.

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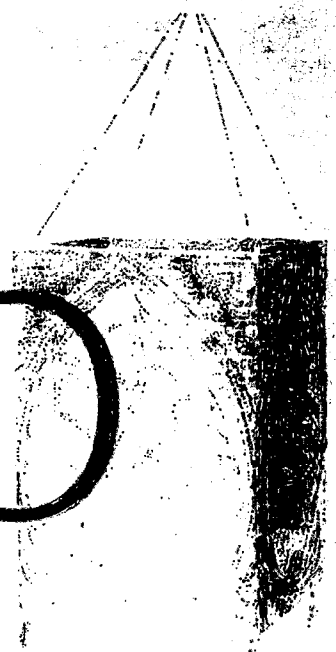
Butterfly Notebook
Fill it with your spring thoughts

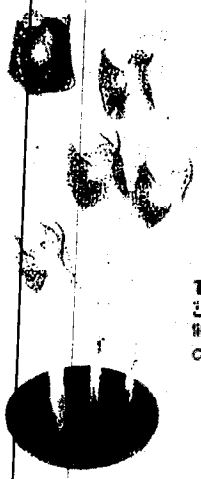
Princess Notebook
Fuzzy on the outside

scoop

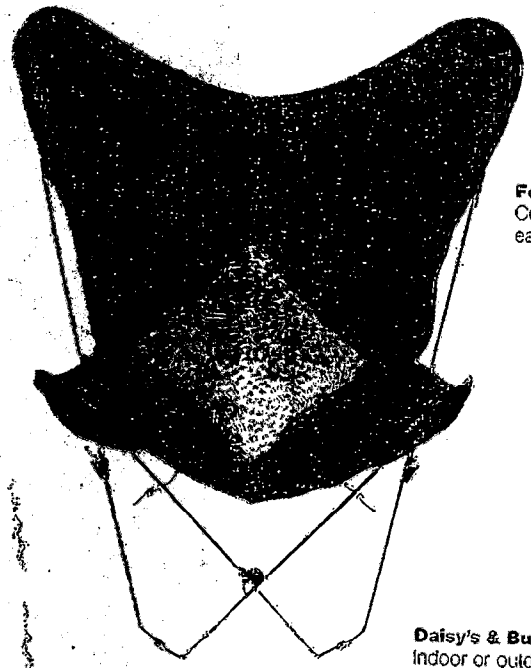
Express yourself! Decorate your room to show off the real you! Choose from a variety of knick-knacks to spruce up your living quarters. Available now at Wet Seal, Contempo Casuals and Limbo Lounge.



Fish lamp
Brings good luck and light



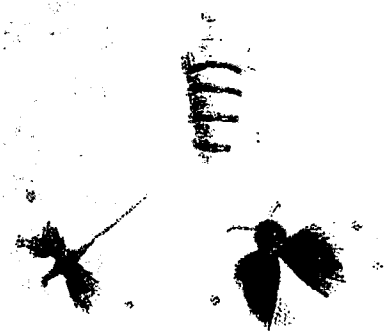
Tulip lamp
Light up your life in spring colors



Folding chair
Comfy, cool and easy to store

Daisy's & Bugs
Indoor or outdoor twist-on decor

Door hanger
Privacy for princess



Butterfly Lamp
Sleek and bright

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statements of income

	January 30,1999	January 31,1998	February 1,1997
Sales	$ 485,389,000	$ 412,463,000	$ 374,942,000
Cost of sales (including buying, distribution and occupancy costs)	336,527,000	292,644,000	272,189,000
Gross margin	148,862,000	119,819,000	102,753,000
Selling, general and administrative expenses (Note 10)	110,554,000	86,999,000	79,238,000
Operating income	38,308,000	32,820,000	23,515,000
Interest income, net (Note 9)	3,894,000	3,505,000	2,702,000
Income before provision for income taxes	42,202,000	36,325,000	26,217,000
Provision for income taxes (Note 4)	16,248,000	15,075,000	10,965,000
Net income	$ 25,954,000	$ 21,250,000	$ 15,252,000
Net income per share, basic (Note 14)	$ 1.98	$ 1.57	$ 1.15
Net income per share, diluted (Note 14)	$ 1.91	$ 1.53	$ 1.13
Weighted average shares outstanding, basic (Note 1)	13,085,587	13,552,502	13,219,284
Weighted average shares outstanding, diluted (Note 1)	13,581,233	13,899,877	13,459,810

See accompanying notes to financial statements.

statements of comprehensive income

	January 30,1999	January 31,1998	February 1,1997
Net income	$ 25,954,000	$ 21,250,000	$ 15,252,000
Other comprehensive loss:			
Supplemental employee retirement plan adjustment (Note 13)	(139,000)	—	—
Comprehensive income	$ 25,815,000	$ 21,250,000	$ 15,252,000

See accompanying notes to financial statements

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balance sheets

	January 30, 1999	January 31, 1998
Assets		
Current assets:		
Cash and cash equivalents (Note 1)	$ 31,590,000	$ 76,056,000
Short-term investments (Note 3)	21,943,000	19,817,000
Other receivables	3,665,000	3,209,000
Merchandise inventories	28,002,000	26,884,000
Prepaid expenses (Note 1)	—	330,000
Deferred tax charges (Note 4)	1,791,000	1,137,000
Total current assets	86,991,000	127,433,000
Equipment and leasehold improvements:		
Leasehold improvements	75,659,000	65,465,000
Furniture, fixtures and equipment	37,758,000	24,965,000
Leasehold rights	3,577,000	3,692,000
Construction in progress	489,000	2,000
	117,483,000	94,124,000
Less accumulated depreciation	(57,110,000)	(49,171,000)
Net equipment and leasehold improvements	60,373,000	44,953,000
Long-term investments (Note 3)	37,973,000	499,000
Other assets:		
Deferred tax charges and other assets (Notes 4 and 13)	11,677,000	10,817,000
Goodwill, net of accumulated amortization of $656,000 and $611,000 as of January 30, 1999 and January 31, 1998, respectively	476,000	521,000
Total other assets	12,153,000	11,338,000
	$ 197,490,000	$ 184,223,000

	January 30, 1999	January 31, 1998
Liabilities and stockholders' equity		
Current liabilities:		
Accounts payable	$ 37,515,000	$ 35,858,000
Accrued liabilities (Note 12)	20,430,000	20,570,000
Income taxes payable (Note 4)	6,190,000	2,553,000
Current portion of long-term debt (Note 9)	1,000,000	2,000,000
Total current liabilities	65,135,000	60,981,000
Long-term liabilities:		
Long-term debt (Note 9)	1,264,000	1,264,000
Deferred rent	7,458,000	6,254,000
Other long-term liabilities (Note 13)	3,355,000	2,730,000
Total long-term liabilities	12,077,000	10,248,000
Total liabilities	77,212,000	71,229,000
Commitments (Note 7)		
Stockholders' equity: (Notes 5 and 6)		
Preferred Stock, $.01 par value, authorized, 2,000,000 shares; none issued and outstanding	—	—
Common Stock, Class A, $.10 par value, authorized 20,000,000 shares; 10,704,886 and 10,656,578 shares issued and outstanding at January 30, 1999 and January 31, 1998, respectively	1,071,000	1,066,000
Common Stock, Class B Convertible, $.10 par value, authorized 10,000,000 shares; 2,912,665 shares issued and outstanding at January 30, 1999 and January 31, 1998	291,000	291,000
Paid-in capital	58,356,000	57,217,000
Retained earnings	80,374,000	54,420,000
Other comprehensive loss (Note 13)	(139,000)	—
Treasury stock, 1,327,000 shares at cost	(19,675,000)	—
Total Stockholders' Equity	120,278,000	112,994,000
	$ 197,490,000	$ 184,223,000

See accompanying notes to financial statements.

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Statements of stockholders' equity

	Common Stock Class A	
	Shares	Par Value
Balance at February 3, 1996	5,687,066	$ 568,000
Issuance of Class A Common Stock pursuant to Public Offering (Note 5)	765,000	76,000
Stock issued pursuant to long-term incentive plan (Note 6)	5,308	1,000
Exercise of stock options (Note 6)	276,500	28,000
Tax benefit related to exercise of stock options (Note 6)	—	—
Conversion of Class B Common Stock to Class A Common Stock (Note 5)	3,895,000	390,000
Net income	—	—
Balance at February 1, 1997	10,628,874	1,063,000
Stock issued pursuant to long-term incentive plan (Note 6)	8,704	1,000
Exercise of stock options (Note 6)	19,000	2,000
Tax benefit related to exercise of stock options (Note 6)	—	—
Net income	—	—
Balance at January 31, 1998	10,656,578	1,066,000
Stock issued pursuant to long-term incentive plan (Note 6)	12,308	1,000
Exercise of stock options (Note 6)	36,000	4,000
Tax benefit related to exercise of stock options (Note 6)	—	—
Repurchase of common stock (Note 5)	—	—
Supplemental Employee Retirement Plan adjustment (Note 13)	—	—
Net income	—	—
Balance at January 30, 1999	10,704,886	$ 1,071,000

See accompanying notes to financial statements

Common Stock Class B Shares	Common Stock Class B Par Value	Paid-In Capital	Retained Earnings	Other Comprehensive Loss	Treasury Stock	Total Stockholders' Equity
6,807,665	$ 681,000	$ 38,568,000	$ 17,918,000	—	—	$ 57,735,000
—	—	14,383,000	—	—	—	14,459,000
—	—	106,000	—	—	—	107,000
—	—	1,712,000	—	—	—	1,740,000
—	—	1,827,000	—	—	—	1,827,000
(3,895,000)	(390,000)	—	—	—	—	—
—	—	—	15,252,000	—	—	15,252,000
2,912,665	291,000	56,596,000	33,170,000	—	—	91,120,000
—	—	265,000	—	—	—	266,000
—	—	212,000	—	—	—	214,000
—	—	144,000	—	—	—	144,000
—	—	—	21,250,000	—	—	21,250,000
2,912,665	291,000	57,217,000	54,420,000	—	—	112,994,000
—	—	462,000	—	—	—	463,000
—	—	269,000	—	—	—	273,000
—	—	408,000	—	—	—	408,000
—	—	—	—	—	(19,675,000)	(19,675,000)
—	—	—	—	(139,000)	—	(139,000)
—	—	—	25,954,000	—	—	25,954,000
2,912,665	$ 291,000	$ 58,356,000	$ 80,374,000	$ (139,000)	$ (19,675,000)	$120,278,000

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Statements of cash flows

	January 30, 1999	January 31, 1998	February 1, 1997
Cash flows from operating activities:			
Net income	$ 25,954,000	$ 21,250,000	$ 15,252,000
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	13,039,000	11,295,000	11,848,000
Loss on disposal of equipment and leasehold improvements	—	—	153,000
Stock issued pursuant to long-term incentive plan	463,000	266,000	107,000
Deferred tax, net	(1,124,000)	(2,189,000)	(3,084,000)
Changes in operating assets and liabilities, net of effect of acquisition:			
Other receivables	(456,000)	(1,632,000)	(1,054,000)
Merchandise inventories	(1,118,000)	(4,295,000)	(6,348,000)
Prepaid expenses	330,000	(330,000)	428,000
Other assets	(594,000)	(118,000)	38,000
Accounts payable and accrued liabilities	1,517,000	6,329,000	9,276,000
Income taxes payable	4,045,000	545,000	625,000
Deferred rent	1,204,000	137,000	946,000
Other long-term liabilities	690,000	690,000	—
Net cash provided by operating activities	43,950,000	31,948,000	28,187,000

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	January 30, 1999	January 31, 1998	February 1, 1997
Cash flows from investing activities:			
Investment in equipment and leasehold improvements	(26,503,000)	(22,973,000)	(8,620,000)
Investment in marketable securities	(83,018,000)	(42,320,000)	(17,700,000)
Proceeds from sale of marketable securities	43,418,000	39,704,000	—
Acquisition of store leases and related store assets	(1,911,000)	—	—
Net cash used in investing activities	(68,014,000)	(25,589,000)	(26,320,000)
Cash flows from financing activities:			
Principal payments on long-term debt	(1,000,000)	(2,000,000)	(3,736,000)
Purchase of treasury stock	(19,675,000)	—	—
Proceeds from issuance of common stock	273,000	214,000	16,199,000
Net cash (used in) provided by financing activities	(20,402,000)	(1,786,000)	12,463,000
Net (decrease) increase in cash and cash equivalents	(44,466,000)	4,573,000	14,330,000
Cash and cash equivalents, beginning of year	76,056,000	71,483,000	57,153,000
Cash and cash equivalents, end of year	$ 31,590,000	$ 76,056,000	$ 71,483,000
Supplemental disclosures of cash flow information:			
Cash paid during the year for:			
Interest	$ 194,000	$ 337,000	$ 538,000
Income taxes, net	13,326,000	16,720,000	13,424,000

Schedule of noncash transactions:

During the fifty-two weeks ended January 30, 1999, January 31, 1998 and February 1, 1997, the Company recorded an increase to paid-in capital of $498,000, $144,000 and $1,827,000, respectively, related to tax benefits associated with the exercise of non-qualified stock options.

During the fifty-two weeks ended January 30, 1999, the Company recorded a decrease to other comprehensive income of $139,000 and a corresponding decrease to other long-term liabilities and other assets of $65,000 and $204,000, respectively, related to the Supplemental Employee Retirement Plan. (See Note 13.)

During the fifty-two weeks ended February 1, 1997, the Company reduced certain estimated liabilities assumed in connection with the acquisition of Contempo Casuals. As a result, a reduction in accounts payable of $1,481,000 was recorded with a corresponding reduction in fixed assets.

See accompanying notes to financial statements.

WS 000441

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THE wet seal INC.

WS 000444

one

Summary of Significant Accounting Policies

Nature of the Business The Wet Seal, Inc. (the "Company") is a nationwide specialty retailer of fashionable and contemporary apparel and accessory items designed for consumers with a young, active lifestyle. In January 1998, the Company initiated a catalog which operates under the name "Wet Seal". On July 1, 1995, the Company acquired Contempo Casuals, Inc., a 237-store junior women's retail chain. This acquisition substantially increased the Company's size. The Company's success is largely dependent upon its ability to gauge the fashion tastes of its customers and to provide merchandise that satisfies customer demand. The Company's failure to anticipate, identify or react to changes in fashion trends could adversely affect its results of operations. Approximately 35% of the voting stock of the Company is held by a group of companies directly or indirectly controlled by two directors of the Company, one of which is the Chairman of the Board. Effective February 2, 1997, Contempo Casuals, Inc. was merged with and into The Wet Seal, Inc.

The Company's fiscal year ends on the Saturday closest to the end of January. The reporting period includes 52 weeks in each of the fiscal years 1998, 1997 and 1996.

Merchandise Inventories Merchandise inventories are stated at the lower of cost (first-in, first-out) or market. Cost is determined using the retail inventory method.

Equipment and Leasehold Improvements Equipment and leasehold improvements are stated at cost. Expenditures for betterment or improvement are capitalized, while expenditures for repairs that do not significantly increase the life of the asset are expensed as incurred.

Depreciation is provided using primarily the straight-line method over the estimated useful lives of the assets. Furniture, fixtures and equipment are typically depreciated over 3 to 5 years. Leasehold improvements and the cost of acquiring leasehold rights are depreciated over the lesser of the term of the lease or 10 years.

Long-Lived Assets The Company accounts for the impairment and disposition of long-lived assets in accordance with Statement of Financial Accounting Standards No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of" ("SFAS 121"). In accordance with SFAS 121, long-lived assets to be held are reviewed for events or changes in circumstances which indicate that their carrying value may not be recoverable. At January 30, 1999, the Company believes there has been no impairment of the value of such assets.

Intangible Asset Excess of cost over net assets acquired (goodwill) is being amortized on the straight-line method over 25 years. The Company assesses the recoverability of goodwill at each balance sheet date by determining whether the amortization of the balance over its remaining useful life can be recovered through projected undiscounted future operating cash flows from the acquisition.

Rental Expense Any defined rental escalations are averaged over the term of the related lease in order to provide level recognition of rental expense.

Store Pre-Opening Costs Store opening and pre-opening costs are charged to expense as they are incurred.

Advertising Costs Costs for advertising related to retail operations consisting primarily of in-store signage and promotions are expensed as incurred. Direct response advertising costs consisting primarily of catalog book production and printing costs are capitalized and amortized over the expected life of the catalog, not to exceed 6 months. Direct response advertising costs reported as prepaid assets are $0 and $330,000 at January 30, 1999 and January 31, 1998, respectively. Total advertising expenses related primarily to retail operations in fiscal 1998, 1997 and 1996 were $1,993,000, $1,676,000 and $1,728,000, respectively.

Income Tax The Company accounts for income taxes in accordance with Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes" ("SFAS 109"). Deferred tax charges are provided on items, principally depreciation and rent, for which there are temporary differences in recording such items for financial reporting purposes and for income tax purposes.

Net Income per Share The Company adopted Statement of Financial Accounting Standards No. 128, "Earnings Per Share" ("SFAS 128") beginning with the Company's fourth quarter of fiscal 1997. All prior period earnings per common share data have been restated to conform to the provisions of this statement. Net income per share, basic, is computed based on the weighted average number of common shares outstanding for the period. Net income per share, diluted, is computed based on the weighted average number of common and potentially dilutive common equivalent shares outstanding for the period. (See Note 14.)

Statements of Cash Flows For purposes of the statements of cash flows, the Company considers all highly liquid interest-earning deposits purchased with an initial maturity of three months or less to be cash equivalents. At January 30, 1999 and January 31, 1998, cash equivalents totaled $29,298,000 and $72,212,000, respectively, bearing interest at rates ranging from approximately 4.7% to 5.3% at January 30, 1999 and from approximately 5.4% to 5.6% at January 31, 1998.

New Accounting Pronouncements The Company adopted Statement of Financial Accounting Standards No. 130 "Reporting Comprehensive Income" ("SFAS 130"), in the first quarter of fiscal 1998. SFAS 130 establishes standards for the reporting and display of comprehensive income. Components of comprehensive income, among other items, may include foreign currency translation adjustments, minimum pension liability adjustments, and unrealized gains and losses on marketable securities classified as available-for-sale.

In Fiscal 1998, the Company adopted Statement of Financial Accounting Standards No. 132 "Employers' Disclosures about Pensions and Other Postretirement Benefits" ("SFAS 132") which is effective for fiscal years beginning after December 15, 1997. This statement standardized the disclosure requirements for pensions and other postretirement benefits to the extent practicable, requires additional information on changes in the benefit obligations and fair values of plan assets that will facilitate financial analysis and eliminates certain disclosures that are no longer as useful as they were under previous statements.

Use of Estimates The preparation of financial statements in conformity with generally accepted accounting principles necessarily requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Fair Value of Financial Instruments Management believes the carrying amounts of cash and cash equivalents, accounts receivable and accounts payable approximate fair value due to the short maturity of these financial instruments. Long-term debt bears a variable rate of interest; therefore, management believes the carrying amount for the outstanding borrowings at January 30, 1999 and January 31, 1998 approximate fair value.

Stock-based Compensation The Company accounts for stock-based awards to employees using the intrinsic value method in accordance with Accounting Principles Board (APB) Opinion No. 25, "Accounting for Stock Issued to Employees." (See Note 6.)

two Acquisition

On July 1, 1995, the Company acquired the business, assets and properties of Contempo Casuals, Inc., a 237-store junior women's retail chain with stores in 34 states and Puerto Rico. The purchase price consisted of (a) the issuance of 254,676 shares of the Company's Class A Common Stock which had a value of $1,178,000 on the date of the acquisition, and (b) $100,000 in cash. The transaction was accounted for under the purchase method. In connection with the acquisition, the Company assumed certain liabilities which were estimated by the seller. The total amount of these assumed liabilities may not, in fact, be paid as the actual payments will be based on the future claims and losses which are actually submitted and which are related to pre-acquisition events. (See Note 12.)

On December 1, 1998, the Company acquired the leases and furniture and fixtures for 19 store locations from Mothers Work, Inc. The purchase price was recorded as leasehold improvements and furniture, fixtures and equipment in the accompanying financial statements. The majority of the locations acquired were converted to Arden B. stores.

three Investments

Short-term investments consist of highly liquid interest bearing deposits purchased with an initial maturity exceeding three months with a remaining maturity at January 30, 1999 less than twelve months. Long-term investments consist of highly liquid interest bearing securities which mature beyond twelve months from the balance sheet date. It is management's intent to hold short-term and long-term investments to maturity. Short-term and long-term investments are carried at amortized cost plus accrued income, which approximates market at January 30, 1999.

Investments are comprised of the following:

Description	Maturity dates	Amortized cost	Gross unrealized gains	Gross unrealized losses	Estimated fair value
January 30, 1999					
Commercial paper	Within one year	$ 1,000,000	$ —	$ —	$ 1,000,000
Corporate bonds	Within one year	1,514,000	—	4,000	1,510,000
Municipal bonds	Within one year	7,679,000	3,000	—	7,682,000
Government obligations	Within one year	11,750,000	—	11,000	11,739,000
Corporate bonds	One to two years	3,087,000	—	27,000	3,060,000
Municipal bonds	One to two years	34,886,000	31,000	—	34,917,000
		$59,916,000	$ 34,000	$ 42,000	$59,908,000
January 31, 1998					
Commercial paper	Within one year	$14,905,000	$ —	$ —	$14,905,000
Corporate bonds	Within one year	1,372,000	1,000	—	1,373,000
Municipal bonds	Within one year	3,540,000	—	7,000	3,533,000
Corporate bonds	One to two years	499,000	1,000	—	500,000
		$20,316,000	$ 2,000	$ 7,000	$20,311,000

four Provision for Income Taxes

SFAS 109 requires the recognition of deferred tax assets and liabilities for the future consequences of events that have been recognized in the Company's financial statements or tax returns. The measurement of deferred items is based on enacted tax laws. In the event that the future consequences of differences between financial reporting bases and the tax bases of the Company's assets and liabilities result in a deferred tax asset, SFAS 109 requires an evaluation of the probability of being able to realize the future benefits indicated by such asset. A valuation allowance related to a deferred tax asset is recorded when it is more likely than not that some portion or all of the deferred tax assets will not be realized.

The components of the income tax provision are as follows:

	January 30,1999	January 31,1998	February 1,1997
Current			
Federal	$ 13,442,000	$ 12,886,000	$ 10,674,000
State	3,930,000	4,378,000	3,375,000
	17,372,000	17,264,000	14,049,000
Deferred			
Federal	(1,126,000)	(1,535,000)	(2,569,000)
State	2,000	(654,000)	(515,000)
	(1,124,000)	(2,189,000)	(3,084,000)
	$ 16,248,000	$ 15,075,000	$ 10,965,000

A reconciliation of the income tax provision to the amount of the provision that would result from applying the federal statutory rate (35%) to income before taxes is as follows:

	January 30,1999	January 31,1998	February 1,1997
Provision for income taxes at federal statutory rate	35.0%	35.0%	35.0%
State income taxes, net of federal income tax benefit	5.6	7.2	7.1
Tax exempt interest	(1.5)	(2.0)	(0.5)
Other	(0.6)	1.3	0.2
Effective tax rate	38.5%	41.5%	41.8%

As of January 30, 1999 and January 31, 1998, the Company's net deferred tax asset was $10,709,000 and $9,585,000 respectively. The major components of the Company's net deferred taxes at January 30, 1999 and January 31, 1998 are as follows:

	January 30,1999	January 31,1998
Deferred rent	$ 2,987,000	$ 2,782,000
Acquisition related reserves	630,000	650,000
Inventory cost capitalization	1,080,000	808,000
Difference between book and tax basis of fixed assets	4,632,000	4,643,000
State income taxes	(179,000)	(136,000)
Supplemental Employee Retirement Plan	594,000	307,000
Other	965,000	531,000
	$ 10,709,000	$ 9,585,000

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five Stockholders' Equity

The 2,912,665 shares of the Company's Class B Common Stock outstanding as of January 30, 1999 are convertible on a share-for-share basis into shares of the Company's Class A Common Stock at the option of the holder. The Class B Common Stock has two votes per share while the Class A Common Stock has one vote per share.

On May 24, 1996 the Company sold 765,000 shares of Class A Common Stock as a part of a public offering pursuant to a registration statement on Form S-3. The net proceeds to the Company from the sale of shares were $14,459,000.

During the year ended February 1, 1997, major stockholders converted 3,895,000 shares of Class B Common Stock to Class A Common Stock. These shares were sold to the public through registration statements on Form S-3. The Company did not receive any proceeds from these transactions.

During the year ended January 30, 1999, the Company's Board of Directors authorized the repurchase of up to 20% of the outstanding shares of the Company's Class A Common Stock. As of January 30, 1999, 1,327,000 shares had been repurchased at a cost of $19,675,000. Such repurchased shares are reflected as treasury stock in the accompanying financial statements.

six Long-Term Incentive Plan

Under the Company's long-term incentive plans (the "Plans"), the Company may grant stock options which are either incentive stock options within the meaning of Section 422 of the Internal Revenue Code of 1986, as amended (the "Code"), or non-qualified stock options. The Plans provide that the per share exercise price of an incentive stock option may not be less than the fair market value of the Company's Class A Common Stock on the date the option is granted. Options become exercisable over periods of up to five years and generally expire ten years from the date of grant or 90 days after employment or services are terminated. The Plans also provide that the Company may grant restricted stock and other stock-based awards. An aggregate of 1,475,000 shares of the Company's Class A Common Stock may be issued pursuant to the Plans. As of January 30, 1999, 19,756 shares were available for future grants.

Stock option activity for each of the three years in the period ended January 30, 1999 was as follows:

	Number of shares	Weighted Average Exercise Price
Outstanding at February 3, 1996	635,000	$ 5.12
Granted	60,000	20.86
Canceled	(6,000)	4.13
Exercised	(276,500)	6.29
Outstanding at February 1, 1997	412,500	6.64
Granted	595,000	20.00
Canceled	(21,000)	17.70
Exercised	(19,000)	11.24
Outstanding at January 31, 1998	967,500	14.53
Granted	130,000	16.93
Canceled	(12,000)	13.57
Exercised	(36,000)	7.58
Outstanding at January 30, 1999	1,049,500	$ 14.42

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t January 30, 1999, January 31, 1998 and February 1, 1997 there were 283,500, 119,500 and 19,500 outstanding options exercisable at a weighted average exercise price of $8.42, $4.65 and $4.40, respectively.

Additional information regarding options outstanding as of January 30, 1999 is as follows:

Range of Exercise Prices	Options Outstanding: Number Outstanding as of Jan. 30, 1999	Options Outstanding: Weighted Average Remaining Contractual Life	Options Outstanding: Weighted Average Exercise Price	Options Exercisable: Number Exercisable as of Jan. 30, 1999	Options Exercisable: Weighted Average Exercise Price
$ 3.00 - $ 3.63	30,000	5.33	$ 3.56	19,000	$ 3.63
4.13 - 5.13	269,500	5.20	4.18	174,500	4.17
8.00 - 16.50	290,000	8.65	16.27	50,000	15.82
19.31 - 20.00	460,000	8.60	19.97	40,000	20.00
$ 3.00 - $20.00	1,049,500	7.65	$ 14.42	283,500	$ 8.42

During the years ended January 30, 1999, January 31, 1998 and February 1, 1997, the Company recognized tax benefits of $408,000, $144,000 and $1,827,000, respectively, resulting from the exercise of certain non-qualified stock options.

Additional Long-Term Incentive Plan Information As discussed in Note 1, the Company continues to account for its stock-based awards using the intrinsic value method in accordance with APB No. 25, "Accounting for Stock Issued to Employees" and its related interpretations. Accordingly, no compensation expense has been recognized in the financial statements for employee incentive stock options or non-qualified stock options.

Statement of Financial Accounting Standards No. 123, "Accounting for Stock-Based Compensation," (SFAS 123) requires the disclosure of pro forma net income and earnings per share had the Company adopted the fair value method as of the beginning of fiscal 1995. Under SFAS 123, the fair value of stock-based awards to employees is calculated through the use of option pricing models, even though such models were developed to estimate the fair value of freely tradable, fully transferable options without vesting restrictions, which significantly differ from the Company's stock option awards. These models also require subjective assumptions, including future stock price volatility and expected time to exercise, which greatly affect the calculated values. The Company's calculations were made using the Black-Scholes option pricing model with the following weighted average assumptions: expected life, 48 months following vesting; stock volatility, 49.93% in fiscal 1998, 72.23% in fiscal 1997 and 65.95% in fiscal 1996; risk free interest rates, 4.74% in fiscal 1998, 6.10% in fiscal 1997 and 6.38% in fiscal 1996; and no dividends during the expected term. The Company's calculations are based on a valuation approach and forfeitures are recognized as they occur. If the computed fair values of the fiscal 1998, fiscal 1997 and fiscal 1996 awards had been amortized to expense over the vesting period of the awards, net income and earnings per share would have been reduced to the pro forma amounts indicated below:

		Fiscal 1998	Fiscal 1997	Fiscal 1996
Net Income	As reported	$ 25,954,000	$ 21,250,000	$ 15,252,000
	Pro forma	$ 24,804,000	$ 20,745,000	$ 15,192,000
Net Income Per Share, Basic	As reported	$ 1.98	$ 1.57	$ 1.15
	Pro forma	$ 1.90	$ 1.53	$ 1.15
Net Income Per Share, Diluted	As reported	$ 1.91	$ 1.53	$ 1.13
	Pro forma	$ 1.83	$ 1.49	$ 1.13

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The impact of outstanding non-vested stock options granted prior to 1995 has been excluded from the pro forma calculation; accordingly, the above pro forma adjustments are not indicative of future period pro forma adjustments, when the calculation will apply to all applicable stock options.

As of January 30, 1999, the Company has granted an aggregate of 72,244 shares of Class A Common Stock, net of forfeitures, to a group of its key employees under the performance grant award plan which was instituted pursuant to the Company's Plans. Under the performance grant award plan, key employees of the Company receive Class A Common Stock in proportion to their salary. These bonus shares vest at the rate of 33.33% per year and non-vested shares are subject to forfeiture if the participant terminates employment. Compensation expense, equal to the market value of the shares as of the issue date, is being charged to earnings over the period that the employees provide service. In each of the years ended January 30, 1999, January 31, 1998 and February 1, 1997, 12,308, 8,704 and 5,308 shares, respectively, were fully vested and issued. In connection with the issuance of these shares, the Company recorded compensation expense of $463,000, $267,000 and $107,000 for the years ended January 30, 1999, January 31, 1998 and February 1, 1997, respectively.

seven Commitments

Leases The Company leases retail stores, automobiles, computers and corporate office and warehouse facilities under operating lease agreements expiring at various times through 2010. Substantially all of the leases require the Company to pay maintenance, insurance, property taxes and percentage rent ranging from 3% to 12%, based on sales volume over certain minimum sales levels. Effective February 1998, the Company entered into a sublease agreement for its former warehouse facility which expires in August 2002.

Minimum annual rental commitments under non-cancelable leases, including the corporate office and warehouse facility lease, are as follows:

Fiscal year ending	Minimum Lease Commitments	Sublease Income	Net Lease Commitments
2000	$ 51,196,000	$ 647,000	$ 50,549,000
2001	47,962,000	647,000	47,315,000
2002	43,352,000	647,000	42,705,000
2003	36,511,000	377,000	36,134,000
2004	30,793,000	—	30,793,000
Thereafter	95,957,000	—	95,957,000
	$ 305,771,000	$ 2,318,000	$ 303,453,000

Rental expense, including common area maintenance, was $72,533,000, $64,384,000 and $62,391,000, of which $295,000, $377,000 and $345,000 was paid as percentage rent based on sales volume, for the years ended January 30, 1999, January 31, 1998 and February 1, 1997, respectively.

Employment Contracts The Company has employment contracts with two officers, which provide for minimum annual salaries, customary benefits and allowances, and incentive bonuses if specified Company earnings levels are achieved. The agreements provide these same officers with severance benefits which approximate three years' salary if the agreements are terminated without cause before expiration of their terms or if the individual's duties materially change following a change in control of the Company.

Litigation The Company is a defendant in various lawsuits arising in the ordinary course of its business. While the ultimate liability, if any, arising from these claims cannot be predicted with certainty, the Company is of the opinion that their resolution will not likely have a material adverse effect on the Company's financial statements.

Letters of Credit At January 30, 1999, the Company had outstanding letters of credit amounting to approximately $15,994,000.

eight Revolving Credit Arrangement

Under an unsecured revolving line of credit arrangement with a bank, the Company may borrow up to a maximum of $30 million on a revolving basis through July 1, 1999. The cash borrowings under the arrangement bear interest at the bank's prime rate or, at the Company's option, LIBOR plus 1.75%. On March 31, 1999, the line of credit was extended to a maturity date of July 1, 2000.

The credit arrangement imposes quarterly and annual financial covenants requiring the Company to maintain certain financial ratios and achieve certain levels of annual income. In addition, the credit arrangement requires that the bank approve the payment of dividends and restrict the level of capital expenditures. At January 30, 1999 and January 31, 1998, the Company was in compliance with these covenants. The Company had no borrowings outstanding under the credit arrangement at January 30, 1999 or January 31, 1998.

nine Long-Term Debt

In June 1995, the Company entered into an unsecured five-year, $10 million term loan. The loan bears interest at the bank's prime rate plus .25% or, at the Company's option, LIBOR plus 1.75% (6.75% at fiscal year end) payable monthly. Under the terms of the debt agreement, the outstanding balance of $2,264,000 will be repaid in quarterly installments of $500,000, commencing October 31, 1999, until paid. Aggregate principal payments during fiscal 1999 and fiscal 2000 are $1,000,000 and $1,264,000, respectively.

The term loan imposes quarterly and annual financial covenants requiring the Company to maintain certain financial ratios and achieve certain levels of annual income. In addition, the term loan requires that the bank approve the payment of dividends and restricts the level of capital expenditures. At January 30, 1999 and January 31, 1998, the Company was in compliance with these covenants.

ten Related Party Transactions

Certain officers of Suzy Shier, Inc., a shareholder, provide management services to the Company. For these services, the officers earned in the aggregate a management fee of $375,000 in the year ended January 31, 1999 and $250,000 during each of the years ended January 31, 1998 and February 1, 1997.

eleven Retirement Plan

Effective June 1, 1998, the Company established a qualified defined contribution retirement plan under the Internal Revenue Code, Section 401(k). The Wet Seal Retirement Plan (the "Plan") is available to all employees who meet the Plan's eligibility requirements. The Plan is funded by employee contributions, and additional contributions may be made by the Company at its discretion. As of January 30, 1999 the Company had accrued $112,000 as its fiscal 1998 contribution to the Plan.

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twelve Accrued Liabilities

Accrued liabilities consist of the following:

	January 30, 1999	January 31, 1998
Reserve for self insurance	$ 2,857,000	$ 3,219,000
Accrued wages, bonuses and benefits	7,272,000	5,972,000
Combination costs	—	1,645,000
Gift certificate and credit memo liability	3,464,000	2,911,000
Sales tax payable	1,651,000	1,204,000
Other	5,186,000	5,619,000
	$ 20,430,000	$ 20,570,000

In connection with the acquisition of Contempo Casuals, Inc., the Company assumed certain accruals, including the reserve for self insurance, which were estimated by the seller. The total amount of these assumed accruals may not, in fact be paid as the actual payments will be based on the future claims and losses which are actually submitted and which are related to pre-acquisition events. The accrual for combination costs consisted of management's estimates for the costs of closing and/or combining certain Contempo Casuals facilities and operations into Wet Seal's, as well as the costs of integrating management information and security systems. As of January 31, 1998, the Company had substantially completed the combination of facilities and the acquisition of necessary management information systems to fully integrate Contempo Casuals' operations into Wet Seal's. The accrued combination costs remaining at January 31, 1998 totaling $1,645,000 were fully utilized with the integration of the Company's in-store security systems in fiscal 1998.

thirteen Supplemental Employee Retirement Plan

The Company maintains a defined benefit supplemental employee retirement plan (the "SERP") for certain of its key employees and a director. The SERP provides for preretirement death benefits through life insurance and for retirement benefits. The Company funded the SERP in 1998 and 1997 through contributions to a trust fund known as a "Rabbi" trust. Assets held in the Rabbi trust ($861,000 and $261,000 at January 30, 1999 and January 31, 1998, respectively) are subject to claims of the Company's creditors but otherwise must be used only for purposes of providing benefits under the SERP.

In accordance with SFAS 132, the following presents a reconciliation of the SERP's funded status:

	January 30,1999	January 31,1998
Change in benefit obligation		
Benefit obligation at beginning of year	$ 2,730,000	$ 2,295,000
Service cost	293,000	274,000
Interest cost	191,000	161,000
Actuarial loss	141,000	—
Benefits paid	—	—
Benefit obligation at end of year	$ 3,355,000	$ 2,730,000
Change in plan assets		
Fair value of plan assets at beginning of year	$ —	$ —
Actual return on assets	—	—
Employer contribution	—	—
Benefits paid	—	—
Fair value of plan assets at end of year	$ —	$ —
Funded status	$ (3,355,000)	$ (2,730,000)
Unrecognized transition (asset)/obligation	—	—
Unrecognized prior service cost	1,968,000	2,132,000
Unrecognized net loss/(gain)	139,000	(2,000)
Net amount recognized	$ (1,248,000)	$ (600,000)
Weighted average assumptions		
Discount rate	6.75%	7.00%
Expected return on plan assets	0.00%	0.00%
Rate of compensation increase	n/a	n/a
Amounts recognized in balance sheet		
Prepaid pension cost	$ —	$ —
Accrued benefit liability	(3,355,000)	(2,730,000)
Intangible asset (unrecognized prior service cost)	1,968,000	2,130,000
Accumulated other comprehensive income	139,000	—
Net amount recognized	$ (1,248,000)	$ (600,000)
Components of net periodic pension cost		
Service cost - benefits earned during the period	$ 293,000	$ 274,000
Interest cost on projected benefit obligation	191,000	160,000
Expected return on plan assets	—	—
Amortization of unrecognized prior service cost	164,000	164,000
Net periodic pension cost	$ 648,000	$ 598,000

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fourteen Net Income Per Share

A reconciliation of the numerators and denominators used in basic and diluted net income per share is as follows:

	January 30, 1999	January 31, 1998	February 1, 1997
Net income: Basic and diluted	$25,954,000	$21,250,000	$15,252,000
Weighted average number of common shares:			
Basic	13,085,587	13,552,502	13,219,284
Effect of dilutive securities - stock options	495,646	347,375	240,526
Diluted	13,581,233	13,899,877	13,459,810
Net income per share:			
Basic	$ 1.98	$ 1.57	$ 1.15
Effect of dilutive securities - stock options	0.07	0.04	0.02
Diluted	$ 1.91	$ 1.53	$ 1.13

fifteen Shareholder Rights Plan

On August 19, 1997, the Company's Board of Directors adopted a Shareholder Rights Plan (the "Rights Plan") designed to protect company stockholders in the event of takeover action that would deny them the full value of their investment. Terms of the Rights Plan provide for a dividend distribution of one right for each share of common stock to holders of record at the close of business on August 29, 1997. The rights become exercisable only in the event, with certain exceptions, an acquiring party accumulates 12 percent or more of the Company's voting stock, or if a party announces an offer to acquire 20 percent or more of the Company's voting stock. Unless earlier redeemed, the rights will expire on August 29, 2007. Each right will entitle the holder to buy one one-hundredth of a share of a new series of preferred stock at a price of $73.00, subject to adjustment upon the occurrence of certain events. The Company will be entitled to redeem the rights at $0.01 per right at any time until the tenth day following the acquisition of a 12 percent position in its voting stock.

sixteen Unaudited Quarterly Financial Data

Fiscal Year Ended January 30, 1999

Quarter	Sales	Gross Margin	Net Income	Net Income Per Share, Basic	Net Income Per Share, Diluted
First Quarter	$ 104,845,000	$ 29,973,000	$ 3,488,000	$ 0.26	$ 0.25
Second Quarter	113,036,000	32,888,000	4,879,000	0.36	0.35
Third Quarter	12[illegible],622,000	36,501,000	5,4[illegible]8,000	0.42	0.41
Fourth Quarter	145,886,000	49,500,000	12,169,000	0.99	0.95
For the Year	$ 485,389,000	$ 148,862,000	$ 25,954,000	$ [illegible]98	$ 1.91

Fiscal Year Ended January 31, 1998

Quarter	Sales	Gross Margin	Net Income	Net Income Per Share, Basic	Net Income Per Share, Diluted
First Quarter	$ 95,563,000	$ 25,44[illegible],000	$ 3,515,000	$ 0.26	$ 0.25
Second Quarter	94,254,000	25,337,000	3,417,000	0.25	0.25
Third Quarter	104,435,000	30,432,000	5,479,000	0.40	0.39
Fourth Quarter	118,211,000	38,609,000	8,839,000	0.65	0.63
For the year	$ 412,463,000	$ 119,819,000	$ 21,250,000	$ 1.57	$ 1.53

Net Income per share is computed independently for each of the quarters presented and therefore may not sum to the totals for the year.

seventeen Subsequent Event

On February 1, 1999, the Company acquired the leases and furniture and fixtures for 80 stores from Britches of Georgetowne, Inc. The Company plans to convert the locations to Arden B., Wet Seal, Contempo Casuals and Limbo Lounge stores by the end of the first quarter of fiscal 1999, with the majority of the locations planned as Arden B.

WS 000456

independent auditors' report

To the Board of Directors and Stockholders of The Wet Seal, Inc.:

We have audited the accompanying balance sheets of The Wet Seal, Inc. as of January 30, 1999 and January 31, 1998 and the related statements of income, comprehensive income, stockholders' equity and cash flows for each of the three fiscal years in the period ended January 30, 1999. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Wet Seal, Inc. as of January 30, 1999 and January 31, 1998 and the results of its operations and its cash flows for each of the three fiscal years in the period ended January 30, 1999, in conformity with generally accepted accounting principles.

Deloitte & Touche LLP

Deloitte & Touche LLP
March 12, 1999
Costa Mesa, California

WS 000457

Chicago Dallas Denver Honolulu
Newport Beach New York Palm Beach Philadelphia
Seattle Short Hills St. Louis Washington, DC

WS 000458

Makeover

THE TWO MILLION TEENS AND YOUNG WOMEN WHO RECEIVE THE NEW MAGALOG CAN ORDER BY USUAL MEANS, UTILIZING THE MAIL ORDER FORM OR TOLL-FREE PHONE LINE. BUT NOW THERE'S A HIPPER WAY.

The before picture. Wet Seal's first venture into direct mail is just a year old, but has already proven itself valuable. Each presentation of junior fashion, accessories and shoes has also been the ideal vehicle to hype Wet Seal's own brands, even in testing the Arden B. concept prior to its launch as a new Wet Seal division. It has been successful in reaching new Wet Seal shoppers outside of major metropolitan areas where the stores are located, broadening the customer base. It has also inspired the Wet Seal creative thinkers to let it "be all it can be." And so the makeover begins.

Ever the innovator, Wet Seal is changing the face, personality and even the name of this fledgling direct mail catalog. Part magazine, part catalog, this is direct mail for a new generation, made over to a new way of thinking on how to motivate, effect and sustain catalog sales. By Back-to-School fashion season, girls coast-to-coast will have a new fashion bible in hand – the first Blue Asphalt Magalog. It will capture the vibe.

The Blue Asphalt magalog puts an edgier spin on the fashion. Chock full of editorial content focusing on youth interests and issues, it will cover music topics, entertainment scoop and fashion. It will speak to girls, critiquing such things as new movies, CD releases and TV programming from her point of view. The real star of the magalog will be the Blue Asphalt collection, one that has consistently been promoted as a successful national brand rather than as Wet Seal's premier private label. Originally a line of jeans and now a full casual collection sold at the company's Wet Seal and Contempo Casuals stores, Blue Asphalt for back to school will be introduced piece by piece within the new format.

The two million girls and young women who receive the new magalog can order by usual means, utilizing the mail order form or toll-free phone line. But now there's a hipper way. The fashions can be purchased online through the magalog link at the new Blue Asphalt website. The internet, with its wonderful web-like, elaborate infrastructure, will also provide magalog exposure, turning casual net surfers into new Wet Seal customers. Who knew, 30 years ago, when Wet Seal grew out of the California beach culture, that it'd be part of a new surfer culture today?

The real beauty of the magalog is in the economics. Back to those two million girls. Think of all those enterprises with messages of their own craving new ways to reach the hearts and souls of these young women, among them beverage companies, movie studios, electronics makers, music companies and oodles of other entertainment-related concerns. The opportunities for partnering with third parties for this new venture have not been lost on Wet Seal. The company's huge and growing influence in the marketplace is allowing it to dance with the real players and form associations within the magalog that will build Wet Seal's own brands and lend them cachet.

Like all popular fashion magazines, the magalog will have staying power. With a longer shelf life than a traditional catalog – or bedroom life as the case may be...it is certain to reach a huge number of girls for whom shopping is, next to boys, one of the best things in life. As a concept, the magalog is fresh and it's fun, and such a good business model that it is sure to work on multiple levels. What's good for Wet Seal sales will be boon for the advertiser and a natural for tie-in promotions with related companies and organizations. The after picture: win-win-win.

Wet Seal Horoscopes Millennium

fishin for ard

PISCES (February 20-March 20)
You're of two minds on this Y2K thing. Apocalypse or opportunity? Answers will come to you as time passes, so focus your intuitive abilities on more pressing projects. Follow your dreams. Swim with the dolphins instead of the sharks. Learn a new language that will make you new friends. Speculate in new waters.
Fellow Fish: Rachmaninoff, Albert Einstein

ARIES (March 21-April 20)
The new century will have its pioneers. It is likely to be you. As the first sign of the Zodiac, you will sow the seeds and lead the way. Exercise caution, for a ram can go to extremes at the first opportunity. Choose worthy opponents and champion noble causes.
Fellow Rams: Houdini, Thomas Jefferson

TAURUS (April 21-May 21)
Bulls, this is your market. Your fierce dedication will win you extra points right and left. This persistence could help move everything from the Dow to that basketball team up up up. With a cool planet like Venus watching over you, things are tops in the romance department too. Let go of past possessions in a big millennium garage sale.
Fellow Bulls: Karl Marx, Elizabeth II

GEMINI (May 22-June 21)
Multi-tasking is your forte. No one juggles better than you, the "twins." You play favorites, small caps one week, large caps the next. Pool your resources and talents of the "two of you" and enter Year 2000 with will and purpose. Let your wit and intellect shine.
Fellow Twins: John F. Kennedy, Frank Lloyd Wright

CANCER (June 22-July 23)
Moonchildren are destined to be the creative historians of the Year 2000 transition, recording the events of the momentous times in journals and albums. You, with your psychic sixth sense, will help reveal the meaning of it all. Emerge from your protective shell for the excitement. Heed lunar rhythms and feather your nest with art and antiques.
Fellow Crabs: H. Ross Perot, Princess Diana

LEO (July 24-August 23)
No one loves a pageant better than a Leo. Ring out the old and usher in the biggest cosmic event in 2000 years with all the drama and grandeur you can muster. The world needs an extrovert and idealist like you to trumpet the call to revelry. Be tolerant of others who do not live in your same state of bliss. Be the boss but not a bully.
Fellow Lions: Coco Chanel, Neil Armstrong

VIRGO (August 24-September 23)
As the worry-wort of the Zodiac, stop obsessing on the rumors of a champagne shortage this New Year's Eve. Just start celebrating early. Use your inestimable charms and practicality to further charitable causes. This is not the end of the world. Read instruction manuals. Put business cards in alphabetical order. A Virgo wants to be ready.
Fellow Virgins: Mother Teresa, Elizabeth I

LIBRA (September 24-October 23)
Many may own the finer things in life but few appreciate them as much as you. You're the kinder, gentler Zodiac sign, a lover of great beauty. You, who gets entangled in your scales, weighing the pros and cons right and left, will do well to make a commitment. Any commitment.
Fellow Scalers: Luciano Pavarotti, Margaret Thatcher

SCORPIO (October 24-November 22)
Into art, science, space exploration and even espionage, scorpions are spiritual warriors. It's a magnetic thing, and new investments will have a strong attraction. Beware. Your high risk tolerance could bring a sting. As the Year 2000 draws closer, your own quest for truth and adventure will be right up there with Superman's.
Fellow Scorpions: Pablo Picasso, Bill Gates

SAGITTARIUS (November 23-December 22)
By Jupiter, don't let your restlessness nature and penchant for globe trotting keep you from getting your ducks in row. Button down the details and then let your enthusiasm lead you in search of ancient wisdom. Map out strategies before leaving. Look out for #1, but be tactful!
Fellow Archers: J. Paul Getty, Sir Winston Churchill

CAPRICORN (December 23-January 20)
Your infinite patience gives way to major anticipation with a birthday smack dab in the midst of the New Millennium. Whether you celebrate being the final '99 baby or numero uno of '00, you'll do it with your usual sense of purpose. Plan the music now. Life without music is never an option for you. And just for fun, grow a goatee. (Gents only.)
Fellow Goats: Howard Hughes, Benjamin Franklin

AQUARIUS (January 21-February 19)
Allocate some of your precious liquid assets for a no-holds barred New Age of Aquarius. In your copious planning for the future, start with a flow chart for the champagne. Your inventive, idealistic nature will take your big millennium bash well beyond the status quo. Remember to reward true friends for their loyalty.
Fellow Water bearers: Thomas Edison, Oprah Winfrey

WS 000460

wet seal events promotions

House of Style

Geffen Rocks with Blue Asphalt

As seen on MTV

Seventeen helps Celebrate Corporate Kickoff

Columbia TriStar Shines Bright

Getting on Board-Aid

WS 060461

OR OPEN
FEE
straight across america. blue asphalt dark denim.
seal and contempo casuals

WS 000462

wet seal inc

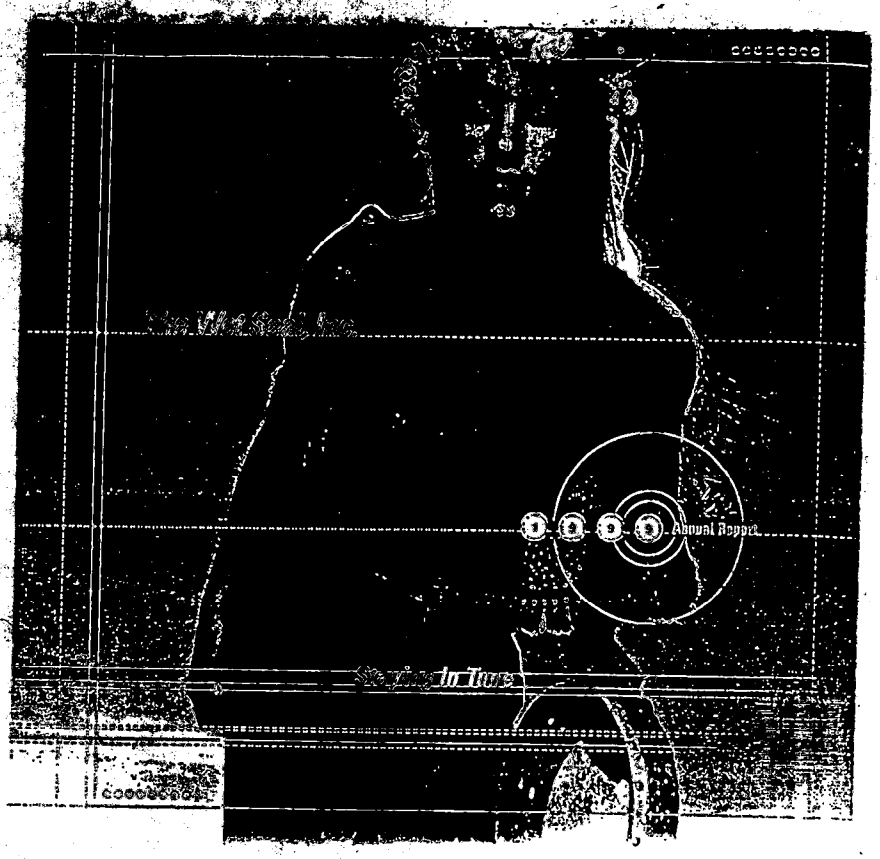
WS 000463

1998 ANNUAL REPORT

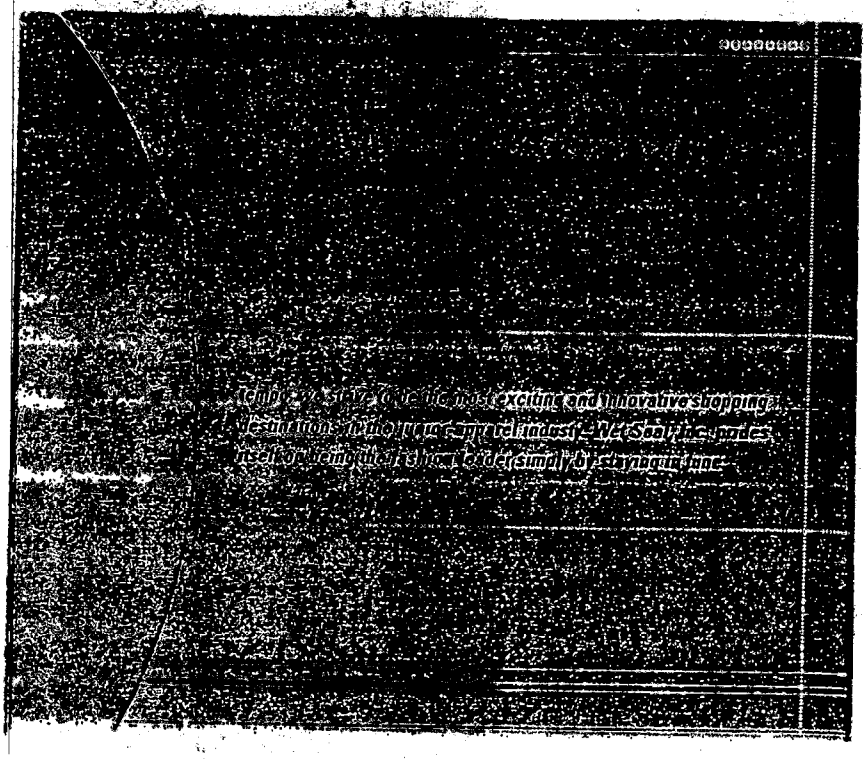
WS 000464

misc.

Cert. + Art. of
Inc.


Annual Report

Change is second nature to the [illegible] industry. As we head into the next century, we're as committed to new ideas as we are to our customers and our shareholders. Working at [illegible] faster.


Tempo: we strive to be the most exciting and innovative shopping
destinations in the Major apparel industry. Wet Seal, Inc. prides
itself on being the fashion leader simply by staying in tune.

26972 Burbank
Foothill Ranch
California 92610
949.583.9029

THE wet seal, INC.

Stay Tuned

The Wet Seal, Inc.

1999 Annual Report

Staying In Tune

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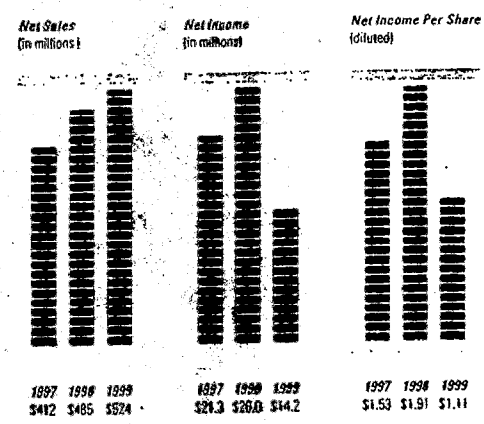

The Wet Seal, Inc. goes on record for 1999 with the big picture and a strong balance sheet. Now a larger, four division corporation with a number of in-house national "labels" to our credit, there's strength in our numbers and music in our soul.

Five Year Summary

(In thousands except per share and per square foot amounts, ratios, share data and square footage data)

The following table of certain selected data regarding the Company should be read in conjunction with the financial statements and notes thereto and with the "Management's Discussion and Analysis of Financial

Fiscal Year	
Fiscal Year Ended	
Operating Results	
Sales	
Income before provision for income taxes	
Net income	
Per Share Data	
Net income, basic	
Net income, diluted	
Weighted average shares outstanding, basic	
Weighted average shares outstanding, diluted	

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Condition and Results of Operations. The data for the fiscal years ended February 1, 1997 and February 3, 1996 are derived from the Company's consolidated financial statements for such years which are not included herein.

1999 January 29, 2000	1998 January 30, 1999	1997 January 31, 1998	1996 February 1, 1997	1995 February 3, 1996[1]
$ 524,407	$ 485,389	$ 412,463	$ 374,942	$ 266,695
$ 23,842	$ 42,207	$ 36,325	$ 26,217	$ 9,948
$ 14,183	$ 25,954	$ 21,250	$ 15,252	$ 5,815
$ 1.14	$ 1.98	$ 1.57	$ 1.15	$ 0.47
$ 1.11	$ 1.91	$ 1.53	$ 1.13	$ 0.47
12,425,704	13,065,587	13,582,502	13,219,284	12,387,140
12,813,338	13,591,233	13,899,877	13,459,810	12,500,564

Five Year Summary (continued from page 35)

(in thousands except per share and per square foot amounts, ratios, share data and square footage data)

Fiscal Year	
Fiscal Year Ended	
Other Financial Information	
Net income as a percentage of sales	
Return on average stockholders' equity	
Cash and marketable securities	
Working capital[2]	
Ratio of current assets to current liabilities	
Total assets	
Long-term debt	
Total stockholders' equity	
Number of stores open at year end	
Number of stores acquired during the year	
Number of stores opened during the year	
Number of stores closed during the year	
Square footage of leased store space at year end	
Percentage of increase in leased square footage	
Average sales per square foot of leased space[1]	
Average sales per store[3]	
Comparable store sales (decrease) increase[4]	

(1) The Company's fiscal 1995 data includes the results of operations of Contempo Casuals since July 1, 1995. Fiscal 1995 consisted of 53 weeks.

(2) The decrease in working capital in fiscal 1990 is due to the classification of $37,973,000 of cash investments as long-term in fiscal 1990.

1999	1998	1997	1996	1995
January 29, 2000	January 30, 1999	January 31, 1998	February 1, 1997	February 3, 1996[3]
2.7%	5.3%	5.2%	4.1%	2.2%
10.97%	22.3%	20.8%	20.5%	10.7%
$ 78,803	$ 91,506	$ 95,873	$ 89,183	$ 57,153
$ 47,707	$ 21,858	$ 66,452	$ 59,791	$ 26,051
1.8	1.3	2.1	2.1	1.5
$ 213,009	$ 197,486	$ 184,223	$ 154,752	$ 117,564
$ –	$ 1,264	$ 1,264	$ 3,264	$ 5,264
$ 138,233	$ 120,270	$ 112,994	$ 91,120	$ 57,735
548	454	389	364	364
78	19	–	–	237
31	87	34	10	3
15	21	9	10	9
2,182,606	1,848,513	1,637,347	1,539,777	1,530,891
18.1%	12.9%	6.3%	0.6%	156.6%
$ 247	$ 271	$ 263	$ 244	$ 229
$ 988	$ 1,132	$ 1,112	$ 1,030	$ 976
(9.8)%	2.1%	5.8%	8.8%	(4.1)%

(3) In fiscal 1995, the 53rd week of sales was excluded from "Sales" for purposes of calculating "Average sales per square foot" and "Average sales per store" in order to make fiscal 1995 comparable to prior years.

(4) In fiscal 1999, "Comparable store sales" were calculated by excluding sales during the first week of fiscal 1999 in order to make fiscal 1999 comparable to fiscal 1998. In fiscal 1998, "Comparable store sales" were calculated by adding the first week of fiscal 1995 to fiscal 1994 sales in order to make fiscal 1999 comparable to fiscal 1995. Through 1998, "Comparable store sales" were defined as sales in stores that were open throughout the full fiscal year and throughout the full prior fiscal year. "Comparable store sales" for fiscal 1999 are defined as sales in stores that were open at least 14 months.

Management's Discussion and Analysis of Financial Condition and Results of Operations

Introduction

The Company is one of the largest national mall-based specialty retailers focusing primarily on young women's apparel, and currently operates 542 retail stores in 42 states, Washington D.C. and Puerto Rico. The Company operates the stores under the names "Wet Seal," "Contempo Casuals," "Arden B." and "Limbo Lounge." The Company initiated a catalog in fiscal 1998 and an e-commerce web-site in August 1999. In fiscal 2000, the Company does not plan to mail any catalogs, but will continue its e-commerce initiatives.

On July 1, 1995, the Company acquired Contempo Casuals. The purchase price consisted of a $100,000 cash payment and the issuance of 254,678 shares of Class A Common Stock which had a market value of $1,170,000 as of the acquisition date. In addition, the Company assumed approximately $27,700,000 of current liabilities of Contempo Casuals. The transaction was accounted for under the purchase method and resulted in negative goodwill. The acquisition substantially increased the number of stores the Company operates. Effective February 2, 1997, Contempo Casuals, Inc. was merged with and into The Wet Seal, Inc.

On December 1, 1998, the Company acquired the leases and furniture and fixtures for 19 store locations from Mothers Work, Inc. The purchase price of $1,911,000 was allocated to leasehold improvements and furniture, fixtures and equipment. The majority of the locations acquired were converted to Arden B. stores.

On February 1, 1999, the Company acquired the leases and furniture and fixtures for 78 store locations from Britches of Georgetowne, Inc. for $16,704,000. Based upon a third-party appraisal, the purchase price was allocated to leasehold improvements, lease rights, and furniture, fixtures and equipment. Excess of cost over net assets acquired (goodwill) totaling $6,972,000 is being amortized on the straight-line method over 20 years. The majority of the locations acquired were converted to Arden B. stores.

As of January 29, 2000, the Company operated 548 stores compared to 454 stores as of January 30, 1999, the end of fiscal 1998. The Company opened 109 stores during fiscal 1999 and closed 15 stores.

Management's Discussion and Analysis of Financial Condition and Results of Operations should be read in conjunction with the Company's consolidated financial statements and the notes thereto.

Results of Operations

Fiscal 1999 consists of the 52 week period ended January 29, 2000, fiscal 1998 consists of the 52 week period ended January 30, 1999 and fiscal 1997 consists of the 52 week period ended January 31, 1998. Comparable store sales for fiscal 1999 are defined as sales in stores that were open at least 14 months. Comparable store sales for fiscal 1998 and prior are defined as sales in stores that were open throughout the full fiscal year and throughout the full prior fiscal year. The change in the method of calculating comparable store sales in fiscal 1999 would not have resulted in any material change to the results of fiscal 1998 and fiscal 1997 if applied retroactively to these fiscal years.

The following table sets forth selected income statement data of the Company expressed as a percentage of sales for the years indicated:

As a Percentage of Sales

Fiscal Year Ended	January 29, 2000	January 30, 1999	January 31, 1998
Sales (including frequent buyer sales income, catalog and web-site sales)	100.0%	100.0%	100.0%
Cost of sales (including buying, distribution and occupancy costs)	72.5	69.3	71.0
Gross margin	27.5	30.7	29.0
Selling, general and administrative expenses	23.8	22.8	21.1
Operating income	3.7	7.9	7.9
Other income	0.2	–	–
Interest income, net	0.6	0.8	0.9
Income before provision for income taxes	4.5	8.7	8.8
Provision for income taxes	1.8	3.4	3.6
Net income	2.7%	5.3%	5.2%

Page > fr.49 WTSLA 99KR

Fiscal 1999 Compared to Fiscal 1998

Sales in fiscal 1999 were $524,407,000 compared to sales in fiscal 1998 of $485,389,000, an increase of $39,018,000, or 8.0%. The dollar increase in sales in fiscal 1999 compared to fiscal 1998 was due to the impact of the 100 new store openings in fiscal 1999 and the full year impact in 1999 of the net 65 new store openings in fiscal 1998. These increases were somewhat offset by the closing of 15 stores in fiscal 1999 and by the decrease in comparable store sales of 9.8%.

Cost of sales, including buying, distribution and occupancy costs, was $380,012,000 in fiscal 1999 compared to $336,527,000 in fiscal 1998, an increase of $43,485,000 or 12.9%. As a percentage of sales, cost of sales increased to 72.5% in fiscal 1999, from 69.3% in fiscal 1998, an increase of 3.2%. The dollar increase in cost of sales in fiscal 1999 compared to fiscal 1998 was due primarily to the increase in the number of stores. The increase in cost of sales as a percentage of sales related primarily to an increase in occupancy costs as a percentage of sales due to the decrease in comparable store sales. To a lesser extent, the increase was due to an increase in buying costs as a percentage of sales due to additional headcount added in fiscal 1998 to support the increase in the number of stores. Offsetting these increases was a decrease in distribution costs related primarily to the decrease in the unit cost of processing in the current year and to leveraging of fixed costs such as rent and depreciation due to the increase in total sales. The cost of merchandise as a percentage of sales was the same as the prior year. There was an improvement in the initial mark up and the shrink rate in fiscal 1999 compared to fiscal 1998, which was offset by an increase in markdowns. The increase in markdowns was related primarily with the need to clear merchandise due to the decrease in comparable store sales, particularly in the fourth quarter.

Selling, general and administrative expenses were $124,712,000 in fiscal 1999 compared to $110,554,000 in fiscal 1998, an increase of $14,158,000, or 12.8%. As a percentage of sales, selling, general and administrative expenses was 23.8% in fiscal 1999 compared to 22.8% in fiscal 1998, an increase of 1%. The dollar increase in selling, general and administrative expenses in fiscal 1999 compared to fiscal 1998 was primarily due to the increase in total sales. The increase as a percentage of sales was primarily related to the increases in selling wages and advertising expenses in the current year as a percentage of sales offset somewhat by a decrease in the fixed costs associated with catalog production as a percentage of sales. Without the impact of the catalog operation, selling, general and administrative expenses increased 1.8%. This increase related primarily to the increase in selling

expense as a percentage of sales due to the impact of the decrease in the comparable store sales on the fixed portion of store wages. Also contributing to the increase as a percentage of sales was an increase in advertising expense related to a national advertising campaign in fiscal 1999 for both the Blue Asphalt and Arden B. brands.

Other income, net, was $1,154,000 or 0.2% of sales in fiscal 1999. Other income, net, was related to the sale of one store lease.

Interest income, net, was $3,005,000 in fiscal 1999 compared to $3,894,000 in fiscal 1998, a decrease of $889,000. This decrease was due primarily to a decrease in the average cash balance invested during the year.

Income tax provision was $9,659,000 in fiscal 1999 compared to $16,248,000 in fiscal 1998. The effective income tax rate in fiscal 1999 was 40.5% compared to 38.5% in fiscal 1998. The increase in the effective tax rate in fiscal 1999 compared to fiscal 1998 was due to the impact of the lower pretax income in fiscal 1999 and the permanent timing differences between book and tax, as well as to the decrease in tax exempt securities.

Based on the factors noted above, net income was $14,183,000 in fiscal 1999 compared to $25,954,000 in fiscal 1998, a decrease of $11,771,000 or 45.4%. As a percentage of sales, net income was 2.7% in fiscal 1999 compared to 5.3% in fiscal 1998.

Fiscal 1998 Compared to Fiscal 1997

Sales in fiscal 1998 were $485,389,000 compared to sales in fiscal 1997 of $412,463,000, an increase of $72,926,000 or 17.7%. The dollar increase in sales in fiscal 1998 compared to fiscal 1997 was primarily due to the impact of the 86 new store openings in fiscal 1998 and the full year impact in 1998 of the net 25 new store openings in fiscal 1997. These increases were somewhat offset by the closing of 21 stores in fiscal 1998. To a lesser extent, the increase in sales was due to an increase in comparable store sales of 2.1%.

Cost of sales, including buying, distribution and occupancy costs, was $336,527,000 in fiscal 1998 compared to $292,844,000 in fiscal 1997, an increase of $43,883,000 or 15.0%. As a percentage of sales, cost of sales decreased to 69.3% in fiscal 1998, from 71.0% in fiscal 1997, a decrease of 1.7%. The dollar increase in cost of sales in fiscal 1998 compared to fiscal 1997 was due primarily to the increase in total sales. Of the 1.7% decrease in cost of sales as a percentage of sales, 1.2% related to a decrease in occupancy costs, 0.6% related to a decrease in the cost of merchandise and 0.1% related to a decrease in buying costs, offset by a 0.2% increase in distribution costs. The decrease in occupancy

costs was associated primarily to the leverage of the catalog operation sales on store occupancy costs. To a lesser extent, the decrease in occupancy was due to a decrease in store rental expenses, as a percentage of sales, as a result of the expense leverage related to the increase in comparable store sales. The decrease of 0.6% in merchandise cost was due to an increase in the initial markup rates related to a decrease in the cost of merchandise. The 0.1% decrease in buying costs as a percentage of sales was due to the leverage associated with the increase in total sales. The 0.2% increase in distribution costs was related primarily to the catalog operation.

Selling, general and administrative expenses were $110,584,000 in fiscal 1998 compared to $86,999,000 in fiscal 1997, an increase of $23,555,000 or 27.1%. As a percentage of sales, selling, general and administrative expenses was 22.8% in fiscal 1998 compared to 21.1% in fiscal 1997. The dollar increase in selling, general and administrative expenses in fiscal 1998 compared to fiscal 1997 was primarily due to the increase in total sales and, to a lesser extent, the expenses related to the catalog operation. The increase as a percentage of sales was primarily due to the impact of the fixed costs associated with catalog production. Without the impact of the catalog operation, selling, general and administrative expenses increased 0.5%. This increase related primarily to the increase in selling expense as a percentage of sales due to the increases in minimum wage and to the start-up costs associated with new store openings. Also contributing to the increase as a percentage of sales was an increase in administrative wages to support the expanded operations in fiscal 1998.

Interest income, net, was $3,894,000 in fiscal 1998 compared to $3,505,000 in fiscal 1997, an increase of $389,000. This increase was due primarily to an increase in the average cash balance invested during the year.

Income tax provision was $16,248,000 in fiscal 1998 compared to $15,075,000 in fiscal 1997. The effective income tax rate in fiscal 1998 was 38.5% compared to 41.5% in fiscal 1997. The decrease in the effective tax rate in fiscal 1998 compared to fiscal 1997 was due to the increase in income generated from states with lower effective tax rates, as well as the impact of changes in the corporate cash investment strategy, which resulted in higher balances invested in tax exempt securities.

Based on the factors noted above, net income was $25,954,000 in fiscal 1998 compared to $21,250,000 in fiscal 1997, an increase of $4,704,000 or 22.1%. As a percentage of sales, net income was 5.3% in fiscal 1998 compared to 5.2% in fiscal 1997.

Liquidity and Capital Resources

Working capital at the end of fiscal 1999, 1998 and 1997 was $47,707,000, $21,856,000 and $66,452,000, respectively. The increase in working capital in fiscal 1999 compared to fiscal 1998 was due to a net decrease in long-term investments of $30,886,000, as current year cash was invested to a larger extent in investments with maturities less than one year. Net cash provided by operating activities in fiscal 1999, 1998 and 1997 was $28,798,000, $43,950,000 and $31,948,000, respectively. The decrease in net cash provided by operating activities in fiscal 1999 compared to fiscal 1998 was due primarily to the decrease in net earnings. Further contributing to the decrease was the decrease in income taxes payable and the increase in inventory. This was offset to some extent by the increase in accounts payable. The decrease in income taxes payable was due to the decrease in taxable income, particularly in the fourth quarter. The increase in inventory over the prior year was related to the increase in the number of stores. The increase in accounts payable over the prior year related to the increase in inventory.

The increase in net cash provided by operating activities in fiscal 1998 compared to fiscal 1997 was due primarily to the increase in net earnings. Further contributing to the increase was the increase in income taxes payable and accounts payable offset, to some extent, by the increase in inventory and deferred tax, net. The increase in income taxes payable was due to the timing of tax payments. The increase in accounts payable was attributable to the increase in payables associated with capital expenditures. The increase in inventory over the prior year was related to the increase in the number of stores offset to some extent by the decrease in catalog inventory as compared to the prior year.

Additions to equipment and leasehold improvements are the Company's most significant investment activities. In fiscal 1999, 1998 and 1997 the Company invested $26,819,000, $26,503,000 and $22,973,000, respectively, in property and equipment and leasehold improvements. These expenditures relate primarily to new store openings and remodels. On February 1, 1999, the Company acquired the leases and equipment and leasehold improvements for 78 store locations from Britches of Georgetowne, Inc. for $15,704,000, of which $6,972,000 was classified as goodwill. On December 1, 1998, the Company acquired the leases and equipment and leasehold improvements for 19 store locations from Mothers Work, Inc. for $1,911,000. The majority of the locations acquired were converted to Arden B. stores.

In September 1998, the Company's Board of Directors authorized the repurchase of up to 20% of the outstanding shares of the Company's Class A Common Stock. As of January 29, 2000, 1,347,600 shares had been repurchased at a cost of $20,050,000. Such repurchased shares are reflected as treasury stock in the accompanying consolidated financial statements.

The Company has a secured revolving line of credit arrangement with Bank of America National Trust and Savings Association ("Bank of America") in an aggregate principal amount of $50,000,000, maturing on July 1, 2001 and a five year amortizing unsecured term loan with Bank of America in an amount up to $10,000,000. As of January 29, 2000, the term loan had an outstanding balance of $1,764,000. On October 29, 1999, the line of credit was extended to a maturity date of July 1, 2001. At January 29, 2000, there were no outstanding borrowings under the credit arrangement and there were $4,836,000 open letters of credit related to imported inventory order. The Company was in compliance with all terms and covenants of the credit arrangement and the term loan. The Company invests its excess funds primarily in a short-term investment grade money market fund, investment grade commercial paper and U.S. Treasury and Agency obligations. Management believes the Company's working capital and cash flows from operating activities will be sufficient to meet the Company's operating and capital requirements in the foreseeable future.

Seasonality and Inflation

The Company's business is seasonal by nature with the Christmas season (beginning the week of Thanksgiving and ending the first Saturday after Christmas) and the back-to-school season (beginning the last week of July and ending the first week of September), historically accounting for the largest percentage of sales volume. In the Company's three fiscal years ended January 30, 1999, the Christmas and back-to-school seasons together accounted for an average of approximately 32% of the Company's annual sales, after adjusting for sales increases related to new stores. The Company does not believe that inflation has had a material effect on the results of operations during the past three years. However, there can be no assurance that the Company's business will not be affected by inflation in the future.

Statement Regarding Forward Looking Disclosure

The preceding "Business" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections may contain various forward looking statements within the meaning of

Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended, which represent the Company's expectations or beliefs concerning future events. The Company cautions that these statements are further qualified by important factors that could cause actual results to differ materially from those in the forward looking statements, including, without limitation, the retention by the Company of suppliers for both brand name and Company-developed merchandise, the ability of the Company to expand and to continue to increase comparable store sales, and the sufficiency of the Company's working capital and cash flows from operating activities. In addition, these statements are further qualified by important factors that could cause actual results to differ materially from those in the forward looking statements, including, without limitation, a decline in demand for the merchandise offered by the Company, the ability of the Company to locate and obtain acceptable store sites and lease terms or renew existing leases, the ability of the Company to obtain adequate merchandise supply, the ability of the Company to hire and train employees, the ability of the Company to gauge the fashion tastes of its customers and provide merchandise that satisfies customer demand, management's ability to manage the Company's expansion, the effect of economic conditions, the effect of severe weather or natural disasters and the effect of competitive pressures from other retailers. The Company disclaims any obligation or undertaking to disseminate any updates or revisions to any forward looking statement contained herein or to reflect any change in the expectations of the Company after the date hereof or any change in events, conditions or circumstances on which any statement is based.

New Accounting Pronouncements

In June 1998, the Financial Accounting Standards Board issued Statement No. 133, "Accounting for Derivative Instruments and Hedging Activities" ("SFAS No. 133"). SFAS No. 133 establishes accounting and reporting standards for derivative instruments and for hedging activities. SFAS No. 133 was initially effective for fiscal years beginning after June 15, 1999. In July 1999, the FASB issued SFAS No. 137, "Accounting for Derivative Instruments and Hedging Activities - Deferral of the Effective Date of FASB Statement No. 133," which delays the effective date of SFAS No. 133 to fiscal years beginning after June 15, 2000. The Company does not believe the adoption of SFAS No. 133 will have a material effect on the Company's consolidated results of operations or financial condition.

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Year 2000 Compliance

On January 1, 2000, many companies faced a potentially serious information systems (computer) problem because many software applications and operational programs written in the past did not properly recognize calendar dates beginning in the Year 2000. This problem could have forced computers or machines which utilize date dependent software to either shut down or provide incorrect data or information. We examined our computer and information systems and were assured by our software and hardware providers that our computer systems were fully compliant with the Year 2000. We also performed our own internal tests of our software and hardware to confirm that they were Year 2000 compliant.

At this time, we have not experienced any material Year 2000 related problems with our information systems and computer software, and we have not experienced any material problems with our key suppliers or customers related to Year 2000.

It is not possible to quantify the aggregate cost of upgrading our computer operating system and software since they were part of the software and hardware providers' normal upgrades to our systems. The costs for upgrading our information systems were funded through our operating cash flows, and we have spent approximately $170,000 since 1998 for upgrades of our information systems and services associated with such upgrades.

We intend to continue to review our information systems as well as monitor our key suppliers and customers for any undetected Year 2000 problems which may not be apparent yet. However, we do not currently believe that there are any undetected Year 2000 problems that could have a material impact on our business, financial condition or results of operations.

Quarterly Market Information

The Company's Class A common Stock ("Common Stock") is listed on The NASDAQ Stock Market ("NASDAQ") under the symbol "WISLA". As of March 20, 2000, there were 312 shareholders of record of the Company's Class A Common Stock. Additionally, the number of beneficial owners of the Company's Common Stock was estimated to be in excess of 4,500. The closing price of the Common Stock on March 20, 2000 was $14 9/16.

The following table reflects the high and low sale prices of the Company's Common Stock as reported by Nasdaq for the last two fiscal years.

	Fiscal 1999		Fiscal 1998	
Quarter	High	Low	High	Low
First Quarter	$ 44 5/8	$ 32 1/2	$ 38 1/4	$ 26 7/8
Second Quarter	48 3/8	24	37 9/16	25 3/4
Third Quarter	23 3/8	15 7/16	31	13 5/8
Fourth Quarter	14 3/4	11	38	16 7/8

The Company has reinvested earnings in the business and has never paid any cash dividends to holders of the Company's Common Stock. The declaration and payment of future dividends, which are subject to the terms and covenants contained in the Company's bank line of credit, are at the sole discretion of the Board of Directors and will depend upon the Company's profitability, financial condition, cash requirements, future prospects and other factors deemed relevant by the Board of Directors.

Consolidated Balance Sheets (in thousands)

	January 29, 2000	January 30, 1999
Assets		
Current assets:		
Cash and cash equivalents (Note 1)	$ 44,921	$ 31,590
Short-term investments (Note 3)	26,395	21,943
Other receivables	3,909	3,665
Merchandise inventories (Note 1)	33,288	28,002
Deferred tax charges (Note 4)	1,560	1,791
Total current assets	110,073	86,991
Equipment and leasehold improvements (Note 1):		
Leasehold improvements	99,679	75,659
Furniture, fixtures and equipment	47,488	37,758
Leasehold rights	2,944	3,577
Construction in progress	—	489
	150,111	117,483
Less accumulated depreciation	(73,167)	(57,110)
Net equipment and leasehold improvements	76,944	60,373
Long-term investments (Note 3)	7,287	37,973
Other assets:		
Deferred tax charges and other assets (Notes 4 and 13)	11,594	11,677
Goodwill, net of accumulated amortization of $892,000 and $656,000 as of January 29, 2000 and January 30, 1999, respectively (Note 1)	7,111	476
Total other assets	18,705	12,153
	$ 213,009	$ 197,490

Consolidated Balance Sheets (in thousands)

(continued from page 52)

	January 29, 2000	January 30, 1999
Liabilities and stockholders' equity		
Current liabilities:		
Accounts payable	$ 39,448	$ 37,515
Accrued liabilities (Note 12)	20,611	20,430
Income taxes payable (Note 4)	543	6,190
Current portion of long-term debt (Note 9)	1,764	1,000
Total current liabilities	62,366	65,135
Long-term liabilities:		
Long-term debt (Note 9)	–	1,264
Deferred rent (Note 1)	8,501	7,458
Other long-term liabilities (Note 13)	3,909	3,355
Total long-term liabilities	12,410	12,077
Total liabilities	74,776	77,212
Commitments and contingencies (Note 7)		
Stockholders' equity (Notes 5 and 6):		
Preferred Stock, $.01 par value, authorized, 2,000,000 shares; none issued and outstanding	–	–
Common Stock, Class A, $.10 par value, authorized 20,000,000 shares; 10,900,623 and 10,704,686 shares issued and outstanding at January 29, 2000 and January 30, 1999, respectively	1,090	1,071
Common Stock, Class B convertible, $.10 par value, authorized 10,000,000 shares; 2,912,655 shares issued and outstanding at January 29, 2000 and January 30, 1999	291	291
Paid-in capital	62,493	58,356
Retained earnings	94,557	80,374
Other comprehensive loss (Note 13)	(139)	(139)
Treasury stock, 1,347,600 and 1,327,000 shares, at cost, at January 29, 2000 and January 30, 1999, respectively	(20,059)	(19,675)
Total stockholders' equity	138,233	120,278
	$ 213,009	$ 197,490

See accompanying notes to consolidated financial statements.

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Consolidated Statements of Income (In thousands except per share data)

	January 29, 2000	January 30, 1999	January 31, 1998
Sales	$ 524,407	$ 485,389	$ 412,463
Cost of sales (including buying, distribution and occupancy costs)	380,012	336,527	292,644
Gross margin	144,395	148,862	119,819
Selling, general and administrative expenses	124,712	110,554	86,999
Operating income	19,683	38,308	32,820
Other income	1,154	–	–
Interest income, net	3,005	3,894	3,505
Income before provision for income taxes	23,842	42,202	36,325
Provision for income taxes (Note 4)	9,659	16,248	15,075
Net income	$ 14,183	$ 25,954	$ 21,250
Net income per share, basic (Note 14)	$ 1.14	$ 1.98	$ 1.57
Net income per share, diluted (Note 14)	$ 1.11	$ 1.91	$ 1.53
Weighted average shares outstanding, basic (Note 1)	12,425,704	13,085,587	13,552,502
Weighted average shares outstanding, diluted (Note 1)	12,813,338	13,581,233	13,899,877

See accompanying notes to consolidated financial statements.

Consolidated Statements of Comprehensive Income *(in thousands except per share data)*

	January 29, 2000	January 30, 1999	January 31, 1998
Net income	$ 14,183	$ 25,954	$ 21,250
Other comprehensive loss:			
Supplemental employee retirement plan adjustment (Note 13)	–	(139)	–
Comprehensive income	$ 14,183	$ 25,815	$ 21,250

See accompanying notes to consolidated financial statements.

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Consolidated Statements of Stockholders' Equity *(in thousands except per share data)*

	Common Stock Class A Shares	Common Stock Class A Par Value
Balance at February 1, 1997	10,628,874	$ 1,063
Stock issued pursuant to long-term incentive plan (Note 6)	8,704	1
Exercise of stock options (Note 6)	19,000	2
Tax benefit related to exercise of stock options (Note 6)	–	–
Net income	–	–
Balance at January 31, 1998	10,656,578	1,066
Stock issued pursuant to long-term incentive plan (Note 6)	12,308	1
Exercise of stock options (Note 6)	36,000	4
Tax benefit related to exercise of stock options (Note 6)	–	–
Repurchase of common stock (Note 5)	–	–
Supplemental Employee Retirement Plan adjustment (Note 13)	–	–
Net income	–	–
Balance at January 30, 1999	10,704,886	1,071
Stock issued pursuant to long-term incentive plan (Note 6)	10,137	1
Exercise of stock options (Note 6)	185,000	18
Tax benefit related to exercise of stock options (Note 6)	–	–
Repurchase of common stock (Note 5)	–	–
Net income	–	–
Balance at January 29, 2000	10,900,023	$ 1,090

See accompanying notes to consolidated financial statements.

Common Stock Class B Shares	Common Stock Class B Par Value	Paid-In Capital	Retained Earnings	Other Comprehensive Loss	Treasury Stock	Total Stockholders' Equity
2,912,665	$ 291	$ 56,596	$ 33,170	$ –	$ –	$ 91,120
–	–	265	–	–	–	266
–	–	212	–	–	–	214
–	–	144	–	–	–	144
–	–	–	21,250	–	–	21,250
2,912,665	291	57,217	54,420	–	–	112,994
–	–	462	–	–	–	463
–	–	269	–	–	–	273
–	–	408	–	–	–	408
–	–	–	–	–	(19,675)	(19,675)
–	–	–	–	(139)	–	(139)
–	–	–	25,954	–	–	25,954
2,912,665	291	58,356	80,374	(139)	(19,675)	120,278
–	–	110	–	–	–	111
–	–	1,691	–	–	–	1,709
–	–	2,336	–	–	–	2,336
–	–	–	–	–	(384)	(384)
–	–	–	14,183	–	–	14,183
2,912,665	$ 291	$ 62,493	$ 94,557	$ (139)	$ (20,059)	$ 138,233

Consolidated Statements of Cash Flows (in thousands)

	January 29, 2000	January 30, 1999	January 31, 1998
Cash flows from operating activities:			
Net income	$ 14,183	$ 25,954	$ 21,250
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	18,771	13,039	11,295
Loss on disposal of equipment and leasehold improvements	546	–	–
Stock issued pursuant to long-term incentive plan	111	463	266
Deferred tax, net	271	(1,124)	(2,189)
Changes in operating assets and liabilities:			
Other receivables	(244)	(456)	(1,632)
Merchandise inventories	(5,286)	(1,118)	(4,295)
Prepaid expenses	–	330	(330)
Other assets	43	(594)	(118)
Accounts payable and accrued liabilities	2,114	1,517	6,329
Income taxes payable	(3,311)	4,045	545
Deferred rent	1,843	1,204	137
Other long-term liabilities	554	690	690
Net cash provided by operating activities	28,795	43,950	31,948

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Consolidated Statements of Cash Flows (in thousands)

(continued from page 58)

	January 29, 2000	January 30, 1999	January 31, 1998
Cash flows from investing activities:			
Investment in equipment and leasehold improvements	(26,819)	(26,503)	(22,973)
Acquisition of store leases and store assets	(15,704)	(1,911)	–
Investment in marketable securities	(4,452)	(83,018)	(42,320)
Proceeds from sale of marketable securities	30,686	43,418	39,704
Net cash used in investing activities	(16,289)	(68,014)	(25,589)
Cash flows from financing activities:			
Principal payments on long-term debt	(500)	(1,000)	(2,000)
Purchase of treasury stock	(394)	(19,675)	–
Proceeds from issuance of common stock	1,709	273	214
Net cash provided by (used in) financing activities	825	(20,402)	(1,786)
Net increase (decrease) in cash and cash equivalents	13,331	(44,466)	4,573
Cash and cash equivalents, beginning of year	31,590	76,056	71,483
Cash and cash equivalents, end of year	$ 44,921	$ 31,590	$ 76,056
Supplemental disclosures of cash flow information:			
Cash paid during the year for:			
Interest	$ 146	$ 194	$ 337
Income taxes, net	$ 12,902	$ 13,326	$ 16,720

Schedule of noncash transactions:

During the fifty-two weeks ended January 29, 2000, January 30, 1999 and January 31, 1998, the Company recorded an increase to paid-in capital and a decrease to income taxes payable of $2,336,000, $408,000 and $144,000, respectively, related to tax benefits associated with the exercise of non-qualified stock options.

During the fifty-two weeks ended January 30, 1999, the Company recorded a decrease to other comprehensive income of $139,000 and a corresponding decrease to other long-term liabilities and other assets of $65,000 and $204,000, respectively, related to the Supplemental Employee Retirement Plan (see note 13).

See accompanying notes to consolidated financial statements.

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Notes to Consolidated Financial Statements

for the years ended January 29, 2000, January 30, 1999 and January 31, 1998

Note 1. Summary of Significant Accounting Policies

Nature of the Business The Wet Seal, Inc. (the "Company") is a nationwide specialty retailer of fashionable and contemporary apparel and accessory items designed for consumers with a young, active lifestyle. The Company's success is largely dependent upon its ability to gauge the fashion tastes of its customers and to provide merchandise that satisfies customer demand. The Company's failure to anticipate, identify or react to changes in fashion trends could adversely affect its results of operations.

Approximately 34% of the voting stock of the Company is held by a group of companies directly or indirectly controlled by two directors of the Company, one of which is the Chairman of the Board. On July 1, 1996, the Company acquired Contempo Casuals, Inc., a 237-store junior women's retail chain. Effective February 2, 1997, Contempo Casuals, Inc. was merged with and into The Wet Seal, Inc.

The Company's fiscal year ends on the Saturday closest to the end of January. The reporting period includes 52 weeks in each of the fiscal years 1999, 1998 and 1997.

Principles of Consolidation The consolidated financial statements include the accounts of The Wet Seal, Inc. and its wholly owned subsidiary, The Wet Seal Retail, Inc. All significant intercompany balances and transactions have been eliminated in consolidation.

Merchandise Inventories Merchandise inventories are stated at the lower of cost (first-in, first-out) or market. Cost is determined using the retail inventory method.

Equipment and Leasehold Improvements Equipment and leasehold improvements are stated at cost. Expenditures for betterment or improvement are capitalized, while expenditures for repairs that do not significantly increase the life of the asset are expensed as incurred.

Depreciation is provided using primarily the straight-line method over the estimated useful lives of the assets. Furniture, fixtures and equipment are typically depreciated over three to five years. Leasehold improvements and the cost of acquiring leasehold rights are depreciated over the lesser of the term of the lease or 10 years.

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Long-Lived Assets The Company accounts for the impairment and disposition of long-lived assets in accordance with Statement of Financial Accounting Standards No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of" ("SFAS No. 121"). In accordance with SFAS No. 121, long-lived assets to be held are reviewed for events or changes in circumstances which indicate that their carrying value may not be recoverable. At January 29, 2000, the Company believes there has been no impairment of the value of such assets.

Intangible Assets Excess of cost over net assets acquired (goodwill) which resulted from the acquisition of certain store assets in 1990 and 1999 is being amortized on the straight-line method over 20 years for the 1999 acquisition and over 25 years for the 1990 acquisition. The Company assesses the recoverability of goodwill at each balance sheet date by determining whether the amortization of the balance over its remaining useful life can be recovered through projected undiscounted future operating cash flows from the acquired assets.

Rental Expense Any defined rental escalation is averaged over the term of the related lease in order to provide level recognition of rental expense.

Store Pre-Opening Costs Store opening and pre-opening costs are charged to expense as they are incurred.

Advertising Costs Costs for advertising related to retail operations consisting of magazine ads, in-store signage and promotions are expensed as incurred. Direct response advertising costs consisting primarily of catalog book production and printing costs are capitalized and amortized over the expected life of the catalog, not to exceed six months. In fiscal 1999, the Company embarked on a national magazine advertising campaign which included print ads promoting the Blue Asphalt name and the Arden B. concept which were placed in magazines such as Seventeen, Cosmopolitan, Glamour, In-Style, Jane, Teen People, Spin and Entertainment Weekly. Total advertising expenses related primarily to retail operations in fiscal 1999, 1998 and 1997 were $5,667,000, $1,993,000, and $1,676,000, of which approximately $2,872,000 was related to the print media advertising campaign in fiscal 1999.

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Income Tax The Company accounts for income taxes in accordance with Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes" ("SFAS No. 109"). Deferred tax charges are provided on items, principally depreciation and rent, for which there are temporary differences in recording such items for financial reporting purposes and for income tax purposes.

Net Income per Share In accordance with Statement of Financial Accounting Standards No. 128, "Earnings Per Share" ("SFAS No. 128"), net income per share, basic, is computed based on the weighted average number of common shares outstanding for the period. Net income per share, diluted, is computed based on the weighted average number of common and potentially dilutive common equivalent shares outstanding for the period (see note 14).

Statements of Cash Flows For purposes of the statements of cash flows, the Company considers all highly liquid interest earning deposits purchased with an initial maturity of three months or less to be cash equivalents. At January 29, 2000 and January 30, 1999, cash equivalents totaled $40,230,000 and $29,290,000, respectively, bearing interest at rates ranging from approximately 3.6% to 5.7% at January 29, 2000 and from approximately 4.7% to 5.3% at January 30, 1999.

New Accounting Pronouncements In June 1998, the Financial Accounting Standards Board ("FASB") issued Statement No. 133, "Accounting for Derivative Instruments and Hedging Activities" ("SFAS No. 133"). SFAS No. 133 establishes accounting and reporting standards for derivative instruments and for hedging activities. SFAS No. 133 was initially effective for fiscal years beginning after June 15, 1999. In July 1999, the FASB issued SFAS No. 137, "Accounting for Derivative Instruments and Heading Activities - Deferral of the Effective Date of FASB Statement No. 133," which delays the effective date of SFAS No. 133 to fiscal years beginning after June 15, 2000. The Company does not believe the adoption of SFAS No. 133 will have a material effect on the Company's consolidated results of operations or financial condition.

Use of Estimates The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

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Fair Value of Financial Instruments Management believes the carrying amounts of cash and cash equivalents, other receivables and accounts payable approximate fair value due to the short maturity of these financial instruments. Long-term investments consist of highly liquid interest bearing securities that are carried at amortized cost plus accrued income, which management believes approximates market. Long-term debt bears a variable rate of interest which management believes the carrying amount for the outstanding borrowings at January 29, 2000 and January 30, 1999 approximate fair value.

Stock-based Compensation The Company accounts for stock-based awards to employees using the intrinsic value method in accordance with Accounting Principles Board (APB) Opinion No. 25, "Accounting for Stock Issued to Employees" (see note 6).

Segment Information In June 1997, the Financial Accounting Standards Board issued Statement No. 131, "Disclosures about Segments of an Enterprise and Related Information" ("SFAS No. 131"). This statement establishes standards for the way companies report information about operating segments in financial statements. It also establishes standards for related disclosures about products and services, geographic areas, and major customers. In accordance with the provisions of SFAS No. 131, the Company has determined that it does not currently have any separately reportable operating segments.

Note 2. Acquisition

On July 1, 1995, the Company acquired the business, assets and properties of Contempo Casuals, Inc., a 237-store junior women's retail chain with stores in 34 states and Puerto Rico. The purchase price consisted of: (a) the issuance of 254,076 shares of the Company's Class A Common Stock which had a value of $1,170,000 on the date of the acquisition, and (b) $100,000 in cash. The transaction was accounted for under the purchase method. In connection with the acquisition, the Company assumed certain liabilities which were estimated by the seller. The total amount of these assumed liabilities may not, in fact, be paid as the actual payments will be based on the future claims and losses which are actually submitted and which are related to pre-acquisition events (see note 12).

On December 1, 1998, the Company acquired the leases and furniture and fixtures for 19 store locations from Mothers Work, Inc. The purchase price of $1,911,000 was allocated to leasehold improvements and furniture, fixtures and equipment in the accompanying consolidated financial statements. The majority of the locations acquired were converted to Arden B. stores.

On February 1, 1999, the Company acquired the leases and furniture and fixtures for 78 store locations from Britches of Georgetowne, Inc. for $19,704,000. Based upon a third-party appraisal, the purchase price was allocated to leasehold improvements, lease rights, and furniture, fixtures and equipment in the accompanying consolidated financial statements. Excess of cost over net assets acquired (goodwill) totaling $9,972,000 is being amortized on the straight-line method over 20 years. The majority of the locations acquired were converted to Arden B. stores.

Note 3. *Investments*

Short-term investments consist of highly liquid interest bearing deposits purchased with an initial maturity exceeding three months with a remaining maturity at January 29, 2000 less than 12 months. Long-term investments consist of highly liquid interest bearing securities that mature beyond 12 months from the balance sheet date. It is management's intent to hold short-term and long-term investments to maturity. Short-term and long-term investments are carried at amortized cost plus accrued income, which approximates market at January 29, 2000.

Investments are comprised of the following (in thousands):

Description	Maturity Dates	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Fair Value
January 29, 2000					
Corporate bonds	Within one year	$ 3,588	$ –	$ 90	$ 3,498
Municipal bonds	Within one year	10,507	–	236	10,271
Government obligations	Within one year	10,800	–	103	10,697
Floating rate/Adj. Notes	Within one year	1,500	–	–	1,500
Municipal bonds	One to two years	7,207	–	108	7,179
		$ 33,602	$ –	$ 537	$ 33,145

Description	Maturity Dates	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Fair Value
January 30, 1999					
Commercial paper	Within one year	$ 1,000	$ –	$ –	$ 1,000
Corporate bonds	Within one year	1,514	–	4	1,510
Municipal bonds	Within one year	7,679	3	–	7,682
Government obligations	Within one year	11,750	–	11	11,739
Corporate bonds	One to two years	3,087	–	27	3,060
Municipal bonds	One to two years	34,886	31	–	34,917
		$ 59,916	$ 34	$ 42	$ 59,908

Note 4. ***Provision for Income Taxes***

SFAS No. 109 requires the recognition of deferred tax assets and liabilities for the future consequences of events that have been recognized in the Company's consolidated financial statements or tax returns. The measurement of deferred items is based on enacted tax laws. In the event that the future consequences of differences between financial reporting bases and the tax bases of the Company's assets and liabilities result in a deferred tax asset, SFAS No. 109 requires an evaluation of the probability of being able to realize the future benefits indicated by such asset. A valuation allowance related to a deferred tax asset is recorded when it is more likely than not that some portion or all of the deferred tax assets will not be realized.

The components of the income tax provision are as follows (in thousands):

	January 29, 2000	January 30, 1999	January 31, 1998
Current:			
Federal	$ 7,067	$ 13,442	$ 12,886
State	2,321	3,930	4,378
	9,388	17,372	17,264
Deferred:			
Federal	(47)	(1,126)	(1,535)
State	318	2	(654)
	271	(1,124)	(2,189)
	$ 9,659	$ 16,248	$ 15,075

A reconciliation of the income tax provision to the amount of the provision that would result from applying the federal statutory rate (35%) to income before taxes is as follows:

	January 29, 2000	January 30, 1999	January 31, 1998
Provision for income taxes at federal statutory rate	35.0%	35.0%	35.0%
State income taxes, net of federal income tax benefit	7.2	5.6	7.2
Tax exempt interest	(1.7)	(1.5)	(2.0)
Inventory contributions	(2.0)	–	–
Other	2.0	(0.6)	1.3
Effective tax rate	40.5%	38.5%	41.5%

As of January 29, 2000 and January 30, 1999, the Company's net deferred tax asset was $10,438,000 and $10,709,000 respectively. The major components of the Company's net deferred taxes at January 29, 2000 and January 30, 1999 are as follows (in thousands):

	January 29, 2000	January 30, 1999
Deferred rent	$ 3,316	$ 2,987
Acquisition related reserves	608	630
Inventory cost capitalization	919	1,080
Difference between book and tax basis of fixed assets	4,022	4,632
State income taxes	(279)	(179)
Supplemental Employee Retirement Plan	860	594
Other	992	965
	$ 10,438	$ 10,709

Note 5. *Stockholders' Equity*

The 2,912,665 shares of the Company's Class B Common Stock outstanding as of January 29, 2000 are convertible on a share-for-share basis into shares of the Company's Class A Common Stock at the option of the holder. The Class B Common Stock has two votes per share while the Class A Common Stock has one vote per share.

During the year ended January 30, 1999, the Company's Board of Directors authorized the repurchase of up to 20% of the outstanding shares of the Company's Class A Common Stock. As of January 29, 2000, 1,347,600 shares had been repurchased at a cost of $20,059,000. Such repurchased shares are reflected as treasury stock in the accompanying consolidated financial statements.

Note 6. *Long-Term Incentive Plan*

Under the Company's long-term incentive plans (the "Plans"), the Company may grant stock options which are either incentive stock options within the meaning of Section 422 of the Internal Revenue Code of 1986, as amended (the "Code"), or non-qualified stock options. The Plans provide that the per share exercise price of an incentive stock option may not be less than the fair market value of the Company's

Class A Common Stock on the date the option is granted. Options become exercisable over periods of up to five years and generally expire 10 years from the date of grant or 90 days after employment or services are terminated. The Plans also provide that the Company may grant restricted stock and other stock-based awards. An aggregate of 2,428,000 shares of the Company's Class A Common Stock may be issued pursuant to the Plans. As of January 29, 2000, 296,007 shares were available for future grants.

Stock option activity for each of the three years in the period ended January 29, 2000 was as follows:

	Number of Shares	Weighted Average Exercise Price
Outstanding at February 1, 1997	412,500	$ 6.64
Granted	595,000	20.00
Canceled	(21,000)	17.70
Exercised	(19,000)	11.24
Outstanding at January 31, 1998	967,500	14.53
Granted	130,000	16.93
Canceled	(12,000)	13.57
Exercised	(36,000)	7.58
Outstanding at January 30, 1999	1,049,500	14.42
Granted	705,500	15.13
Canceled	(58,000)	16.17
Exercised	(185,000)	9.24
Outstanding at January 29, 2000	1,512,000	$ 15.32

At January 29, 2000, January 30, 1999 and January 31, 1998 there were 380,500, 283,500 and 119,500 outstanding options exercisable at a weighted average exercise price of $11.71, $8.42 and $4.65, respectively.

Page > 1:58 WTSLA 99AR

The following table summarizes information on outstanding and exercisable stock options as of January 29, 2000:

	Options Outstanding			Options Exercisable	
Range of Exercise Prices	Number Outstanding as of Jan. 29, 2000	Weighted Average Remaining Contractual Life	Weighted Average Exercise Price	Number Exercisable as of Jan. 29, 2000	Weighted Average Exercise Price
$ 3.00 - $ 3.69	17,000	4.36	$ 3.52	17,000	$ 3.52
4.13 - 5.13	183,500	4.22	4.18	161,500	4.17
8.00 - 16.59	911,000	9.17	15.39	78,000	15.96
19.31 - 20.00	420,000	7.62	19.97	124,000	19.98
$ 3.00 - $20.00	1,512,000	8.15	$ 15.32	380,500	$ 11.71

During the years ended January 29, 2000, January 30, 1999 and January 31, 1998, the Company recognized tax benefits of $2,336,000, $408,000 and $144,000, respectively, resulting from the exercise of certain non-qualified stock options.

Additional Long-Term Incentive Plan Information As discussed in Note 1, the Company continues to account for its stock-based awards using the intrinsic value method in accordance with APB No. 25, "Accounting for Stock Issued to Employees," and its related interpretations. Accordingly, no compensation expense has been recognized in the consolidated financial statements for employee incentive stock options or non-qualified stock options.

Statement of Financial Accounting Standards No. 123, "Accounting for Stock-Based Compensation," (SFAS No. 123) requires the disclosure of pro forma net income and earnings per share had the Company adopted the fair value method as of the beginning of fiscal 1995. Under SFAS No. 123, the fair value of stock-based awards to employees is calculated through the use of option pricing models, even though such models were developed to estimate the fair value of freely tradable, fully transferable options without vesting restrictions, which significantly differ from the Company's stock option awards. These models also require subjective assumptions, including future stock price volatility and expected time to exercise, which greatly affect the calculated values.

The Company's calculations were made using the Black-Scholes option-pricing model with the following weighted average assumptions:

	Fiscal 1999	Fiscal 1998	Fiscal 1997
Dividend Yield	0.00%	0.00%	0.00%
Expected Volatility	62.74%	49.93%	72.23%
Risk-Free Interest Rate	5.81%	4.74%	6.10%
Expected Life of Option following Vesting (in Months)	48	48	48

The Company's calculations are based on a valuation approach and forfeitures are recognized as they occur. If the computed fair values of the fiscal 1999, fiscal 1998 and fiscal 1997 awards had been amortized to expense over the vesting period of the awards, net income (in thousands) and earnings per share would have been reduced to the pro forma amounts indicated below:

		Fiscal 1999	Fiscal 1998	Fiscal 1997
Net Income	As reported	$ 14,183	$ 25,954	$ 21,250
	Pro forma	$ 12,759	$ 24,804	$ 20,745
Net Income Per Share, Basic	As reported	$ 1.14	$ 1.98	$ 1.57
	Pro forma	$ 1.03	$ 1.90	$ 1.53
Net Income Per Share, Diluted	As reported	$ 1.11	$ 1.91	$ 1.53
	Pro forma	$ 1.00	$ 1.83	$ 1.49

The impact of outstanding non-vested stock options granted prior to 1995 has been excluded from the pro forma calculation; accordingly, the above pro forma adjustments are not indicative of future period pro forma adjustments, when the calculation will apply to all applicable stock options.

As of January 29, 2000, the Company has granted an aggregate of 96,493 shares of Class A Common Stock, net of forfeitures, to a group of its key employees under the performance grant award plan which was instituted pursuant to the Company's Plans. Under the performance grant award plan, key employees

of the Company receive Class A Common Stock in proportion to their salary. These bonus shares vest at the rate of 33.33% per year and non-vested shares are subject to forfeiture if the participant terminates employment. Compensation expense, equal to the market value of the shares as of the issue date, is being charged to earnings over the period that the employees provide service. In each of the years ended January 29, 2000, January 30, 1999, and January 31, 1998, 10,137, 12,308, and 8,704 shares, respectively, were fully vested and issued. In connection with the issuance of these shares, the Company recorded compensation expense of $111,000, $463,000, and $267,000 for the years ended January 29, 2000, January 30, 1999, and January 31, 1998, respectively.

Note 7. *Commitments and Contingencies*

Leases The Company leases retail stores, automobiles, computers and corporate office and warehouse facilities under operating lease agreements expiring at various times through 2010. Substantially all of the leases require the Company to pay maintenance, insurance, property taxes and percentage rent based on sales volume over certain minimum sales levels. Effective February 1998, the Company entered into a sublease agreement for its former warehouse facility which expires in August 2002.

Minimum annual rental commitments under non-cancelable leases, including the corporate office and warehouse facility lease, are as follows (in thousands):

Fiscal year ending	Minimum Lease Commitments	Sublease Income	Net Lease Commitments
2000	$ 66,416	$ 647	$ 65,769
2001	60,441	647	59,794
2002	53,390	377	53,013
2003	47,421	–	47,421
2004	41,002	–	41,002
Thereafter	127,835	–	127,835
	$ 396,505	$ 1,671	$ 394,834

Rental expense, including common area maintenance, was $90,613,000, $72,533,000, and $64,384,000, of which $28,000, $295,000, and $377,000 was paid as percentage rent based on sales volume, for the years ended January 29, 2000, January 30, 1999 and January 31, 1998, respectively.

Employment Contracts The Company has employment contracts with two officers, which provide for minimum annual salaries, customary benefits and allowances, and incentive bonuses if specified Company earnings levels are achieved. The agreements provide these same officers with severance benefits which approximate three years' salary if the agreements are terminated without cause before expiration of their terms or if the individual's duties materially change following a change in control of the Company.

Litigation The Company is a defendant in various lawsuits arising in the ordinary course of its business. While the ultimate liability, if any, arising from these claims cannot be predicted with certainty, the Company is of the opinion that their resolution will not likely have a material adverse effect on the Company's financial statements.

Letters of Credit At January 29, 2000, the Company had outstanding letters of credit amounting to $4,836,000.

Note 8. *Revolving Credit Arrangement*

Under a secured revolving line of credit arrangement with a bank, the Company may borrow up to a maximum of $50,000,000 on a revolving basis through July 2001. The cash borrowings under the arrangement bear interest at the bank's prime rate or, at the Company's option, LIBOR plus 1.5%.

The credit arrangement imposes quarterly and annual financial covenants requiring the Company to maintain certain financial ratios and achieve certain levels of annual income. In addition, the credit arrangement requires that the bank approve the payment of dividends and restrict the level of capital expenditures. At January 29, 2000 and January 30, 1999, the Company was in compliance with these covenants. The Company had no borrowings outstanding under the credit arrangement at January 29, 2000 or January 30, 1999.

Note 9. Long-Term Debt

In June 1995, the Company entered into an unsecured five-year, $10,000,000 term loan. The loan bears interest at the bank's prime rate plus .25% or, at the Company's option, LIBOR plus 1.5% (6.1% at fiscal year end) payable monthly. The outstanding debt balance as of January 29, 2000 was $1,764,000, which will be repaid in quarterly installments of $500,000, until paid in fiscal 2000.

The term loan imposes quarterly and annual financial covenants requiring the Company to maintain certain financial ratios and achieve certain levels of quarterly income. In addition, the term loan requires that the bank approve the payment of dividends and restricts the level of capital expenditures. At January 29, 2000 and January 30, 1999, the Company was in compliance with these covenants.

Note 10. Related Party Transactions

Certain officers of Suzy Shier, Inc., a shareholder, provide management services to the Company. For these services, the officers earned in the aggregate a management fee of $437,500 in the year ended January 29, 2000 and $375,000 in the year ended January 30, 1999 and $250,000 in the year ended January 31, 1998. The Company has entered into an agreement with these officers, requiring annual payments of $500,000 through 2004.

Note 11. Retirement Plan

Effective June 1, 1993, the Company established a qualified defined contribution retirement plan under the Internal Revenue Code, Section 401(k). The Wet Seal Retirement Plan (the "Plan") is available to all employees who meet the Plan's eligibility requirements. The Plan is funded by employee contributions, and additional contributions may be made by the Company at its discretion. As of January 29, 2000, the Company had accrued $145,000 as its fiscal 1999 contribution to the Plan.

Note 12. *Accrued Liabilities*

Accrued liabilities consist of the following (in thousands):

	January 29, 2000	January 30, 1999
Reserve for self insurance	$ 2,672	$ 2,857
Accrued wages, bonuses and benefits	5,570	7,272
Gift certificate and credit memo liability	4,261	3,464
Sales tax payable	2,376	1,651
Other	5,732	5,186
	$ 20,611	$ 20,430

In connection with the acquisition of Contempo Casuals, Inc., the Company assumed certain accruals, including the reserve for self-insurance, which were estimated by the seller. The total amount of this assumed accrual may not, in fact, be paid as the actual payments will be based on the future claims and losses which are actually submitted and which are related to pre-acquisition events.

Note 13. *Supplemental Employee Retirement Plan*

The Company maintains a defined benefit Supplemental Employee Retirement Plan (the "SERP") for certain of its key employees and a director. The SERP provides for preretirement death benefits through life insurance and for retirement benefits. The Company funded the SERP in 1998 and 1997 through contributions to a trust fund known as a "Rabbi" trust. Assets held in the Rabbi trust ($1,292,000 and $861,000 at January 29, 2000 and January 30, 1999, respectively) are subject to claims of the Company's creditors but otherwise must be used only for purposes of providing benefits under the SERP.

In accordance with Statement of Financial Accounting Standard No. 132, "Employers' Disclosures about Pensions and other Postretirement Benefits", the following presents a reconciliation of the SERP's funded status (in thousands):

	January 29, 2000	January 30, 1999
Change in benefit obligation		
Benefit obligation at beginning of year	$ 3,355	$ 2,730
Service cost	328	293
Interest cost	226	191
Actuarial loss	–	141
Benefits paid	–	–
Benefit obligation at end of year	$ 3,909	$ 3,355
Change in plan assets		
Fair value of plan assets at beginning of year	$ –	$ –
Actual return on assets	–	–
Employer contribution	–	–
Benefits paid	–	–
Fair value of plan assets at end of year	$ –	$ –
Funded status	$ (3,909)	$ (3,355)
Unrecognized transition (asset)/obligation	–	–
Unrecognized prior service cost	1,804	1,968
Unrecognized net loss	139	139
Net amount recognized	$ (1,966)	$ (1,248)

(continued from page 79)

	January 29, 2000	January 30, 1999
Weighted average assumptions:		
Discount rate	6.75%	6.75%
Expected return on plan assets	0.00%	0.00%
Rate of compensation increase	n/a	n/a
Amounts recognized in balance sheet		
Prepaid pension cost	$ –	$ –
Accrued benefit liability	(3,909)	(3,355)
Intangible asset (unrecognized prior service cost)	1,804	1,968
Accumulated other comprehensive loss	139	139
Net amount recognized	$ (1,966)	$ (1,248)
Components of net periodic pension cost		
Service cost - benefits earned during the period	$ 328	$ 293
Interest cost on projected benefit obligation	226	191
Expected return on plan assets	–	–
Amortization of unrecognized prior service cost	164	164
Net periodic pension cost	$ 718	$ 648

Note 14. Net Income Per Share

A reconciliation of the numerators and denominators used in basic and diluted net income per share is as follows (in thousands, except for share data):

	January 29, 2000	January 30, 1999	January 31, 1998
Net income	$ 14,103	$ 25,954	$ 21,250
Weighted average number of common shares:			
Basic	12,425,704	13,085,587	13,552,502
Effect of dilutive securities - stock options	387,634	495,646	347,375
Diluted	12,813,338	13,581,233	13,899,877
Net income per share:			
Basic	$ 1.14	$ 1.98	$ 1.57
Effect of dilutive securities - stock options	0.03	0.07	0.04
Diluted	$ 1.11	$ 1.91	$ 1.53

Note 15. Shareholder Rights Plan

On August 19, 1997, the Company's Board of Directors adopted a Shareholder Rights Plan (the "Rights Plan") designed to protect Company stockholders in the event of takeover action that would deny them the full value of their investment. Terms of the Rights Plan provide for a dividend distribution of one right for each share of common stock to holders of record at the close of business on August 29, 1997. The rights become exercisable only in the event, with certain exceptions, an acquiring party accumulates 12 percent or more of the Company's voting stock, or if a party announces an offer to acquire 20 percent or more of the Company's voting stock. Unless earlier redeemed, the rights will expire on August 29, 2007. Each right will entitle the holder to buy one one-hundredth of a share of a new series of preferred stock at a price of $73.00, subject to adjustment upon the occurrence of certain events. The Company will be entitled to redeem the rights at $0.01 per right at any time until the tenth day following the acquisition of a 12 percent position in its voting stock.

Note 16. Unaudited Quarterly Financial Data

Fiscal Year Ended January 29, 2000 (in thousands, except for share data)

Quarter	Sales	Gross Margin	Net Income	Net Income Per Share, Basic	Net Income Per Share, Diluted
First Quarter	$ 122,835	$ 35,843	$ 4,399	$ 0.36	$ 0.34
Second Quarter	126,904	35,965	3,686	0.30	0.29
Third Quarter	131,465	36,843	2,747	0.22	0.22
Fourth Quarter	143,203	35,744	3,351	0.27	0.27
For the Year	$ 524,407	$ 144,395	$ 14,183	$ 1.14	$ 1.11

Fiscal Year Ended January 30, 1999 (in thousands, except for share data)

Quarter	Sales	Gross Margin	Net Income	Net Income Per Share, Basic	Net Income Per Share, Diluted
First Quarter	$ 104,845	$ 29,973	$ 3,488	$ 0.26	$ 0.25
Second Quarter	113,036	32,888	4,879	0.36	0.35
Third Quarter	121,622	36,501	5,418	0.42	0.41
Fourth Quarter	145,886	49,500	12,169	0.99	0.95
For the Year	$ 485,389	$ 148,862	$ 25,954	$ 1.98	$ 1.91

Net income per share is computed independently for each of the quarters presented and therefore may not sum to the totals for the year.

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Independent Auditors' Report

To the Board of Directors and Stockholders of the The Wet Seal, Inc.:

We have audited the accompanying consolidated balance sheets of The Wet Seal, Inc. (the Company) as of January 29, 2000 and January 30, 1999 and the related consolidated statements of income, comprehensive income, stockholders' equity and cash flows for each of the three fiscal years in the period ended January 29, 2000. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of The Wet Seal, Inc. as of January 29, 2000 and January 30, 1999 and the results of its operations and its cash flows for each of the three fiscal years in the period ended January 29, 2000, in conformity with accounting principles generally accepted in the United States of America.

Deloitte & Touche LLP

Deloitte & Touche LLP
Costa Mesa, California
March 15, 2000

Page > 6.79 WTSLA 994R

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Foothill Ranch
California 92610
949.583.9029

THE wet seal INC.

Stay Tuned

// Review of Operations //

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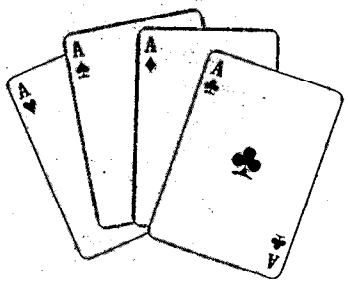

THE wet *seal* INC.

2000AR

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The fashion industry's cards are constantly being shuffled.

WS 000955

out

We
all
knew
that young
women's
styles
come and
go faster
than you
can say,
"deal me in."
Bell-bottoms,
furry purses,
high-heeled
sneakers.

WS 000957

[redacted]

WS 000958

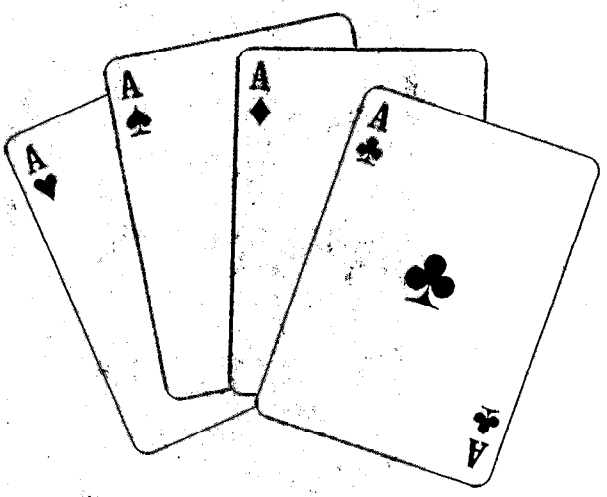
656000 SM.

in

Pout

We
know
that it
takes skill,
vision and
a bit of lady
luck to stay
ahead in
the women's
fashion game.
We know what
it takes to
keep women
loyal to our
brand.

In
the
end,
we're
confident
that we
have what
it takes
to not only
beat the
odds, but
to dominate
the game.
And that's
the bluff.



Our four aces
in the hole.

Wet Seal♥
Contempo Casuals♠
Arden B.♦
Zutopia♣

Wet Seal

WS 000367

In a
fashion
game
that's
always
changing
players,
Wet Seal is
riding high
thanks to
a commitment
to providing
exactly what
our customer
wants: fashion
that's first, fast,
fresh and
definitely
fun.

US 000969

finding the perfect dress, the cutest sweater, the best-fitting jeans. For young women, it's without question the next best thing to finding Mr. Right. (And how better to attract him?) Truth is, when most Gen Y'ers open their closets, they see a closet full of nothing to wear. Enter Wet Seal. We consistently provide a refreshingly cool, ever-exciting place to shop that never ceases to amaze and tantalize. As we've risen to become the dominant fashion brand for girls 13 to 25, Wet Seal is counted on to offer everything from elegant to comfy and everything edgy in between. So girls walk in needing a fashion fix and walk out feeling that they've made the perfect purchase. And we feel good knowing that we were able to help. Talk about a perfect relationship.

No question our customer lives for shopping. So we focused the company's attention on being the first place she's going to head for something that will make her feel wonderful and boost her self-esteem. But we also understand that she's very selective and expects to be constantly allured, enticed, amazed and wowed

with fashions and accessories that lead, not follow. Our fashion team is obsessed with building a collection that won't let our customer down. We know who's wearing what and what's yesterday's news. New apparel and accessories arrive fresh daily in our stores and rule-breaking fashion themes are rolled out every 4 to 6 weeks. This concept provides our customers with a never-boring, never-ceasing, constantly changing arena of fun and affordable fashion. Not to mention an irresistible new reason to buy at Wet Seal.

It's true, location is everything. That's why, following our strategy to further bolster Wet Seal's image as the dominant Gen-Y retailer, we will be converting all but approximately 60 Contempo Casuals stores (primarily in premier malls where we have duplicate stores) to Wet Seal locations by mid-July 2001. And in Spring 2001, we're planning the launch of our new Wet Seal prototype store. It will be modern, clean and exciting in every way imaginable, with music and video playing a key role.

WS 000971

PUSH

WS 000973

Wet Seal is committed to a powerful marketing and public relations campaign that speaks to our target customer, creates hype for the brand and image, and will increase traffic to Wet Seal stores. Our public relations efforts will focus on regional product placement and advertising in 2001, as well as intensifying marketing efforts all the way from grassroots to national. To increase brand awareness and drive traffic to store locations, top editorial product placement in national magazines is underway, plus a multitude of in-store events, fashion shows, contests and community outreach events are planned. Wet Seal is more than just a retail store to our customers. It's a place where girls get that most important feeling of belonging, of being understood, of being appreciated for their individuality and fashion sense. It's an experience that's upbeat and interactive on every level, and reflects the ever-changing moods and attitude of the young women who shop here.

WS 000975

Contemno Casuals

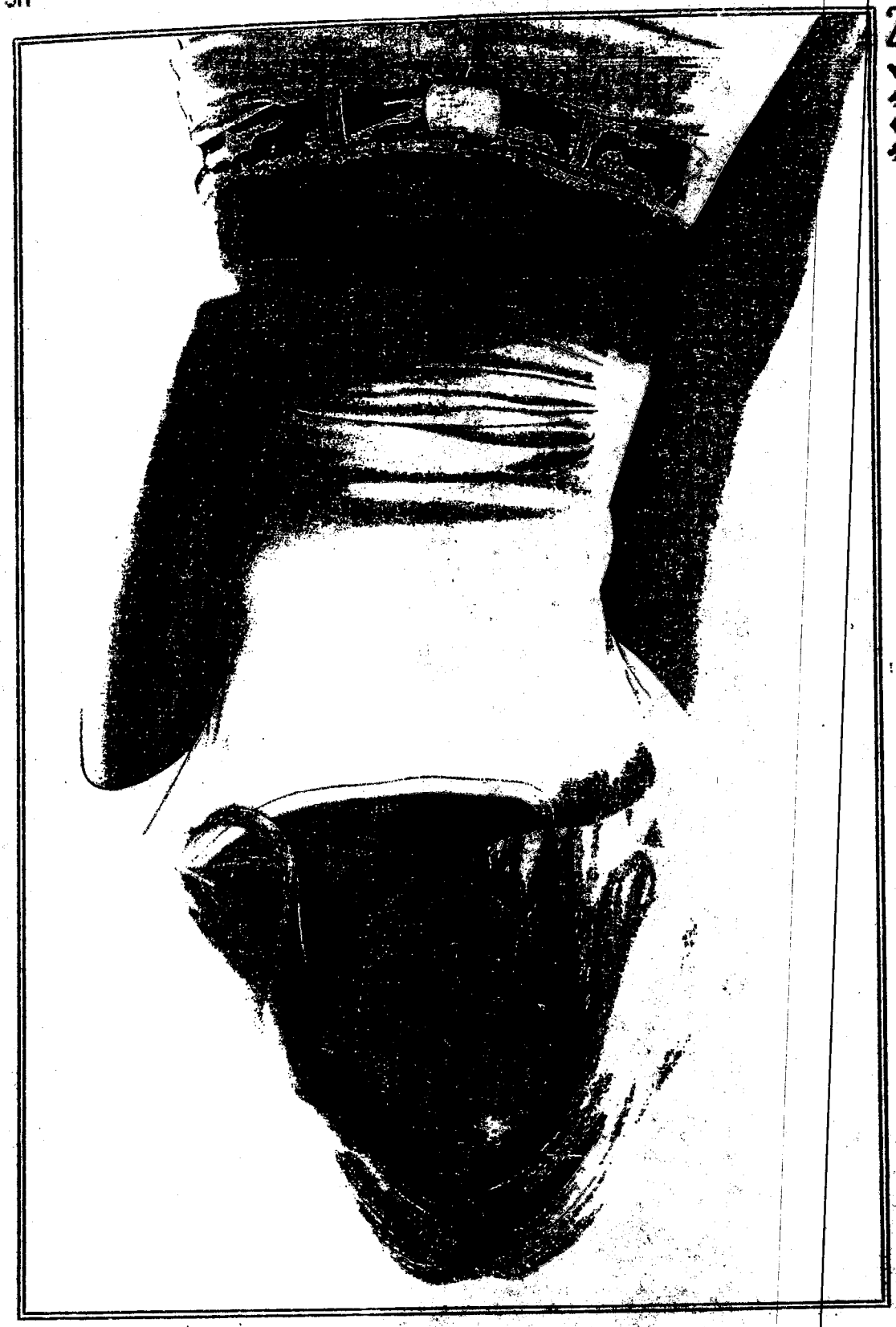
WS 000977

With
a hot
kid sister
like Wet Seal
around, the
always rebellious
Contempo Casuals
is upping the
stakes with
a whole new
game plan
that's bo
a sureffire
win with
devoted
and new
customers
alike.

WS 000979

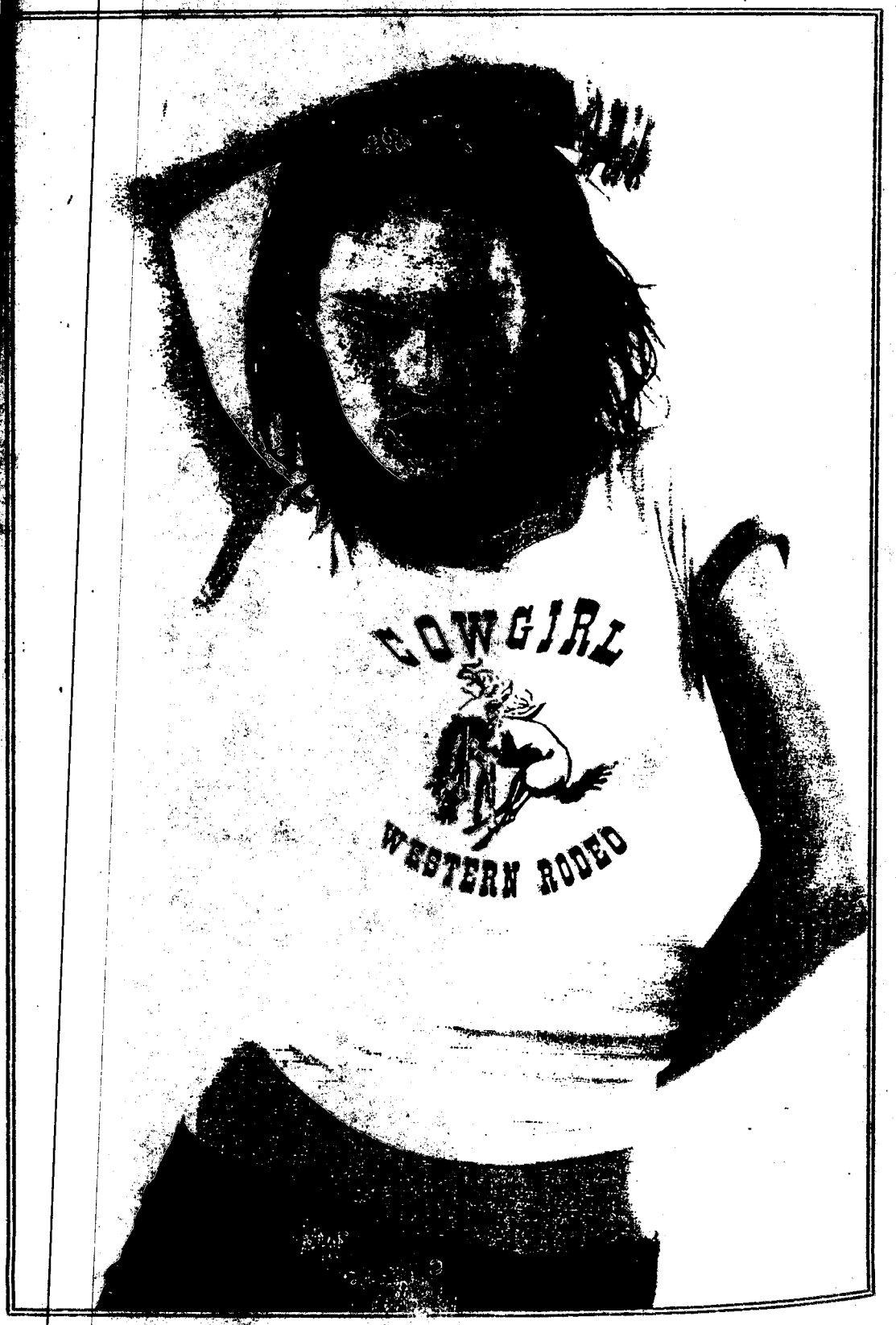
As Wet Seal's fun and forward sister store, the vibe has always been jumping with up-to-the-second fashion and a loyal customer following. Our job has been to keep our trend-setting customers happy by providing them with a seemingly endless array of styles and selections.

And yet, Contempo Casuals still seemed almost like a competitive afterthought to the more vibrantly successful Wet Seal stores. We knew something had to change and soon arrived at a solution that, turns out, will benefit the Company. We believe that the smartest way to launch the new Contempo Casuals is to shrink to approximately 60 prime locations by converting most of the existing stores to Wet Seal locations. In the back half of 2001,



we will be focusing on creating a new strategy for Contempo Casuals which will include immediately differentiating the leaseline marketing, music and visual merchandising of the stores. The plan calls for the testing and intensification of key categories. We will relaunch Contempo Casuals in 2002 with a great new look and feel all its own.

Our strategy is to boost brand equity and increase product familiarity with a series of strategically located premier stores that will host core events and fashion shows. Our 19–35-year-old customers will continue to be in their element with a seemingly endless array of apparel spanning dressy to casual, business to funky and basic to trendy. By focusing on the college to young career woman, we will define a store that's created just for them. By providing great pieces put together just the way she would herself, we make it easy to find exactly what she can't live without.



WS 000983

◇◇◇◆

Arden B.

◇◇◆◆

WB 000985

In
the
retail
game,
there's
the wild,
uninhibited
Vegas side.
Then there's
the Monte
Carlo side.
Sophisticated,
smart and
self-assured,
Arden B. is
the player
that everyone
watches.

US 000387

As a fashion-driven, lifestyle-oriented shopping destination for contemporary young women 20 to 35, Arden B. is all about providing customers with smart, urban, modern fashions that don't just fit their busy lifestyles, they enhance them. With a unique mix of high-quality European and custom in-house designs offered at an affordable price, these fashions are sophisticated and hip in every sense. With a very full and busy life packed with career, friends and interests, the Arden B. customer constantly seeks out what's new, what's in and what's different. We are continuing to evolve and leverage the Arden B. brand through the synergy and interaction of unique fashion, housed in a style-conscious, energetic and customer-catered store environment. In fiscal 2001, we will begin a design concept for an exciting new store environment to be tested by Spring 2002, while also opening 5 stores and remodeling 2 others.

Arden B. is committed to a powerful marketing and public relations campaign that speaks to our target customer, creates hype for the Arden B. brand and image and will increase traffic to Arden B. stores. Excitingly, our fashions have also hit the small screen with Arden B. clothes starring on such award-winning shows as *Will and Grace* and *Entertainment Tonight*, plus a slew of monthly editorial credits in major women's fashion magazines.

On a more intimate scale, we will continue to pursue direct mail advertising, local publications and local marketing vehicles to further develop the Arden B. brand. An aggressive regional product placement plan has been established, as well as a multitude of in-store events and fashion shows. Additionally, we're developing a fashion information exchange between the buyers, designers and sales staff to provide a communication infrastructure to further benefit the customer. With all of these exciting components in place, the Arden B. retail experience will be nothing short of high-energy, exciting and fulfilling with a sales staff that is fashion-savvy, warm and extremely helpful.

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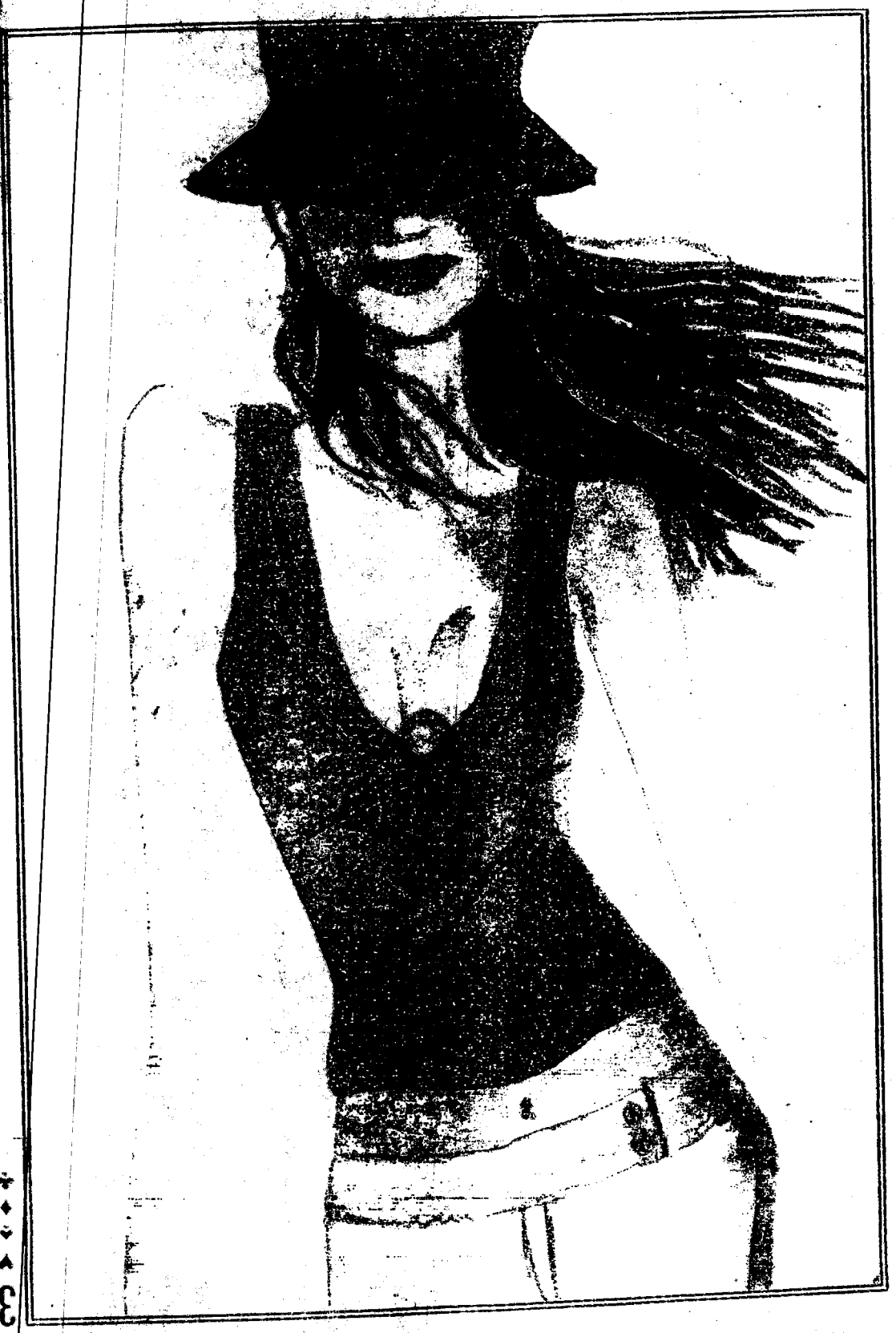
WS 000990



WS 000991

Zūtopia

40

WS 000993

Who
are
tweens?
Girls stuck
between
finally ending
into older, hip
clothes and
moms who still
want them to
wear pink bows.
Zuzepla is the
trump card for
fashion-savvy
preteen
girls who
want to
play it
cool.

566000 SM

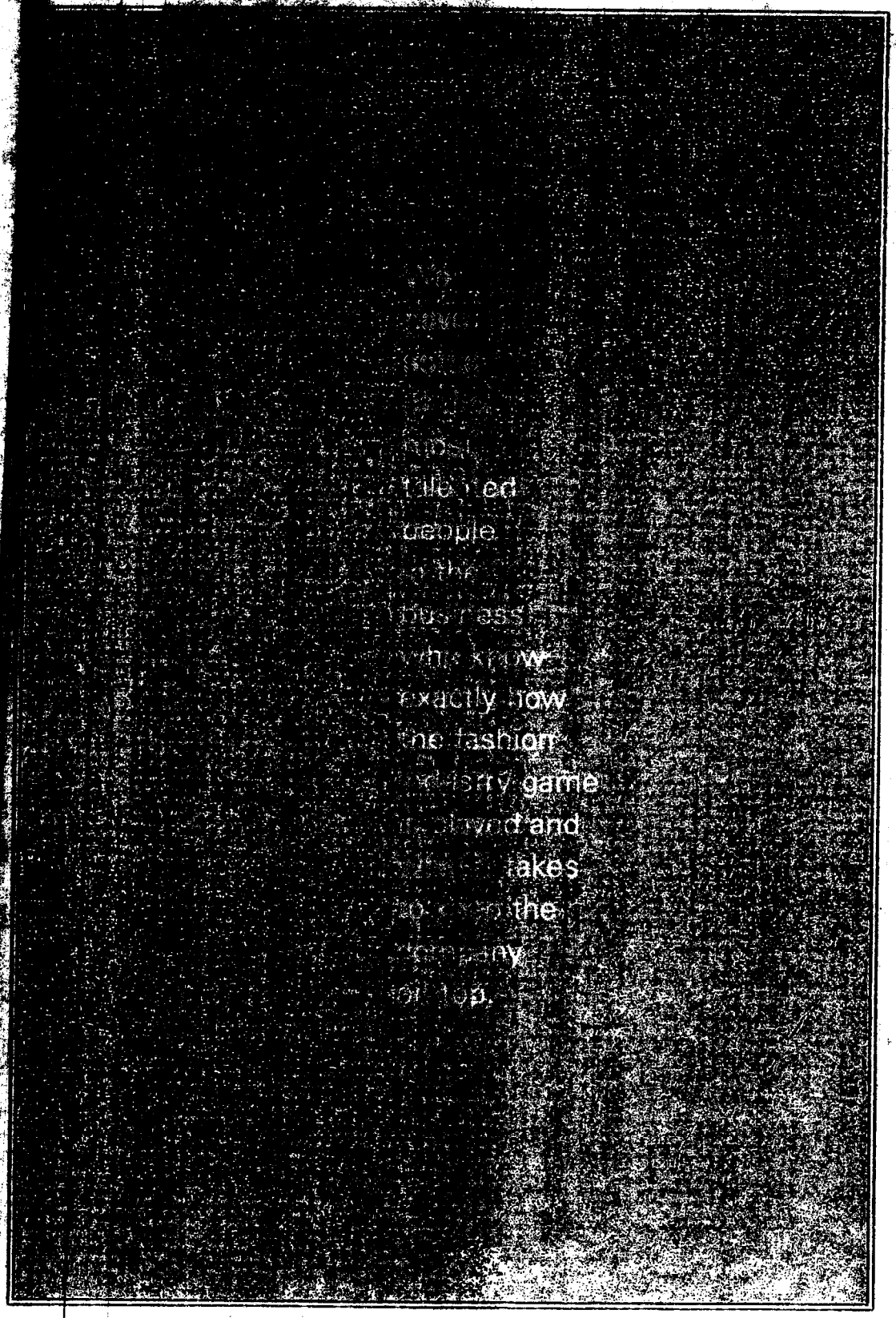
As the youngest and most recent acquisition, Zutopia acts as a much-needed link to the junior fashion set — namely Gen-Z. The brand was originally developed to appeal to young tweens who wanted more than anything to dress like their cool big sisters and the hip celebrities they worship. But mixed signals went up when moms and grandmas were simultaneously targeted. So, in acquiring the brand, we also stayed true to our history of marketing directly to our customer. We walk their walk and talk their talk, which makes this a good fit, because girls this age already have a keen fashion sense. They know and want what's hip, what's now and what's in. And as an added bonus we're able to build our relationship with girls at a much earlier age, which positions us for further growth.

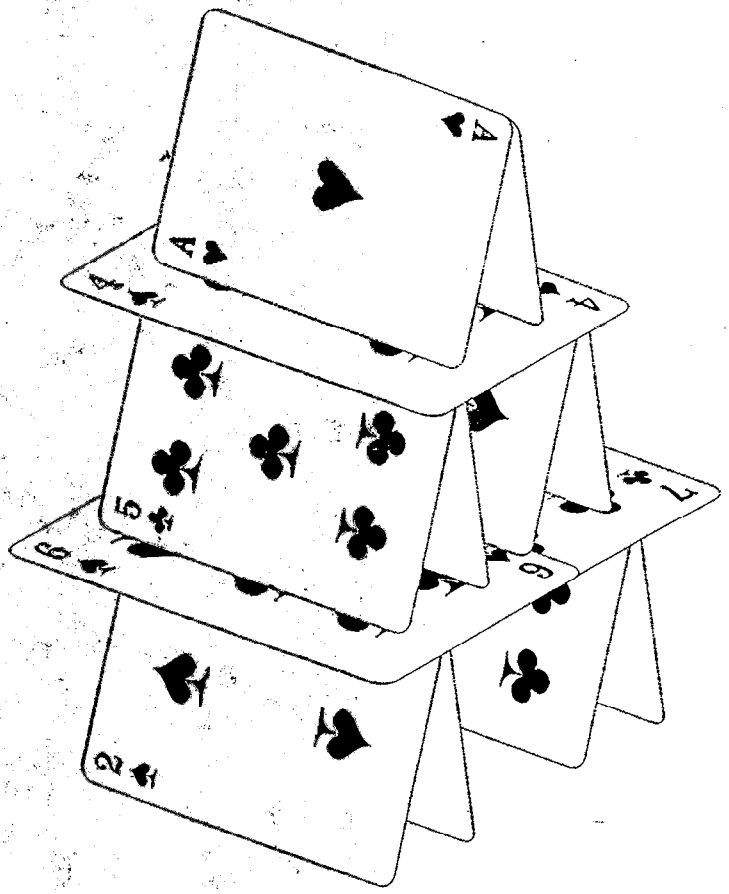
To follow in the successful footsteps of our other flagship brands, the Zutopia brand will be built on the same fashion-forward structure and platform. This means consistently providing our customers with the same fashion trends that her big sister finds in Wet Seal. Our windows and storefronts will reflect the latest and greatest with a showcase of the hottest new fashion. Our accessories area will be structured as a must-have destination for fun, hip accoutrements. There is tremendous brand awareness within the malls where Zutopia stores are located, and plans are underway to build two new stores in fiscal 2001 as well as to remodel and to relocate another existing store. Fun, interactive and eclectic defines the entire store's environment as well as the lifestyle of our customer. And, reflecting her beliefs, spirit and dreams, Zutopia will be her store to hang out in, meet friends in and feel welcome in. We're excited to have Zutopia in our fashion family and for the opportunity to keep girls looking fabulous at every age.

WS 000997

Our Team

WS 000999


tailored
people
the
business
who know
exactly how
the fashion
industry game
is played and
takes
the
company
to the top.



The Wet Seal success story is due to the efforts of the management teams. We are extremely proud and grateful to these dedicated people who have worked tirelessly to broaden the strength and scope of this company. With a blending of new appointments and seasoned managers, the company has taken on new life and renewed commitment. There is a palpable excitement and synergy in the hallways, in the conference rooms and in the stores due to the people leading this vital energy front. You can feel it everywhere. In marketing, an in-house agency is being aggressively established. The design team is being streamlined and strengthened. Reorganizations are taking place in merchandising. New additions and promotions are lending a renewed entrepreneurial spirit. But perhaps the greatest component connecting us all together, new and old, is the pride of having overcome difficult times.

Sure, in fashion the rules change daily. And we're thrilled to break them as fast as we can.

Left to right // **Greg Scott**, President, Arden B. // **Cheryl Rudich**, Vice President of Strategic Marketing // **Norman Shaw**, Senior Vice President of Management Information Systems // **Kathy Bronstein**, Vice Chairman and Chief Executive Officer // **Sharon Hughes**, Senior Vice President of Merchandising, Zutopia // **Stephen Cox**, Senior Vice President GMM, Wet Seal/Contempo Casuals // **Barbara Bachman**, Senior Vice President of Store Operations // **Steven Strickland**, Senior Vice President of Marketing/ Creative Services // **Ann Cadier Kim**, Executive Vice President of Finance and Chief Financial Officer

Left to right // **Kimberly Bajrech,** Vice President of Merchandising // **Cecilia Gasgonia,** Vice President of Merchandise Planning and Allocation, Arden B. // **Shelley Moeller,** Vice President of Employee Practices // **Heather Hollister,** Vice President of Real Estate // **Tina McAuley,** Vice President of Product Development and Sourcing // **Siobhan Knox,** Vice President of E-commerce // **Lee Breitenbach,** Vice President of Physical Distribution // **Mathieu Neygen,** Vice President of Creative Services // **Vic Spina,** Vice President of Store Planning and Construction // **Pam Furlong,** Vice President of Human Resources

Wet Seal.
The one
and only
true player
for the fashion
conscious
women
of the
world.

WS 001005

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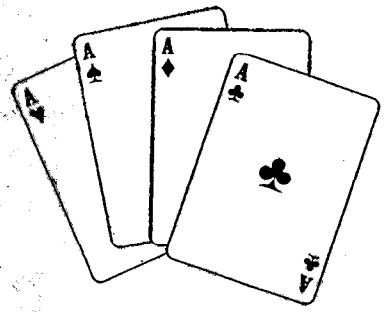
THE wetseal INC.

WS 001007

THE wet seal INC.

US 01009

♥♠♦♣



THE wet *seal* INC.

2000AR

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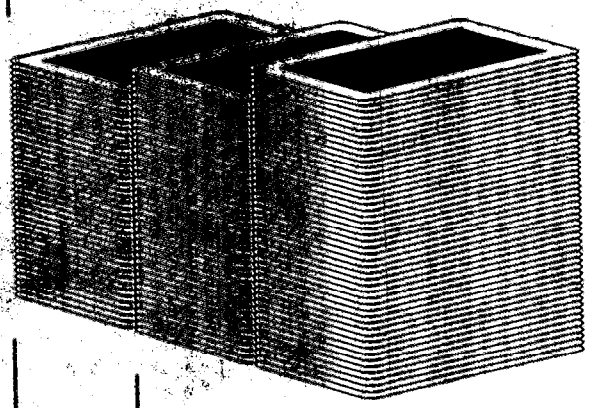
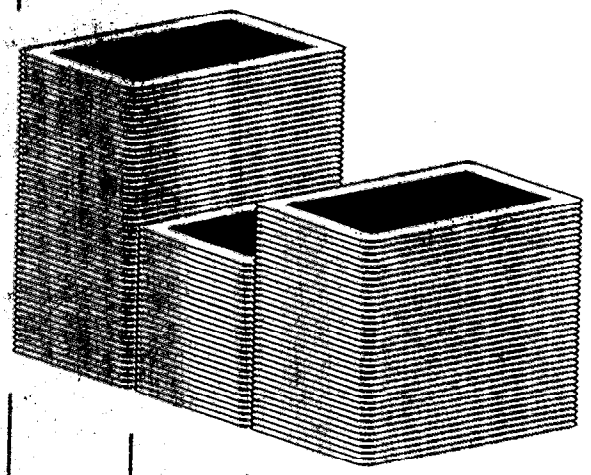
We know that our success in the women's fashion industry is not just a string of luck. We have the numbers to prove it and the decks are stacked in our favor.

NET SALES
(in millions)



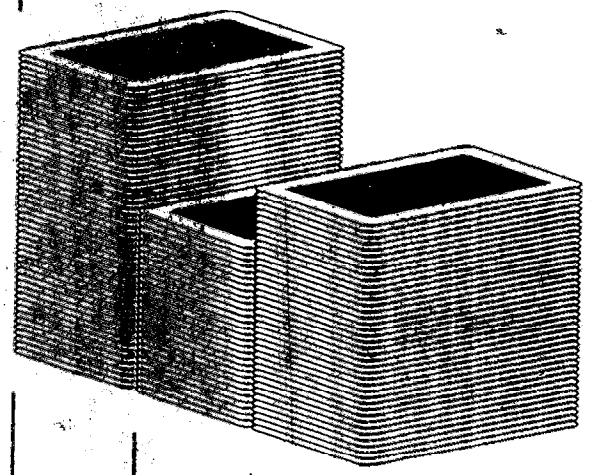
1998	1999	2000
$485	$524	$580

NET INCOME
(in millions)



1998	1999	2000
$26.0	$14.2	$19.5

NET INCOME PER SHARE
(diluted)



1998	1999	2000
$1.91	$1.11	$1.54

WS 001012

LETTER TO SHAREHOLDERS

For Wet Seal, 2000 was a year of major change. First, we succeeded in turning around a negative comparative store sales trend. Then we completely refocused the company by returning to our roots as the leader in young women's fashion with our Wet Seal/Contempo Casuals division and firmly established a true brand identity in our Arden B. division as well.

Beyond the concrete changes, the year was also a philosophical turning point in determining our focus for the future. We realized the importance of separating the identity and vision of Wet Seal and Arden B. With that came the necessity to separate the identity and management of all divisions in merchandising. After the initial growing pains of adding the Arden B. division plus 97 additional Wet Seal/ Contempo Casuals stores in 1998 and 1999, we sought to solidify our management team. By adding a President for the Arden B. division, a General Merchandising Manager for the Wet Seal division and Senior Vice President of Marketing and Creative Services for Wet Seal corporate, we were now able to concentrate our efforts on finding solutions for each individual division rather than spreading ourselves too thin. Thus, the entire focus of the company turned to building our various brand identities while maximizing sales and profits.

With that in mind, we then faced some difficult decisions about our Limbo Lounge division, which, after 4 years, still had not established a clear identity or target customer. It was clear to us that the importance of keeping our focus on fashion for the young female customer was not in sync with growing the Limbo Lounge division. The decision was then made to redeploy these assets to other brands.

Ironically, in the midst of our metamorphosis, we were given the opportunity to purchase Zutopia; a small chain of "tween" targeted specialty stores with some of the best real estate in the United States. When we took possession of the 18 store chain on March 25, 2001 there was no question that Zutopia would fit perfectly with our renewed vision. Never before have we had the opportunity to nurture the pre-Wet Seal customer. Eventually, she will evolve into the junior customer of Wet Seal and ultimately, as her taste for forward contemporary fashion evolves, to Arden B. This seamless lineage has become the focal point for our long-term strategy.

Firmly committed to our focus on brand building, we determined (with the support of extensive market research) that it was no longer advantageous to continue to divide the brand equity of our junior division between Wet Seal and Contempo Casuals. Therefore, beginning in April 2001, we will convert the majority of our Contempo Casuals locations to the more popular Wet Seal banner. This will clearly enable us to continue to build premium equity in our core brand, as well as market more cohesively as the premium fashion retailer for the Gen Y customer. We will maintain approximately 60 Contempo Casuals locations, while keeping an eye on the future possibility of spinning off a separate brand under that banner which will stay focused on the young, fashion-savvy female customer.

WS 001014

As we move forward into the next decade, it is with a reinvigorated passion to being a fashion leader and a revitalized commitment to increasing sales and profitability. I would like to thank our stockholders for their continued loyalty and interest in The Wet Seal, Inc., as well as our employees who are at the helm of our evolution. We will continue to inspire the highest level of dedication in all Wet Seal employees toward accomplishing our goals of fashion leadership, comparative store sales gains and maintaining a strong grip on the bottom line.

Our thanks go to all who have supported us and continue to believe in The Wet Seal, Inc. as we move into a very promising future.

Sincerely,

Kathy Bronstein
Vice Chairman and Chief Executive Officer

FIVE YEAR SUMMARY

The following table of certain selected data regarding the Company should be read in conjunction with the consolidated financial statements and notes thereto and with the "Management's Discussion and Analysis of Financial Condition and

FISCAL YEAR	
FISCAL YEAR ENDED	
(THOUSANDS EXCEPT PER SHARE AND PER SQUARE FOOT AMOUNTS, RATIOS, SHARE DATA AND SQUARE FOOTAGE DATA)	
Operating Results	
Sales	
Income before provision for income taxes	
Net income	
Per Share Data	
Net income, basic	
Net income, diluted	
Weighted average shares outstanding, basic	
Weighted average shares outstanding, diluted	

(1) Fiscal 2000 consisted of 53 weeks.

(2) The decrease in working capital in fiscal 1998 was due to the classification of $37,973,000 of cash investments as long-term in fiscal 1998.

(3) In fiscal 2000, the 53rd week of sales was excluded from "Sales" for purposes of calculating "Average sales per square foot" and "Average sales per store" in order to make fiscal 2000 comparable to prior years.

WS 001016

Results of Operations." The data for the fiscal years ended January 31, 1998 and February 1, 1997 are derived from the Company's consolidated financial statements for such years that are not included herein.

2000 FEBRUARY 3,2001(1)	1999 JANUARY 29,2000	1998 JANUARY 30,1999	1997 JANUARY 31,1998	1996 FEBRUARY 1,1997
$ 580,182	$ 524,407	$ 485,389	$ 412,463	$ 374,942
$ 31,727	$ 23,842	$ 42,202	$ 36,325	$ 26,217
$ 19,512	$ 14,183	$ 25,954	$ 21,250	$ 15,252
$ 1.56	$ 1.14	$ 1.98	$ 1.57	$ 1.15
$ 1.54	$ 1.11	$ 1.91	$ 1.53	$ 1.13
12,484,409	12,425,704	13,085,587	13,552,502	13,219,284
12,662,307	12,813,338	13,581,233	13,899,877	13,459,810

(4) In fiscal 2000, "Comparable store sales" were calculated using 52 weeks compared to the same 52 weeks in fiscal 1999. In fiscal 1996, "Comparable store sales" were calculated by excluding sales during the first week of fiscal 1995 (a 53 week year) in order to make fiscal 1995 comparable to fiscal 1996. Up through fiscal 1998 "Comparable store sales" are defined as sales in stores that were open throughout the full fiscal year and throughout the full prior fiscal year. "Comparable store sales" for fiscal 1999 and fiscal 2000 are defined as sales in stores that were open at least 14 months.

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FIVE YEAR SUMMARY (CONTINUED)

FISCAL YEAR	
FISCAL YEAR ENDED	
(THOUSANDS EXCEPT PER SHARE AND PER SQUARE FOOT AMOUNTS, RATIOS, SHARE DATA AND SQUARE FOOTAGE DATA)	
Other Financial Information	
Net income as a percentage of sales	
Return on average stockholders' equity	
Cash and marketable securities	
Working capital [2]	
Ratio of current assets to current liabilities	
Total assets	
Long-term debt	
Total stockholders' equity	
Number of stores open at year end	
Number of stores acquired during the year	
Number of stores opened during the year	
Number of stores closed during the year	
Square footage of leased store space at year end	
Percentage of increase in leased square footage	
Average sales per square foot of leased space [3]	
Average sales per store [3]	
Comparable store sales increase (decrease) [4]	

(1) Fiscal 2000 consisted of 53 weeks.

(2) The decrease in working capital in fiscal 1998 is due to the classification of $37,973,000 of cash investments as long-term in fiscal 1998.

(3) In fiscal 2000, the 53rd week of sales was excluded from "Sales" for purposes of calculating "Average sales per square foot" and "Average sales per store" in order to make fiscal 2000 comparable to prior years.

2000	1999	1998	1997	1996
FEBRUARY 3,2001(1)	JANUARY 29,2000	JANUARY 30,1999	JANUARY 31,1998	FEBRUARY 1,1997
3.4%	2.7%	5.3%	5.2%	4.1%
12.92%	10.97%	22.3%	20.8%	20.5%
$ 108,200	$ 78,603	$ 91,506	$ 95,873	$ 89,183
$ 44,213	$ 47,707	$ 21,856	$ 66,452	$ 59,791
1.7	1.8	1.3	2.1	2.1
$ 243,911	$ 213,009	$ 197,490	$ 184,223	$ 154,752
$ –	$ –	$ 1,264	$ 1,264	$ 3,264
$ 163,793	$ 138,233	$ 120,278	$ 112,994	$ 91,120
552	548	454	389	364
–	78	19	–	–
36	31	67	34	10
32	15	21	9	10
2,191,522	2,182,606	1,848,513	1,637,347	1,539,777
0.4%	18.1%	12.9%	6.3%	0.6%
$ 256	$ 247	$ 271	$ 263	$ 244
$ 1,020	$ 988	$ 1,132	$ 1,112	$ 1,030
3.9%	(9.8)%	2.1%	5.8%	8.8%

(4) In fiscal 2000, "Comparable store sales" were calculated using 52 weeks compared to the same 52 weeks in fiscal 1999. In fiscal 1996, "Comparable store sales" were calculated by excluding sales during the first week of fiscal 1995 (a 53 week year) in order to make fiscal 1995 comparable to fiscal 1996. Up through fiscal 1998 "Comparable store sales" are defined as sales in stores that were open throughout the full fiscal year and throughout the full prior fiscal year. "Comparable store sales" for fiscal 1999 and fiscal 2000 are defined as sales in stores that were open at least 14 months.

MANAGEMENT'S DISCUSSION AND ANALYSIS
of Financial Condition and Results of Operations

Introduction

The Company is one of the largest national mall-based specialty retailers focusing primarily on young women's apparel, and currently operates 552 retail stores in 42 states, Washington D.C. and Puerto Rico. The Company operates the stores under the names "Wet Seal," "Contempo Casuals" and "Arden B." The Company initiated a catalog in fiscal 1998 and an e-commerce web-site in August 1999. In fiscal 2000, the Company did not mail any catalogs, but continued its e-commerce initiatives. Limbo Lounge was discontinued as a retail concept by the Company at the end of fiscal 2000. The majority of the 26 Limbo Lounge stores were converted or are in the process of converting to Wet Seal or Contempo Casuals stores.

On December 1, 1998, the Company acquired the leases and furniture and fixtures for 19 store locations from Mothers Work, Inc. The purchase price of $1,911,000 was allocated to leasehold improvements and furniture, fixtures and equipment. The majority of the locations acquired were converted to Arden B. stores.

On February 1, 1999, the Company acquired the leases and furniture and fixtures for 78 store locations from Britches of Georgetowne, Inc. for $15,704,000. Based upon a third-party appraisal, the purchase price was allocated to leasehold improvements, lease rights, and furniture, fixtures and equipment. Excess of cost over net assets acquired (goodwill) totaling $6,972,000 is being amortized on the straight-line method over 20 years. The majority of the locations acquired were converted to Arden B. stores.

As of February 3, 2001, the Company operated 552 stores compared to 548 stores as of January 29, 2000, the end of fiscal 1999. The Company opened 36 stores during fiscal 2000 and closed 32 stores.

Management's Discussion and Analysis of Financial Condition and Results of Operations should be read in conjunction with the Company's consolidated financial statements and the notes thereto.

Results of Operations

Fiscal 2000 consists of the 53 week period ended February 3, 2001, fiscal 1999 consists of the 52 week period ended January 29, 2000 and fiscal 1998 consists of the 52 week period ended January 30, 1999. Comparable store sales for fiscal 2000 and fiscal 1999 are defined as sales in stores that were open at least 14 months. Comparable store sales for fiscal 1998 are defined as sales in stores that were open throughout the full fiscal year and throughout the full prior fiscal year. The change in the method of calculating comparable store sales in fiscal 1999 would not have resulted in any material change to the results of fiscal 1998 if applied retroactively to that fiscal year.

The following table sets forth selected income statement data of the Company expressed as a percent of sales for the years indicated:

	AS A PERCENTAGE OF SALES		
FISCAL YEAR ENDED	FEBRUARY 3, 2001	JANUARY 29, 2000	JANUARY 30, 1999
Sales (including frequent buyer sales income, catalog and web-site sales)	100.0%	100.0%	100.0%
Cost of sales (including buying, distribution and occupancy costs)	72.3	72.5	69.3
Gross margin	27.7	27.5	30.7
Selling, general and administrative expenses	23.1	23.8	22.8
Operating income	4.6	3.7	7.9
Other income	–	0.2	–
Interest income, net	0.9	0.6	0.8
Income before provision for income taxes	5.5	4.5	8.7
Provision for income taxes	2.1	1.8	3.4
Net income	3.4%	2.7%	5.3%

Fiscal 2000 Compared to Fiscal 1999

Sales in fiscal 2000 were $580,182,000 for the 53 week fiscal year compared to sales in fiscal 1999 of $524,407,000 for the 52 week fiscal year, an increase of $55,775,000, or 10.6%. The dollar increase in sales in fiscal 2000 compared to fiscal 1999 was due to the impact of the 36 new store openings in fiscal 2000 and the full year impact in 2000 of the 94 net new store openings in fiscal 1999. The increase in sales was also due to the increase in comparable store sales of 3.9 percent for the 52 weeks ended January 27, 2001 compared to the 52 weeks ended January 29, 2000. These increases were somewhat offset by the closing of 32 stores in fiscal 2000.

Cost of sales, including buying, distribution and occupancy costs, was $419,310,000 in fiscal 2000 compared to $380,012,000 in fiscal 1999, an increase of $39,298,000, or 10.3%. As a percentage of sales, cost of sales decreased to 72.3% in fiscal 2000, from 72.5% in fiscal 1999, a decrease of 0.2%. The dollar increase in cost of sales in fiscal 2000 compared to fiscal 1999 was due primarily to the increase in the number of new stores and the increase in total sales. The decrease in cost of sales as a percentage of sales related primarily to a decrease in markdowns from the prior year. The prior year markdowns were higher due to the need to clear excess merchandise. Offsetting this decrease in the cost of sales were increases in buying costs, distribution costs and, to a lesser extent, occupancy costs. The increase in buying costs as a percentage of sales was due to additional headcount added to support the new divisions and further augment current infrastructure. Occupancy costs as a percentage of sales increased slightly as a result of an increase in depreciation.

WS 001022

Selling, general and administrative expenses were $134,002,000 in fiscal 2000 compared to $124,712,000 in fiscal 1999, an increase of $9,290,000, or 7.4%. As a percentage of sales, selling, general and administrative expenses was 23.1% in fiscal 2000 compared to 23.8% in fiscal 1999, a decrease of 0.7%. The dollar increase in selling, general and administrative expenses in fiscal 2000 compared to fiscal 1999 was primarily due to leveraging expenses against the increase in total sales. The decrease as a percentage of sales was related to a decrease in advertising from the prior year, a decrease in costs related to the catalog which was discontinued and a decrease in the merchandise delivery cost. Offsetting this decrease to selling, general and administrative expenses as a percentage of sales was an increase in executive salaries due to the separation payment to the former president of the company and an increase in office wages related to the additional headcount added to support a larger organization. Included in selling, general and administrative expenses was the loss on disposal of the assets for the Limbo Lounge division of $2.0 million and the income derived from the reversal of a reserve for self insurance (see Note 11 of Notes To Consolidated Financial Statements).

The Company had no other income, net, in fiscal 2000 compared to $1,154,000 in fiscal 1999. Other income, net, for fiscal 1999 was related to the sale of one store lease.

Interest income, net, was $4,857,000 in fiscal 2000 compared to $3,005,000 in fiscal 1999, an increase of $1,852,000. This increase was due primarily to an increase in the average cash balance invested during the year as well as an increase in the effective interest rates for the year.

Income tax provision was $12,215,000 in fiscal 2000 compared to $9,659,000 in fiscal 1999. The effective income tax rate in fiscal 2000 was 38.5% compared to 40.5% in fiscal 1999. The decrease in the effective tax rate in fiscal 2000 compared to fiscal 1999 was due to an increase in income generated from states with lower effective tax rates.

Based on the factors noted above, net income was $19,512,000 in fiscal 2000 compared to $14,183,000 in fiscal 1999, an increase of $5,329,000, or 37.6%. As a percentage of sales, net income was 3.4% in fiscal 2000 compared to 2.7% in fiscal 1999.

Fiscal 1999 Compared to Fiscal 1998

Sales in fiscal 1999 were $524,407,000 compared to sales in fiscal 1998 of $485,389,000, an increase of $39,018,000, or 8.0%. The dollar increase in sales in fiscal 1999 compared to fiscal 1998 was due to the impact of the 109 new store openings in fiscal 1999 and the full year impact in 1999 of the net 65 new store openings in fiscal 1998. These increases were somewhat offset by the closing of 15 stores in fiscal 1999 and by the decrease in comparable store sales of 9.8%.

Cost of sales, including buying, distribution and occupancy costs, was $380,012,000 in fiscal 1999 compared to $336,527,000 in fiscal 1998, an increase of $43,485,000 or 12.9%. As a percentage of sales, cost of sales increased to 72.5% in fiscal 1999, from 69.3% in fiscal 1998, an increase of 3.2%. The dollar increase in cost of sales in fiscal 1999 compared to fiscal 1998 was due primarily to the increase in the number of stores. The increase in cost of sales as a percentage of sales related primarily to an increase in occupancy costs as a percent of sales due to the decrease in comparable store sales. To a lesser extent, the increase was due to an increase in buying costs as a percentage of sales due to additional headcount added in fiscal 1999 to support the increase in the number of stores. Offsetting these increases was a decrease in distribution costs related primarily to the decrease in the unit cost of processing in the current year and to leveraging of fixed costs, such as rent and depreciation, due to the increase in total sales. The cost of merchandise as a percent of sales was the same as the prior year. There was an improvement in the initial mark up and the shrink rate in fiscal 1999 compared to fiscal 1998, which was offset by an increase in markdowns. The increase in markdowns was related primarily with the need to clear merchandise due to the decrease in comparable store sales, particularly in the fourth quarter.

Selling, general and administrative expenses were $124,712,000 in fiscal 1999 compared to $110,554,000 in fiscal 1998, an increase of $14,158,000, or 12.8%. As a percentage of sales, selling, general and administrative expenses was 23.8% in fiscal 1999 compared to 22.8% in fiscal 1998, an increase of 1%. The dollar increase in selling, general and administrative expenses in fiscal 1999 compared to fiscal 1998 was primarily due to the increase in total sales. The increase as a percentage of sales was primarily related to the increases in selling wages and advertising expenses in the current year as a percentage of sales offset somewhat by a decrease in the fixed costs associated with catalog production as a percentage of sales. Without the impact of the catalog operation, selling, general and administrative expenses increased 1.8%. This increase related primarily to the increase in selling expense as a percentage of sales due to the impact of the decrease in the comparable store sales on the fixed portion of store wages. Also contributing to the increase as a percentage of sales was an increase in advertising expense related to a national advertising campaign in fiscal 1999 for both the Blue Asphalt and Arden B. brands.

Other income, net, was $1,154,000, or 0.2% of sales in fiscal 1999. Other income, net, was related to the sale of one store lease.

Interest income, net, was $3,005,000 in fiscal 1999 compared to $3,894,000 in fiscal 1998, a decrease of $889,000. This decrease was due primarily to a decrease in the average cash balance invested during the year.

Income tax provision was $9,659,000 in fiscal 1999 compared to $16,248,000 in fiscal 1998. The effective income tax rate in fiscal 1999 was 40.5% compared to 38.5% in fiscal 1998. The increase in the effective tax rate in fiscal 1999 compared to fiscal 1998 was due to the impact of the lower pretax income in fiscal 1999 and the permanent timing differences between book and tax, as well as to the decrease in tax exempt securities.

Based on the factors noted above, net income was $14,183,000 in fiscal 1999 compared to $25,954,000 in fiscal 1998, a decrease of $11,771,000, or 45.4%. As a percentage of sales, net income was 2.7% in fiscal 1999 compared to 5.3% in fiscal 1998.

Liquidity and Capital Resources

Working capital at the end of fiscal 2000, 1999 and 1998 was $44,213,000, $47,707,000 and $21,856,000, respectively. The decrease in working capital in fiscal 2000 compared to fiscal 1999 was primarily due to a net increase in long-term investments of $32,731,000, as current year excess cash has been invested in long-term investments with maturities of more than one year. This decrease was offset to some extent by the increase in prepaid expenses and the decrease in the current portion of long-term debt. Net cash provided by operating activities in fiscal 2000, 1999 and 1998 was $46,395,000, $28,795,000, and $43,950,000, respectively. The increase in net cash provided by operating activities in fiscal 2000 compared to fiscal 1999 was due primarily to the increase in net earnings. Further contributing to the increase was the increase in income taxes payable and the decrease in the current portion of long-term debt. This was offset to some extent by the increase in prepaid rent expenses and net deferred taxes. The increase in income taxes payable was due to the increase in taxable income, particularly in the fourth quarter. The decrease in inventory over the prior year was related to the planned decrease in inventory levels.

In fiscal 2000, 1999 and 1998 the Company invested $18,134,000, $26,819,000, and $26,503,000, respectively, in property and equipment and leasehold improvements. These expenditures related primarily to new store openings and remodels. In fiscal 2000, the Company opened 36 stores and remodeled 20 stores. In fiscal 1999, the Company acquired the leases and equipment and leasehold improvements for 78 store locations from Britches of Georgetowne, Inc. for $15,704,000, of which $6,972,000 was classified as goodwill. In fiscal 1998, the Company acquired the leases and equipment and leasehold improvements for 19 store locations from Mothers Work, Inc. for $1,911,000. The majority of the locations acquired were converted to Arden B. stores. Capital expenditures for fiscal 2001 are currently estimated to be $44,000,000, related primarily to planned new store openings and remodels.

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On March 25, 2001, the Company acquired the leases, merchandise inventory and furniture and fixtures for 18 Zutopia stores from Gymboree, Inc. Zutopia is a "tween" retail concept which caters to the female customer ages 5 to 12. The Company intends to continue to operate the acquired store locations under the Zutopia name.

In September 1998, the Company's Board of Directors authorized the repurchase of up to 20% of the outstanding shares of the Company's Class A Common Stock. As of February 3, 2001, 1,367,600 shares had been repurchased at a cost of $20,349,000. Such repurchased shares are reflected as treasury stock in the accompanying consolidated financial statements.

The Company has a secured revolving line of credit arrangement with Bank of America National Trust and Savings Association ("Bank of America") in an aggregate principal amount of $50,000,000, maturing on July 1, 2001. The Company also had a five year amortizing unsecured term loan with Bank of America in an amount up to $10,000,000. This loan was repaid in full on May 24, 2000. At February 3, 2001, there were no outstanding borrowings under the credit arrangement and there were $5,512,000 open letters of credit related to imported inventory orders. The Company was in compliance with all terms and covenants of the credit arrangement. The Company invests its excess funds primarily in a short-term investment grade money market fund, investment grade commercial paper and U.S. Treasury and Agency obligations. Management believes the Company's working capital, investments and cash flows from operating activities will be sufficient to meet the Company's operating and capital requirements in the foreseeable future.

Seasonality and Inflation

The Company's business is seasonal by nature with the Christmas season (beginning the week of Thanksgiving and ending the first Saturday after Christmas) and the back-to-school season (beginning the last week of July and ending the first week of September), historically accounting for the largest percentage of sales volume. In the Company's three fiscal years ended February 3, 2001, the Christmas and back-to-school seasons together accounted for an average of approximately 31% of the Company's annual sales, after adjusting for sales increases related to new stores. The Company does not believe that inflation has had a material effect on the results of operations during the past three years. However, there can be no assurance that the Company's business will not be affected by inflation in the future.

Statement Regarding Forward Looking Disclosure

The preceding "Management's Discussion and Analysis of Financial Condition and Results of Operations" section may contain various forward looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended, which represent the Company's expectations or beliefs concerning future events. The Company cautions that these statements are further qualified by important factors that could cause actual results to differ materially from those in the forward looking statements, including, without limitation, the retention by the Company of suppliers for both brand name and Company-developed merchandise, the ability of the Company to expand and to continue to increase comparable store sales, and the sufficiency of the Company's working capital and cash flows from operating activities. In addition, these statements are further qualified by important factors that could cause actual results to differ materially from those in the forward looking statements, including, without limitation, a decline in demand for the merchandise offered by the Company, the ability of the Company to locate and obtain acceptable store sites and lease terms or renew existing leases, the ability of the Company to obtain adequate merchandise

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supply, the ability of the Company to hire and train employees, the ability of the Company to gauge the fashion tastes of its customers and provide merchandise that satisfies customer demand, management's ability to manage the Company's expansion, the effect of economic conditions, the effect of severe weather or natural disasters and the effect of competitive pressures from other retailers. The Company disclaims any obligation or undertaking to disseminate any updates or revisions to any forward looking statement contained herein or to reflect any change in the expectations of the Company after the date hereof or any change in events, conditions or circumstances on which any statement is based.

New Accounting Pronouncements

In June 1998, the Financial Accounting Standards Board ("FSAB") issued Statement of Financial Accounting Standard ("SFAS") No. 133, "Accounting for Derivative Instruments and Hedging Activities". SFAS No. 133 establishes accounting and reporting standards for derivative instruments and for hedging activities. In July 1999, the FASB issued SFAS No. 137, "Accounting for Derivative Instruments and Hedging Activities – Deferral of the Effective Date of FASB Statement No. 133," which delays the effective date of SFAS No. 133 to fiscal years beginning after June 15, 2000. The Company adopted SFAS No. 133 effective February 4, 2001. The adoption of SFAS No. 133 will not have a material effect on the Company's consolidated results of operations or financial condition.

In December 1999, the Securities and Exchange Commission issued Staff Accounting Bulletin ("SAB") No. 101, "Revenue Recognition in Financial Statements". SAB No. 101 summarizes the staff's views in applying accounting principles generally accepted in the United States of America to revenue recognition in financial statements. The Company adopted SAB No. 101 in the fourth quarter of fiscal year 2000. The adoption of SAB No. 101 did not have a material impact on the Company's consolidated results of operations or equity.

In March 2000, the FASB issued Interpretation ("FIN") No. 44, "Accounting for Certain Transactions involving Stock Compensation." FIN No. 44 is an interpretation of Accounting Principal Board's ("APB") Opinion No. 25, "Accounting for Stock Issued to Employee.". Among other matters, FIN No. 44 clarifies the application of APB Opinion No. 25 regarding the definition of employee for purposes of applying APB Opinion No. 25, the criteria for determining whether a plan qualifies as non compensatory and the accounting consequences of modifications to the terms of a previously issued stock options or similar awards. The Company adopted the provisions of FIN No. 44 in the third quarter of fiscal 2000. The adoption of FIN No. 44 did not have a material impact on the Company's consolidated results of operations or financial condition.

Quantitative and Qualitative Disclosures About Market Risk

To the extent the Company borrows under its credit facility, the Company would be exposed to market risk related to changes in interest rates. At February 3, 2001 no borrowings were outstanding under the Company's credit facility. See Notes 1 and 3 to the Company's Consolidated Financial Statements for further discussion of the Company's accounting policies for financial instruments. The Company is not a party with respect to derivative financial instruments.

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QUARTERLY MARKET INFORMATION

The Company's Class A Common Stock ("Common Stock") is listed on The NASDAQ Stock Market ("NASDAQ") under the symbol "WTSLA". As of March 15, 2001, there were 290 shareholders of record of the Company's Class A Common Stock. Additionally, the number of beneficial owners of the Company's Common Stock was estimated to be in excess of 4,500. The closing price of the Common Stock on March 15, 2001 was $27 11/16.

The following table reflects the high and low sale prices of the Company's Common Stock as reported by Nasdaq for the last two fiscal years.

	FISCAL 2000		FISCAL 1999	
QUARTER	HIGH	LOW	HIGH	LOW
First Quarter	$ 19 15/16	$ 10 1/8	$ 44 5/8	$ 32 1/2
Second Quarter	18 3/8	10 3/4	46 3/8	24
Third Quarter	16 7/8	11 1/16	23 3/8	13 3/16
Fourth Quarter	31 7/8	17 1/2	14 3/4	11

The Company has reinvested earnings in the business and has never paid any cash dividends to holders of the Company's Common Stock. The declaration and payment of future dividends, which are subject to the terms and covenants contained in the Company's bank line of credit, are at the sole discretion of the Board of Directors and will depend upon the Company's profitability, financial condition, cash requirements, future prospects and other factors deemed relevant by the Board of Directors.

CONSOLIDATED BALANCE SHEETS

(IN THOUSANDS)	FEBRUARY 3, 2001	JANUARY 29, 2000
Assets		
Current Assets:		
Cash and cash equivalents (Note 1)	$ 30,122	$ 44,921
Short-term investments (Note 3)	38,060	26,395
Other receivables	2,412	3,909
Merchandise inventories (Note 1)	30,102	33,288
Prepaid expenses, including prepaid rent of $8,856 as of February 3, 2001 (Note 1)	9,463	–
Deferred tax charges (Note 4)	1,094	1,560
Total current assets	111,253	110,073
Equipment and Leasehold Improvements (Note 1):		
Leasehold improvements	99,873	99,679
Furniture, fixtures and equipment	54,048	47,488
Leasehold rights	2,944	2,944
	156,865	150,111
Less accumulated depreciation	(85,483)	(73,167)
Net equipment and leasehold improvements	71,382	76,944
Long-term Investments (Note 3)	40,018	7,287
Other Assets:		
Deferred tax charges and other assets (Notes 4 and 12)	14,541	11,594
Goodwill, net of accumulated amortization of $1,386,000 and $992,000 as of February 3, 2001 and January 29, 2000, respectively (Note 1)	6,717	7,111
Total other assets	21,258	18,705
	$ 243,911	$ 213,009

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CONSOLIDATED BALANCE SHEETS (CONTINUED)

	FEBRUARY 3, 2001	JANUARY 29, 2000
Liabilities and Stockholders' Equity		
Current Liabilities:		
Accounts payable	$ 43,681	$ 39,448
Accrued liabilities (Note 11)	17,811	20,611
Income taxes payable (Note 4)	5,548	543
Current portion of long-term debt	–	1,764
Total current liabilities	67,040	62,366
Long-term Liabilities:		
Deferred rent (Note 1)	9,191	8,501
Other long-term liabilities (Note 12)	3,887	3,909
Total long-term liabilities	13,078	12,410
Total liabilities	80,118	74,776
Commitments and Contingencies (Note 7)		
Stockholders' Equity (Notes 5 and 6):		
Preferred Stock, $.01 par value, authorized, 2,000,000 shares; none issued and outstanding	–	–
Common Stock, Class A, $.10 par value, authorized 20,000,000 shares; 11,236,879 and 10,900,023 shares issued and outstanding at February 3, 2001 and January 29, 2000, respectively	1,124	1,090
Common Stock, Class B convertible, $.10 par value, authorized 10,000,000 shares; 2,912,665 shares issued and outstanding at February 3, 2001 and January 29, 2000	291	291
Paid-in capital	68,658	62,493
Retained earnings	114,069	94,557
Other comprehensive loss (Note 12)	–	(139)
Treasury stock, 1,367,600 and 1,347,600 shares, at cost, at February 3, 2001 and January 29, 2000, respectively	(20,349)	(20,059)
Total stockholders' equity	163,793	138,233
	$ 243,911	$ 213,009

See accompanying notes to consolidated financial statements.

CONSOLIDATED STATEMENTS OF INCOME

(IN THOUSANDS, EXCEPT SHARE DATA)	FEBRUARY 3, 2001	JANUARY 29, 2000	JANUARY 30, 1999
Sales	$ 580,182	$ 524,407	$ 485,389
Cost of sales (including buying, distribution and occupancy costs)	419,310	380,012	336,527
Gross margin	160,872	144,395	148,862
Selling, general and administrative expenses	134,002	124,712	110,554
Operating income	26,870	19,683	38,308
Other income	–	1,154	–
Interest income, net	4,857	3,005	3,894
Income before provision for income taxes	31,727	23,842	42,202
Provision for income taxes (Note 4)	12,215	9,659	16,248
Net income	$ 19,512	$ 14,183	$ 25,954
Net income per share, basic (Note 13)	$ 1.56	$ 1.14	$ 1.98
Net income per share, diluted (Note 13)	$ 1.54	$ 1.11	$ 1.91
Weighted average shares outstanding, basic (Note 1)	12,484,409	12,425,704	13,085,587
Weighted average shares outstanding, diluted (Note 1)	12,662,307	12,813,338	13,581,233

See accompanying notes to consolidated financial statements.

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CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(IN THOUSANDS, EXCEPT SHARE DATA)	FEBRUARY 3, 2001	JANUARY 29, 2000	JANUARY 30, 1999
Net income	$ 19,512	$ 14,183	$ 25,954
Other comprehensive income (loss):			
Supplemental employee retirement plan adjustment (Note 12)	139	–	(139)
Comprehensive income	$ 19,651	$ 14,183	$ 25,815

See accompanying notes to consolidated financial statements.

CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY

(IN THOUSANDS, EXCEPT SHARE DATA)	COMMON STOCK CLASS A SHARES	PAR VALUE
Balance at January 31, 1998	10,656,578	$ 1,066
Stock issued pursuant to long-term incentive plan (Note 6)	12,308	1
Exercise of stock options (Note 6)	36,000	4
Tax benefit related to exercise of stock options (Note 6)	–	–
Repurchase of common stock (Note 5)	–	–
Supplemental Employee Retirement Plan adjustment (Note 12)	–	–
Net income	–	–
Balance at January 30, 1999	10,704,886	1,071
Stock issued pursuant to long-term incentive plan (Note 6)	10,137	1
Exercise of stock options (Note 6)	185,000	18
Tax benefit related to exercise of stock options (Note 6)	–	–
Repurchase of common stock (Note 5)	–	–
Net income	–	–
Balance at January 29, 2000	10,900,023	1,090
Stock issued pursuant to long-term incentive plan (Note 6)	12,756	1
Exercise of stock options (Note 6)	324,100	33
Tax benefit related to exercise of stock options (Note 6)	–	–
Repurchase of common stock (Note 5)	–	–
Supplemental Employee Retirement Plan adjustment (Note 12)	–	–
Net income	–	–
Balance at February 3, 2001	11,236,879	$ 1,124

See accompanying notes to consolidated financial statements.

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COMMON STOCK CLASS B SHARES	PAR VALUE	PAID-IN CAPITAL	RETAINED EARNINGS	OTHER COMPREHENSIVE LOSS	TREASURY STOCK	TOTAL STOCKHOLDERS' EQUITY
2,912,665	$ 291	$ 57,217	$ 54,420	$ –	$ –	$ 112,994
–	–	462	–	–	–	463
–	–	269	–	–	–	273
–	–	408	–	–	–	408
–	–	–	–	–	(19,675)	(19,675)
–	–	–	–	(139)	–	(139)
–	–	–	25,954	–	–	25,954
2,912,665	291	58,356	80,374	(139)	(19,675)	120,278
–	–	110	–	–	–	111
–	–	1,691	–	–	–	1,709
–	–	2,336	–	–	–	2,336
–	–	–	–	–	(384)	(384)
–	–	–	14,183	–	–	14,183
2,912,665	291	62,493	94,557	(139)	(20,059)	138,233
–	–	394	–	–	–	395
–	–	3,846	–	–	–	3,879
–	–	1,925	–	–	–	1,925
–	–	–	–	–	(290)	(290)
–	–	–	–	139	–	139
–	–	–	19,512	–	–	19,512
2,912,665	$ 291	$ 68,658	$ 114,069	$ –	$ (20,349)	$ 163,793

CONSOLIDATED STATEMENTS OF CASH FLOWS

(IN THOUSANDS)	FEBRUARY 3, 2001	JANUARY 29, 2000	JANUARY 30, 1999
Cash flows from operating activities:			
Net income	$ 19,512	$ 14,183	$ 25,954
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	22,284	18,771	13,039
Loss on disposal of equipment and leasehold improvements	2,295	546	–
Stock issued pursuant to long-term incentive plan	395	111	463
Deferred tax, net	(2,742)	271	(1,124)
Changes in operating assets and liabilities:			
Other receivables	1,497	(244)	(456)
Merchandise inventories	3,186	(5,286)	(1,118)
Prepaid expenses	(9,463)	–	330
Other assets	261	43	(594)
Accounts payable and accrued liabilities	1,433	2,114	1,517
Income taxes payable	6,930	(3,311)	4,045
Deferred rent	690	1,043	1,204
Other long-term liabilities	117	554	690
Net cash provided by operating activities	46,395	28,795	43,950
Cash flows from investing activities:			
Investment in equipment and leasehold improvements	(18,134)	(26,819)	(26,503)
Acquisition of store leases and store assets	–	(15,704)	(1,911)
Investment in marketable securities	(103,221)	(4,452)	(83,018)
Proceeds from sale of marketable securities	58,336	30,686	43,418
Net cash used in investing activities	(63,019)	(16,289)	(68,014)

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CONSOLIDATED STATEMENTS OF CASH FLOWS (CONTINUED)

(IN THOUSANDS)	FEBRUARY 3, 2001	JANUARY 29, 2000	JANUARY 30, 1999
Cash flows from financing activities:			
Principal payments on long-term debt	(1,764)	(500)	(1,000)
Purchase of treasury stock	(290)	(384)	(19,675)
Proceeds from issuance of common stock	3,879	1,709	273
Net cash provided by (used in) financing activities	1,825	825	(20,402)
Net (decrease) increase in cash and cash equivalents	(14,799)	13,331	(44,466)
Cash and cash equivalents, beginning of year	44,921	31,590	76,056
Cash and cash equivalents, end of year	$ 30,122	$ 44,921	$ 31,590
Supplemental disclosures of cash flow information:			
Cash paid during the year for:			
Interest	$ 38	$ 146	$ 194
Income taxes, net	$ 8,108	$ 12,902	$ 13,326

Schedule of noncash transactions:

During the fifty-three weeks ended February 3, 2001 and fifty-two weeks ended January 29, 2000 and January 30, 1999, the Company recorded an increase to paid-in capital and a decrease to income taxes payable of $1,925,000, $2,336,000 and $408,000, respectively, related to tax benefits associated with the exercise of non-qualified stock options.

During the fifty-three weeks ended February 3, 2001, the Company recorded an increase to other comprehensive income of $139,000 and a corresponding decrease to other long-term liabilities of $139,000, related to the Supplemental Employee Retirement Plan (see note 13).

During the fifty-two weeks ended January 30, 1999, the Company recorded a decrease to other comprehensive income of $139,000 and a corresponding decrease to other long-term liabilities and other assets of $65,000 and $204,000, respectively, related to the Supplemental Employee Retirement Plan (see note 13).

See accompanying notes to consolidated financial statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the years ended February 3, 2001, January 29, 2000 and January 30, 1999

1 // Summary of Significant Accounting Policies

Nature of the Business

The Wet Seal, Inc. (the "Company") is a nationwide specialty retailer of fashionable and contemporary apparel and accessory items designed for consumers with a young, active lifestyle. The Company's success is largely dependent upon its ability to gauge the fashion tastes of its customers and to provide merchandise that satisfies customer demand. The Company's failure to anticipate, identify or react to changes in fashion trends could adversely affect its results of operations.

Approximately 32% of the voting stock of the Company is held by a group of companies directly or indirectly controlled by two directors of the Company, one of whom is the Chairman of the Board.

The Company's fiscal year ends on the Saturday closest to the end of January. The reporting period includes 53 weeks in fiscal 2000 and 52 weeks in each of the fiscal years 1999 and 1998.

Principles of Consolidation

The consolidated financial statements include the accounts of The Wet Seal, Inc. and its wholly owned subsidiary, The Wet Seal Retail, Inc. All significant intercompany balances and transactions have been eliminated in consolidation.

Basis of Presentation

The consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America.

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Cash and Cash Equivalents
The Company considers all highly-liquid debt instruments purchased with an initial maturity of three months or less to be cash equivalents.

Merchandise Inventories
Merchandise inventories are stated at the lower of cost (first-in, first-out) or market. Cost is determined using the retail inventory method.

Equipment and Leasehold Improvements
Equipment and leasehold improvements are stated at cost. Expenditures for betterment or improvement are capitalized, while expenditures for repairs that do not significantly increase the life of the asset are expensed as incurred.

Depreciation is provided using primarily the straight-line method over the estimated useful lives of the assets. Furniture, fixtures and equipment are typically depreciated over three to five years. Leasehold improvements and the cost of acquiring leasehold rights are depreciated over the lesser of the term of the lease or 10 years.

Long-Lived Assets
The Company accounts for the impairment and disposition of long-lived assets in accordance with Statement of Financial Accounting Standards ("SFAS"), No. 121, "Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of". In accordance with SFAS No. 121, long-lived assets to be held are reviewed for events or changes in circumstances which indicate that their carrying value may not be recoverable. At February 3, 2001, the Company believes there has been no impairment of the value of such assets.

Intangible Assets
Excess of cost over net assets acquired (goodwill), which resulted from the acquisition of certain store assets in 1990 and 1999 is being amortized on the straight-line method over 20 years for the 1999 acquisition and over 25 years for the 1990 acquisition. The Company assesses the recoverability of goodwill at each balance sheet date by determining whether the amortization of the balance over its remaining useful life can be recovered through projected undiscounted future operating cash flows from the acquired assets. At February 3, 2001 the Company determined the goodwill was recoverable.

Revenue Recognition
Sales are recognized upon purchase by customer.

Rental Expense
Any defined rental escalation is averaged over the term of the related lease in order to provide level recognition of rental expense.

Store Pre-Opening Costs
Store opening and pre-opening costs are charged to expense as they are incurred.

Advertising Costs
Costs for advertising related to retail operations consisting of magazine ads, in-store signage and promotions are expensed as incurred. Total advertising expenses related primarily to retail operations in fiscal 2000, 1999 and 1998 were $2,788,000, $5,567,000, and $1,993,000. In fiscal 1999, approximately $2,872,000 was related to a print media advertising campaign.

Income Tax
The Company accounts for income taxes in accordance with SFAS No. 109, "Accounting for Income Taxes" ("SFAS No. 109"). Deferred tax charges are provided on items, principally depreciation and rent, for which there are temporary differences in recording such items for financial reporting purposes and for income tax purposes.

Net Income per Share
In accordance with SFAS No. 128, "Earnings Per Share", net income per share, basic, is computed based on the weighted-average number of common shares outstanding for the period. Net income per share, diluted, is computed based on the weighted-average number of common and potentially dilutive common equivalent shares outstanding for the period (see note 13).

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New Accounting Pronouncements

In June 1998, the Financial Accounting Standards Board ("FSAB") issued Statement of Financial Accounting Standard ("SFAS") No. 133, "Accounting for Derivative Instruments and Hedging Activities". SFAS No. 133 establishes accounting and reporting standards for derivative instruments and for hedging activities. In July 1999, the FASB issued SFAS No. 137, "Accounting for Derivative Instruments and Hedging Activities – Deferral of the Effective Date of FASB Statement No. 133," which delays the effective date of SFAS No. 133 to fiscal years beginning after June 15, 2000. The Company adopted SFAS No. 133 effective February 4, 2001. The adoption of SFAS No. 133 will not have a material effect on the Company's consolidated results of operations or financial condition.

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Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Fair Value of Financial Instruments
Management believes the carrying amounts of cash and cash equivalents, other receivables and accounts payable approximate fair value due to the short maturity of these financial instruments. Long-term investments consist of highly liquid interest bearing securities that are carried at amortized cost plus accrued income, which management believes approximates market.

Stock-based Compensation
The Company accounts for stock-based awards to employees using the intrinsic value method in accordance with APB Opinion No. 25, "Accounting for Stock Issued to Employees" (see note 6).

Segment Information
In June 1997, the FASB issued SFAS No. 131, "Disclosures about Segments of an Enterprise and Related Information". This statement establishes standards for the way companies report information about operating segments in financial statements. It also establishes standards for related disclosures about products and services, geographic areas, and major customers. In accordance with the provisions of SFAS No. 131, the Company has determined that it does not currently have any separately reportable operating segments.

2 // Acquisition

On December 1, 1998, the Company acquired the leases and furniture and fixtures for 19 store locations from Mothers Work, Inc. The purchase price of $1,911,000 was allocated to leasehold improvements and furniture, fixtures and equipment in the accompanying consolidated financial statements. The majority of the locations acquired were converted to Arden B. stores.

On February 1, 1999, the Company acquired the leases and furniture and fixtures for 78 store locations from Britches of Georgetowne, Inc. for $15,704,000. Based upon a third-party appraisal, the purchase price was allocated to leasehold improvements, lease rights, and furniture, fixtures and equipment in the accompanying consolidated financial statements. Excess of cost over net assets acquired (goodwill) totaling $6,972,000 is being amortized on the straight-line method over 20 years. The majority of the locations acquired were converted to Arden B. stores.

3 // Investments

Short-term investments consist of highly liquid interest bearing deposits purchased with an initial maturity exceeding three months with a remaining maturity at February 3, 2001 less than 12 months. Long-term investments consist of highly liquid interest bearing securities that mature beyond 12 months from the balance sheet date. It is management's intent to hold short-term and long-term investments to maturity. Short-term and long-term investments are carried at amortized cost plus accrued income, which approximates market at February 3, 2001.

Investments are comprised of the following (in thousands):

DESCRIPTION	MATURITY DATES	AMORTIZED COST	GROSS UNREALIZED GAINS	GROSS UNREALIZED LOSSES	ESTIMATED FAIR VALUE
February 3, 2001					
Corporate bonds	Within 1 year	$ 6,480	$ 30	$ –	$ 6,510
Municipal bonds	Within 1 year	26,884	16	–	26,900
Government obligations	Within 1 year	3,946	4	–	3,950
Floating rate/ Adjustable Notes	Within 1 year	750	–	–	750
Corporate bonds	1 to 2 years	25,782	315	–	26,097
Municipal bonds	1 to 2 years	14,236	131	–	14,367
		$ 78,078	$ 496	$ –	$ 78,574

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DESCRIPTION	MATURITY DATES	AMORTIZED COST	GROSS UNREALIZED GAINS	GROSS UNREALIZED LOSSES	ESTIMATED FAIR VALUE
January 29, 2000					
Corporate bonds	Within 1 year	$ 3,588	$ –	$ 90	$ 3,498
Municipal bonds	Within 1 year	10,507	–	236	10,271
Government obligations	Within 1 year	10,800	–	103	10,697
Floating rate/ Adjustable Notes	Within 1 year	1,500	–	–	1,500
Municipal bonds	1 to 2 years	7,287	–	108	7,179
		$ 33,682	$ –	$ 537	$ 33,145

4 // Provision for Income Taxes

SFAS No. 109 requires the recognition of deferred tax assets and liabilities for the future consequences of events that have been recognized in the Company's consolidated financial statements or tax returns. The measurement of deferred items is based on enacted tax laws. In the event that the future consequences of differences between financial reporting bases and the tax bases of the Company's assets and liabilities result in a deferred tax asset, SFAS No. 109 requires an evaluation of the probability of being able to realize the future benefits indicated by such asset. A valuation allowance related to a deferred tax asset is recorded when it is more likely than not that some portion or all of the deferred tax assets will not be realized.

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The components of the income tax provision are as follows (in thousands):

	FEBRUARY 3, 2001	JANUARY 29, 2000	JANUARY 30, 1999
Current:			
Federal	$ 12,375	$ 7,067	$ 13,442
State	2,582	2,321	3,930
	14,957	9,388	17,372
Deferred:			
Federal	(2,352)	(47)	(1,126)
State	(390)	318	2
	(2,742)	271	(1,124)
	$ 12,215	$ 9,659	$ 16,248

A reconciliation of the income tax provision to the amount of the provision that would result from applying the federal statutory rate (35%) to income before taxes is as follows:

	FEBRUARY 3, 2001	JANUARY 29, 2000	JANUARY 30, 1999
Provision for income taxes at federal statutory rate	35.0%	35.0%	35.0%
State income taxes, net of federal income tax benefit	4.5	7.2	5.6
Tax exempt interest	(0.9)	(1.7)	(1.5)
Inventory contributions	(1.5)	(2.0)	–
Other	1.4	2.0	(0.6)
Effective tax rate	38.5%	40.5%	38.5%

As of February 3, 2001 and January 29, 2000 the Company's net deferred tax asset was $13,180,000 and $10,438,000 respectively. The major components of the Company's net deferred taxes at February 3, 2001 and January 29, 2000 are as follows (in thousands):

	FEBRUARY 3, 2001	JANUARY 29, 2000
Deferred rent	$ 3,602	$ 3,316
Acquisition related reserves	—	608
Inventory cost capitalization	1,006	919
Difference between book and tax basis of fixed assets	7,180	4,022
State income taxes	(428)	(279)
Supplemental Employee Retirement Plan	1,224	860
Other	596	992
	$ 13,180	$ 10,438

5 // Stockholders' Equity

The 2,912,665 shares of the Company's Class B Common Stock outstanding as of February 3, 2001 are convertible on a share-for-share basis into shares of the Company's Class A Common Stock at the option of the holder. The Class B Common Stock has two votes per share while Class A Common Stock has one vote per share.

During the year ended January 30, 1999, the Company's Board of Directors authorized the repurchase of up to 20% of the outstanding shares of the Company's Class A Common Stock. As of February 3, 2001, 1,367,600 shares had been repurchased at a cost of $20,349,000. Such repurchased shares are reflected as treasury stock in the accompanying consolidated financial statements. As of February 3, 2001 there were 767,716 shares remaining that are authorized for repurchase.

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6 // Long-Term Incentive Plan

Under the Company's long-term incentive plans (the "Plans"), the Company may grant stock options which are either incentive stock options within the meaning of Section 422 of the Internal Revenue Code of 1986, as amended (the "Code"), or non-qualified stock options. The Plans provide that the per share exercise price of an incentive stock option may not be less than the fair market value of the Company's Class A Common Stock on the date the option is granted. Options become exercisable over periods of up to five years and generally expire 10 years from the date of grant or 90 days after employment or services are terminated. The Plans also provide that the Company may grant restricted stock and other stock-based awards. An aggregate of 2,425,000 shares of the Company's Class A Common Stock may be issued pursuant to the Plans. As of February 3, 2001, 406,652 shares were available for future grants.

Stock option activity for each of the three years in the period ended February 3, 2001 was as follows:

	NUMBER OF SHARES	WEIGHTED AVERAGE EXERCISE PRICE
Outstanding at January 31, 1998	967,500	$ 14.53
Granted	130,000	16.93
Canceled	(12,000)	13.57
Exercised	(36,000)	7.58
Outstanding at January 30, 1999	1,049,500	14.42
Granted	705,500	15.13
Canceled	(58,000)	16.17
Exercised	(185,000)	9.24
Outstanding at January 29, 2000	1,512,000	15.32
Granted	661,500	13.38
Canceled	(284,800)	15.57
Exercised	(324,100)	11.97
Outstanding at February 3, 2001	1,564,600	$ 15.14

At February 3, 2001, January 29, 2000 and January 30, 1999 there were 355,300, 380,500 and 283,500 outstanding options exercisable at a weighted average exercise price of $16.24, $11.71 and $8.42, respectively.

The following table summarizes information on outstanding and exercisable stock options as of February 3, 2001:

RANGE OF EXERCISE PRICES	OPTIONS OUTSTANDING: NUMBER OUTSTANDING AS OF FEB. 3, 2001	OPTIONS OUTSTANDING: WEIGHTED AVERAGE REMAINING LIFE	OPTIONS OUTSTANDING: WEIGHTED AVERAGE EXERCISE PRICE	OPTIONS EXERCISABLE: NUMBER EXERCISABLE AS OF FEB. 3, 2001	OPTIONS EXERCISABLE: WEIGHTED AVERAGE EXERCISE PRICE
$ 3.00 - $ 3.63	14,000	3.34	$ 3.54	14,000	$ 3.54
4.13 - 5.13	33,500	3.48	4.40	33,500	4.40
8.00 - 12.02	427,500	9.16	11.54	7,000	8.00
13.94 - 16.88	748,600	8.37	15.44	126,800	15.92
19.31 - 27.63	341,000	6.92	20.56	174,000	20.11
$ 3.00 - $27.63	1,564,600	8.12	$ 15.14	355,300	$ 16.24

During the years ended February 3, 2001, January 29, 2000 and January 30, 1999, the Company recognized tax benefits of $1,925,000, $2,336,000 and $408,000, respectively, resulting from the exercise of certain non-qualified stock options.

Additional Long-Term Incentive Plan Information

As discussed in Note 1, the Company continues to account for its stock-based awards using the intrinsic value method in accordance with APB No. 25, "Accounting for Stock Issued to Employees," and its related interpretations. Accordingly, no compensation expense has been recognized in the consolidated financial statements for employee incentive stock options or non-qualified stock options.

SFAS No. 123, "Accounting for Stock-Based Compensation," requires the disclosure of pro forma net income and earnings per share had the Company adopted the fair value method as of the beginning of fiscal 1995. Under SFAS No. 123, the fair value of stock-based awards to employees is calculated through the use of option pricing models, even though such models were developed to estimate the fair value of freely tradable, fully transferable options without vesting restrictions, which significantly differ from the Company's stock option awards. These models also require subjective assumptions, including future stock price volatility and expected time to exercise, which greatly affect the calculated values.

The Company's calculations were made using the Black-Scholes option-pricing model with the following weighted average assumptions:

	FISCAL 2000	FISCAL 1999	FISCAL 1998
Dividend Yield	0.00%	0.00%	0.00%
Expected Volatility	78.16%	62.74%	49.93%
Risk-Free Interest Rate	4.84%	5.81%	4.74%
Expected Life of Option following Vesting (in Months)	48	48	48

The Company's calculations are based on a valuation approach and forfeitures are recognized as they occur. If the computed fair values of the fiscal 2000, fiscal 1999 and fiscal 1998 awards had been amortized to expense over the vesting period of the awards, net income (in thousands) and earnings per share would have been reduced to the pro forma amounts indicated below:

		FISCAL 2000	FISCAL 1999	FISCAL 1998
Net Income	As reported	$ 19,512	$ 14,183	$ 25,954
	Pro forma	$ 17,480	$ 12,759	$ 24,804
Net Income Per Share, Basic	As reported	$ 1.56	$ 1.14	$ 1.98
	Pro forma	$ 1.40	$ 1.03	$ 1.90
Net Income Per Share, Diluted	As reported	$ 1.54	$ 1.11	$ 1.91
	Pro forma	$ 1.38	$ 1.00	$ 1.83

The impact of outstanding non-vested stock options granted prior to 1995 has been excluded from the pro forma calculation; accordingly, the above pro forma adjustments are not indicative of future period pro forma adjustments, when the calculation will apply to all applicable stock options.

As of February 3, 2001, the Company has granted an aggregate of 98,639 shares of Class A Common Stock, net of forfeitures, to a group of its key employees under the performance grant award plan which was instituted pursuant to the Company's Plans. Under the performance grant award plan, key employees of the Company receive Class A Common Stock in proportion to their salary. These bonus shares vest at the rate of 33.33% per year and non-vested shares are subject to forfeiture if the participant terminates employment. Compensation expense, equal to the market value of the shares as of the issue date, is being charged to earnings over the period that the employees provide service. In each of the years ended February 3, 2001, January 29, 2000, and January 30, 1999, 12,756, 10,137, and 12,398 shares, respectively, were fully vested and issued. In connection with the issuance of these shares, the Company recorded compensation expense of $395,000, $111,000, and $463,000 for the years ended February 3, 2001, January 29, 2000, and January 30, 1999, respectively.

7 // Commitments and Contingencies

Leases

The Company leases retail stores, automobiles, computers and corporate office and warehouse facilities under operating lease agreements expiring at various times through 2013. Substantially all of the leases require the Company to pay maintenance, insurance, property taxes and percentage rent based on sales volume over certain minimum sales levels. Effective February 1998, the Company entered into a sublease agreement for its former warehouse facility which expires in August 2002.

Minimum annual rental commitments under non-cancelable leases, including the corporate office and warehouse facility lease, are as follows (in thousands):

FISCAL YEAR ENDING	MINIMUM LEASE COMMITMENTS	SUBLEASE INCOME	NET LEASE COMMITMENTS
2001	$ 63,150	$ 677	$ 62,473
2002	51,303	395	50,908
2003	47,888	–	47,888
2004	41,737	–	41,737
2005	35,992	–	35,992
Thereafter	103,903	–	103,903
	$ 343,973	$ 1,072	$ 342,901

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Rental expense, including common area maintenance, was $98,543,000, $90,613,000, and $72,533,000, of which $32,000, $28,000, and $295,000 was paid as percentage rent based on sales volume, for the years ended February 3, 2001, January 29, 2000 and January 30, 1999, respectively.

Employment Contracts

The Company has an employment contract with one officer, which provides for minimum annual salary, customary benefits and allowances, and incentive bonus if specified Company earnings levels are achieved. The agreement provides this same officer with severance benefits which approximate three years' salary if the agreement is terminated without cause before expiration of its term or if the individual's duties materially change following a change in control of the Company.

Litigation

The Company is a defendant in a lawsuit entitled Agnes Trouble vs The Wet Seal, Inc. pending in the United States District Court for the Southern District of New York. The plaintiff seeks money damages in an unspecified amount and an injunction against the Company's use of the trademark Arden B. Plaintiff contends that its trademark and style agnes b. are infringed by Arden B. which the Company denies. Trial is likely to occur in calendar year 2001. If the Company were to lose at trial and is ordered to change the Arden B. name or logo it could have a negative impact on the business of the Arden B. division and the Company would incur costs to comply with the orders of the Court.

Additionally, the Company is a defendant in various lawsuits arising in the ordinary course of its business. While the ultimate liability, if any, arising from these claims cannot be predicted with certainty, the Company is of the opinion that their resolution will not likely have a material adverse effect on the Company's financial statements.

Letters of Credit

At February 3, 2001, the Company had outstanding letters of credit amounting to $5,512,000.

8 // Revolving Credit Arrangement

Under a secured revolving line of credit arrangement with a bank, the Company may borrow up to a maximum of $50,000,000 on a revolving basis through July 2001. The cash borrowings under the arrangement bear interest at the bank's prime rate or, at the Company's option, LIBOR plus 1.5%.

The credit arrangement imposes quarterly and annual financial covenants requiring the Company to maintain certain financial ratios and achieve certain levels of annual income. In addition, the credit arrangement requires that the bank approve the payment of dividends and restrict the level of capital expenditures. At February 3, 2001 and January 29, 2000, the Company was in compliance with these covenants. The Company had no borrowings outstanding under the credit arrangement at February 3, 2001 or January 29, 2000.

9 // Related Party Transactions

Certain officers of Suzy Shier, Inc., a shareholder, provide management services to the Company. For these services, the officers earned in the aggregate a management fee of $500,000 in the year ended February 3, 2001, $437,500 in the year ended January 29, 2000 and $375,000 in the year ended January 30, 1999. The Company has entered into an agreement with these officers, requiring annual payments of $575,000 through 2002.

10 // Retirement Plan

Effective June 1, 1993, the Company established a qualified defined contribution retirement plan under the Internal Revenue Code, Section 401(k). The Wet Seal Retirement Plan (the "Plan") is available to all employees who meet the Plan's eligibility requirements. The Plan is funded by employee contributions, and additional contributions may be made by the Company at its discretion. As of February 3, 2001, the Company had accrued $145,000 as its fiscal 2000 contribution to the Plan.

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11 // Accrued Liabilities

Accrued liabilities consist of the following (in thousands):

	FEBRUARY 3, 2001	JANUARY 29, 2000
Reserve for self-insurance	$ 384	$ 2,672
Accrued wages, bonuses and benefits	5,116	5,570
Gift certificate and credit memo liability	4,273	4,261
Sales tax payable	2,489	2,376
Other	5,549	5,732
	$ 17,811	$ 20,611

In connection with the acquisition of Contempo Casuals, Inc. in fiscal 1995, the Company assumed certain accruals, including the reserve for self-insurance, which were estimated by the seller. In fiscal 2000 the Company reversed $1,900,000 of the reserve for self-insurance based upon management's estimate of its remaining liability.

12 // Supplemental Employee Retirement Plan

The Company maintains a defined benefit Supplemental Employee Retirement Plan (the "SERP") for certain of its key employees and a director. The SERP provides for preretirement death benefits through life insurance and for retirement benefits. The Company funded the SERP in 1998 and 1997 through contributions to a trust fund known as a "Rabbi" trust. Assets held in the Rabbi trust ($1,024,000 and $1,292,000 at February 3, 2001 and January 29, 2000, respectively) are subject to claims of the Company's creditors but otherwise must be used only for purposes of providing benefits under the SERP.

In accordance with SFAS No. 132, "Employers' Disclosures about Pensions and other Postretirement Benefits". the following presents a reconciliation of the SERP's funded status (in thousands):

Change in Benefit Obligation

	FEBRUARY 3, 2001	JANUARY 29, 2000
Benefit obligation at beginning of year	$ 3,909	$ 3,355
Service cost	350	328
Interest cost	264	226
Actuarial loss	(488)	–
Benefits paid	(148)	–
Benefit obligation at end of year	$ 3,887	$ 3,909

Change in Plan Assets

(IN THOUSANDS)	FEBRUARY 3, 2001	JANUARY 29, 2000
Fair value of plan assets at beginning of year	$ –	$ –
Actual return on assets	–	–
Employer contribution	148	–
Benefits paid	(148)	–
Fair value of plan assets at end of year	$ –	$ –
Funded status	$ (3,887)	$ (3,909)
Unrecognized transition (asset)/obligation	–	–
Unrecognized prior service cost	1,641	1,804
Unrecognized net loss	(349)	139
Net amount recognized	$ (2,595)	$ (1,966)

Weighted average assumptions:		
Discount rate	6.75%	6.75%
Expected return on plan assets	0.00%	0.00%
Rate of compensation increase	n/a	n/a

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Amounts Recognized in Balance Sheet

	FEBRUARY 3, 2001	JANUARY 29, 2000
Prepaid pension cost	$ –	$ –
Accrued benefit liability	(3,887)	(3,909)
Intangible asset (unrecognized prior service cost)	1,292	1,804
Accumulated other comprehensive loss	–	139
Net amount recognized	$ (2,595)	$ (1,966)

Components of Net Periodic Pension Cost

	FEBRUARY 3, 2001	JANUARY 29, 2000
Service cost - benefits earned during the period	$ 350	$ 328
Interest cost on projected benefit obligation	264	226
Expected return on plan assets	–	–
Amortization of unrecognized prior service cost	163	164
Net periodic pension cost	$ 777	$ 718

13 // Net Income Per Share

A reconciliation of the numerators and denominators used in basic and diluted net income per share is as follows (in thousands, except for share data):

	FEBRUARY 3, 2001	JANUARY 29, 2000	JANUARY 30, 1999
Net income	$ 19,512	$ 14,183	$ 25,954
Weighted average number of common shares:			
Basic	12,484,409	12,425,704	13,085,587
Effect of dilutive securities - stock options	177,898	387,634	495,646
Diluted	12,662,307	12,813,338	13,581,233
Net income per share:			
Basic	$ 1.56	$ 1.14	$ 1.98
Effect of dilutive securities - stock options	0.02	0.03	0.07
Diluted	$ 1.54	$ 1.11	$ 1.91

14 // Shareholder Rights Plan

On August 19, 1997, the Company's Board of Directors adopted a Shareholder Rights Plan (the "Rights Plan") designed to protect Company stockholders in the event of takeover action that would deny them the full value of their investment. Terms of the Rights Plan provide for a dividend distribution of one right for each share of common stock to holders of record at the close of business on August 29, 1997. The rights become exercisable only in the event, with certain exceptions, an acquiring party accumulates 12 percent or more of the Company's voting stock, or if a party announces an offer to acquire 20 percent or more of the Company's voting stock. Unless earlier redeemed, the rights will expire on August 29, 2007. Each right will entitle the holder to buy one one-hundredth of a share of a new series of preferred stock at a price of $73.00, subject to adjustment upon the occurrence of certain events. The Company will be entitled to redeem the rights at $0.01 per right at any time until the tenth day following the acquisition of a 12 percent position in its voting stock.

15 // Unaudited Quarterly Financial Data

Fiscal Year Ended February 3, 2001
(In thousands except for share data)

QUARTER	SALES	GROSS MARGIN	NET INCOME	NET INCOME PER SHARE, BASIC	NET INCOME PER SHARE, DILUTED
First Quarter	$ 130,600	$ 33,717	$ 2,217	$ .18	$ .18
Second Quarter	128,194	29,992	461	.04	.04
Third Quarter	144,858	40,193	3,955	.32	.31
Fourth Quarter	176,530	56,970	12,879	1.03	.98
For the Year	$ 580,182	$ 160,872	$ 19,512	$ 1.56	$ 1.54

Fiscal Year Ended January 29, 2000
(In thousands except for share data)

QUARTER	SALES	GROSS MARGIN	NET INCOME	NET INCOME PER SHARE, BASIC	NET INCOME PER SHARE, DILUTED
First Quarter	$ 122,835	$ 35,843	$ 4,399	$ .36	$ .34
Second Quarter	126,904	35,965	3,686	.30	.29
Third Quarter	131,465	36,843	2,747	.22	.22
Fourth Quarter	143,203	35,744	3,351	.27	.27
For the Year	$ 524,407	$ 144,395	$ 14,183	$ 1.14	$ 1.11

Net income per share is computed independently for each of the quarters presented and therefore may not sum to the totals for the year.

During the quarter ended February 3, 2001 the Company recorded a $2,000,000 loss on disposal of certain store assets and income of $1,900,000 associated with the reversal of a reserve for self-insurance (see note 11).

INDEPENDENT AUDITORS' REPORT

To the Board of Directors and Stockholders of the The Wet Seal, Inc.:

We have audited the accompanying consolidated balance sheets of The Wet Seal, Inc. (the Company) as of February 3, 2001 and January 29, 2000 and the related consolidated statements of income, comprehensive income, stockholders' equity and cash flows for each of the three fiscal years in the period ended February 3, 2001. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of The Wet Seal, Inc. as of February 3, 2001 and January 29, 2000 and the results of its operations and its cash flows for each of the three fiscal years in the period ended February 3, 2001, in conformity with accounting principles generally accepted in the United States of America.

Deloitte & Touche LLP

Deloitte & Touche LLP
Costa Mesa, California
March 16, 2001

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OFFICERS & DIRECTORS

Board of Directors
George H. Benter Jr.
President, Chief Operating Officer and Director, City National Bank

Kathy Bronstein
Vice Chairman and Chief Executive Officer, The Wet Seal, Inc.

Stephen Gross
President, Suzy Shier Limited

Walter F. Loeb
President, Loeb Associates, Inc.

Wilfred Posluns
Managing Director, Cedarpoint Investments, Inc.

Gerald Randolph
Chief Financial Officer and Director, Suzy Shier Limited

Alan Siegel
Partner, Akin, Gump, Strauss, Hauer and Feld, L.L.P

Irving Teitelbaum
Chairman and Chief Executive Officer, Suzy Shier Limited

Executive Committee
Irving Teitelbaum, Chairman
Kathy Bronstein

Compensation Committee
Irving Teitelbaum, Chairman
Wilfred Posluns
George H. Benter, Jr.

Incentive Compensation Committee
George H. Benter, Jr.
Wilfred Posluns

Option Committee
George H. Benter, Jr.
Walter F. Loeb

Audit Committee
Wilfred Posluns, Chairman
George H. Benter, Jr.
Walter F. Loeb

Corporate Officers
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Chairman of the Board

Kathy Bronstein
Vice Chairman and Chief Executive Officer

Stephen Gross
Secretary

Barbara Bachman
Senior Vice President of Store Operations

Kimberly Bajrech
Vice President of Merchandising

Lee Breitenbach
Vice President of Physical Distribution

Stephen Cox
Senior Vice President GMM, Wet Seal and Contempo Casuals

Pam Furlong
Vice President of Human Resources

Cecilia Gasgonia
Vice President of Merchandise Planning and Allocation, Arden B.

Corporate Officers (Continued)
Heather Hollister
Vice President of Real Estate

Sharon Hughes
Senior Vice President of Merchandising, Zutopia

Ann Cadier Kim
Executive Vice President of Finance and Chief Financial Officer

Siobhan Knox
Vice President of E-commerce

Tina McAuley
Vice President of Product Development and Sourcing

Shelley Moeller
Vice President of Employee Practices

Mathieu Nuygen
Vice President of Creative Services

Cheryl Rudich
Vice President of Strategic Marketing

Greg Scott
President, Arden B.

Norman Shaw
Senior Vice President of Management Information Systems

Vic Spina
Vice President of Store Planning and Construction

Steven Strickland
Senior Vice President of Marketing/Creative Services

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CORPORATE INFORMATION

Corporate Data

The Company's common stock trades on The Nasdaq Stock Market under the symbol "WTSLA". Transfer Agent and Registrar is American Stock Transfer and Trust Company, 40 Wall Street, New York, New York. Central Office, 26972 Burbank, Foothill Ranch, California 92610. (949) 583-9029

Form 10-K

A copy of the Company's Annual Report to the Securities and Exchange Commission on Form 10-K is available without charge to stockholders upon written request to: Investor Relations, The Wet Seal, Inc., 26972 Burbank, Foothill Ranch, California 92610.

Annual Meeting

The Annual Stockholder's Meeting will be held at 10 a.m., Wednesday, May 30, 2001, at the Westin South Coast Plaza, 686 Anton Boulevard, Costa Mesa, California 92626. Proxy statements were mailed to stockholders with the annual report.

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THE WET SEAL, INC.
26972 Burbank, Foothill Ranch
California 92610, 949.583.9029
www.wetseal.com

THE wet seal INC.

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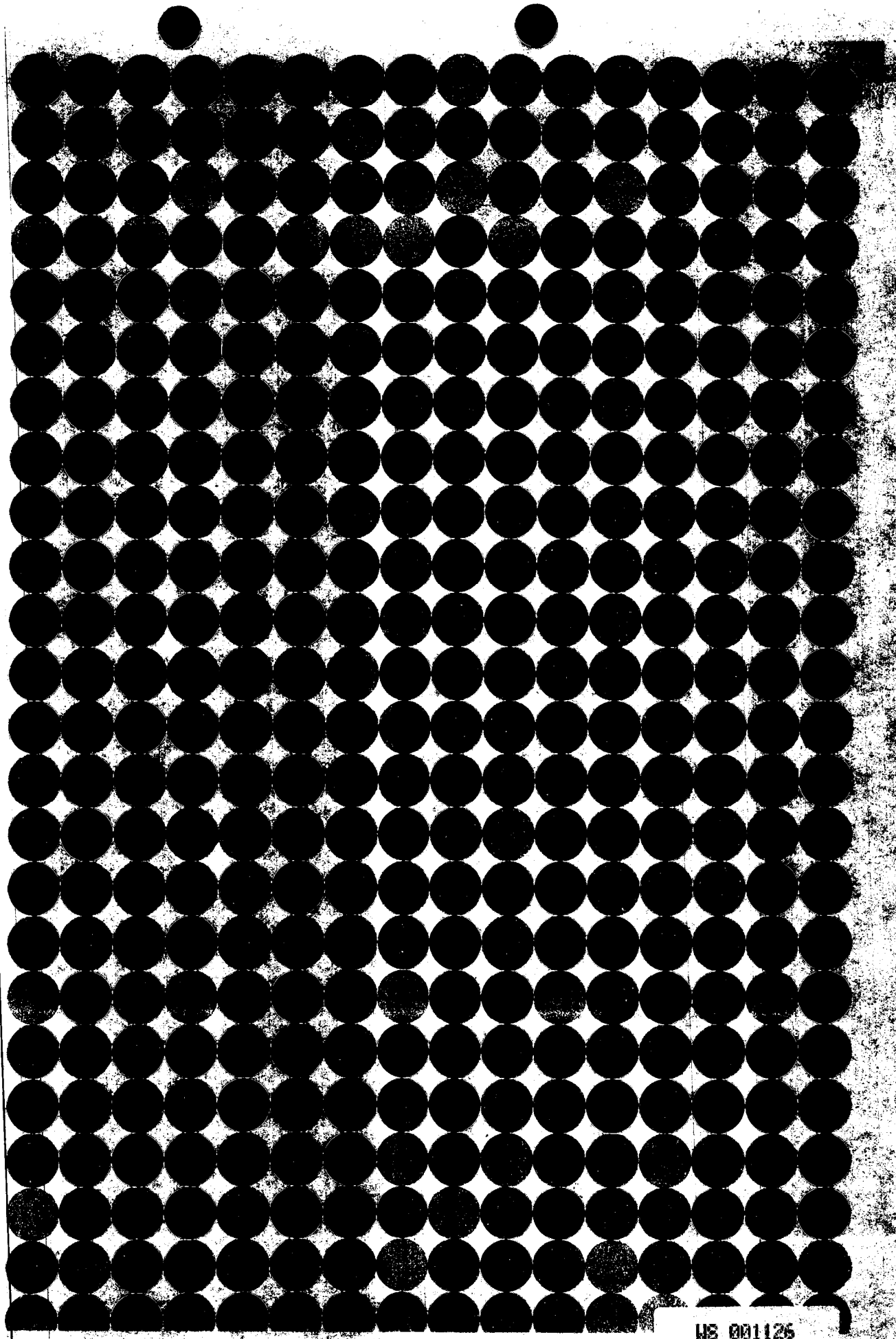

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through
these pages
you'll get a
good feeling
that this company
has become
a global leader
in the young
women's fashion
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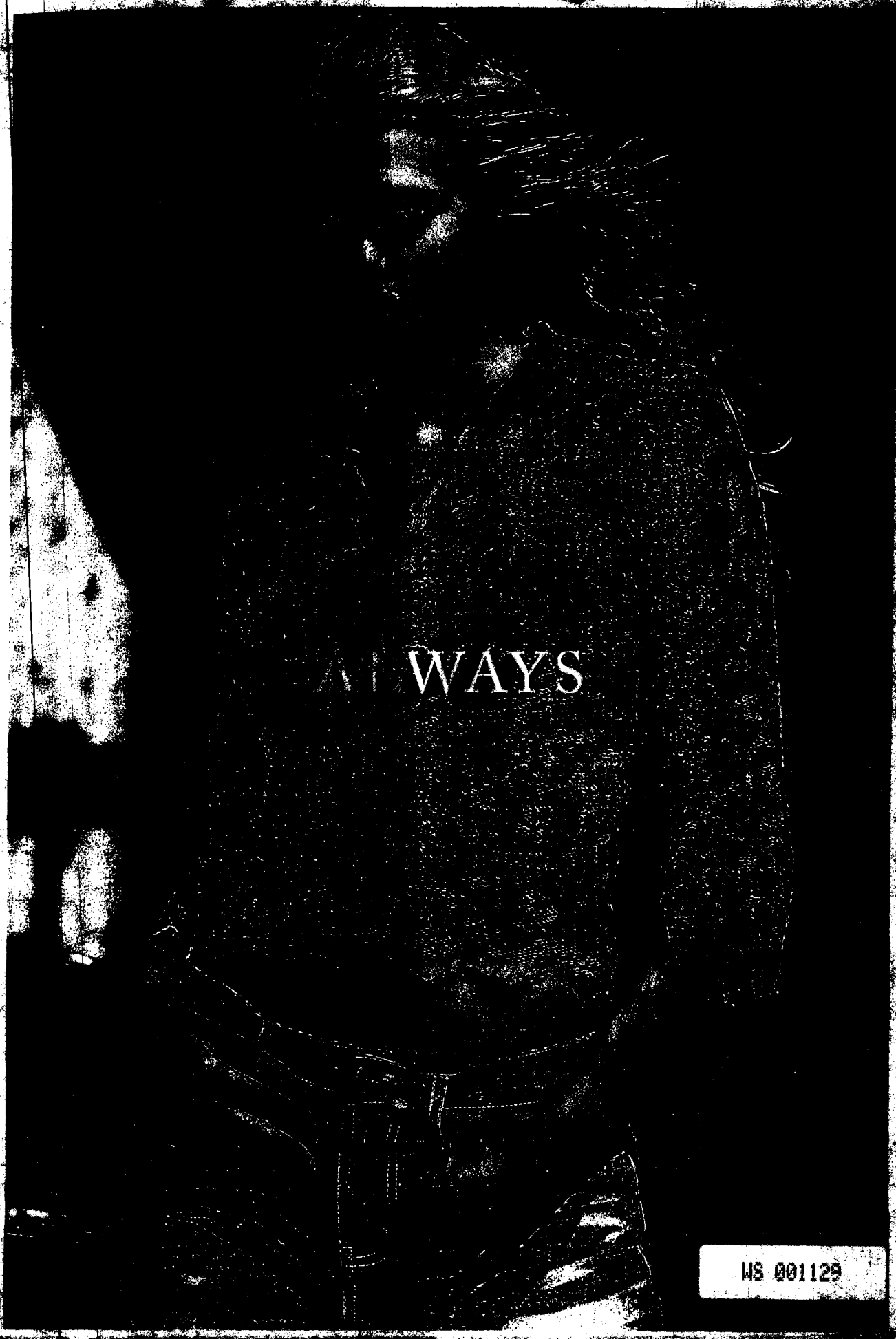

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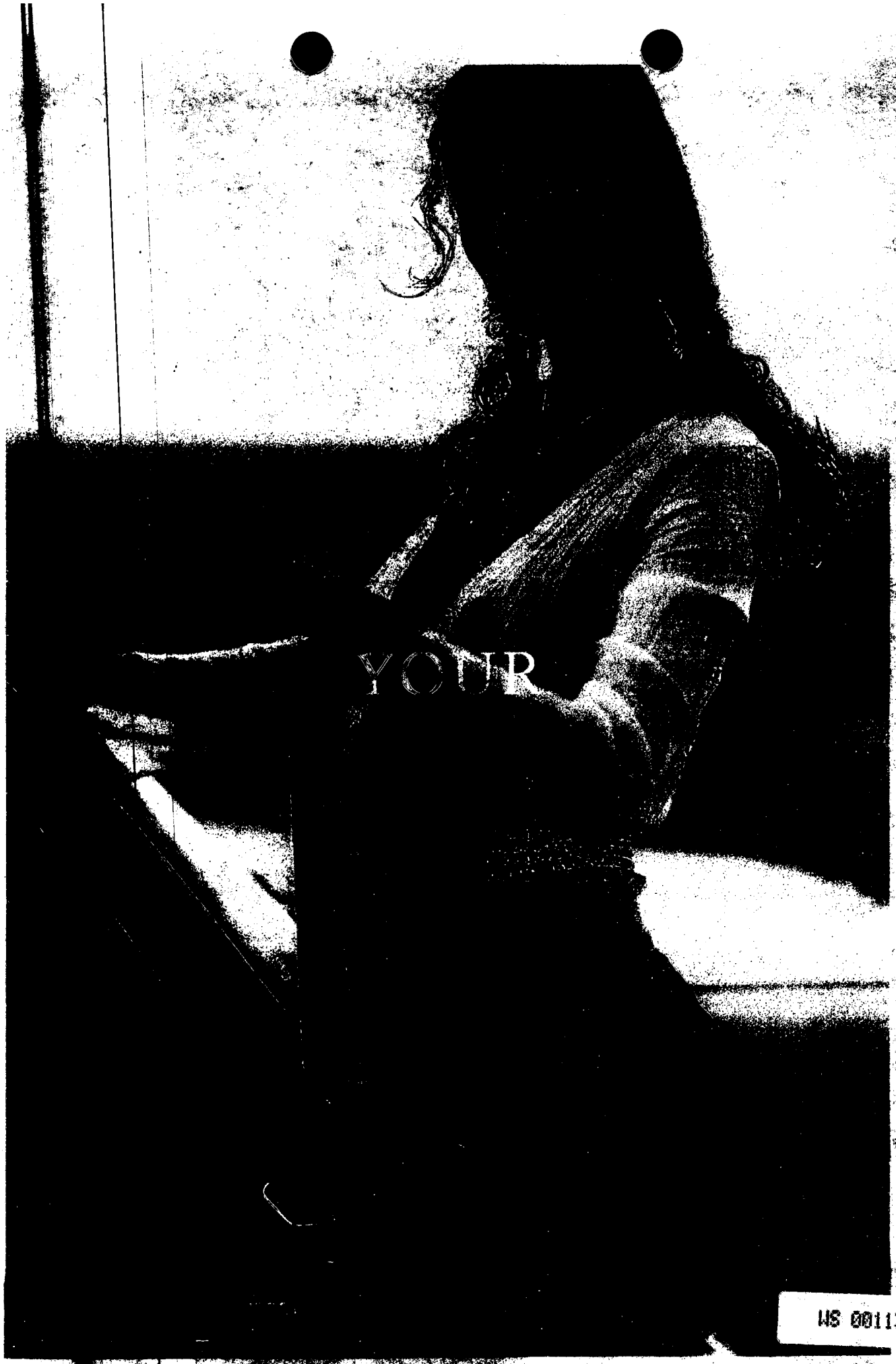

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CUSTOMERS

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WANT.

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We understand it's hard to know what young women want these days.

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We understand that's hard to know what young women want these days.

WS 001137

seems
the tastes
change
daily.

WS 001138

WS 001139

WS 001140

I want glamour.

WS 001141

I want attitude.

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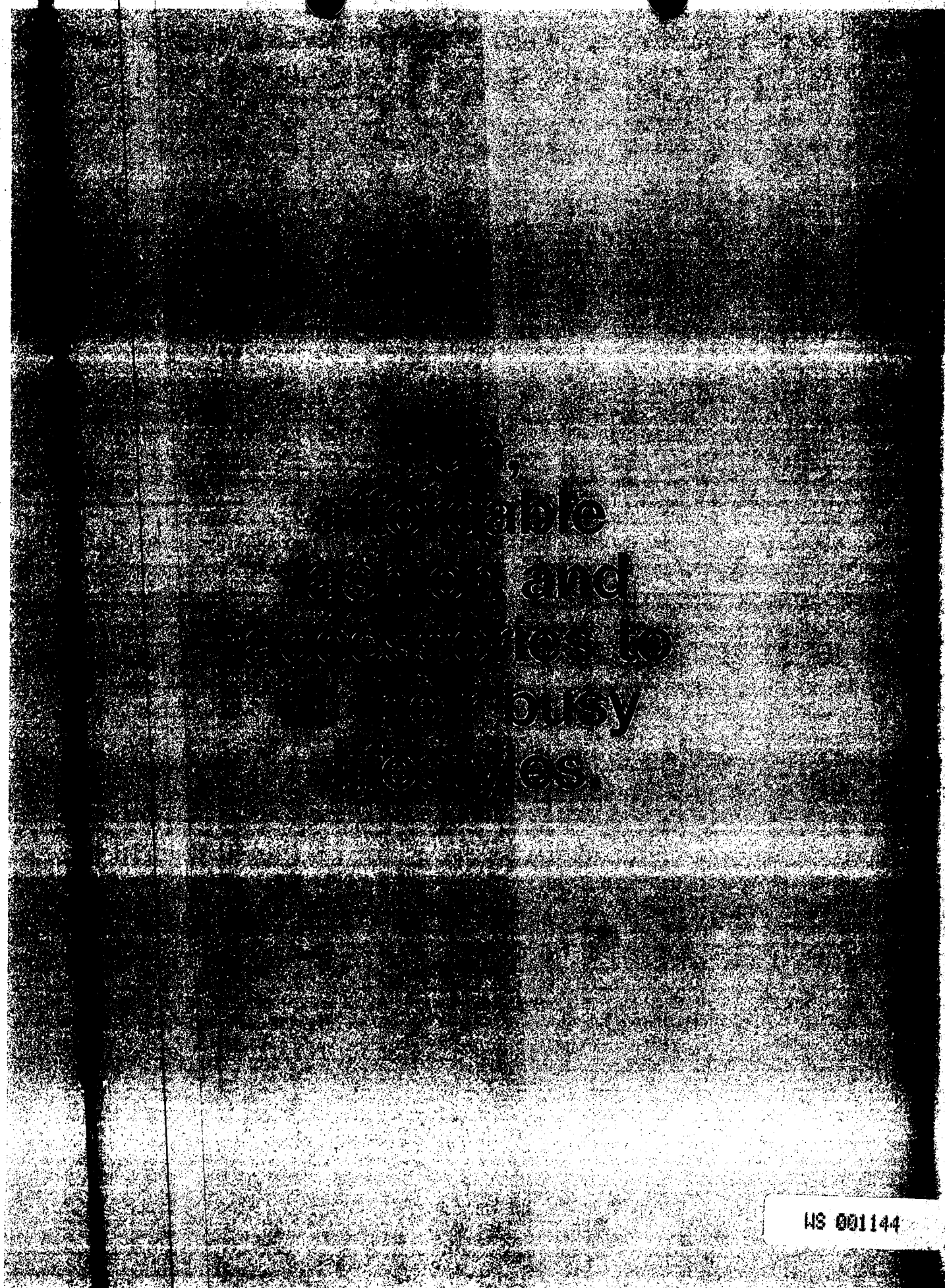
But for over 40 years, WetSeal has been driven to become the undisputed leader in giving young women of the world what they want.



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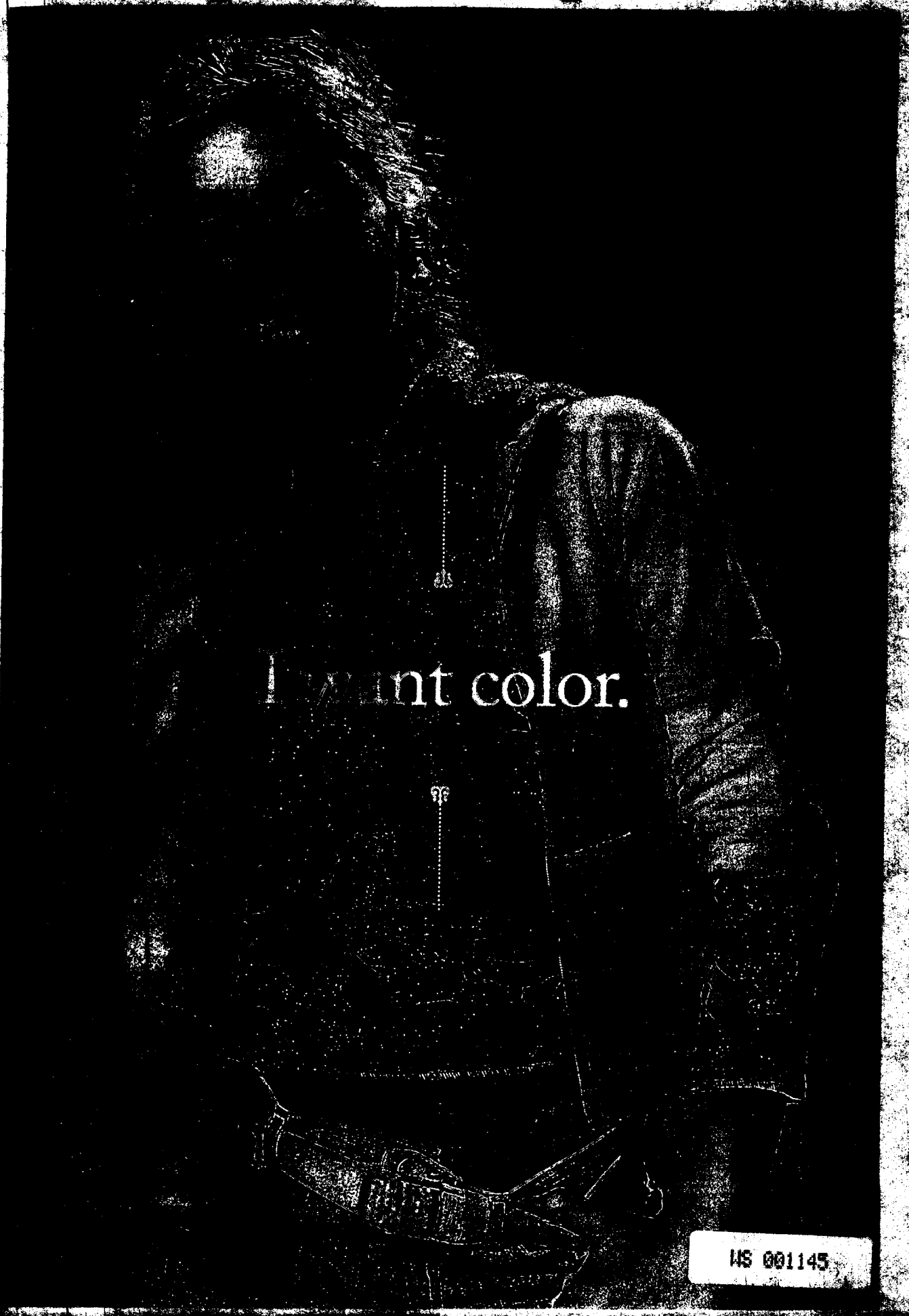

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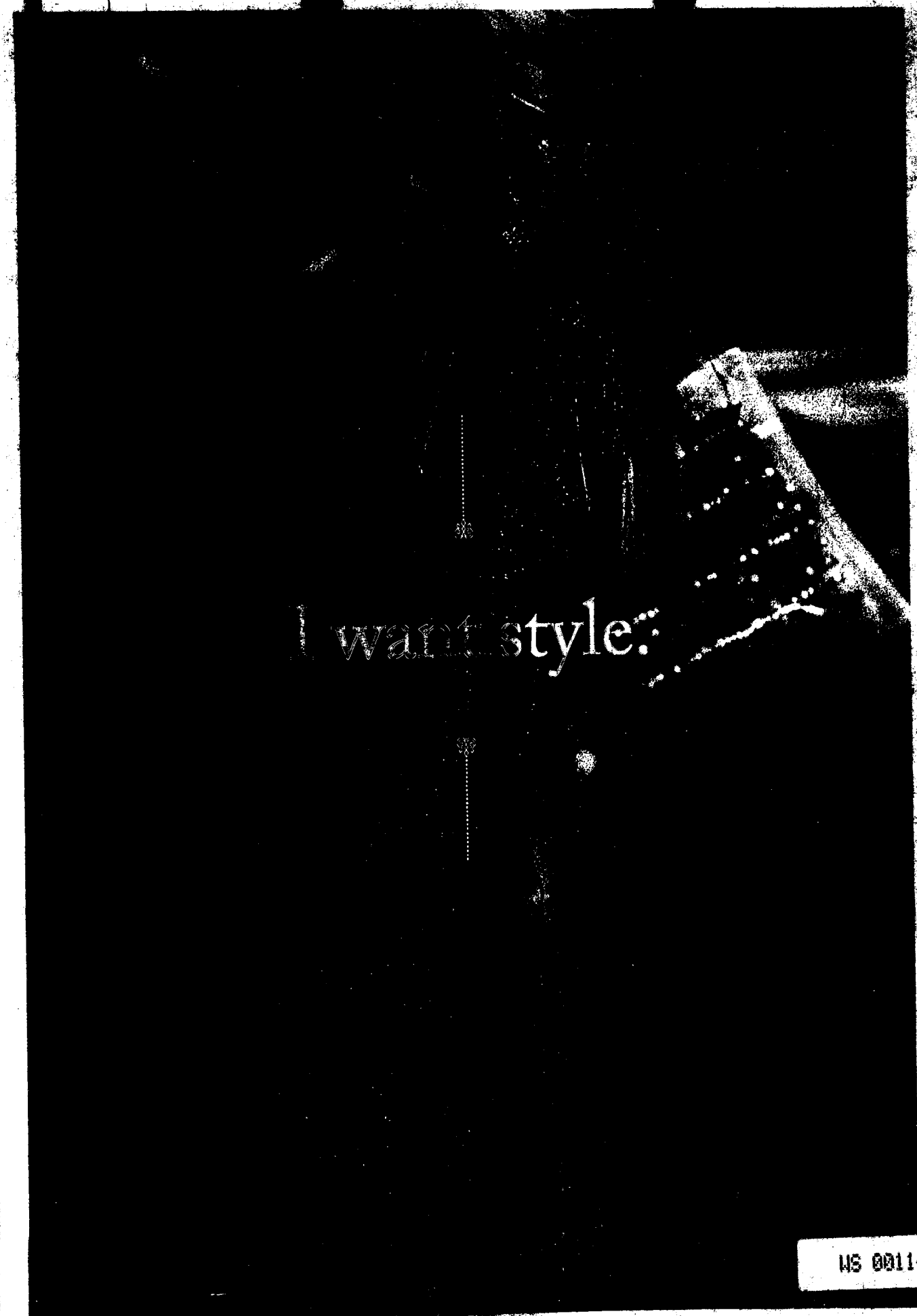

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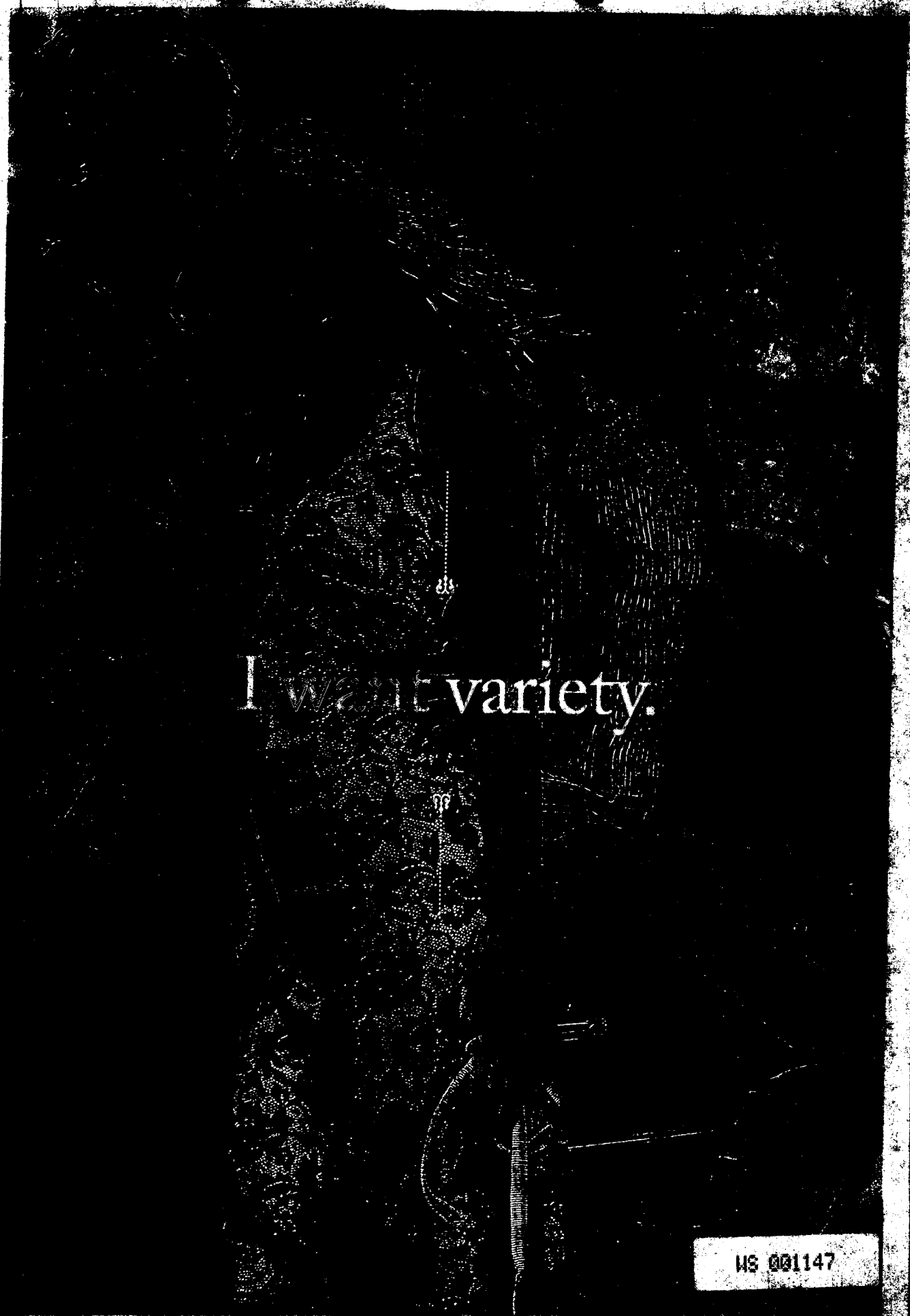

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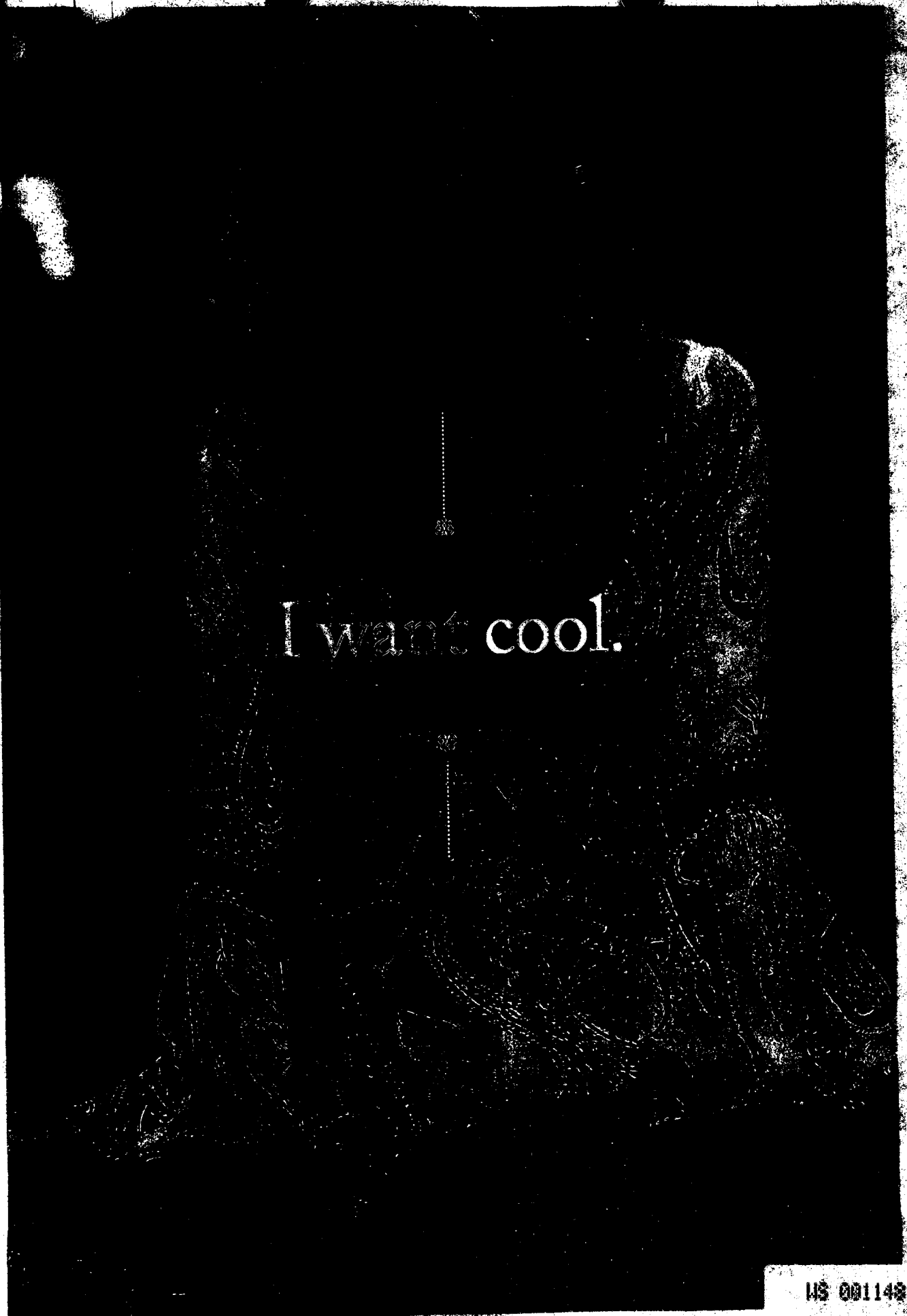


US 001148

This
singular
belief has
propelled our
company into
what it is
today.

WS 001149

[redacted]

WS 001150

Dear Shareholders,

As we continue on our evolutionary journey of brand building into the year 2002, we reflect back on last year's results realizing that our goals are coming to fruition.

We entered 2001 with a strong agenda of rebuilding: our management team, our brands, and our vision. Our focus remained singular. We believed that to build our three concepts into Class A brands, we needed to reinvent ourselves. With that belief came the confidence for change and real change requires strong action.

We began by looking at our most established business, Wet Seal and Contempo Casuals, which was known more as a channel of distribution for a teenage customer than as a true brand. We determined that in order to reposition that business into a fashion retailer for young women, with no age limitations, we had to do two things. First and foremost, we needed to convert as many stores as possible to the Wet Seal banner. This would not only maximize our advertising and marketing efforts, but it would also focus us on one image of what that brand should represent. Secondly, we needed to reformulate our merchandising strategy and our sizing to reach a broader age range audience. To date, both of those goals have been accomplished.

Our contemporary business, Arden B. launched in 1998, had come into its stride but it was lacking a niche upon which to build. Under the direction of a new President for that brand, we entered 2001 with some momentum behind us, and again, reformulated a merchandising strategy which continued to evolve into a world-class fashion forward brand. Arden B. found its niche in the hearts of women of all ages who love fashion. It is the sweetheart of fashion editors and the first choice for "right off the runway" fashion for the hip female customer. Again, we disposed of the age barriers that previously had limited the direction of Arden B. and moved into a new arena: trendsetter.

Zutopia, our preteen concept, which was purchased from Gymboree in March 2001, has also seen the light. To maximize and leverage the strengths of its "big sisters", we made a choice to evolve that preteen business into a "first for fashion" brand with the same focus of our other brands – to be a fashion leader and first to market.

As we continue our brand-building mission, our focus now turns to growth. We are well positioned for rapid expansion in all three brands with a very strong balance sheet, an invigorated and innovative management team and the right formula for distinction of each brand. We look forward with confidence to increased sales and profitability, and an exciting future.

I would like to extend a special note of thanks to all of our employees who continue to "make it happen" and pave the way for our future success.

Sincerely,

Kathy Bronstein

Vice Chairman & Chief Executive Officer

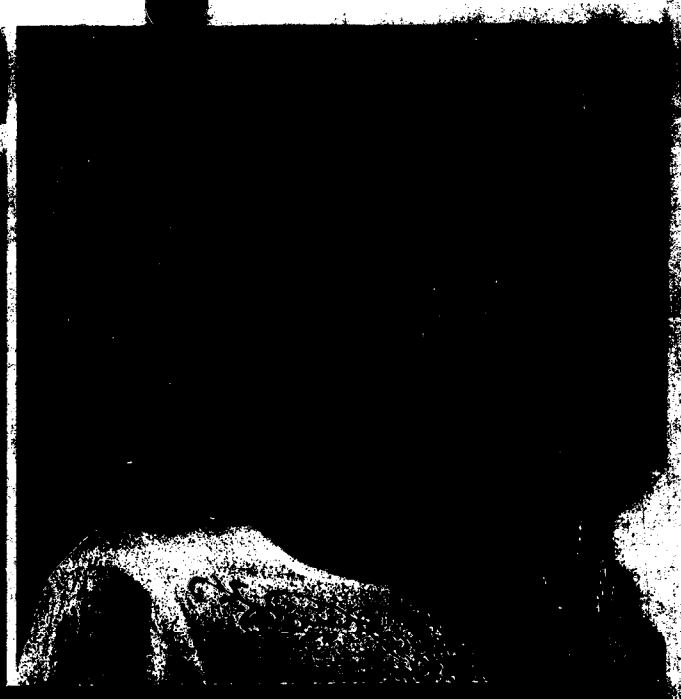
WS 001151

And with confidence follows growth.

WS 001152

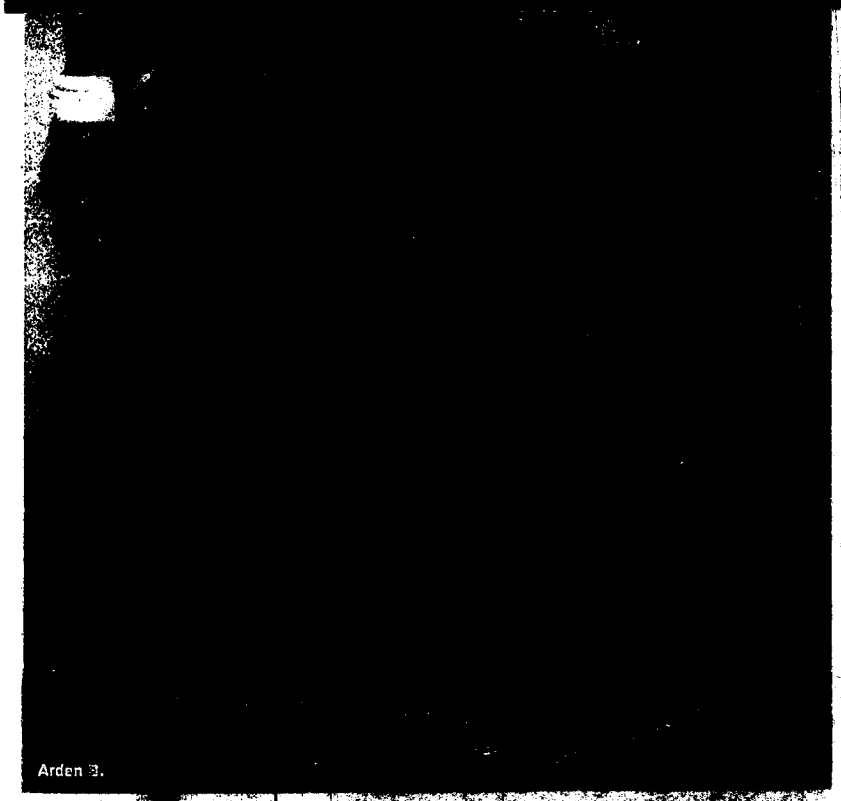
Confidence comes from knowing who you are. For us, it comes from knowing our customers. Knowing who they are, and what they want, is the very fabric of our company culture. It's the proof behind our profits and the drive to give our customers more. More creative shopping experiences. More exciting marketing and promotional campaigns. Not to mention more style from the three most exciting brands in the industry.

WS 001153

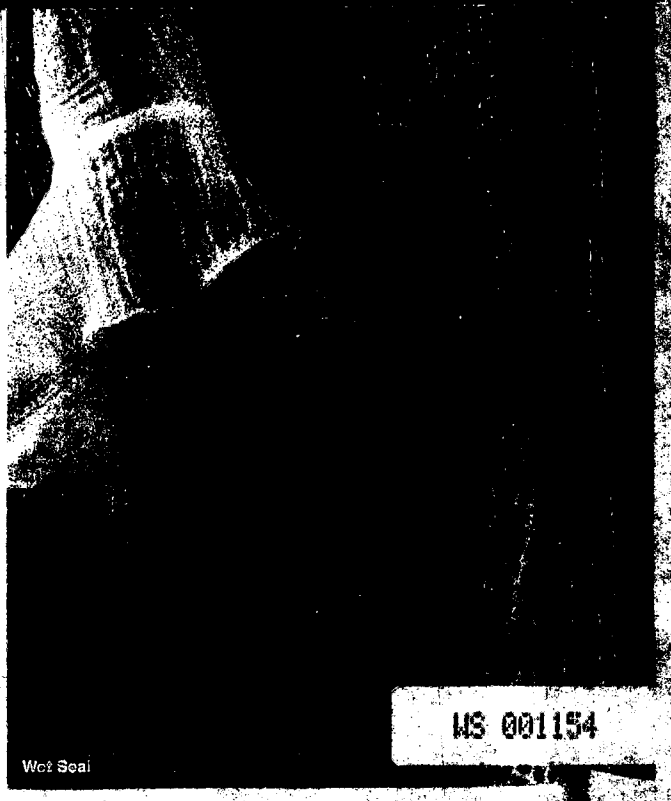


3 Leading Brands.

Fashion may be fickle but, year after year, stylish women of all ages rely on us to provide the looks they love. No matter where on the style spectrum their tastes may fall, we've got a brand that fits. With forty years in the business, we know it takes more than style to earn a loyal following. It takes a leader. In fact, it takes three.



Arden B.



Wet Seal

WS 001154

Wet Seal: Whatever look young women crave, Wet Seal is the first place they go for the last word on style. This group tries on personalities as easily as they try on clothes, and they count on Wet Seal to supply an ever-changing, always fresh array of style choices. With new apparel and accessories arriving daily, Wet Seal gives trendy young women the opportunity to explore every look under the sun, from casual to funky to glamorous. Offering constant change, Wet Seal also gives them a reason to come back again and again. **Arden B.** For the woman who loves fashion right off the runway, the trend-setter, Arden B. finds its niche. With a unique mix of high quality European and custom in-house designs, Arden B. delivers the hip, sophisticated wardrobe that women need to suit their lifestyle. While they seek out the new, they can count on Arden B. to find it. This world-class brand has been an important addition to our company stable. **Zutopia** Style is ageless, which is why two years ago our company grew to include girls 5 to 12. Just as young girls are right in step with their trend-setting older sisters, our Zutopia brand is also in step with its sophisticated sister brands, Wet Seal and Arden B. Preteens know they can count on Zutopia for the styles they need to keep up with the big girls. Zutopia is perfectly positioned to help them develop their already keen fashion sense, and to be there down the road as they grow into our other brands.

WS 001155

2,212,146 Square Feet.

Sometimes it's hard even for us to believe how much square footage we've grown into over the last [illegible] decades. This year we've experienced phenomenal growth, with our three brands now occupying over two million square feet of retail space. And with the changes we're making to improve all that space, our customers are finding out that shopping for clothes is even more fun than they thought.

Wet Seal

Arden B.

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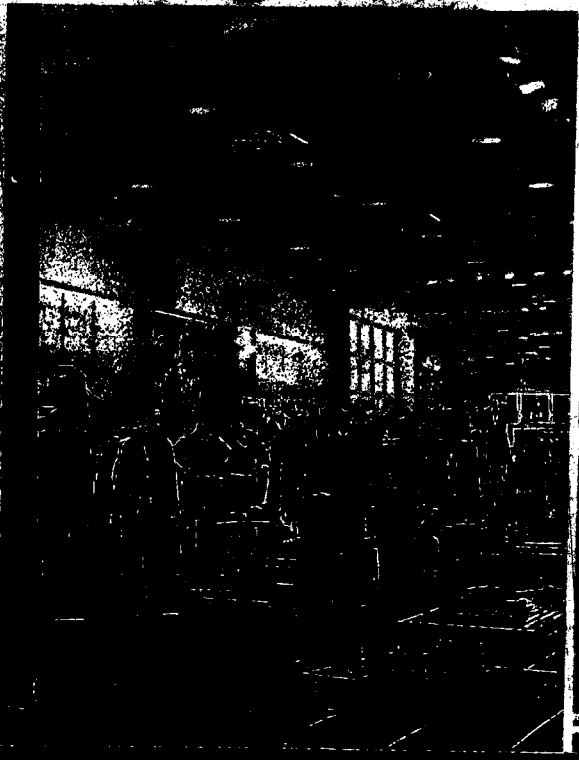
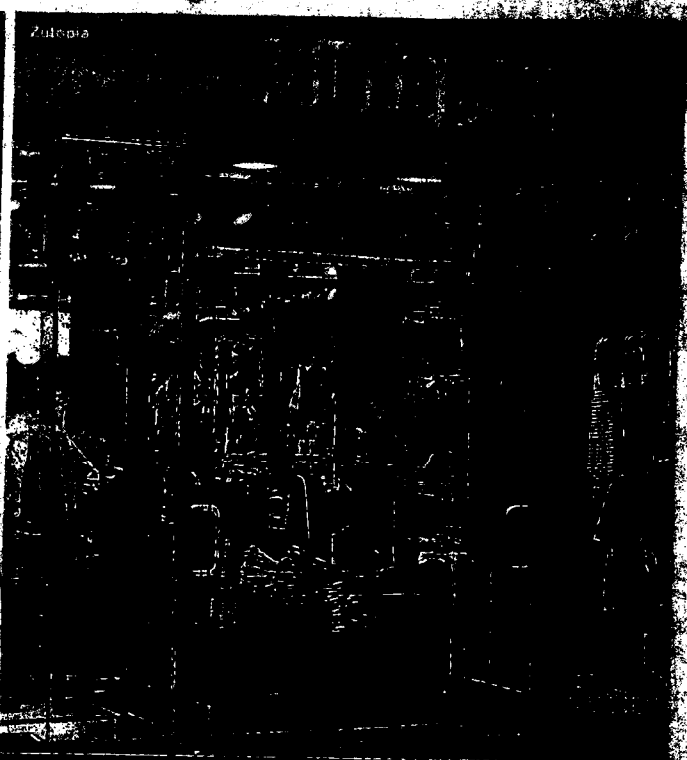
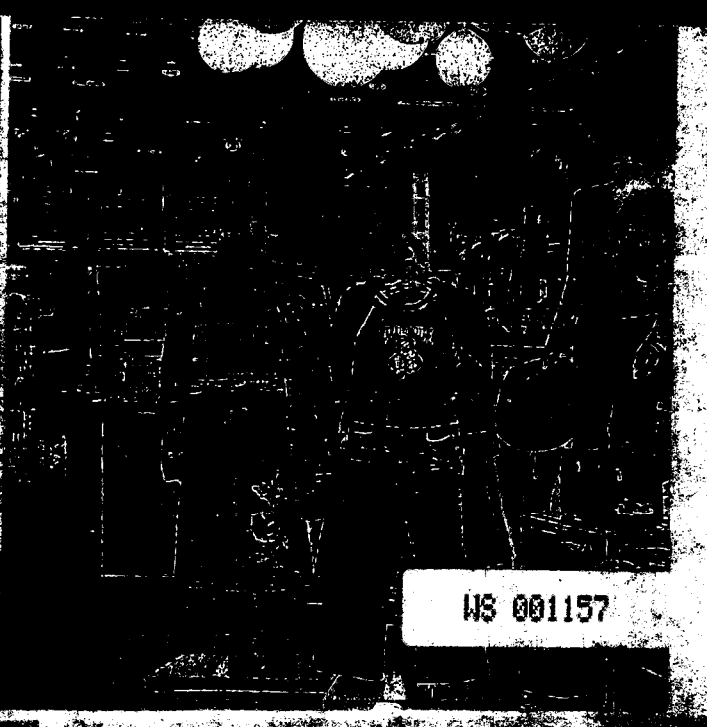




Wet Seal Great style is not just about the way things look. That's why we've designed our Wet Seal stores to engage every one of our customers' senses. In an effort to make Wet Seal as exciting a destination as possible, we've designed every inch as carefully as the clothes themselves. Life-sized fashion photography and an inspired mix of music, color and fashion will keep our shoppers captivated and stimulated. By grouping clothes and accessories together in theme-based presentations, we make sure the Wet Seal girl is always within reach of everything she wants. **Arden B.** Last year, we launched our new Arden B. store prototype, with clean modern lines based on the timeless designs of American Masters like Charles & Ray Eames and William Haines. We also retrofitted our stores with new mannequins and fixtures that reflect a more contemporary and simplistic environment that coexists well with our sleek, sophisticated fashions. With a more refined color palette and elegant furnishings, Arden B. store environments perfectly reflect our customers' maturing tastes. **Zutopia** With brightly colored floors and video walls playing the latest music videos, the new Zutopia store environment undeniably reflects the energetic spirit of our younger customers. We've also designated a new area to showcase must-have accessories, giving young girls the chance to interact with merchandise. Instead of playing dress-up with their mother's clothes, they can try on jewelry, hair accessories and hats that have all been designed just for them.



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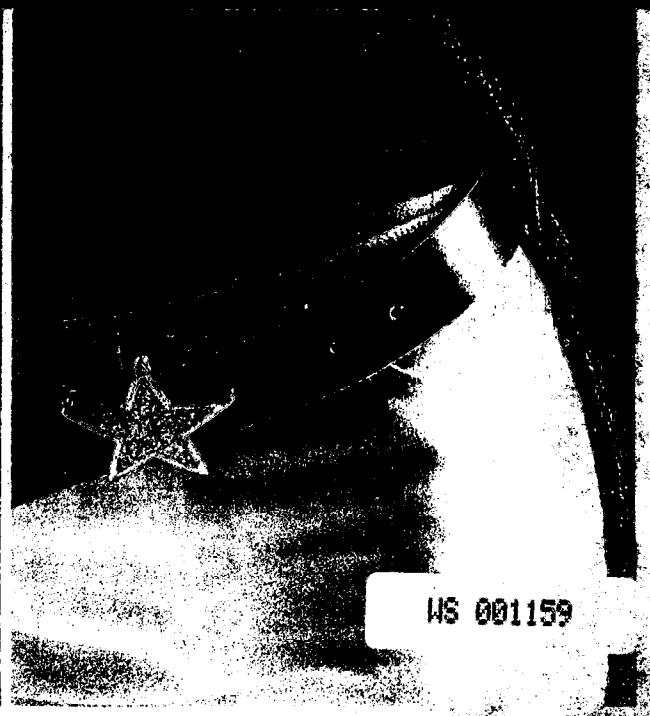
Over 25 Million Impressions.

Through print advertising, celebrity media coverage, and television exposure, our brands are hitting the fashion conscious every time. While we've got big plans for going after them, the fact is more often than not, they're coming after us. Because we know who they are, and we have what they want. Nevertheless, we're committed to finding new and interesting ways to get, and keep, the attention of stylish women of all ages.

WS 001158

Wet Seal By working closely with MTV, Sony/Epic and Maverick Records, Glamour, YM and Teen People, we're making quite an impression on our customers. In fact, during March 2002 alone, we made an impression on 7 million of them. In the fall of 2001, Wet Seal was written into the WB Network's reality show "Popstars 2". And, in a fusion of music, fashion and celebrity, we've launched our own in-house network, SEALtv. With exclusive interviews, concerts and trend previews, it's yet another reason for our customers to visit Wet Seal. **Arden B.** Hiring a national PR firm is paying off in the form of monthly editorial credits in first-rate fashion magazines such as Bazaar, Vogue, Glamour, Marie Claire and InStyle. Arden B. fashions have also hit the big time on the small screen, starring on shows like Will&Grace and Entertainment Tonight. With an aggressive regional product placement plan, Arden B. is currently helping VJs on MTV and VH1, as well as HBO's The Soprano's look their best by dressing their casts and media personalities. **Zutopia** To attract more young girls to Zutopia stores, we're concentrating our energy on in-store promotions, giving young girls several reasons to visit. Our ZuGirl Club, launched in Fall 2001, rewards loyalty with 10% off all purchases for one year and a 20% off birthday coupon. We're also testing a targeted direct mail program near existing Zutopia stores and plan to continue to leverage Wet Seal's current relationship with the media to create similar opportunities for its little sister brand.



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Financial Review.

36 Five Year Summary
38 Management's Discussion and Analysis
38 Quarterly Market Information
40 Consolidated Balance Sheets
41 Consolidated Statements of Income
41 Consolidated Statements of Comprehensive Income
42 Consolidated Statements of Stockholders' Equity
44 Consolidated Statements of Cash Flows
45 Notes to Consolidated Financial Statements
54 Independent Auditors' Report
55 Corporate Information

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Management's Discussion & Analysis

WS 001163

...ment's
... & Analysis

... Results of Operations

[illegible]

Fiscal 2000 compared to fiscal 1999

[illegible]

Liquidity and Capital Resources

[illegible]

... to a lesser extent ... The ... as a percentage of sales was due to additional head count ... support the new divisions and further augment current infrastructure. Occupancy costs as a percentage of sales increased slightly ... result of an increase in depreciation.

... payable. The decrease in income taxes payable was due to the timing of tax payments.

WS 001164

Management's Discussion & Analysis

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…ment's … & Analysis

[illegible]

… believe the adoption of SFAS No. 143 will have a material impact on the Company's consolidated results of operations, financial position or cash flows.

In October 2001, the FASB issued SFAS No. 144 "Accounting for the Impairment or Disposal of Long-Lived Assets", which addresses financial accounting and reporting for the impairment of

[illegible]

… financial instruments. Additionally, we are exposed to market risk related to interest rate risk on the short-term investment of excess cash in short-term investment grade interest-bearing securities. These investments are considered to be cash equivalents and are shown that way on our balance sheet. If there are changes in interest rates, those changes would affect the investment income we earn on those investments.

WS 001166

Quarterly Market Information

WS 001167

Consolidated Balance Sheets

Retained earnings	145,684	117,609
Treasury stock, 2,051,400 shares at cost at February 2, 2002 and February 3, 2001, respectively	(20,349)	(20,349)
Total stockholders' equity	207,610	163,793
	$ 295,717	$ 243,911

See accompanying notes to consolidated financial statements.

WS 001168

Consolidated Statements of Income

Consolidated Statements of Comprehensive Income

Other comprehensive income

WS 001169

Consolidated Statements of Shareholders' Equity

WS 001170

WS 001171

Consolidated Statement of Cash Flows

WS 001172

Notes to Consolidated Financial Statements

[illegible] 2002 and January 29, 2000

[illegible]

projected undiscounted future operating cash flows [illegible] assets. At February 2, 2002, the Company determined [illegible] was recoverable.

Revenue Recognition. Sales are recognized [illegible]

Rental Expense. [illegible] are defined [illegible] as scaled [illegible] of the related lease in order to provide [illegible] rental expense.

Store Pre-Opening Costs. Store opening and preopening costs are charged to expense as they are incurred.

Advertising Costs. Costs for advertising related [illegible] consisting of [illegible] ads, in-store signage [illegible] are [illegible] incurred. Total advertising expense [illegible] operations in fiscal 2002, 2001 and 2000 [illegible] respectively.

Income Taxes. The Company [illegible] with SFAS No. 109, "Accounting for Income Taxes" (SFAS 109"). Deferred tax charges are provided on items, principally depreciation and rent, for which there are temporary differences [illegible]

[illegible]

[illegible] period. Net income per share [illegible] weighted average number of common and [illegible] common equivalent shares outstanding for the period [illegible]

During the year ended February 2, 2002, the Company effected a three-for-two stock split (see note 5).

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Notes to Consolidated Financial Statements

[illegible]

[illegible] management does not believe the adoption of SFAS No. [illegible] will [illegible] impact on the Company's consolidated [illegible]

[illegible] not believe the adoption of SFAS No. [illegible] will have a material impact on the Company's consolidated financial position, results of operations or cash flows.

[illegible] October 2001, the FASB issued SFAS No. 144, Accounting for Impairment of Disposal of Long-Lived Assets, which [illegible] accounting and reporting for the impairment of [illegible] and for [illegible] assets to be disposed of [illegible] SFAS No. 144 is effective for fiscal years [illegible] Management does not believe the [illegible] will have a material impact on [illegible] consolidated financial position, results of operations or cash flows.

Note 2

Acquisition

[illegible]

[illegible] a material impact on the Company's consolidated financial position, results of operations or cash flows.

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Notes to Consolidated Financial Statements

WS 001175

onsolidated
tatements

Outstanding at February 2, 2002	2,654,777	13.78

At February 2, 2002, February 3, 2001 and January 29, 2000 there were 322,840, 532,950 and 570,750 outstanding options exercisable at a weighted average exercise price of $11.53, $10.83 and $7.81, respectively.

Seal's Common Stock. The [illegible] split was July 24, 2001. All share and per share amounts included [illegible] the accompanying consolidated financial statements and footnotes [illegible] been restated for all periods presented to reflect the stock split. [illegible] Stockholders equity section has been restated to give retroactive [illegible]

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Notes to Consolidated Financial Statements

WS 001177

Notes to Consolidated Financial Statements

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Notes to Consolidated Financial Statements

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Notes to Consolidated Financial Statements

expected return on plan assets	—	—
amortization of unrecognized prior service cost	164	163
amortization of (gain) loss	(13)	—
net periodic pension cost	$ 702	$ 777

Note 14

Shareholder Rights Plan

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Notes to Consolidated Financial Statements

WS 001181

[illegible]ndent
[illegible] Report

[illegible] Board of Directors and Stockholders
The Wet Seal, Inc.

[illegible]

[illegible] formed with accounting principles generally [illegible]

[illegible]

WS 001182

Corporate Information

Chief Executive Officer
The Wet Seal, Inc.

Chief Financial

Michael Kelich

Logistics

Manager
Cedar

Vice President & General
Vice President, Manager – Zumiez

Vice President
Product Development & Sourcing

General Counsel
Chief Executive & Secretary
Suzy Shier Limited

Senior Vice President & General
Senior Vice President – WS/GC

Vice President
Store Planning & Construction

WS 001183

Wet Seal.
Believe in the
Feeling.

WS 001184

WS 001185

WS 001186

To the **Wet Seal, Inc.** Shareholders: **Fiscal 2002** was a year of highs and lows for our company, but we believe our ability to meet the challenges we have faced only underscores our staying power. * We began the year on a high note, carrying the momentum of the prior year — a period that brought historic change and unprecedented financial performance. However, as the year progressed, we were faced with unique challenges, both inside and outside the fashion world — from a dock workers' strike in Los Angeles, to a soft economy, to geo-political unrest. In addition, and perhaps most directly, our business, so dependent on new fashion styles, found no significant trend to drive sales, unlike in previous years. This void led to a very disappointing second half for us, with poor back-to-school and holiday sales seasons. * To be sure, this year's performance was in stark contrast to the prior year. However, at each turn, we acted to address issues as they arose. Perhaps most critical was an aggressive inventory management program which, in light of lower sales, necessitated extensive markdowns to clear older merchandise and enable the flow of fresh, new product to our stores. Particularly in our segment of retail, timeliness is crucial. Our ability to stay current and meet the ever-changing demands of our fashion-conscious customer is paramount to success. Our experienced team of buyers is dedicated to ensuring we will be first to market, ready to capitalize on the next big fashion wave. * To briefly recap this year's financial results, the company earned $0.14 per diluted share for fiscal 2002, ended February 1, 2003. Net sales for the year totaled over $600 million, with comparable store sales declining 5.6 percent. Lower gross margin

US 001065

rates reflected the impact of higher markdown activity, resulting from weaker sales. Despite all of this, the company's balance sheet remained strong, with cash and investments totaling nearly $[illegible]5 million at year-end, and no debt. With strict inventory management, inventory at year-end was the same level as last year. * We continue to work toward increasing the national presence of our three brands. Under our expansion program, we opened 45 Wet Seal stores, 17 Arden B. stores and 7 Zutopia stores. I am pleased to report that our newer stores, those open for less than a year, are, as a whole, performing far better than the chain average. We also closed a total of 34 locations, most of those Wet Seal stores. In the coming year, we will continue our expansion efforts to broaden and strengthen the reach of our brands, proceeding with caution, however, letting prudence be our guide. * In this time of uncertainty, it is difficult to foretell what triumphs and challenges lie ahead. As we work to fortify our management ranks and continue to explore new opportunities, we will stay the course and hold true to the core strategies that shape our business. * The coming year will be a period of recovery and rebuilding. The difficulties of this past year notwithstanding, we remain committed, confident, inspired. Building on a 40-year history, we believe our long-term prospects are brighter than ever, and we look forward to future growth. * I would like to extend a deep appreciation to our entire team of dedicated employees, to our vendors and other constituents and to you, our shareholders, for your continued interest and trust.

Sincerely,

WS 001066

Irving Teitelbaum, Chairman

Irv Teitelbaum

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WS 001068

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

Form 10-K

(Mark One)

☒ ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended February 1, 2003

OR

☐ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Commission file number 0-18632

THE WET SEAL, INC.

(Exact name of registrant as specified in its charter)

DELAWARE (State of Incorporation)	33-0415940 (I.R.S. Employer Identification No.)
26972 Burbank, Foothill Ranch, CA (Address of principal executive offices)	92610 (Zip Code)

(949) 583-9029

(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act: NONE

Securities registered pursuant to Section 12(g) of the Act:

Class A Common Stock (Title of Class)	Preferred Stock Purchase Rights (Title of Class)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to the Form 10-K. Yes ☒ No ☐

Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Act). Yes ☒ No ☐

The aggregate market value of voting stock held by non-affiliates as of March 13, 2003 was approximately $178,140,000 based on the closing sale price of $7.21 per share as reported on the NASDAQ National Market on such date.

The number of shares outstanding of the registrant's Class A Common Stock and Class B Common Stock, par value $.10 per share, at March 13, 2003 was 24,871,386 and 4,704,249, respectively. There were no shares of Preferred Stock, par value $.01 per share, outstanding at March 13, 2003.

DOCUMENTS INCORPORATED BY REFERENCE:

PART III incorporates information by reference from the Registrant's definitive Proxy Statement for its Annual Meeting of Stockholders' to be filed with the Commission within 120 days of February 1, 2003.

PART I

Item 1. Business

General

Founded in 1962 as a Delaware corporation, we are a national specialty retailer of fashionable and contemporary apparel and accessory items designed for female customers with a young, active lifestyle. As of March 13, 2003, we operated 608 retail stores in 46 states, Puerto Rico and Washington D.C. under the names Wet Seal®, Contempo Casuals®, Arden B.™ and Zutopia®. Of the 608 stores, 452 were Wet Seal locations, 26 were Contempo Casuals locations, 100 were Arden B. locations and 30 were Zutopia locations. Both the Wet Seal and Contempo Casuals stores are merchandised similarly and target the same fashion-conscious junior customer by providing a balance of moderately priced fashionable brand name and company-developed apparel and accessories. During fiscal 2002, we converted 22 of the Contempo Casuals stores to the Wet Seal name in order to build a stronger brand presence for Wet Seal. We believe that our company-developed apparel differentiates us from our competitors.

In the fourth quarter of fiscal 1998, we opened the first Arden B. location. Arden B. stores cater to the fashionable, sophisticated contemporary customer. Arden B. stores offer a collection of fashion separates and accessories for all facets of the customer's lifestyle: everyday, wear-to-work, special occasion and casual, predominantly under the "Arden B." brand name.

In the third quarter of fiscal 1999, we launched WetSeal.com, an online store, offering Wet Seal merchandise to customers over the Internet. The online store was designed as an extension of the in-store experience, and offers a wide selection of our merchandise. Our online business was expanded August of 2002 to include ArdenB.com, offering Arden B. merchandise over the internet.

In the first quarter of fiscal 2001, we acquired the Zutopia brand name and 18 retail stores. Zutopia caters to the "tween" customer, those between the ages of 5 and 12. The Zutopia concept complements the Wet Seal concept by introducing fun and fashionable female clothing and accessories at a prime age, creating a natural progression to the Wet Seal concept as the "tween" becomes a teenager.

At the end of the second quarter of fiscal 2002, we launched the Wet Seal catalog for the back-to-school season and again in the fourth quarter for the holiday season in an effort to further build the Wet Seal brand and increase the opportunity for sales to new and existing customers. However, due to relatively high costs and disappointing sales results, we are reevaluating the future of the catalog business.

Design, Buying and Product Development

Our experienced design and buying teams are responsible for identifying evolving fashion trends, and then developing themes to guide our merchandising strategy. Each retail concept has a separate buying team. The merchandising team for each retail concept develops fashion themes and strategies through the references of fashion services and publications, shopping the European market, shopping the appropriate domestic vendor base and through customer responses to current trends in each division. After selecting fashion themes to promote, the design and buying teams work closely with vendors to modify colors, materials and designs and create images consistent with the themes for our product offerings. Additionally, we have increased our focus on developing exclusive designs and brands to reinforce the fashion statements of our merchandise offerings, as well as to increase the perception of Wet Seal, Arden B. and Zutopia as destination stores for the customer.

Sourcing and Vendor Relationships

We purchase our merchandise from both domestic and foreign vendors. Approximately 15% of our retail receipts are imported from foreign vendors. Although in fiscal 2002 no single vendor provided more than 5% of

WS 001070

our merchandise, management believes we are the largest customer of many of our smaller vendors. Quality control is monitored carefully at the distribution points of our largest vendors and manufacturers, and all merchandise is inspected upon arrival at our Foothill Ranch, California distribution center.

We do not maintain any long-term or exclusive commitments or arrangements to purchase merchandise from any single supplier and there are many vendors who could supply our merchandise.

Allocation and Distribution

Our merchandising effort primarily focuses on maintaining a regular flow of fresh, fashionable merchandise into our stores. Successful execution depends in large part on our integrated planning, allocation and distribution functions. By working closely with District and Regional Directors and Merchandise Buyers, our team of planners and allocators manage inventory levels and coordinate the allocation of merchandise to each of our stores based on sales volume, climate and other factors that may influence an individual store's product mix.

All merchandise for retail stores is received from vendors at our Foothill Ranch, California distribution facility, where items are inspected for quality and fit and prepared for shipping to our stores. Merchandise for the e-commerce web-site and catalog is distributed through a third party fulfillment center. We ship all of our merchandise to our stores by common carrier. Consistent with our goal of maintaining the freshness of our product offerings, we ship new merchandise to stores daily, and markdowns are taken regularly to effect the rapid sale of slow-moving inventory. Merchandise that remains unsold is periodically shipped to our clearance stores where further markdowns are taken as needed in order to move the merchandise.

Marketing, Advertising and Promotion

We believe that our three brands are among our most important assets. Our ability to successfully increase brand awareness is dependent upon our ability to address the changing needs and priorities of each brand's target customers. We continue to invest in the development of our brands through customer research, print advertising, in-store marketing and the maintenance of an internet presence.

During fiscal 2002, 2001 and 2000, we spent 1.5%, 1.0% and 0.5% respectively, of our sales on marketing. The increase in fiscal 2002 was the result of the continued investment in national print advertising and the roll out of the new Wet Seal catalog for the back-to-school and holiday seasons.

We offer a frequent shopper card in our Wet Seal, Contempo Casuals and Zutopia stores, in order to develop an in-house loyalty program. As part of this loyalty program, sales representatives telephone selected cardholders personally to notify them of special in-store promotions, such as preferred customer sales during which cardholders receive additional incentives. Our management believes these promotions foster customer loyalty and encourage frequent visits and multiple item purchases.

In the spring of 2002, we launched Seal TV, our in-house fashion and entertainment network designed to broadcast original programming, exclusive video footage, music videos and red carpet interviews from today's hottest music, film and television stars in Wet Seal stores nationwide.

The new Wet Seal catalog was introduced in the fall for the back-to-school season and again in November for the holiday season as a tool to further enhance brand awareness. Due to relatively high costs and disappointing sales results, we are reevaluating the future of the catalog business.

Given the decline in sales in the latter half of 2002, we have reduced our expected advertising expenditures for fiscal 2003 in an effort to curtail costs.

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Information and Control Systems

In the fall of fiscal 2000, we implemented a new comprehensive merchandising information system to provide improved systems support for our merchandising functions. This new system serves as our central source of information regarding merchandise items, inventory management, purchasing, replenishment, receiving and distribution.

In the third quarter of fiscal 2002, all stores were converted to a new point-of-sale software system, which has enhanced customer service capabilities at the store level. Our point-of-sale system is operating on in-store computer hardware and is networked to the central office. The system features bar-coded ticket scanning, check and credit authorization, and provides nightly polling transmittal of sales and inventory data between the stores and our corporate office. In addition, we installed new sales audit and financial systems software in the fall of fiscal 2002 to provide a foundation for future growth as well as improved financial information.

Stores and Expansion Strategy

We make investments to enhance our customers' experience through the opening of new stores and the renovation of existing stores.

The following table sets forth the number of stores by state or territory as of March 13, 2003:

State	# of Stores	State	# of Stores	State	# of Stores
Alabama	3	Kentucky	7	North Dakota	1
Alaska	1	Louisiana	5	Ohio	23
Arizona	13	Maine	2	Oklahoma	5
Arkansas	2	Maryland	14	Oregon	3
California	87	Massachusetts	19	Pennsylvania	24
Colorado	11	Michigan	16	Rhode Island	3
Connecticut	8	Minnesota	15	South Carolina	6
Delaware	2	Mississippi	1	Tennessee	8
Florida	55	Missouri	6	Texas	46
Georgia	18	Nebraska	3	Utah	8
Hawaii	8	Nevada	7	Virginia	19
Idaho	1	New Hampshire	3	Washington	9
Illinois	39	New Jersey	29	West Virginia	1
Indiana	11	New Mexico	2	Wisconsin	9
Iowa	3	New York	29	Washington D.C	2
Kansas	5	North Carolina	13	Puerto Rico	3

During fiscal 2003, we anticipate opening approximately 35 new stores and closing approximately 10 to 15 stores. Of the approximately 35 new stores, it is anticipated that about 7 will be Arden B. stores, 1 will be a Zutopia store, and the remainder will be Wet Seal stores. We believe that the new Wet Seal stores will average approximately 3,800 square feet, the new Arden B. stores will average approximately 2,800 square feet and the new Zutopia store will be approximately 2,600 square feet.

During fiscal 2003, we also plan to renovate approximately 17 stores. Of these, approximately 14 will be Wet Seal stores with completely new store frontage, flooring, wall and light fixtures and video displays. The remaining renovations will be for Arden B. stores that mirror new stores in appearance.

Our strategy for geographic expansion is to establish a presence in a particular geographic region with a base of two or three well-performing stores. Once we have established two or three well-performing stores, we may continue expansion in that geographic region. When deciding whether to open a new store, we typically

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target regional malls as well as prime street locations in select markets. In making our selection, we evaluate, among other factors, market area, demographics, "anchor stores," location, the volume of consumer traffic, rent payments and other costs associated with opening a store. In making our decision, management reviews all leases in order to match closely the store size to the sales potential of the store.

Our ability to expand in the future will depend, in part, on general business conditions, the demand for our merchandise, our ability to find suitable mall or other locations with acceptable sites on satisfactory terms, and continued satisfactory cash flows from existing operations. Our management does not believe there are significant geographic constraints on the locations of future stores. Our expansion plans for fiscal 2003 have been scaled back due to fiscal 2002 financial results. At such time as there is reasonable growth of the U.S. economy and a satisfactory level of consumer acceptance of our offering, we expect to accelerate store openings.

We may, in limited instances and to the extent we deem advisable, seek to acquire additional businesses that complement or enhance our operations. We currently have no commitments or understandings with respect to any business opportunities of this type.

Seasonal

Our business is seasonal by nature, with the Christmas season, beginning the week of Thanksgiving and ending the first Saturday after Christmas, and the back-to-school season, beginning the last week of July and ending the first week of September, historically accounting for a large percentage of sales volume. For the past three fiscal years, the Christmas and back-to-school seasons together accounted for an average of approximately 30% of our annual sales, after adjusting for sales increases related to new stores. Our profitability depends, to a significant degree, on the sales generated during these peak periods. Any decrease in sales or margins during these periods, whether as a result of economic conditions, poor weather or other factors, could have a material adverse effect on our company.

Trademarks

Our primary trademarks and service marks are WET SEAL®, CONTEMPO CASUALS®, and ZUTOPIA®, which are registered in the U.S. Trademark Office. We have registrations pending in a number of classes for the Arden B. trademark. We also use and have registered, or have pending applications for, a number of other U.S. trademarks, including, but not limited to, A. AUBREY®, ACCESSORIES FOR LIFE®, ACCOMPLICE®, BLUE ASPHALT®, CEMENT®, CLUB CONTEMPO™, EVOLUTION NOT REVOLUTION®, FORMULA X®, MEOW GENES®, SEAL™, SEAL GLAMOUR™, SEAL TV™, SEAL MAGAZINE™, UNCIVILIZED®, URBAN LIFE®, URBAN VIBE®, and a particular flower design. In general, the registrations for these trademarks and service marks are renewable indefinitely, as long as we continue to use the marks as required by applicable trademark law. We are the owner of an allowed and currently pending service mark application for the mark SEAL PUPS. We are not aware of any adverse claims or infringement actions relating to our trademarks or service marks.

Competition

The women's retail apparel industry is highly competitive, with fashion, quality, price, location, in-store environment and service being the principal competitive factors. We compete with specialty apparel retailers, department stores and certain other apparel retailers, including Charlotte Russe, Gap, Gadzooks, Pacific Sunwear, Forever 21, Express, bebe, and Limited Too. Many of our competitors are large national chains, which have substantially greater financial, marketing and other resources than we do. While we believe we compete effectively for favorable site locations and lease terms, competition for prime locations within malls, in particular, and other locations is intense, and we cannot ensure that we will be able to obtain new locations on terms favorable to us, if at all.

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Employees

As of February 1, 2003, we had 7,361 employees, consisting of 2,447 full-time employees and 4,914 part-time employees. Full-time personnel consisted of 1,005 salaried employees and 1,442 full-time hourly employees. All part-time personnel are hourly employees. Of all employees, 7,015 were sales personnel and 346 were administrative and distribution center personnel. Personnel at all levels of store operations are provided with cash incentives based upon various individual store sales targets.

All of our employees are non-union, and, in management's opinion, are paid competitively with current standards in the industry. We believe that our relationship with our employees is good.

Statement Regarding Forward Looking Disclosure and Risk Factors

Certain sections of this Annual Report on Form 10-K, including "Item 1. Business" and "Item 7 Management's Discussion and Analysis of Financial Condition and Results of Operations," may contain various forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended, which represent our expectations or beliefs concerning future events.

Forward-looking statements include statements that are predictive in nature, which depend upon or refer to future events or conditions, which include words such as "believes," "plans," "anticipates," "estimates," "expects" or similar expressions. In addition, any statements concerning future financial performance, ongoing business strategies or prospects, and possible future actions, which may be provided by our management, are also forward-looking statements. Forward-looking statements are based on current expectations and projections about future events and are subject to risks, uncertainties, and assumptions about our company, economic and market factors and the industry in which we do business, among other things. These statements are not guaranties of future performance and we undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

Actual events and results may differ from those expressed in any forward-looking statements due to a number of factors. Factors that could cause our actual performance, future results and actions to differ materially from any forward-looking statements include, but are not limited to, those discussed in Exhibit 99.1 attached to this report and elsewhere in this report. **We strongly urge you to review and consider the risk factors set forth in Exhibit 99.1.**

Item 2. Properties

Our corporate headquarters is located at 26972 Burbank, Foothill Ranch, California, and has 300,180 square feet of leased office and distribution facility space, including 212,544 square feet of merchandise handling and storage mezzanine space in the distribution facility and 87,636 square feet of office space. This lease expires on December 4, 2007.

We lease all of our stores. Lease terms for our stores are typically 10 years in length and generally do not contain renewal options. The leases generally provide for a fixed minimum rental and additional rental based on a percentage of sales once a minimum sales level has been reached. When a lease expires, we generally renew that lease at current market terms. However, each renewal is based upon an analysis of the individual store's profitability and sales potential. At the end of fiscal 2002, we had 2,279,517 square feet of leased space, not including our corporate headquarters.

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The following table sets forth information with respect to store openings and closings since fiscal 1998:

	Fiscal Years				
	2002	2001	2000	1999	1998
Stores open at beginning of year	571	552	548	454	389
Stores acquired during period (1)	—	18	—	78	19
Stores opened during period	69	51	36	31	67
Stores closed during period	34	50	32	15	21
Stores open at end of period	606	571	552	548	454

(1) 2001: We acquired 18 Zutopia stores on March 25, 2001 from Gymboree, Inc.
1999: We acquired 78 stores on February 1, 1999 from Britches of Georgetowne, Inc.
1998: We acquired 19 store locations from Mothers Work, Inc. on December 1, 1998.

Item 3. Legal Proceedings

Kathy Bronstein was relieved of her duties as Chief Executive Officer on February 5, 2003. Ms. Bronstein continues to be on salary pending resolution of her employment contract. There can be no assurance that Ms. Bronstein and our company will reach an amicable agreement on her status.

From time to time, we are involved in litigation relating to claims arising out of our operations in the normal course of business. Our management believes that, in the event of a settlement or an adverse judgment of any of the pending litigations, we are adequately covered by insurance. As of March 13, 2003, we were not engaged in any legal proceedings that are expected, individually or in the aggregate, to have a material adverse effect on us.

Item 4. Submission of Matters to a Vote of Security Holders

No matters were submitted to a vote of security holders through solicitations of proxies or otherwise during the fourth quarter of the fiscal year covered by this report.

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PART II

Item 5. Market for the Registrant's Common Equity and Related Stockholder Matters

We have two classes of common stock: Class A and Class B. Our Class A Common Stock is listed on The NASDAQ Stock Market under the symbol "WTSLA." As of March 13, 2003, there were 220 stockholders of record of the Class A Common Stock. Additionally, the number of beneficial owners of our Class A Common Stock was estimated to be in excess of 4,000. The closing price of our Class A Common Stock on March 13, 2003 was $7.21. No established public trading market exists for our Class B Common Stock. As of March 13, 2003, there were four stockholders of record of our Class B Common Stock.

The following table reflects the high and low sale prices of our Class A Common Stock as reported by NASDAQ for the last two fiscal years. Fiscal 2002 and fiscal 2001 sales prices have been adjusted for the three-for-two stock split effective May 9, 2002.

Quarter	Fiscal 2002		Fiscal 2001	
	High	Low	High	Low
First Quarter	$25.73	$17.17	$16.67	$ 9.76
Second Quarter	$24.90	$11.55	$16.93	$ 8.30
Third Quarter	$12.97	$ 8.40	$14.21	$ 8.67
Fourth Quarter	$12.27	$ 8.18	$18.33	$12.37

We have reinvested earnings in the business and have never paid any cash dividends to holders of our Common Stock. The declaration and payment of future dividends, which are subject to the terms and covenants contained in our bank line of credit, are at the sole discretion of the Board of Directors and will depend upon our profitability, financial condition, cash requirements, future prospects and other factors deemed relevant by the Board of Directors.

Item 6. Selected Financial Data

The following table of certain selected data should be read in conjunction with the consolidated financial statements and notes thereto and with "Management's Discussion and Analysis of Financial Condition and Results of Operations." The data for the fiscal years ended February 1, 2003 and February 2, 2002, and the income statement for the fiscal year ended January 29, 2000 are derived from the financial statements included herein. The data (other than store, square footage and related data) for the fiscal years ended January 30, 1999 and January 31, 1998, and the balance sheet data for the fiscal year ended January 29, 2000 are derived from our consolidated financial statements for such years, which are not included herein.

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Five-Year Financial Summary

(In thousands, except per share and per square foot amounts, ratios, share data and square footage data)

Fiscal Year	2002	2001	2000	1999	1998
Fiscal Year Ended	February 1, 2003	February 2, 2002	February 3, 2001(1)	January 29, 2000	January 30, 1999
Operating Results					
Net Sales	$ 608,509	$ 601,895	$ 580,182	$ 524,407	$ 485,389
Cost of sales	$ 430,971	$ 405,187	$ 419,310	$ 380,012	$ 336,527
Gross margin	$ 177,538	$ 196,708	$ 160,872	$ 144,395	$ 148,862
Selling, general and administrative expenses	$ 174,130	$ 151,815	$ 134,002	$ 124,712	$ 110,554
Operating income	$ 3,408	$ 44,893	$ 26,870	$ 19,683	$ 38,308
Income before provision for income taxes	$ 6,522	$ 50,020	$ 31,727	$ 23,842	$ 42,202
Net income	$ 4,239	$ 31,015	$ 19,512	$ 14,183	$ 25,954
Per Share Data					
Net income, basic(2)	$ 0.14	$ 1.05	$ 0.69	$ 0.51	$ 0.88
Net income, diluted(2)	$ 0.14	$ 1.02	$ 0.68	$ 0.49	$ 0.85
Weighted average shares outstanding, basic(2)	30,044,673	29,601,368	28,089,921	27,957,834	29,442,572
Weighted average shares outstanding, diluted(2)	31,078,549	30,514,802	28,490,192	28,830,011	30,557,775
Other Financial Information					
Net income as a percentage of sales	0.7%	5.2%	3.4%	2.7%	5.3%
Return on average stockholders' equity	2.0%	16.7%	12.9%	11.0%	22.3%
Cash and investments	$ 94,845	$ 132,301	$ 108,200	$ 78,603	$ 91,506
Working capital	$ 64,509	$ 77,191	$ 44,213	$ 47,707	$ 21,856
Ratio of current assets to current liabilities	2.1	2.0	1.7	1.8	1.3
Total assets	$ 284,625	$ 295,717	$ 243,911	$ 213,009	$ 197,490
Long-term debt	$ —	$ —	$ —	$ —	$ 1,264
Total stockholders' equity	$ 211,323	$ 207,610	$ 163,793	$ 138,233	$ 120,278
Number of stores open at year end	606	571	552	548	454
Number of stores acquired during the year	—	18	—	78	19
Number of stores opened during the year	69	51	36	31	67
Number of stores closed during the year	34	50	32	15	21
Square footage of leased store space at year end	2,279,517	2,212,146	2,191,522	2,182,606	1,848,513
Percentage increase in leased square footage	3.0%	0.9%	0.4%	18.1%	12.9%
Average sales per square foot of leased space(3)	$ 267	$ 269	$ 256	$ 247	$ 271
Average sales per store(3)	$ 1,027	$ 1,043	$ 1,020	$ 988	$ 1,132
Comparable store sales increase (decrease)(4)	(5.6)%	4.7%	3.9%	(9.8)%	2.1%

(1) Fiscal 2000 consisted of 53 weeks.

(2) Per share data, net income per share and the weighted average shares have been adjusted to account for the three-for-two stock split effected as of July 24, 2001 and subsequent three-for-two split on May 9, 2002.

(3) Sales during the 53rd week of fiscal 2000 were excluded from "Sales" for purposes of calculating "Average sales per square foot" and "Average sales per store" in order to make fiscal 2000 comparable.

(4) "Comparable store sales" for fiscal 2001 were calculated by excluding sales during the last week of fiscal 2000 (a 53-week year) in order to make fiscal 2000 comparable to fiscal 2001. "Comparable store sales" are defined as sales in stores that were open at least 14 months.

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Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

The following discussion should be read in conjunction with our consolidated financial statements and notes thereto included elsewhere in this Form 10-K. The following discussion contains forward-looking statements which involve risks and uncertainties, and our actual results could differ materially from those anticipated in these forward-looking statements as a result of certain factors, including those set forth under the heading "Statement Regarding Forward Looking Disclosure and Risk Factors" included elsewhere in this Form 10-K.

Critical Accounting Policies and Estimates

Our consolidated financial statements were prepared in conformity with accounting principles generally accepted in the United States of America. The preparation of financial statements in conformity with generally accepted accounting principles requires the appropriate application of certain accounting policies, some of which require us to make estimates and assumptions about future events and their impact on amounts reported in our financial statements. Since future events and their impact cannot be determined with absolute certainty, the actual results will inevitably differ from our estimates.

Our accounting policies are generally straightforward, but inventory valuation requires more significant management judgments and estimates.

Merchandise inventories are stated at the lower of cost (first in, first out) or market. Cost is calculated using the retail inventory method. The retail inventory method is used to estimate the ending inventory at cost by employing a cost to retail (selling price) ratio. The ending inventory is first determined at selling price and then converted to cost. Purchases, sales, net markdowns (less mark-ups), charity, discounts and estimated shrink are considered in arriving at the cost to retail ratio. Inventories include items that have been marked down to management's best estimate of their fair market value. Management's decision to mark down merchandise is based on maintaining the freshness of our product offering. Markdowns are taken regularly to effect the rapid sale of slow moving inventory and to make room for new merchandise arriving daily to the stores. To the extent that management's estimates differ from actual results, additional markdowns may be required that could reduce our gross margin, operating income and carrying value of inventories. Our success is largely dependent on our ability to anticipate the changing fashion tastes of our customers and to respond to those changing tastes in a timely manner. If we fail to anticipate, identify or react appropriately to changing styles, trends or brand preferences of our customers, we may experience lower sales, excess inventories and more frequent and extensive markdowns which would adversely affect our operating results.

We believe the application of our accounting policies, and the estimates inherently required therein, are reasonable. Our accounting policies and estimates are reevaluated on an ongoing basis, and adjustments are made when facts and circumstances dictate a change. Our accounting policies are more fully described in Note 1 to the Consolidated Financial statements included herein.

Current Trends and Outlook

Sales in the fourth quarter of fiscal 2002 continued to be weak in all three divisions with continued declining comparable store sales following the lower than expected results of the third quarter. The holiday selling season for fiscal 2002 did not meet our expectations. There was no dominant fashion trend driving sales, compared to fiscal 2001. Starting with the back-to-school season, we were not able to capitalize on a fashion trend to replace the "bohemian" style apparel, which was the dominant fashion trend for spring of fiscal 2002.

We have made substantial efforts to evaluate our key customers in the Wet Seal division, and concluded that our Wet Seal division focused on a sophisticated product line while girls and young women were gravitating toward a more basic and junior look. The initial stages of the Wet Seal division's change in presentation to reach out to its customers and carry basics are reflected in its spring assortment.

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Our gross margins during the second through fourth quarters were further eroded by the large amount of markdowns necessary to move the poor performing merchandise in order to make room for new receipts. This was especially true during the fourth quarter, including a write-down of inventory at year-end through a mark-out-of-stock process.

We are also evaluating our cost structure, given the disappointing results for fiscal 2002. Cost saving strategies are being developed and implemented. We recently reduced our staffing levels, and plan to continue this process by eliminating positions where practical. Other cost saving initiatives are also under way to reduce selling, general and administrative and distribution and buying costs.

During fiscal 2003, we anticipate opening fewer stores than originally anticipated, with approximately 35 new locations, consisting of 7 Arden B. locations, 1 Zutopia location with the remainder of the openings being Wet Seal locations. Total capital expenditures anticipated for Fiscal 2003 are now expected to be less than $17.5 million. This capital expenditure estimate includes the anticipated costs of renovating 17 stores whose leases will expire but that we expect to renew.

Results of Operations

Fiscal 2002 and 2001 consisted of the 52 week periods ended February 1, 2003 and February 2, 2002, respectively and fiscal 2000 consisted of the 53 week period ended February 3, 2001. Comparable store sales are defined as sales in stores that were open at least 14 months.

The following table sets forth selected income statement data expressed as a percent of sales for the years indicated:

Fiscal Year	As a Percentage of Sales Fiscal Year Ended		
	2002	2001	2000
Fiscal Year Ended	February 1, 2003	February 2, 2002	February 3, 2001
Net sales	100.0%	100.0%	100.0%
Cost of sales (including buying, distribution and occupancy costs)	70.8	67.3	72.3
Gross margin	29.2	32.7	27.7
Selling, general and administrative expenses	28.6	25.2	23.1
Operating income	0.6	7.5	4.6
Interest income, net	0.5	0.9	0.9
Income before provision for income taxes	1.1	8.3	5.5
Provision for income taxes	0.4	3.2	2.1
Net income	0.7%	5.2%	3.4%

Fiscal 2002 (year ended February 1, 2003) compared to Fiscal 2001 (year ended February 2, 2002).

Sales in fiscal 2002 were $608.5 million compared to sales for fiscal 2001 of $601.9 million, an increase of $6.6 million, or 1.1%. The dollar increase in sales was due to the net increase of 35 stores; 606 stores were open and operating at the end of fiscal 2002 compared to 571 stores at the end of fiscal 2001. Comparable store sales decreased 5.6% for fiscal 2002 compared to an increase of 4.7% for fiscal 2001. The comparable store sales decrease reflected the negative sales trends in the second half of fiscal 2002, which did not have a dominant fashion trend to drive sales as compared to fiscal 2001. Sales in the first half of fiscal 2002 were fueled by the "bohemian" trend. As the "bohemian" trend waned during the period leading up to the "back-to-school" season, we had a more sophisticated product offering, while we believe our competitors were gaining ground with a more basic presentation.

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Cost of sales, including buying, distribution and occupancy costs, was $431.0 million for fiscal 2002 compared to $405.2 million for fiscal 2001, an increase of $25.8 million, or 6.4%. Cost of sales was 70.8% of sales for fiscal 2002, compared to 67.3% of sales in fiscal 2001, an increase of 3.5%. The increase in cost of sales as a percent of sales for fiscal 2002 was driven by an increase in markdowns and in shrink, offset partially by a slight improvement in the cumulative mark-up. The increased markdowns in the third and fourth quarters were the result of reacting to the declining comparable store sales, and included a substantial markdown reserve at year-end to reduce the value of inventory marked out of stock in February 2003. In addition, the de-leverage stemming from negative comparable store sales caused fixed costs such as buying, distribution and occupancy to rise as a percentage of sales in fiscal 2002, versus fiscal 2001.

Selling, general and administrative expenses were $174.1 million in fiscal 2002, compared to $151.8 million in fiscal 2001, an increase of $22.3 million or 14.7%. Selling, general and administrative expenses were 28.6% of sales in fiscal 2002, 3.4% above the 25.2% of sales for fiscal 2001. The increase in selling expenses was primarily due to higher store wages and benefits. This was due to supporting more stores as well as actions taken early in the year to improve the quality and therefore the average salary of many of the store-level employees. The catalog business also contributed to higher selling expenses for the promotion, production and distribution support costs, reflecting our entry into the catalog business in fiscal 2002. In addition, we have incurred higher advertising costs in fiscal 2002 to support the retail locations. The increase in general and administrative costs was primarily caused by a reserve established for costs we expect to incur relating to Kathy Bronstein's employment status. The remaining increase was due to central office payrolls, reflecting salary increases and an increase in the number of employees, offset partially by savings in legal fees incurred in negotiating store leases as a result of establishing an in-house legal department. Selling, general and administrative expenses rose, as a percent of sales, due to de-leveraging of fixed costs caused by lower sales per store than in the same stores in the prior year.

Interest income, net, was $3.1 million in fiscal 2002, compared to $5.1 million in fiscal 2001, a decrease of $2.0 million. This decrease was due to a reduction in market interest rates on the invested balances, as well as a drop later in the year in the amount invested. Total cash and investments were $94.8 million at the end of fiscal 2002, compared to $132.3 million at fiscal 2001.

The income tax provision was $2.3 million in fiscal 2002, compared to $19.0 million in fiscal 2001. The effective income tax rate for fiscal 2002, was 35% compared to 38% in fiscal 2001. This decrease reflected the net loss during the fourth quarter, which increased the proportion of the full year net income that was in the form of tax exempt interest, as well as the proportion of income offset by charitable deductions of merchandise.

Based on the factors noted above, net income was $4.2 million in fiscal 2002, compared to $31.0 million in fiscal 2001, a decrease of $26.8 million, or 86.5%. As a percentage of sales, net income was 0.7% in fiscal 2002, compared to 5.2% in fiscal 2001.

Fiscal 2001 (year ended February 2, 2002) compared to Fiscal 2000 (year ended February 3, 2001).

Sales in fiscal 2001 were $601.9 million for the 52 week fiscal year compared to sales in fiscal 2000 of $580.2 million for the 53 week fiscal year, an increase of $21.7 million, or 3.7%. On a pro forma basis, comparing the 52 week period ended February 2, 2002 to the 52 week period ended January 27, 2001, the increase in sales would have been $30.5 million, or 5.3%. The dollar increase in sales in fiscal 2001 compared to fiscal 2000 was due to the impact of 51 new store openings and the acquisition of 18 stores in fiscal 2001. The increase in sales was also due to the increase in comparable store sales of 4.7% for the 52 weeks ended February 2, 2002 compared to the 52 weeks ended January 27, 2001. These increases were somewhat offset by the closing of 50 stores in fiscal 2001.

Cost of sales, including buying, distribution and occupancy costs, was $405.2 million in fiscal 2001 compared to $419.3 million in fiscal 2000, a decrease of $14.1 million, or 3.4%. As a percentage of sales, cost of

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sales decreased to 67.3% in fiscal 2001 from 72.3% in fiscal 2000, a decrease of 5.0%. The decrease in cost of sales as a percentage of sales related primarily to an increase in the initial mark up over the prior year and a decrease in markdowns from the prior year. We also experienced a decrease in occupancy costs due to the leverage on landlord expenses resulting from an increase in comparable store sales and due to a decrease in distribution costs resulting from lower depreciation as the original distribution equipment was fully depreciated in the prior year. Offsetting the overall decrease in cost of sales was an increase in buying costs. The increase in buying costs was due to additional headcount added to support new divisions and to further augment current infrastructure.

Selling, general and administrative expenses were $151.8 million in fiscal 2001 compared to $134.0 million in fiscal 2000, an increase of $17.8 million, or 13.3%. As a percentage of sales, selling, general and administrative expenses were 25.2% in fiscal 2001 compared to 23.1% in fiscal 2000, an increase of 2.1%. The increase in selling, general and administrative expenses as a percentage of sales was primarily due to an increase in advertising costs related to the use of print media campaigns and a television sponsorship not used in the prior year. The increase is also due to an increase in selling wages in an effort to improve customer service. Delivery charges increased due to the change in the freight strategy to use three-day air in fiscal 2001 versus the use of ground transportation in fiscal 2000.

Interest income, net, was $5.1 million in fiscal 2001 compared to $4.9 million in fiscal 2000, an increase of $0.2 million. This increase was due primarily to an increase in the average cash balance invested during the year offset in part by lower interest rates during fiscal 2001 versus fiscal 2000.

The income tax provision was $19.0 million in fiscal 2001 compared to $12.2 million in fiscal 2000. The effective income tax rate in fiscal 2001 was 38.0% compared to 38.5% in fiscal 2000. The decrease in the effective tax rate in fiscal 2001 compared to fiscal 2000 was due to the apportionment among various states, resulting in lower effective state tax rates.

Based on the factors noted above, net income was $31.0 million in fiscal 2001 compared to $19.5 million in fiscal 2000, an increase of $11.5 million, or 59.0%. As a percentage of sales, net income was 5.2% in fiscal 2001 compared to 3.4% in fiscal 2000.

Liquidity and Capital Resources

Working capital at the end of fiscal 2002, 2001 and 2000 was $64.5 million, $77.2 million and $44.2 million, respectively. The decrease in working capital of $12.7 million in fiscal 2002 compared to fiscal 2001 was primarily due to a reduction in cash and short-term investments, net of reductions in construction payables, merchandise payables, and an income tax payable in the prior year compared to an income tax receivable in the current year.

Net cash provided by operating activities for fiscal 2002, 2001, and 2000 was $6.0 million, $58.3 million, and $46.4 million, respectively. The $52.3 million decrease in net cash provided by operating activities in fiscal 2002 compared to fiscal 2001 was largely the result of lower net income of $26.8 million, offset slightly by $2.4 million in non-cash depreciation expense increase. Accounts payable and accrued liabilities, whose balance changes increased cash flow by nearly $10 million in fiscal 2001, dropped nearly $13 million during fiscal 2002. This shift reflects nearly $11 million less in accrued construction costs at the end of fiscal 2002 compared to fiscal 2001, and $4.7 million more in net owned inventory at the end of fiscal 2002 compared to fiscal 2001. Finally, there was an increase of approximately $10.6 million from the end of fiscal 2001 to the end of fiscal 2002 in other receivables due to an income tax receivable of $11.8 million, reflecting the drop in income in the latter part of fiscal 2002.

In fiscal 2002, 2001 and 2000, we invested $39.0 million, $39.0 million and $18.1 million, respectively, in property and equipment and leasehold improvements. These expenditures related primarily to new store openings

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and remodels. In fiscal 2002, we opened 69 stores and remodeled 22 stores. There were no acquisitions in fiscal 2002. In fiscal 2001, we opened 51 stores, remodeled 32 stores and we acquired the leases, merchandise inventory and furniture and fixtures of 18 Zutopia stores from Gymboree, Inc. for $3.6 million. Capital expenditures for fiscal 2003 are currently projected to be $17.5 million or less, relating primarily to planned new store openings, remodels and minor store renovations, as well as implementing a planning and allocation system and other key store support programs.

In September 1998, the Company's Board of Directors authorized the repurchase of up to 20% of the outstanding shares of our Class A common stock. From this authorized plan, 3,077,100 shares (split adjusted) were repurchased at a cost of $20.3 million. These repurchased shares were reflected as Treasury Stock in our consolidated balance sheets, until they were retired on December 2, 2002, as authorized by the Board of Directors. On October 1, 2002, our Board of Directors authorized the repurchase of up to 5.4 million shares of our outstanding Class A common stock. This amount included the remaining shares previously authorized for repurchase by the Board of Directors. During October 2002, we repurchased 947,400 shares under the new repurchase plan for $8.2 million. These repurchased shares under the new plan were immediately retired as authorized by our Board of Directors. As of the end of fiscal 2002, there were approximately 4.5 million shares remaining for future repurchases under the October 1, 2002 authorization. As of the date of this report, all treasury shares have been retired.

We have a revolving line-of-credit arrangement with Bank of America, N.A. in an aggregate principal amount of $50 million, maturing on July 1, 2004. At February 1, 2003, there were no outstanding borrowings under the credit arrangement, and there were $7.6 million open letters of credit related to imported inventory orders and an insurance standby letter of credit for $0.7 million. As of the date of this report we are in compliance with all financial covenants of the credit arrangement. We invest our excess funds in short-term investment grade money market funds, investment grade commercial paper and U.S. Treasury and Agency obligations. The long-term marketable securities consist of high credit quality municipal and corporate bonds. We believe that our working capital and cash flows from operating activities will be sufficient to meet our operating and capital requirements in the foreseeable future.

Seasonality and Inflation

Our business is seasonal by nature with the Christmas season, beginning the week of Thanksgiving and ending the first Saturday after Christmas, and the back-to-school season, beginning the last week of July and ending the first week of September, historically accounting for the largest percentage of sales volume. For the past three fiscal years, the Christmas and back-to-school seasons together accounted for an average of approximately 30% of our annual sales, after adjusting for sales increases related to new stores. We do not believe that inflation has had a material effect on the results of operations during the past three years. However, we cannot assure you that our business will not be affected by inflation in the future.

Commitments and Contingencies

Our principal contractual obligations consist of minimum annual rental commitments under non-cancelable leases, including our corporate office, warehouse facility, automobiles, computer equipment and copiers. At February 1, 2003, our contractual obligations under these leases were as follows (in thousands):

Contractual Obligations	Payments Due By Period				
	Total	Less Than 1 Year	1–3 Years	4–5 Years	After 5 Years
Operating leases ...	$455,200	$69,300	$181,500	$104,400	$100,000

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Our principal commercial commitments consist primarily of open letters of credit, related to imported inventory orders, secured by our revolving line-of-credit arrangement. At February 1, 2003, our contractual commercial commitments under these letters of credit arrangements were as follows (in thousands):

Other Commercial Commitments	Total Amounts Committed	Amount of Commitment Expiration Per Period			
		Less Than 1 Year	1–3 Years	4–5 Years	Over 5 Years
Letters of credit	$8,300	$8,300	—	—	—

We do not maintain any long-term or exclusive commitments or arrangements to purchase merchandise from any single supplier.

New Accounting Pronouncements

In June 2001, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standard (SFAS) No. 142 "Goodwill and Other Intangible Assets," which, among other things, establishes new standards for goodwill acquired in a business combination, eliminates the amortization of goodwill and requires the carrying value of goodwill and identifiable intangibles to be evaluated for impairment on, at least, an annual basis. Identifiable intangible assets with a determinable useful life will continue to be amortized over that period. We adopted SFAS No. 142 on February 3, 2002. Upon completion of the impairment test, we determined that there was no impairment of goodwill.

In November 2001, the FASB issued SFAS No. 143 "Accounting for Asset Retirement Obligations," which addresses financial accounting and reporting for obligations associated with the retirement of tangible long-lived assets and the associated retirement costs. SFAS No. 143 is effective for fiscal years beginning after June 15, 2002. We believe the adoption of SFAS No. 143 will not have a material impact on our consolidated results of operations, financial position or cash flows.

Effective February 3, 2002, the Company adopted SFAS No. 144 "Accounting for the Impairment or Disposal of Long-Lived Assets," which addresses financial accounting and reporting for the impairment of long-lived assets and for long-lived assets to be disposed of either by sale or other than by sale. The adoption of SFAS No. 144 did not have a material impact on our consolidated results of operations, financial position or cash flows.

In July 2002, the FASB issued SFAS No. 146, "Accounting for Costs Associated with Exit or Disposal Activities," which addresses financial accounting and reporting for costs associated with exit or disposal activities and supersedes Emerging Issues Task Force (EITF) Issue 94-3, "Liability Recognition for Certain Employee Termination Benefits and Other Costs to Exit an Activity (including Certain Costs Incurred in a Restructuring)." SFAS 146 requires that a liability for a cost associated with an exit or disposal activity be recognized when the liability is incurred. Under Issue 94-3, a liability for an exit cost as defined in EITF 94-3 was recognized at the date of an entity's commitment to an exit plan. SFAS 146 also establishes that the liability should initially be measured and recorded at fair value. We adopted the provisions of SFAS 146 for exit or disposal activities initiated after December 31, 2002.

In December 2002, the FASB issued SFAS No. 148, "Accounting for Stock-Based Compensation—Transition and Disclosure—an amendment of FASB Statement No. 123." This statement provides alternative methods of transition for a voluntary change to the fair value based method of accounting for stock-based employee compensation. In addition, this Statement amends the disclosure requirement of SFAS 123 to require prominent disclosures in both annual and interim financial statements about the method of accounting for stock-based employee compensation and the effect of the method used on reported results. SFAS 148 is effective for fiscal years ending after December 15, 2002. We have determined not to adopt the fair value based method of accounting for stock-based employee compensation but have adopted the additional disclosure requirements of SFAS 148 in fiscal 2002.

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In November 2002, the FASB issued FASB Interpretation ("FIN") No. 45, "Guarantor's Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees and Indebtedness of Others," an interpretation of FASB Statements No. 5, 57 and 107, and rescission of FASB Interpretation No. 34, "Disclosure of Indirect Guarantees of Indebtedness of Others." FIN 45 elaborates on the disclosures to be made by the guarantor in its interim and annual financial statements about its obligations under certain guarantees that it has issued. It also requires that a guarantor recognize, at the inception of a guarantee, a liability for the fair value of the obligation undertaken in issuing the guarantee. The initial recognition and measurement provisions of this interpretation are applicable on a prospective basis to guarantees issued or modified after December 31, 2002. The provisions of the disclosure requirements are effective for financial statements of interim or annual periods ending after December 15, 2002. We believe the adoption of such interpretation will not have a material impact on our results of operations or financial position and we intend to adopt the recognition provisions of such interpretation on February 2, 2003, as required.

In January 2003, the FASB issued FIN No. 46, "Consolidation of Variable Interest Entities," an interpretation of ARB No. 51. FIN No. 46 requires that variable interest entities be consolidated by a company if that company is subject to a majority of the risk of loss from the variable interest entity's activities or is entitled to receive a majority of the entity's residual returns or both. FIN No. 46 also requires disclosures about variable interest entities that companies are not required to consolidate but in which a company has a significant variable interest. The consolidation requirements of FIN No. 46 will apply immediately to variable interest entities created after January 31, 2003. The consolidation requirements will apply to entities established prior to January 31, 2003 in the first fiscal year or interim period beginning after June 15, 2003. The disclosure requirements will apply in all financial statements issued after January 31, 2003. We believe the adoption of FIN No. 46 will have no impact on our results of operations or financial position, as we have no interests in variable interest entities.

Item 7A. Quantitative and Qualitative Disclosures About Market Risk

To the extent we borrow under our credit facility, we will be exposed to market risk related to changes in interest rates. At February 1, 2003, no borrowings were outstanding under the credit facility. See Notes 1 and 2 to our consolidated financial statements for further discussion of our accounting policies for financial instruments. We are not a party to any derivative financial instruments. We are exposed to market risk related to changes in interest rates on our investments in short-term investment grade interest-bearing securities. These investments are considered to be cash equivalents and are shown that way on our balance sheet. If there are changes in interest rates, those changes would affect the investment income we earn on those investments.

Item 8. Financial Statements and Supplementary Data

Information with respect to this item is set forth under Item 15.

Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

Not Applicable.

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PART III

Item 10. Directors and Executive Officers of the Registrant

The information required by this item is incorporated by reference to the information set forth in our proxy statement for our 2003 annual meeting of stockholders to be filed with the Securities and Exchange Commission within 120 days after the end of our fiscal year ended February 1, 2003.

Item 11. Executive Compensation

The information required by this item is incorporated by reference to the information set forth in our proxy statement for our 2003 annual meeting of stockholders to be filed with the Securities and Exchange Commission within 120 days after the end of our fiscal year ended February 1, 2003.

Item 12. Security Ownership of Certain Beneficial Owners and Management

The information required by this item is incorporated by reference to the information set forth in our proxy statement for our 2003 annual meeting of stockholders to be filed with the Securities and Exchange Commission within 120 days after the end of our fiscal year ended February 1, 2003.

Item 13. Certain Relationships and Related Transactions

The information required by this item is incorporated by reference to the information set forth in our proxy statement for our 2003 annual meeting of stockholders to be filed with the Securities and Exchange Commission within 120 days after the end of our fiscal year ended February 1, 2003.

Item 14. Controls and Procedures

Disclosure Controls and Internal Controls

Our disclosure controls and procedures (as defined in Rule 13a-14(c) under Exchange Act) ("Disclosure Controls") are procedures that are designed with the objective of ensuring that information required to be disclosed in our reports filed under the Exchange Act, such as this annual report, is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms. Disclosure Controls are also designed with the objective of ensuring that this information is accumulated and communicated to our management, including our interim Chief Executive Officer and our Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure. Internal controls and procedures for financial reporting ("Internal Controls") are designed with the objective of providing reasonable assurance that:

- our transactions are properly authorized;
- assets are safeguarded against unauthorized or improper use; and
- transactions are properly recorded and reported.

These controls and procedures are designed to enable the preparation of our financial statements in conformity with U.S. generally accepted accounting principles.

Limitations on the Effectiveness of Controls

Our management, including our interim Chief Executive Officer and our Chief Financial Officer, does not expect that our Disclosure Controls or Internal Controls will prevent all error and all fraud. A control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Further, the design of a control system must reflect the fact that there are resource constraints, and the benefits of controls must be considered relative to their costs. Because of the inherent

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limitations in all control systems, an evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, within our company have been detected. These inherent limitations include the realities that judgments in decision-making can be faulty and that breakdowns can occur because of simple error or mistake. Additionally, controls can be circumvented by the individual acts of some persons, by collusion of two or more people or by management override of the control. The design of any system of controls is also based in part upon certain assumptions about the likelihood of future events, and there can be no assurance that any control will succeed in achieving its stated goals under all potential future conditions. Over time, a control may become inadequate because of changes in conditions, or the degree of compliance with the policies or procedures related to the control may deteriorate. Because of the inherent limitations in a cost-effective control system, misstatements due to error may occur and not be detected.

Annual evaluation of the Company's Disclosure Controls and Internal Controls

Within the 90-day period prior to the filing of this annual report, an evaluation was carried out under the supervision and with the participation of our management, including our interim Chief Executive Officer and our Chief Financial Officer, of the effectiveness of the design and operation of our Disclosure Controls. Based upon that evaluation, our interim Chief Executive Officer and our Chief Financial Officer concluded, subject to the limitations noted above, that:

- the design and operation of our Disclosure Controls were effective to ensure that material information related to our company which is required to be disclosed in reports filed under the Securities and Exchange Act of 1934 is recorded, processed, summarized and reported within the time periods specified in SEC rules and forms; and
- our Internal Controls are effective to provide reasonable assurance that our financial statements are fairly presented in conformity with U.S. generally accepted accounting principles.

No significant changes were made to our Internal Controls or in other factors that could significantly affect these controls subsequent to the date of their evaluation.

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PART IV

Item 15. Exhibits, Financial Statement Schedules and Reports on Form 8-K

(a) The following documents are filed as part of this report:

1. Financial Statements: The financial statements listed in the "Index to Consolidated Financial Statements and Financial Statement Schedules" at F-1 are filed as part of this report.
2. Financial Statement Schedules: All schedules are omitted as they are not required, or the required information is shown in the consolidated financial statements or notes thereto.
3. Exhibits See "Exhibit Index."

(b) Reports on Form 8-K.

No reports on Form 8-K were filed during the last quarter of the fiscal year ended February 1, 2003

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SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

THE WET SEAL, INC.
(REGISTRANT)

By: /s/ IRVING TEITELBAUM
Irving Teitelbaum
Chairman of the Board and Interim Chief Executive Officer

By: /s/ WILLIAM B. LANGSDORF
William B. Langsdorf
Senior Vice President and Chief Financial Officer

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the Registrant and in the capacities indicated and on the dates indicated.

Signatures	Title	Date Signed
/s/ IRVING TEITELBAUM **Irving Teitelbaum**	Chairman of the Board of Directors and Interim Chief Executive Officer (Principal Executive Officer)	March 28 , 2003
/s/ STEPHEN GROSS **Stephen Gross**	Secretary and Director	March 28 , 2003
/s/ WALTER J. PARKS **Walter J. Parks**	Executive Vice President and Chief Administrative Officer	March 28 , 2003
/s/ WILLIAM B. LANGSDORF **William B. Langsdorf**	Senior Vice President and Chief Financial Officer (Principal Financial and Accounting Officer)	March 28 , 2003
/s/ GEORGE H. BENTER JR. **George H. Benter Jr.**	Director	March 28 , 2003
/s/ KATHY BRONSTEIN **Kathy Bronstein**	Director	March 28 , 2003
/s/ BARRY ENTOUS **Barry Entous**	Director	March 28 , 2003
/s/ WALTER F. LOEB **Walter F. Loeb**	Director	March 28 , 2003
/s/ WILFRED POSLUNS **Wilfred Posluns**	Director	March 28 , 2003
/s/ Alan SIEGEL **Alan Siegel**	Director	March 28 , 2003

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SARBANES-OXLEY ACT SECTION 302(a) CERTIFICATIONS

I, Irving Teitelbaum, certify that:

1. I have reviewed this annual report on Form 10-K of The Wet Seal, Inc.;

2. Based on my knowledge, this annual report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this annual report;

3. Based on my knowledge, the financial statements, and other financial information included in this annual report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this annual report;

4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and we have:

   a) designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this annual report is being prepared;

   b) evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this annual report (the "Evaluation Date"); and

   c) presented in this annual report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;

5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent function):

   a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and

   b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and

6. The registrant's other certifying officers and I have indicated in this annual report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: March 28, 2003

/s/ IRVING TEITELBAUM

Irving Teitelbaum
Chairman of the Board and Interim Chief Executive Officer
(Principal Executive Officer)

SARBANES-OXLEY ACT SECTION 302(a) CERTIFICATIONS

I, William B. Langsdorf, certify that:

1. I have reviewed this annual report on Form 10-K of The Wet Seal, Inc.;
2. Based on my knowledge, this annual report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this annual report;
3. Based on my knowledge, the financial statements, and other financial information included in this annual report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this annual report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and we have:
   a) designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this annual report is being prepared;
   b) evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this annual report (the "Evaluation Date"); and
   c) presented in this annual report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent function):
   a) all significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and
   b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and
6. The registrant's other certifying officers and I have indicated in this annual report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: March 28, 2003

/s/ WILLIAM B. LANGSDORF

William B. Langsdorf
Senior Vice President and Chief Financial Officer
(Principal Financial and Accounting Officer)

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THE WET SEAL, INC.
INDEX TO CONSOLIDATED FINANCIAL STATEMENTS
AND FINANCIAL STATEMENT SCHEDULES

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All schedules are omitted as they are not required, or the required information is shown in the consolidated financial statements or the notes thereto.	

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors and Shareholders
The Wet Seal, Inc.:

We have audited the accompanying consolidated balance sheets of The Wet Seal, Inc. and subsidiary (the Company) as of February 1, 2003 and February 2, 2002 and the related consolidated statements of income, comprehensive income, shareholders' equity and cash flows for each of the three fiscal years in the period ended February 1, 2003. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of The Wet Seal, Inc. and subsidiary as of February 1, 2003 and February 2, 2002 and the results of their operations and their cash flows for each of the three fiscal years in the period ended February 1, 2003 in conformity with accounting principles generally accepted in the United States of America.

As discussed in Note 1 to the financial statements, the Company changed its method of accounting for goodwill and other intangible assets during the year ended February 1, 2003 as a result of adopting Statement of Financial Accounting Standards No. 142, "Goodwill and Other Intangible Assets."

DELOITTE & TOUCHE LLP
Costa Mesa, California
March 13, 2003

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THE WET SEAL, INC.
CONSOLIDATED BALANCE SHEETS

	February 1, 2003	February 2, 2002
	(In thousands)	
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents (Note 1)	$ 21,969	$ 34,345
Short-term investments (Note 2)	39,237	67,523
Other receivables	15,467	4,830
Merchandise inventories (Note 1)	31,967	32,020
Prepaid expenses, including prepaid rent of $9,671 and $9,149, respectively	11,992	11,018
Deferred tax charges (Note 3)	2,472	2,500
Total current assets	123,104	152,236
EQUIPMENT AND LEASEHOLD IMPROVEMENTS (Note 1):		
Leasehold improvements	127,792	117,284
Furniture, fixtures and equipment	86,062	66,880
Leasehold rights	2,350	2,848
	216,204	187,012
Less accumulated depreciation	(106,423)	(93,304)
Net equipment and leasehold improvements	109,781	93,708
LONG-TERM INVESTMENTS (Note 2)	33,639	30,433
OTHER ASSETS:		
Deferred tax charges and other assets (Notes 3 and 11)	11,778	13,017
Goodwill	6,323	6,323
Total other assets	18,101	19,340
	$ 284,625	$295,717
LIABILITIES AND STOCKHOLDERS' EQUITY		
CURRENT LIABILITIES:		
Accounts payable	$ 13,827	$ 24,928
Accounts payable—merchandise	22,248	26,962
Accrued liabilities (Note 10)	22,520	19,321
Income taxes payable (Note 3)	—	3,834
Total current liabilities	58,595	75,045
LONG-TERM LIABILITIES:		
Deferred rent (Note 1)	9,315	8,624
Other long-term liabilities (Note 11)	5,392	4,438
Total long-term liabilities	14,707	13,062
Total liabilities	73,302	88,107
COMMITMENTS AND CONTINGENCIES (Note 6)		
STOCKHOLDERS' EQUITY (Notes 4 and 5):		
Preferred Stock, $.01 par value, authorized, 2,000,000 shares; none issued and outstanding	—	—
Common Stock, Class A, $.10 par value, authorized 60,000,000 shares; 24,836,386 and 28,268,457 shares issued and outstanding at February 1, 2003 and February 2, 2002, respectively	2,484	2,827
Common Stock, Class B convertible, $.10 par value, authorized 10,000,000 shares; 4,804,249 shares issued and outstanding at February 1, 2003 and February 2, 2002	480	480
Paid-in capital	59,036	79,568
Retained earnings	149,323	145,084
Treasury stock, 3,077,100 shares at cost, February 2, 2002	—	(20,349)
Total stockholders' equity	211,323	207,610
	$ 284,625	$295,717

See accompanying notes to consolidated financial statements.

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THE WET SEAL, INC.
CONSOLIDATED STATEMENTS OF INCOME

	February 1, 2003	February 2, 2002	February 3, 2001
	(In thousands, except share data)		
NET SALES	$ 608,509	$ 601,895	$ 580,182
COST OF SALES (including buying, distribution and occupancy costs)	430,971	405,187	419,310
GROSS MARGIN	177,538	196,708	160,872
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES	174,130	151,815	134,002
OPERATING INCOME	3,408	44,893	26,870
INTEREST INCOME, NET	3,114	5,127	4,857
INCOME BEFORE PROVISION FOR INCOME TAXES	6,522	50,020	31,727
PROVISION FOR INCOME TAXES (Note 3)	2,283	19,005	12,215
NET INCOME	$ 4,239	$ 31,015	$ 19,512
NET INCOME PER SHARE, BASIC (Note 12)	$ 0.14	$ 1.05	$ 0.69
NET INCOME PER SHARE, DILUTED (Note 12)	$ 0.14	$ 1.02	$ 0.68
WEIGHTED AVERAGE SHARES OUTSTANDING, BASIC (Note 1)	30,044,673	29,601,368	28,089,921
WEIGHTED AVERAGE SHARES OUTSTANDING, DILUTED (Note 1)	31,078,549	30,314,802	28,490,192

See accompanying notes to consolidated financial statements.

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THE WET SEAL, INC.
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

	February 1, 2003	February 2, 2002	February 3, 2001
		(In thousands)	
NET INCOME	$4,239	$31,015	$19,512
OTHER COMPREHENSIVE INCOME :			
SUPPLEMENTAL EMPLOYEE RETIREMENT PLAN ADJUSTMENT (Note 11)	—	—	139
COMPREHENSIVE INCOME	$4,239	$31,015	$19,651

See accompanying notes to consolidated financial statements.

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THE WET SEAL, INC.
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY

	Common Stock								
	Class A		Class B						
	Shares	Par Value	Shares	Par Value	Paid-In Capital	Retained Earnings	Other Comprehensive Income (Loss)	Treasury Stock	Total Stockholders' Equity
	(In thousands, except share data)								
Balance at January 29, 2000	24,525,053	$ 2,452	6,553,497	$ 655	$ 60,767	$ 94,557	($139)	($20,059)	$ 138,233
Stock issued pursuant to long-term incentive plan (Note 5)	28,701	$ 3	—	—	$ 392	—	—	—	$ 395
Exercise of stock options (Note 5)	729,225	$ 73	—	—	$ 3,806	—	—	—	$ 3,879
Tax benefit related to exercise of stock options (Note 5)	—	—	—	—	$ 1,925	—	—	—	$ 1,925
Repurchase of common stock (Note 4)	—	—	—	—	—	—	—	($ 290)	($ 290)
Supplemental Employee Retirement Plan adjustment (Note 11)	—	—	—	—	—	—	$ 139	—	$ 139
Net income						$ 19,512			$ 19,512
Balance at February 3, 2001	25,282,979	$ 2,528	6,553,497	$ 655	$ 66,890	$114,069	—	($20,349)	$ 163,793
Stock issued pursuant to long-term incentive plan (Note 5)	26,264	$ 3	—	—	$ 462	—	—	—	$ 465
Exercise of stock options (Note 5)	1,210,167	$ 121	—	—	$ 8,673	—	—	—	$ 8,794
Tax benefit related to exercise of stock options (Note 5)	—	—	—	—	$ 3,543	—	—	—	$ 3,543
Cancellation of fractional shares due to three-for-two stock split (Note 4)	(198)	—	—	—	—	—	—	—	—
Shares converted from Class B to Class A	1,749,248	$ 175	(1,749,248)	($ 175)	—	—	—	—	—
Net income						$ 31,015			$ 31,015
Balance at February 2, 2002	28,268,457	$ 2,827	4,804,249	$ 480	$ 79,568	$145,084	—	($20,349)	$ 207,610
Stock issued pursuant to long-term incentive plan (Note5)	23,875	$ 2	—	—	$ 211	—	—	—	$ 213
Exercise of stock options (Note 5)	569,708	$ 57	—	—	$ 4,878	—	—	—	$ 4,935
Tax benefit related to exercise of stock options (Note 5)	—	—	—	—	$ 2,541	—	—	—	$ 2,541
Cancellation of fractional shares due to three-for-two stock split (Note 4)	(1,154)	—	—	—	—	—	—	—	—
Repurchase/Retirement of common stock (Note 4)	(4,024,500)	($ 402)	—	—	($28,162)	—	—	$ 20,349	($ 8,215)
Net income						$ 4,239			$ 4,239
Balance at February 1, 2003	24,836,386	$ 2,484	4,804,249	$ 480	$ 59,036	$149,323	$ 0	$ 0	$ 211,323

See accompanying notes to consolidated financial statements.

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THE WET SEAL, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS

	February 1, 2003	February 2, 2002	February 3, 2001
		(In thousands)	
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income	$ 4,239	$ 31,015	$ 19,512
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	22,701	20,347	22,284
Loss on disposal of equipment and leasehold improvements	1,434	750	2,295
Stock issued pursuant to long-term incentive plan	213	465	395
Deferred tax, net	2,032	170	(2,742)
Changes in operating assets and liabilities:			
Other receivables	(10,637)	(2,418)	1,497
Merchandise inventories	53	(1,918)	3,186
Prepaid expenses	(974)	(1,555)	(9,463)
Other assets	(765)	(52)	261
Accounts payable and accrued liabilities	(12,616)	9,719	1,433
Income taxes payable	(3,834)	(1,714)	5,005
Tax benefit related to exercise of stock options	2,541	3,543	1,925
Deferred rent	691	(567)	690
Other long-term liabilities	954	551	117
Net cash provided by operating activities	6,032	58,336	46,395
CASH FLOWS FROM INVESTING ACTIVITIES:			
Investment in equipment and leasehold improvements	(38,962)	(38,953)	(18,134)
Acquisition of store leases and store assets	—	(3,550)	—
Investment in marketable securities	(71,348)	(105,335)	(103,221)
Proceeds from sale of marketable securities	95,182	84,931	58,336
Net cash used in investing activities	(15,128)	(62,907)	(63,019)
CASH FLOWS FROM FINANCING ACTIVITIES:			
Principal payments on long-term debt	—	—	(1,764)
Purchase of treasury stock	(8,215)	—	(290)
Proceeds from issuance of common stock	4,935	8,794	3,879
Net cash (used in) provided by financing activities	(3,280)	8,794	1,825
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	(12,376)	4,223	(14,799)
CASH AND CASH EQUIVALENTS, beginning of year	34,345	30,122	44,921
CASH AND CASH EQUIVALENTS, end of year	$ 21,969	$ 34,345	$ 30,122
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:			
Cash paid during the year for:			
Interest	$ 23	$ 23	$ 38
Income taxes, net	$ 13,093	$ 16,972	$ 8,108

SCHEDULE OF NONCASH TRANSACTIONS:

During the 52 weeks ended February 1, 2003, 52 weeks ended February 2, 2002, and 53 weeks ended February 3, 2001, the Company recorded an increase to paid-in capital and a decrease to income taxes payable of $2.5 million, $3.5 million, and $1.9 million, respectively, related to tax benefits associated with the exercise of non-qualified stock options.

During October 2002, the Company repurchased 947,400 shares for $8,215,000 and immediately retired these shares. In December 2002, the 3,077,100 shares repurchased in prior years were retired.

See accompanying notes to consolidated financial statements.

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THE WET SEAL, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
For the years ended February 1, 2003, February 2, 2002, and February 3, 2001

NOTE 1: Summary of Significant Accounting Policies

Nature of the Business

The Wet Seal, Inc. (the "Company") is a national specialty retailer of fashionable and contemporary apparel and accessory items designed for female consumers with a young, active lifestyle. The Company's success is largely dependent upon its ability to gauge the fashion tastes of its customers and to provide merchandise that satisfies customer demand. The Company's failure to anticipate, identify or react to changes in fashion trends could adversely affect its results of operations.

Approximately 26.5% of the voting stock of the Company is held by a group of companies directly or indirectly controlled by two directors of the Company, one of whom is the Chairman of the Board of Directors.

The Company's fiscal year ends on the Saturday closest to the end of January. The reporting period includes 52 weeks in fiscal 2002, 52 weeks in fiscal 2001, and 53 weeks in fiscal 2000.

Principles of Consolidation

The consolidated financial statements include the accounts of The Wet Seal, Inc. and its wholly owned subsidiary, The Wet Seal Retail, Inc. All significant intercompany balances and transactions have been eliminated in consolidation.

Basis of Presentation

The consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America. Certain amounts in the fiscal 2001 and fiscal 2000 financial statements have been reclassified to conform with the fiscal 2002 presentation.

Cash and Cash Equivalents

The Company considers all highly liquid debt instruments purchased with an initial maturity of three months or less to be cash equivalents. Cash is held primarily in four major financial institutions and is in excess of insured limits.

Merchandise Inventories

Merchandise inventories are stated at the lower of cost (first-in, first-out) or market. Cost is determined using the retail inventory method.

Equipment and Leasehold Improvements

Equipment and leasehold improvements are stated at cost. Expenditures for betterment or improvement are capitalized, while expenditures for repairs that do not significantly increase the life of the asset are expensed as incurred.

Depreciation is provided using the straight-line method over the estimated useful lives of the assets. Furniture, fixtures and equipment are typically depreciated over three to five years. Leasehold improvements and the cost of acquiring leasehold rights are depreciated over the lesser of the term of the lease or 10 years.

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NOTE 1: Summary of Significant Accounting Policies (Continued)

Long-Lived Assets

The Company accounts for the impairment and disposition of long-lived assets in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets." SFAS No. 144, addresses financial accounting and reporting for the impairment of long-lived assets and for long-lived assets to be disposed of either by sale or other than by sale. Long-lived assets are reviewed for impairment when events or changes in circumstances indicate that their carrying value may not be recoverable. At February 1, 2003, the Company believes there has been no impairment of the value of such assets.

Goodwill

In June 2001, the FASB issued SFAS No. 141, "Business Combinations," and SFAS No. 142, "Goodwill and Other Intangible Assets." SFAS No. 141 requires business combinations initiated after June 30, 2001 to be accounted for using the purchase method of accounting, and broadens the criteria for recording intangible assets apart from goodwill. Under SFAS No. 142, goodwill and intangible assets that have indefinite useful lives will no longer be amortized but will be tested at least annually for impairment. The goodwill test for impairment consists of a two-step process that begins with an estimation of the fair value of the reporting unit. The first step of the test is a screen for potential impairment and the second step measures the amount of impairment, if any. The Company adopted SFAS No. 142 on February 3, 2002. Prior to adoption of SFAS No. 142, the Company amortized goodwill on a straight-line basis over 20 to 25 years and evaluated the recoverability of goodwill based on undiscounted operating cash flows. The Company completed its transitional and annual impairment test and determined that there was no impairment of goodwill.

The following table provides the Company's net income (loss) and net income (loss) per share had the non-amortization provisions of SFAS No. 142 been adopted for all periods presented:

	February 1, 2003	February 2, 2002
	(In thousands, except share data)	
Net income	$4,239	$31,015
Add back: Goodwill amortization	—	394
Related income tax effect	—	(150)
Adjusted net income	$4,239	$31,259
Net income per share:		
Basic	$ 0.14	$ 1.05
Add back: Goodwill amortization, net of related income tax effect	—	$ .01
Adjusted basic net income per common share	$ 0.14	$ 1.06
Diluted	$ 0.14	$ 1.02
Add back: Goodwill amortization, net of related income tax effect	—	—
Adjusted diluted net income per common share	$ 0.14	$ 1.02

Amortization of goodwill for the full fiscal year 2001 was $394,000 before income taxes.

Revenue Recognition

Sales are recognized upon purchase by customers.

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NOTE 1: Summary of Significant Accounting Policies (Continued)

Rental Expense

Any defined rental escalation is averaged over the term of the related lease in order to provide level recognition of rental expense.

Store Pre-Opening Costs

Store opening and pre-opening costs are charged to expense as they are incurred.

Advertising Costs

Costs for advertising related to retail operations consisting of magazine ads, in-store signage and promotions are expensed as incurred. Total advertising expenses related primarily to retail operations in fiscal 2002, 2001, and 2000 were $8,925,000, $6,039,000, and $2,788,000, respectively.

Income Tax

SFAS No. 109 requires the recognition of deferred tax assets and liabilities for the future consequences of events that have been recognized in the Company's consolidated financial statements or tax returns. The measurement of deferred items is based on enacted tax laws. In the event that the future consequences of differences between financial reporting bases and the tax bases of the Company's assets and liabilities result in a deferred tax asset, SFAS No. 109 requires an evaluation of the probability of being able to realize the future benefits indicated by such asset. A valuation allowance related to a deferred tax asset is recorded when it is more likely than not that some portion or all of the deferred tax assets will not be realized.

Net Income Per Share

In accordance with SFAS No. 128, "Earnings Per Share," net income per share, basic, is computed based on the weighted-average number of common shares outstanding for the period. Net income per share, diluted, is computed based on the weighted-average number of common and potentially dilutive common equivalent shares outstanding for the period (see note 12).

During the year ended February 1, 2003, the Company effected a three-for-two stock split (see note 4).

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Fair Value of Financial Instruments

Management believes the carrying amounts of cash and cash equivalents, other receivables and accounts payable approximate fair value due to their short maturity. Short-term and long-term investments consist of highly liquid interest-bearing securities that are carried at amortized cost plus accrued income, which management believes approximates fair value.

NOTE 1: Summary of Significant Accounting Policies (Continued)

Stock-Based Compensation

The Company accounts for stock-based awards to employees using the intrinsic value method in accordance with Accounting Principles Board Opinion (APBO) No. 25, "Accounting for Stock Issued to Employees" (see note 5).

Segment Information

The Company has one reportable segment representing the aggregation of its operating segments due to the similarities of the economic and operating characteristics of the operations represented by the Company's store formats.

The Company's success is largely dependent upon its ability to gauge the fashion tastes of its customers and provide merchandise that satisfies customers' preferences. Any inability to provide appropriate merchandise in sufficient quantities in a timely manner could have a material adverse effect on the Company's operating results.

New Accounting Pronouncements

In November 2001, the FASB issued SFAS No. 143 "Accounting for Asset Retirement Obligations," which addresses financial accounting and reporting for obligations associated with the retirement of tangible long-lived assets and the associated retirement costs. SFAS No. 143 is effective for fiscal years beginning after June 15, 2002. The Company believes the adoption of SFAS No. 143 will not have a material impact on the Company's consolidated results of operations, financial position or cash flows.

In July 2002, the FASB issued SFAS 146, "Accounting for Costs Associated with Exit or Disposal Activities," which addresses financial accounting and reporting for costs associated with exit or disposal activities and supersedes Emerging Issues Task Force (EITF) Issue 94-3, "Liability Recognition for Certain Employee Termination Benefits and Other Costs to Exit an Activity (including Certain Costs Incurred in a Restructuring)." SFAS 146 requires that a liability for a cost associated with an exit or disposal activity be recognized when the liability is incurred. Under Issue 94-3, a liability for an exit cost as defined in EITF 94-3 was recognized at the date of an entity's commitment to an exit plan. SFAS 146 also establishes that the liability should initially be measured and recorded at fair value. The Company adopted the provisions of SFAS 146 for exit or disposal activities initiated after December 31, 2002.

In November 2002, the FASB issued FASB Interpretation ("FIN") No. 45, "Guarantors Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees and Indebtedness of Others," an interpretation of FASB Statements No. 5, 57 and 107, and rescission of FASB Interpretation No. 34, "Disclosure of Indirect Guarantees of Indebtedness of Others." FIN 45 elaborates on the disclosures to be made by the guarantor in its interim and annual financial statements about its obligations under certain guarantees that it has issued. It also requires that a guarantor recognize, at the inception of a guarantee, a liability for the fair value of the obligation undertaken in issuing the guarantee. The initial recognition and measurement provisions of this interpretation are applicable on a prospective basis to guarantees issued or modified after December 31, 2002, while the provisions of the disclosure requirements are effective for financial statements of interim or annual periods ending after December 15, 2002. The Company believes the adoption of this interpretation did not have a material impact on its results of operations or financial position and the Company intends to adopt the recognition provisions of such interpretation on February 2, 2003, as required.

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NOTE 1: Summary of Significant Accounting Policies (Continued)

During its normal course of business, the Company has made certain indemnities, commitments and guarantees under which it may be required to make payments in relation to certain transactions. These indemnities include those given to various lessors in connection with facility leases for certain claims arising from such facility or lease and indemnities to directors and officers of the Company to the maximum extent permitted under the laws of the State of Delaware. The Company has issued guarantees in the form of standby letters of credit as security for merchandise shipments from overseas. There were $8.3 million of these letters of credit outstanding at February 1, 2003. The duration of these indemnities, commitments and guarantees varies. Some of these indemnities, commitments and guarantees do not provide for any limitation of the maximum potential future payments the Company could be obligated to make. The Company has not recorded any liability for these indemnities, commitments and guarantees in the accompanying consolidated balance sheets.

In December 2002, the FASB issued SFAS No. 148, "Accounting for Stock-Based Compensation—Transition and Disclosure—an amendment of FASB Statement No. 123." This statement provides alternative methods of transition for a voluntary change to the fair value based method of accounting for stock-based employee compensation. In addition, this Statement amends the disclosure requirement of Statement 123 to require prominent disclosures in both annual and interim financial statements about the method of accounting for stock-based employee compensation and the effect of the method used on reported results. SFAS 148 is effective for fiscal years ending after December 15, 2002. The Company has determined not to adopt the fair value based method of accounting for stock-based employee compensation, but has adopted the additional disclosure requirements of SFAS 148 in fiscal 2002.

The Company continues to account for its stock-based awards using the intrinsic value method in accordance with APB No. 25, "Accounting for Stock Issued to Employees," and its related interpretations. Accordingly, no compensation expense has been recognized in the consolidated financial statements for employee incentive stock options or nonqualified stock options.

SFAS No. 123, "Accounting for Stock-Based Compensation," requires the disclosure of pro forma net income and earnings per share had the Company adopted the fair value method as of the beginning of fiscal 1995. Under SFAS No. 123, the fair value of stock-based awards to employees is calculated through the use of option-pricing models, even though such models were developed to estimate the fair value of freely tradable, fully transferable options without vesting restrictions, which significantly differ from the Company's stock-option awards. These models also require subjective assumptions, including future stock price volatility and expected time to exercise, which greatly affect the calculated values.

The Company's calculations were made using the Black-Scholes option-pricing model with the following weighted average assumptions:

	Fiscal 2002	Fiscal 2001	Fiscal 2000
Dividend Yield	0.00%	0.00%	0.00%
Expected Volatility	70.85%	77.50%	78.16%
Risk-Free Interest Rate	3.02%	4.30%	4.84%
Expected Life of Option following vesting (in Months)	60	60	48

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NOTE 1: Summary of Significant Accounting Policies (Continued)

The Company's calculations are based on a valuation approach and forfeitures are recognized as they occur. If the computed fair values of the fiscal 2002, fiscal 2001 and fiscal 2000 awards had been amortized to expense over the vesting period of the awards, net income (in thousands) and earnings per share would have been reduced to the pro forma amounts indicated below:

		Fiscal 2002	Fiscal 2001	Fiscal 2000
Net Income (loss)	As reported	$ 4,239	$31,015	$19,512
	Pro forma	($2,419)	$27,366	$17,480
Net Income (loss) Per Share, Basic	As reported	$ 0.14	$ 1.05	$ 0.69
	Pro forma	($ 0.08)	$ 0.93	$ 0.62
Net Income (loss) Per Share, Diluted	As reported	$ 0.14	$ 1.02	$ 0.68
	Pro forma	($ 0.08)	$ 0.90	$ 0.62

The impact of outstanding nonvested stock options granted prior to 1995 has been excluded from the pro forma calculation; accordingly, the above pro forma adjustments are not indicative of future period pro forma adjustments, when the calculation will apply to all applicable stock options.

In January 2003, the FASB issued FIN No. 46, "Consolidation of Variable Interest Entities," an interpretation of ARB No. 51. FIN No. 46 requires that variable interest entities be consolidated by a company if that company is subject to a majority of the risk of loss from the variable interest entity's activities or is entitled to receive a majority of the entity's residual returns or both. FIN No. 46 also requires disclosures about variable interest entities that companies are not required to consolidate but in which a company has a significant variable interest. The consolidation requirements of FIN No. 46 will apply immediately to variable interest entities created after January 31, 2003. The consolidation requirements will apply to entities established prior to January 31, 2003 in the first fiscal year or interim period beginning after June 15, 2003. The disclosure requirements will apply in all financial statements issued after January 31, 2003. The Company believes the adoption of FIN No. 46 will have no impact on its results of operations or financial position as the Company has no interests in variable interest entities.

NOTE 2: Investments

Short-term investments consist of highly liquid interest-bearing deposits purchased with an initial maturity exceeding three months with a remaining maturity at February 1, 2003 of less than 12 months. Long-term investments consist of highly liquid interest-bearing securities that mature beyond 12 months from the balance sheet date. It is management's intent to hold short-term and long-term investments to maturity. Short-term and long-term investments are carried at amortized cost plus accrued income, which approximates market at February 1, 2003.

Investments are comprised of the following (in thousands):

Description	Maturity Dates	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Fair Value
February 1, 2003					
Corporate bonds	Within one year	$ —	$—	$—	$ —
Municipal bonds	Within one year	39,237	216	(2)	39,451
Government obligations	Within one year	—	—	—	—
Corporate bonds	One to three years	17,517	385	—	17,902
Municipal bonds	One to three years	16,122	52	(5)	16,169
		$72,876	$653	$ (7)	$73,522

NOTE 2: Investments (Continued)

Description	Maturity Dates	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Fair Value
February 2, 2002					
Corporate bonds	Within one year	$27,400	$353	$—	$27,753
Municipal bonds	Within one year	35,023	277	—	35,300
Government obligations	Within one year	5,100	6	—	5,106
Corporate bonds	One to three years	—	—	—	—
Municipal bonds	One to three years	30,433	111	(63)	30,481
		$97,956	$747	$ (63)	$98,640

NOTE 3: Provision for Income Taxes

The components of the income tax provision are as follows (in thousands):

	February 1, 2003	February 2, 2002	February 3, 2001
Current:			
Federal	($ 548)	$15,810	$12,375
State	799	3,025	2,582
	251	18,835	14,957
Deferred:			
Federal	1,767	124	(2,352)
State	265	46	(390)
	2,032	170	(2,742)
	$ 2,283	$19,005	$12,215

A reconciliation of the income tax provision to the amount of the provision that would result from applying the federal statutory rate (35%) to income before taxes is as follows:

	February 1, 2003	February 2, 2002	February 3, 2001
Provision for income taxes at federal statutory rate	35.0%	35.0%	35.0%
State income taxes, net of federal income tax benefit	10.6	4.0	4.5
Tax exempt interest	(7.9)	(0.9)	(0.9)
Inventory contributions	(7.6)	(1.1)	(1.5)
Non-deductible expenses	3.0	0.1	0.1
Other	1.9	0.9	1.3
Effective tax rate	35.0%	38.0%	38.5%

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NOTE 3: Provision for Income Taxes

As of February 1, 2003 and February 2, 2002, the Company's net deferred tax asset was $10,978,000 and $13,010,000, respectively. The major components of the Company's net deferred taxes at February 1, 2003 and February 2, 2002 are as follows (in thousands):

	February 1, 2003	February 2, 2002
Deferred rent	$ 3,761	$ 3,473
Inventory cost capitalization	1,167	1,157
Difference between book and tax basis of fixed assets	3,364	6,051
State income taxes	(544)	(349)
Supplemental Employee Retirement Plan	1,778	1,460
Other	1,452	1,218
	$10,978	$13,010

NOTE 4: Stockholders' Equity

The 4,804,249 shares of the Company's Class B common stock outstanding as of February 1, 2003 are convertible on a share-for-share basis into shares of the Company's Class A common stock at the option of the holder. The Class B common stock has two votes per share while Class A common stock has one vote per share.

On May 9, 2002, the Company effected a three-for-two stock split on the Class A and Class B common stock. Stockholders as of April 25, 2002, the record date for the stock split, were issued one share for every two shares that they then owned. All share and per share amounts included in the accompanying consolidated financial statements and footnotes have been restated for all periods presented to reflect the stock split. The Stockholder's equity section has been restated to give retroactive recognition to the stock split by reclassifying the par value of the additional shares arising from the split from additional paid-in capital to common stock.

On October 1, 2002, the Company's Board of Directors authorized the repurchase of up to 5,400,000 of the outstanding common stock of the Company's Class A common shares. This amount includes the remaining shares previously authorized for repurchase by the Company's Board of Directors. All shares repurchased under this plan will be retired as authorized by the Company's Board of Directors. During October 2002, the Company repurchased 947,400 shares for $8,215,000 and immediately retired these shares. As of February 1, 2003, there were 4,453,000 shares remaining that are authorized for repurchase. The 3,077,100 shares repurchased in prior years based upon the previous authorization by the Board of Directors were retired in December 2002.

NOTE 5:. Long-Term Incentive Plan

Under the Company's long-term incentive plans (the "Plans"), the Company may grant stock options which are either incentive stock options within the meaning of Section 422 of the Internal Revenue Code of 1986, as amended (the "Code"), or nonqualified stock options. The Plans provide that the per share exercise price of an incentive stock option may not be less than the fair market value of the Company's Class A common stock on the date the option is granted. Options become exercisable over periods of up to five years and generally expire 10 years from the date of grant or 90 days after employment or services are terminated. The Plans also provide that the Company may grant restricted stock and other stock-based awards. An aggregate of 10,331,250 shares of the Company's Class A common stock may be issued pursuant to the Plans. As of February 1, 2003, 1,041,868 shares were available for future grants.

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NOTE 5: Long-Term Incentive Plan (Continued)

Stock option activity for each of the three years in the period ended February 1, 2003 was as follows:

	Number of Shares	Weighted Average Exercise Price
Outstanding at January 29, 2000	3,402,000	$ 6.81
Granted	1,488,375	5.95
Canceled	(640,800)	6.92
Exercised	(729,225)	5.32
Outstanding at February 3, 2001	3,520,350	6.73
Granted	2,041,875	12.66
Canceled	(399,893)	10.48
Exercised	(1,210,167)	7.27
Outstanding at February 2, 2002	3,952,165	9.19
Granted	2,589,000	17.69
Canceled	(583,574)	12.86
Exercised	(569,708)	8.66
Outstanding at February 1, 2003	5,387,883	$12.93

At February 1, 2003, February 2, 2002 and February 3, 2001 there were 1,122,241, 493,274 and 799,425 outstanding options exercisable at a weighted-average exercise price of $8.89, $7.69 and $7.22, respectively.

The following table summarizes information on outstanding and exercisable stock options as of February 1, 2003:

	Options Outstanding			Options Exercisable	
Range of Exercise Prices	Number Outstanding as of Feb. 1, 2003	Weighted Average Remaining Contractual Life	Weighted Average Exercise Price	Number Exercisable As of Feb. 1, 2003	Weighted Average Exercise Price
$ 1.61 – $ 6.72	1,223,884	6.93	$ 6.19	441,216	$ 6.25
7.17 – 11.49	1,386,499	8.43	10.51	393,750	9.12
11.69 – 12.92	816,000	8.29	11.84	202,075	11.82
13.79 – 17.27	400,500	8.55	14.91	85,200	14.55
19.90 – 23.55	1,561,000	9.09	20.43	—	—
$1.61 – $23.55	5,387,883	8.27	$12.93	1,122,241	$ 8.89

During the years ended February 1, 2003, February 2, 2002 and February 3, 2001, the Company recognized tax benefits of $2,541,000, $3,543,000 and $1,925,000, respectively, resulting from the exercise of certain nonqualified stock options.

As of February 1, 2003, the Company has granted an aggregate of 234,771 shares of Class A common stock, net of forfeitures, to a group of its key employees under the performance grant award plan, which was instituted pursuant to the Company's Plans. Under the performance grant award plan, key employees of the Company receive Class A common stock in proportion to their salaries.

These bonus shares vest at the rate of 33.33% per year, and nonvested shares are subject to forfeiture if the participant terminates employment. Compensation expense, equal to the market value of the shares as of the issue date, is being charged to earnings over the period that the employees provide service. In each of the years ended

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NOTE 5: Long-Term Incentive Plan (Continued)

February 1, 2003, February 2, 2002, and February 3, 2001, 23,875, 26,261, and 28,701 shares, respectively, were fully vested and issued. In connection with the issuance of these shares, the Company recorded compensation expense of $213,000, $465,000, and $395,000 for the years ended February 1, 2003, February 2, 2002, and February 3, 2001, respectively.

NOTE 6: Commitments and Contingencies

Leases

The Company leases retail stores, automobiles, computers and corporate office and warehouse facilities under operating lease agreements expiring at various times through 2014. Substantially all of the leases require the Company to pay maintenance, insurance, property taxes and percentage rent based on sales volume over certain minimum sales levels.

Minimum annual rental commitments under noncancelable leases, including the corporate office and warehouse facility lease, are as follows (in thousands):

	Net Lease Commitments
Fiscal year ending:	
2003	$ 69,300
2004	65,000
2005	59,600
2006	56,900
2007	53,500
Thereafter	150,900
	$455,200

Rental expense, including common area maintenance, was $106,949,000, $100,406,000, and $98,543,000, of which $134,000, $289,000, and $32,000 was paid as percentage rent based on sales volume, for the years ended February 1, 2003, February 2, 2002 and February 3, 2001, respectively.

Employment Contracts

The Company has an employment contract currently with one officer, which provides for minimum annual salary, customary benefits and allowances, and annual bonus compensation, based upon sole discretion by the Board. The agreement provides this same officer with severance benefits that approximates one year's salary, if the agreement is terminated without cause before expiration of its term. The Company also has other agreements with employees that contain defined severance benefits.

Litigation

Kathy Bronstein was relieved of her duties as Chief Executive Officer on February 5, 2003. Ms. Bronstein continues to be on salary pending resolution of her employment contract. There can be no assurance that Ms. Bronstein and the Company will reach an amicable agreement on her status.

The Company is a defendant in various lawsuits arising in the ordinary course of its business. While the ultimate liability, if any, arising from these claims cannot be predicted with certainty, the Company is of the opinion that their resolution will not likely have a material adverse effect on the Company's consolidated financial statements.

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NOTE 6: Commitments and Contingencies (Continued)

Letters of Credit

At February 1, 2003, the Company had outstanding letters of credit amounting to $8,265,000.

NOTE 7: Revolving Credit Arrangement

Under an amended secured revolving line-of-credit arrangement with a major financial institution, the Company may borrow up to a maximum of $50,000,000 on a revolving basis through July 1, 2004. The cash borrowings under the arrangement bear interest at the bank's prime rate or, at the Company's option, LIBOR plus 1.5%.

The credit arrangement imposes quarterly and annual financial covenants requiring the Company to maintain certain financial ratios. In addition, the credit arrangement requires that the bank approve the payment of dividends and restricts the level of capital expenditures. At February 1, 2003, the Company was in compliance with these covenants and the Company had no borrowings outstanding under the credit arrangement.

NOTE 8: Related-Party Transactions

Certain officers of La Senza Corporation, a shareholder, provide management services to the Company. For these services, the officers earned in the aggregate a management fee of $639,500 in the year ended February 1, 2003, $575,000 in the year ended February 2, 2002 and $500,000 in the year ended February 3, 2001. In June 2001, the Company entered into an agreement with these officers, requiring annual payments of $639,500 through 2006.

NOTE 9: Retirement Plan

Effective June 1, 1993, the Company established a qualified defined contribution retirement plan under the Internal Revenue Code, Section 401(k). The Wet Seal Retirement Plan (the "Plan") is available to all employees who meet the Plan's eligibility requirements. The Plan is funded by employee contributions, and additional contributions may be made by the Company at its discretion. As of February 1, 2003, February 2, 2002, and February 3, 2001, the Company had paid or accrued $415,000, $300,000 and $145,000, respectively.

NOTE 10: Accrued Liabilities

Accrued liabilities consist of the following (in thousands):

	February 1, 2003	February 2, 2002
Minimum rent and common area maintenance	$ 1,724	$ 2,213
Accrued wages, bonuses and benefits	8,574	6,401
Gift certificate and credit memo liability	6,513	5,483
Utilities and telephone	1,079	975
Sales tax payable	1,770	1,722
Other	2,860	2,527
	$22,520	$19,321

NOTE 11: Supplemental Employee Retirement Plan

The Company maintains a defined benefit Supplemental Employee Retirement Plan (the "SERP") for one key employee and a director. The SERP provides for preretirement death benefits through life insurance and for retirement benefits. The Company funded the SERP in 1998 and 1997 through contributions to a trust fund known as a "Rabbi" trust. Assets held in the Rabbi trust ($1,727,000 and $1,367,000 at February 1, 2003 and February 2, 2002, respectively) are subject to claims of the Company's creditors, but otherwise must be used only for purposes of providing benefits under the SERP.

WS 001108

NOTE 11: Supplemental Employee Retirement Plan (Continued)

In accordance with SFAS No. 132, "Employers' Disclosures about Pensions and other Postretirement Benefits," the following presents a reconciliation of the SERP's funded status (in thousands):

CHANGE IN BENEFIT OBLIGATION

	February 1, 2003	February 2, 2002
Benefit obligation at beginning of year	$4,438	$3,887
Service cost	308	289
Interest cost	300	262
Actuarial loss	346	—
Benefits paid	—	—
Benefit obligation at end of year	$5,392	$4,438

CHANGE IN PLAN ASSETS

	February 1, 2003	February 2, 2002
Fair value of plan assets at beginning of year	$ —	$ —
Actual return on assets	—	—
Employer contribution	—	—
Benefits paid	—	—
Fair value of plan assets at end of year	$ —	$ —
Funded status	$(5,392)	$(4,438)
Unrecognized transition (asset) obligation	—	—
Unrecognized prior service cost	1,313	1,477
Unrecognized net loss	(132)	(484)
Net amount recognized	$(4,211)	$(3,445)
Weighted-average assumptions:		
Discount rate	6.25%	6.75%
Expected return on plan assets	n/a	n/a
Rate of compensation increase	n/a	n/a

AMOUNTS RECOGNIZED IN BALANCE SHEET

	February 1, 2003	February 2, 2002
Prepaid pension cost	$ —	$ —
Accrued benefit liability	(5,392)	(4,438)
Intangible asset (unrecognized prior service cost)	1,181	993
Accumulated other comprehensive loss	—	—
Net amount recognized	$(4,211)	$(3,445)

WS 001109

NOTE 12: Net Income Per Share

COMPONENTS OF NET PERIODIC PENSION COST

	February 1, 2003	February 2, 2002
Service cost—benefits earned during the period	$308	$289
Interest cost on projected benefit obligation	300	262
Expected return on plan assets	—	—
Amortization of unrecognized prior service cost	164	164
Amortization of (gain)loss	(6)	(13)
Net periodic pension cost	$766	$702

A reconciliation of the numerators and denominators used in basic and diluted net income per share is as follows (in thousands, except for share data):

	February 1, 2003	February 2, 2002	February 3, 2001
Net income	$ 4,239	$ 31,015	$ 19,512
Weighted-average number of common shares:			
Basic	30,044,673	29,601,368	28,089,921
Effect of dilutive securities—stock options	1,033,876	913,434	400,271
Diluted	31,078,549	30,514,802	28,490,192
Net income per share:			
Basic	$ 0.14	$ 1.05	$ 0.69
Effect of dilutive securities—stock options	0.00	0.03	0.01
Diluted	$ 0.14	$ 1.02	$ 0.68

(Per share data, net income per share and the weighted average shares have been adjusted to account for the three-for-two stock split effected as of July 24, 2001 and the subsequent three-for-two split on May 9, 2002)

NOTE 13: Shareholder Rights Plan

On August 19, 1997, the Company's Board of Directors adopted a Shareholder Rights Plan, which was amended on August 17, 1999, (the "Rights Plan") designed to protect Company stockholders in the event of takeover action that would deny them the full value of their investments. Terms of the Rights Plan provide for a dividend distribution of one right for each share of common stock to holders of record at the close of business on August 29, 1997. The rights become exercisable only in the event, with certain exceptions, an acquiring party accumulates 12% or more of the Company's voting stock, or if a party announces an offer to acquire 20% or more of the Company's voting stock. Unless earlier redeemed, the rights will expire on August 29, 2007. Each right will entitle the holder to buy one one-hundredth of a share of a new series of preferred stock at a price of $73.00, subject to adjustment upon the occurrence of certain events. The Company will be entitled to redeem the rights at $0.01 per right at any time until the tenth day following the acquisition of a 12% position in its voting stock.

WS 001110

NOTE 14: Unaudited Quarterly Financial Data

Fiscal Year Ended February 1, 2003

Quarter	Net Sales	Gross Margin	Net Income (Loss)	Net Income (Loss) Per Share, Basic	Net Income (Loss) Per Share, Diluted
	(In thousands, except for share data)				
First Quarter	$156,620	$ 52,797	$ 8,720	$ 0.29	$ 0.28
Second Quarter	146,158	44,553	3,666	0.12	0.12
Third Quarter	144,538	39,753	(2,499)	(0.08)	(0.08)
Fourth Quarter	161,193	40,435	(5,648)	(0.19)	(0.19)
For the Year	$608,509	$177,538	$ 4,239	$ 0.14	$ 0.14

Fiscal Year Ended February 2, 2002

Quarter	Sales	Gross Margin	Net Income	Net Income Per Share, Basic	Net Income Per Share, Diluted
	(In thousands, except for share data)				
First Quarter	$137,913	$ 41,666	$ 5,360	$0.18	$0.18
Second Quarter	135,580	40,078	3,573	0.12	0.12
Third Quarter	146,888	47,243	6,817	0.23	0.22
Fourth Quarter	181,514	67,721	15,265	0.51	0.49
For the Year	$601,895	$196,708	$31,015	$1.05	$1.02

Net income per share is computed independently for each of the quarters presented and, therefore, may not sum to the totals for the year. Per share data, net income per share and the weighted average shares have been adjusted to account for the three-for-two stock split effected as of May 9, 2002.

WS 001111

EXHIBIT INDEX

Exhibit No.	Description
3.1	Restated Certificate of Incorporation of the Company. (1)
3.1.1	Amendment to Restated Certificate of Incorporation of the Company (13)
3.2	Bylaws of the Company. (1)
4.1	Specimen Certificate of the Class A Stock, par value $.10 per share. (1)
4.2	Specimen Certificate of the Class B Stock, par value $.10 per share. (1)
4.3	Shareholder Rights Plan. (11)
10.1	Lease between the Company and Foothill-Parkstone I, LLC, dated November 21, 1996. (7)
10.3	Services Agreement, dated December 30, 1988, and First amendment to Services Agreement, dated June 1, 1990, between the Company and Kathy Bronstein. (1)
10.3.1	Second amendment to Services Agreement between the Company and Kathy Bronstein, dated March 23, 1992. (2)
10.3.2	Third amendment to Services Agreement between the Company and Kathy Bronstein, dated November 17, 1994. (4)
10.3.3	Fourth amendment to Services Agreement between the Company and Kathy Bronstein, dated January 13, 1995. (4)
10.3.4	Fifth amendment to Services Agreement between the Company and Kathy Bronstein, dated January 30, 1995. (5)
10.3.5	Sixth amendment to Services Agreement between the Company and Kathy Bronstein, dated February 2, 1996. (5)
10.3.6	Seventh amendment to Services Agreement between the Company and Kathy Bronstein, dated April 16, 1999. (9)
10.3.7	Eighth Amendment to Services Agreement between the Company and Kathy Bronstein, dated February 4, 2001.(13)
10.3.8	Supplemental Compensation Agreement between the Company and Kathy Bronstein, dated April 1, 2001.(13)
10.3.9	Termination of Supplemental Compensation Agreement between the Company and Kathy Bronstein, dated April 2, 2002.
10.3.10	Ninth amendment to Services Agreement between the Company and Kathy Bronstein, dated April 4, 2002.
10.4	1990 Long-Term Incentive Plan. (1)

Exhibit No.	Description
10.5	Business Loan Agreement between the Company and Bank of America, containing Loan and Revolving Line of Credit; Term dated October 29, 1999. (11)
10.5.1	Amendment No. 5 to Business Loan Agreement between the Company and Bank of America, containing Term Loan and Revolving Line of Credit, dated December 21, 2001.(13)
10.5.2	Amendment No. 6 to Business Loan Agreement between the Company and Bank of America, containing Term Loan and Revolving Line of Credit, dated March 13, 2003.
10.6	"Key Man" life insurance policy for Kathy Bronstein. (8)
10.7	1994 Long-Term Incentive Plan. (3)
10.8	Stock Purchase and Stock Transfer Restriction Agreement among Kathy Bronstein, Suzy Shier, Inc. and the Company dated December 30, 1988. (1)
10.9	Indemnification Agreement between the Company and various Executives and Directors, dated January 3, 1995, and schedule listing all parties thereto. (4)
10.10	1996 Long-Term Incentive Plan. (6)
10.10.1	Amendment to the 1996 Long-Term Incentive Plan (13)
10.11	Supplemental Employee Retirement Plan. (7)
10.12	2000 Stock Incentive Plan. (12)
21.1	Subsidiaries of the Registrant. (5)
23.1	Consent of Deloitte & Touche LLP, independent auditors.
99.1	Factors Affecting Future Financial Results.

(1) Denotes exhibits incorporated by reference to the Company's Registration Statement File No. 33-34895.

(2) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended January 30, 1993.

(3) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended January 29, 1994.

(4) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended January 28, 1995.

(5) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended February 3, 1996.

(6) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended February 1, 1997.

(7) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended January 1, 1998.

(8) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended January 30, 1999.

(9) Denotes exhibits incorporated by reference to the Company's Proxy Statement dated May 4, 1999.

(10) Denotes exhibits incorporated by reference to the Company's Current Report on Form 8-K filed September 9, 1999.

(11) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended January 29, 2000.

(12) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended February 3, 2001.

(13) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended February 2, 2002.

EXHIBIT 23.1

INDEPENDENT AUDITORS' CONSENT

We consent to the incorporation by reference in Registration Statements No. 33-37556, No. 33-93896 and No. 333-31813 of The Wet Seal, Inc. on Form S-8 of our report dated March 13, 2003, (which report expresses an unqualified opinion and includes an explanatory paragraph referring to a change in accounting principle) appearing in this Annual Report on Form 10-K of The Wet Seal, Inc. for the year ended February 1, 2003.

Deloitte & Touche LLP
Costa Mesa, California
March 28, 2003

EXHIBIT 99.1

Factors Affecting Future Financial Results

Statement Regarding Forward-Looking Disclosure and Risk Factors

Certain sections of this Annual Report on Form 10-K may contain various forward looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended, which represent our expectations or beliefs concerning future events.

Forward-looking statements include statements that are predictive in nature, which depend upon or refer to future events or conditions, which include words such as "believes," "plans," "anticipates," "estimates," "expects" or similar expressions. In addition, any statements concerning future financial performance, ongoing business strategies or prospects, and possible future actions, which may be provided by our management, are also forward-looking statements. Forward-looking statements are based on current expectations and projections about future events and are subject to risks, uncertainties, and assumptions about our company, economic and market factors and the industry in which we do business, among other things. These statements are not guaranties of future performance and we undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

Actual events and results may differ materially from those expressed or forecasted in forward-looking statements due to a number of factors. Factors that could cause our actual performance and future events and actions to differ materially from such forward-looking statements, include, but are not limited to those discussed below and elsewhere in this Annual Report on Form 10-K.

We may be unable to sustain comparable store sales growth.

Growth in our business depends, in part, on our ability to sustain comparable store sales growth. We use the term "comparable store sales" to refer to sales in stores that were open for at least 14 full fiscal months. A variety of factors affect comparable store sales results, including changes in fashion trends, changes in our merchandise mix, calendar shifts of holiday periods, actions of competitors, weather conditions and general economic conditions. Our comparable store sales results have fluctuated significantly in the past, and we cannot assure you that comparable store sales will not decline in the future.

Our profitability depends on our ability to anticipate and react to new trends.

Our profitability depends largely on our ability to anticipate the changing fashion tastes of our customers and to respond to those changing tastes in a timely manner. The fashion tastes of our customers change frequently, and if we fail to anticipate, identify or react appropriately to changing styles, trends or brand preferences of our customers, we may experience lower sales, excess inventories and more frequent markdowns, which could have a material adverse effect on our business. In addition, if we misjudge fashion trends, our image with our customers may be significantly impaired, and our customers might cease to purchase additional merchandise from us in the future. This is particularly acute, because we rely on a limited demographic for a large percentage of our sales.

Our sales and profitability also depend upon the continued demand by our customers for fashionable, casual apparel. Demand for our merchandise could be negatively affected by shifts in consumer discretionary spending to other goods such as electronic equipment, computers and music, for example. If the demand for apparel and related merchandise were to decline, our financial results would be adversely affected by any resulting decline in sales.

We compete with other retailers for sales and locations.

The women's retail apparel industry is highly competitive, with fashion, quality, price, location, in-store environment and service being the principal competitive factors. We compete for sales with specialty apparel

retailers, department stores and certain other apparel retailers, including Charlotte Russe, Gadzooks, Pacific Sunwear, Forever 21, Express, bebe, Rampage and Limited Too. We also compete for favorable site locations and lease terms in shopping malls. Many of our competitors are large national chains, which have substantially greater financial, marketing and other resources than we do. While we believe we compete effectively for sales and for favorable site locations and lease terms, competition for prime locations within malls, in particular, and within other locations is intense and we cannot assure you that we will be able to obtain new locations on terms favorable to us, if at all.

Because of the importance of our brand names, we may lose market share to our competitors if we fail to adequately protect our intellectual property rights.

We believe that our trademarks and other proprietary rights are important to our success. We have registered trademarks for Wet Seal, Contempo Casuals and Zutopia, and have applied for a registration for Arden B. Even though we take actions to establish and protect our trademarks and other proprietary rights, we cannot assure you that others will not imitate our products or infringe on our intellectual property rights. In addition, we cannot assure you that others will not resist or seek to block the sale of our products as violative of their trademarks and proprietary rights. If we are required to stop using any of our registered or non-registered marks, our sales could decline and our business and results of operations could be adversely affected.

Our business is affected by local, regional and national economic conditions.

Our business is sensitive to consumer spending patterns and preferences. Various economic conditions affect the level of spending on the merchandise we offer, including general business conditions, interest rates, taxation, and the availability of consumer credit and consumer confidence in future economic conditions. Our growth, sales and profitability may be adversely affected by unfavorable occurrences in these economic conditions on a local, regional or national level. We are especially affected by economic conditions in California, where approximately 14.3% of our stores are located.

Most of our stores are located in regional shopping malls. We derive sales, in part, from the high volume of traffic in these malls. The inability of mall "anchor" tenants and other area attractions to generate consumer traffic around our stores, or the decline in popularity of malls as shopping destinations would reduce our sales volume.

Our success depends upon the performance of our senior management and our ability to attract and retain key management personnel.

Our company's success depends to a significant extent upon the performance of our senior management, particularly personnel engaged in merchandising and store operations. Our success also depends, in part, on our ability to identify, hire and retain additional key management personnel. Competition for qualified personnel in the retail apparel industry is intense, and we cannot assure you that we will be able to identify, hire or retain the key personnel necessary to grow and operate our business as currently contemplated.

Increases in Federal and state minimum wage laws could increase our expenses.

Statutory increases in Federal and state minimum wages could adversely effect our profitability by increasing our expenses. Recently, Alaska, Connecticut, Hawaii, Maine, Oregon, and Washington each increased their state minimum wages above the Federal minimum. We operated a total of 31 stores in those states as of February 1, 2003. The recent state increases and any other future Federal or state increases could raise minimum wages above the current wages of some of our employees, and competitive factors could require us to make corresponding increases in employee wage rates. Increases in our wage rates increases our expenses, which could adversely affect our results of operations.

We must increase our regional and demographic scope to continue the growth of our business.

We rely on a relatively narrow demographic and a concentration of stores in particular geographic regions for a significant percentage of our sales. We believe we need to increase our demographic and geographic scope

to continue our growth. As our operations grow, there will be increasing strains on our resources, and we could experience difficulties enhancing our distribution, financial and operating systems. There can be no assurance that we will be able to expand, that any expansion will be profitable or that we will be able to manage our expansion effectively.

Our company has historically expanded by opening new stores, remodeling existing stores and acquiring other store locations or businesses that complement and enhance our operations. From time to time we have created new retail concepts such as Arden B. There can be no assurance that these new fashion businesses will gain consumer acceptance or ultimately be successful. Our ability to open stores and the performance of newly opened stores depends upon several factors, including among others, our ability to:

- locate and obtain favorable store sites;
- negotiate acceptable lease terms;
- obtain adequate supplies of merchandise; and
- hire and train qualified management level and other employees.

Our ability to complement and enhance our operations through acquisitions depends on our ability to integrate the new business, its management, systems and relationships into our company. This type of integration is often very difficult and may not be successful. Although we are not currently planning any acquisitions, our inability to integrate future acquisitions into our corporate structure could adversely effect our results of operations.

Our business is seasonal in nature.

The retail apparel industry is highly seasonal. We generate our highest levels of sales during the Christmas season, which begins the week of Thanksgiving and ends the first Saturday after Christmas, and the "back to school" season, which begins the last week of July and ends the first week of September. Our profitability depends, to a significant degree, on the sales generated during these peak periods. Any decrease in sales or margins during these periods, whether as a result of economic conditions, poor weather or other factors beyond our control, could have a material adverse effect on our company.

We depend on key vendors to supply us with merchandise for our stores.

Our business depends on our ability to purchase current season apparel in sufficient quantities at competitive prices. The inability or failure of our key vendors to supply us with adequate quantities of desired merchandise, the loss of one or more key vendors or a material change in our current purchase terms could adversely affect our business. We have no long-term purchase contracts or other contractual assurances of continued supply, pricing or access to new products. We cannot assure you that we will be able to acquire desired merchandise in sufficient quantities or on terms acceptable to us in the future.

We depend on a single distribution facility.

Our distribution functions for all of our stores are handled from a single, leased facility in Foothill Ranch, California. Any significant interruption in the operation of the distribution facility due to natural disasters, accidents, system failures or other unforeseen causes could delay or impair our ability to distribute merchandise to our stores, which could cause our sales to decline.

We do not authenticate the license rights of our suppliers.

We purchase merchandise from a number of vendors who hold manufacturing and distribution rights under the terms of license agreements. We generally rely upon each vendor's representation concerning those manufacturing and distribution rights and do not independently verify whether each vendor legally holds adequate rights to the licensed properties they are manufacturing or distributing. If we acquire unlicensed merchandise, we could be obligated to remove it from our stores, incur costs associated with destruction of the

merchandise if the vendor is unwilling or unable to reimburse us, and be subject to liability under various civil and criminal causes of action. The occurrence of any of these events could adversely effect our financial condition and results of operations.

We experience business risks as a result of the catalog and internet business.

We compete with catalog and internet businesses that handle similar lines of merchandise. These competitors have certain advantages, including the inapplicability of sales tax and the absence of retail real estate and related costs. As a result, increased catalog and internet sales by our competitors could result in increased price competition and decreased margins.

We operate an internet site where customers can purchase our merchandise on-line at "www.wetseal.com". This internet address is provided for informational purposes only and is not intended to be usable as a hyperlink. The information at this internet address is not a part of this filing. Our internet operations are subject to numerous risks, including:

- reliance on third party computer and hardware providers;
- diversion of sales from our retail stores; and
- online security breaches and/or credit card fraud.

Our inability to effectively address these factors could affect the profitability of our internet business, and we cannot assure you that we will be able to compete successfully through our internet business.

We are subject to risks associated with our international operations.

A significant portion of our products are manufactured outside the United States. As a result of our international operations, we are subject to additional risks. For example, we cannot predict whether any of the foreign countries in which our products are currently manufactured or any of the countries in which we may manufacture our products in the future will be subject to future or increased import restrictions by the U.S. government, including the likelihood, type or effect of any trade restrictions. Trade restrictions, including increased tariffs or quotas, against apparel, footwear or other items sold by us could affect the importation of such merchandise generally and could increase the cost or reduce the supply of merchandise available to us and adversely affect our business, financial condition, results of operations and liquidity. Furthermore, our merchandise flow may be adversely affected by the financial or political instability in any of the countries in which our goods are manufactured or by significant fluctuations in the value of the U.S. dollar against foreign currencies or restrictions on the transfer of funds. If our merchandise flow is negatively impacted as a result of any of the risks associated with our international operations, our sales could decline.

SARBANES-OXLEY ACT SECTION 906 CERTIFICATIONS

In connection with this annual report on Form 10-K of The Wet Seal, Inc. for the period ended February 1, 2003, I, Irving Teitelbaum, Chairman of the Board and Interim Chief Executive Officer of The Wet Seal, Inc., hereby certify pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:

1. this Form 10-K for the period ended February 1, 2003 fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. the information contained in this Form 10-K for the period ended February 1, 2003 fairly presents, in all material respects, the financial condition and results of operations of The Wet Seal, Inc.

Date: March 28, 2003

/s/ IRVING TEITELBAUM

Irving Teitelbaum
Chairman of the Board and Interim
Chief Executive Officer
(Principal Executive Officer)

In connection with this annual report on Form 10-K of The Wet Seal, Inc. for the period ended February 1, 2003, I, William B. Langsdorf, Senior Vice President and Chief Financial Officer of The Wet Seal, Inc., hereby certify pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:

1. this Form 10-K for the period ended February 1, 2003 fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. the information contained in this Form 10-K for the period ended February 1, 2003 fairly presents, in all material respects, the financial condition and results of operations of The Wet Seal, Inc.

Date: March 28, 2003

/s/ WILLIAM B. LANGSDORF

William B. Langsdorf
Senior Vice President and Chief Financial Officer
(Principal Financial and Accounting Officer)

CORPORATE DATA

The company's common stock trades on the NASDAQ Stock Market under the symbol "WSLA". Transfer Agent and Registrar is American Stock Transfer and Trust Company, 40 Wall Street, New York, New York. Central Office, 2972 Burbank, Foothill Ranch, California 92610 Phone (949) 583-9029

FORM 10-K

A copy of the Company's Annual Report to the Securities and Exchange Commission on Form 10-K is available without charge to stockholders upon written request to: Investor Relations, Wet Seal, Inc., 2972 Burbank, Foothill Ranch, California 92610

ANNUAL MEETING

The Annual Shareholder's Meeting will be held at 10:00 am, Thursday, May 29, 2003 at the Westin South Coast Plaza, 686 Anton Boulevard, Costa Mesa, California, 92626. Proxy statements were mailed to stockholders with the annual report.

OFFICERS & DIRECTORS

Board of Directors

George H. Benter, Jr.
Kathy Bronstein
Barry Entous
Stephen Gross
Walter Loeb
Wilfred Posluns
Alan Siegel
Irving Teitelbaum

Executive Committee

Irving Teitelbaum, Chairman
Walter Parks

Compensation & Option Committee

Walter Loeb, Chairman
George H. Benter, Jr.
Wilfred Posluns

Audit Committee

Wilfred Posluns, Chairman
George H. Benter, Jr.
Barry Entous
Walter Loeb

Corporate Officers

Irving Teitelbaum, Chairman of the Board & Interim Chief Executive Officer

Walter Parks, Executive Vice President & Chief Administrative Officer

William Langsdorf, Senior Vice President & Chief Financial Officer

Corporate Officers (continued)

Susan O'Toole, President, Wet Seal

Jennifer Pritchard, President, Zutopia

Greg Scott, President, Arden B.

Stephen Cox, Senior Vice President, General Merchandise Manager, Wet Seal

Steven Strickland, Senior Vice President, Creative & Marketing

Barbara Bachman, Vice President, Director of Store Development

Lee Breitenbach, Vice President, Physical Distribution

Heidi Coyne, Vice President, Merchandise Planning & Allocation, Wet Seal

Liz Mulligan-Codet, Vice President, Divisional Merchandise Manager

Mathieu Nuygen, Vice President, Creative Services

Corporate Officers (continued)

Pamela O'Connor, Vice President, Human Resources

Susan Peterson, Vice President, Design & Product Development, Arden B.

Julie Petritsch, Vice President, Corporate Controller

Susan Powers, Vice President, Director of Stores, Wet Seal

Michael Relich, Vice President, MIS & Chief Information Officer

Cheryl Rudich, Vice President, Marketing

Lawrence Smith, Vice President, General Counsel

Victor Spina, Vice President, Store Planning & Construction

Donna Summermatter, Vice President, Divisional Merchandise Manager

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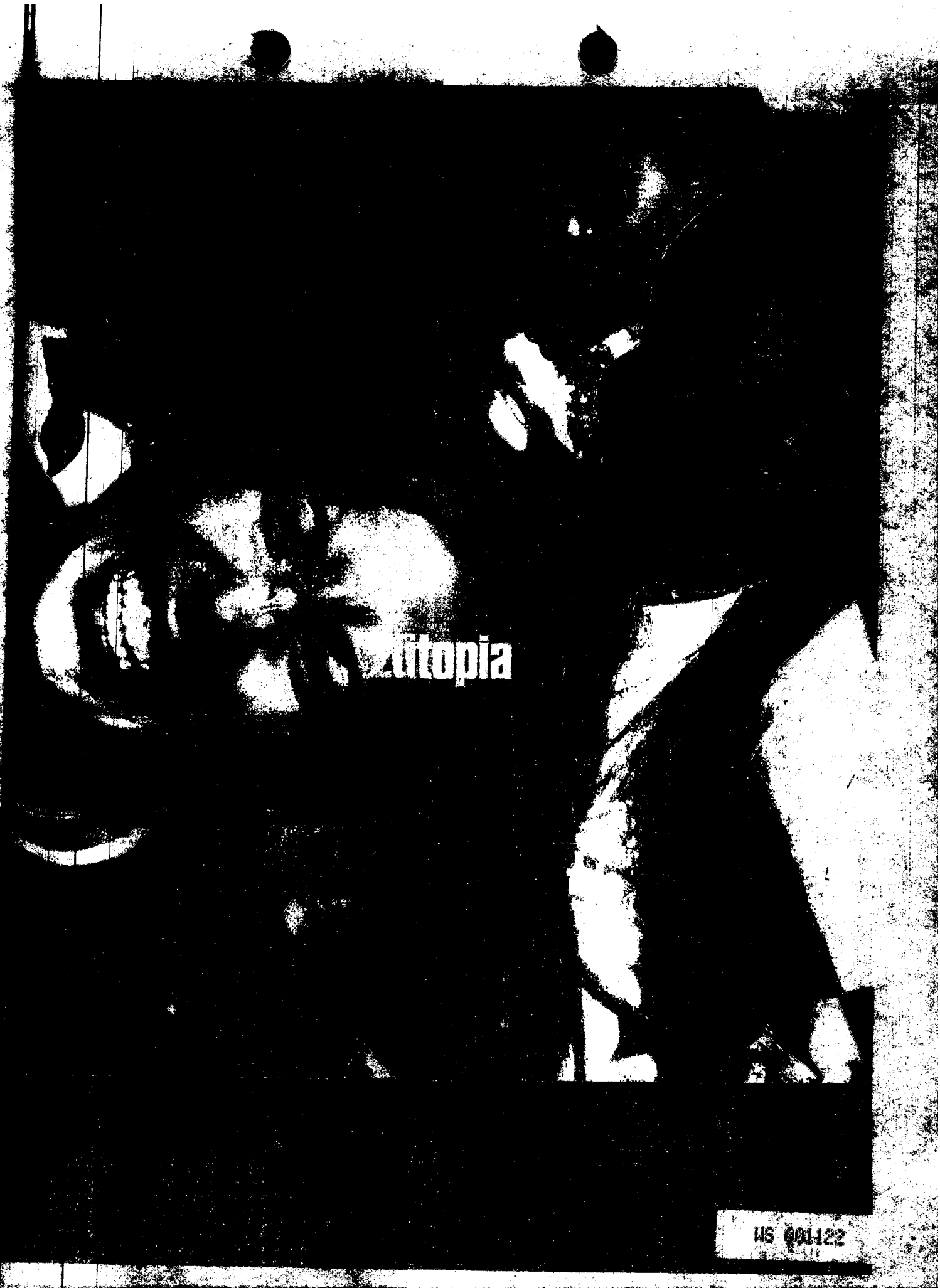

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he Wet Seal, Inc. faced a number of challenges in 2003 as we struggled to meet the fashion needs of our core customer. This led to a decline in sales, higher than expected markdowns and the resulting poor financial performance. Net sales from continuing operations totaled $517.6 million for fiscal 2003, declining 16.4% on a comparable store basis, and we recorded a net loss from continuing operations of $1.31 per share. These results are clearly unacceptable and we have been working diligently to return the company to sustainable and profitable growth over the long term.

We are now in the first stages of a turnaround situation and we spent the second half of 2003 implementing five strategic initiatives that are designed to build a solid foundation for our future growth.

The first of these initiatives was to add to the existing bench strength of the organization with **new talent and leadership.** By adding to the existing group of highly skilled and dedicated individuals, we now have an even stronger team committed to making this turnaround a success. We have expanded the internal design, merchandising, sourcing and planning departments of both the Wet Seal and Arden B. divisions and at the corporate level. Our focus during this early stage of the turnaround is to put the right people in the right positions and to provide them with the support they need to succeed. We believe that we are well on the way to achieving that and look forward to seeing the initial results of this new team later in 2004.

FOCUS

Our second key initiative has been to improve our fashion and merchandising, an area where a number of key mistakes had been made in recent years, particularly in the Wet Seal division. Our focus will continue to be on delivering the latest fashion to our core customer that is fresh, relevant and unique. In 2003, only 20% of Wet Seal merchandise was designed

Peter D. Walters
CEO, Wet Seal, Inc.

We spent the second half of 2003 implementing five strategic initiatives that are designed to build a solid foundation for our future growth.

in-house with the rest bought from the market. As we move through 2004, that ratio will change, with our ultimate goal to design approximately 65% of our merchandise in-house. We believe this change will enable us to continue to be fashion forward and to provide a uniqueness that sets us apart from our competition. In order to achieve that goal, we have added to our in-house design teams and will continue to provide them with the support they need to deliver new merchandise ideas. We will open a satellite design office for the Wet Seal division in Los Angeles that will enable us to tap into the design talent and ideas that circulate in that fashion center. We have operated a similar satellite office for Arden B. for the past three years which has proved extremely successful in keeping us ahead of the fashion cycle. The design and merchant teams at Wet Seal have also been redefining our target customer so that the merchandise assortments can better reflect their fashion needs. We believe the full effect of the changes we have made to our design and merchandising will begin to be seen in stores in the fall, with our back to school and holiday lines.

Our focus will continue to be on delivering the latest fashion to our core customer that is fresh, relevant and unique.

We are focusing on improving **store operations and marketing,** which has been our third key initiative. We have already made significant improvements in this area with consistent execution across our Wet Seal and Arden B. stores. We now have a set layout for each of the stores and are working to establish a new store atmosphere with inventive marketing concepts. We remain committed to Seal TV and will be exploring new ways that we can further utilize the investment we have made in this innovative concept. At an organizational level, store operations and marketing now report directly to the division presidents, reflecting our belief that these functions need to be brand aligned, with consistent execution from concept to customer.

The way in which we **source our merchandise** has been our fourth key initiative as we seek to better manage our vendor relationships and live by our new corporate codes of conduct and values. As a result, there will be a significant reduction in the number of vendors used by The Wet Seal, Inc. in 2004. We estimate our vendor base will reduce from 1,000 domestic and international vendors in 2003 to approximately 200 in the year ahead. We believe that a smaller vendor base, and one that is working in partnership with us, will enable us to deliver consistently higher quality merchandise to our customers. There will also be a change in the mix of domestic versus international vendors as we seek to deliver more unique fashion. We do not believe this will impact our ability to quickly respond to fashion trends and we remain committed to continuing to source a percentage of our merchandise from domestic manufacturers. To govern our vendor relationships we have established a new code of conduct that outlines the compliance practices for all manufacturers doing business with The Wet Seal, Inc. Our aim is to ensure that all the garments we sell are made fairly and ethically.

Our aim is to ensure that all the garments we sell are made fairly and ethically.

Most importantly, we have begun to instill a new set of **corporate values** throughout the organization. These values govern everything we do, both as a company and as individuals. They include a commitment to transparency, to communication, to working as a team, to respecting each other, to encouraging diversity and to our community. We live by these values every day and they influence the decisions management makes in all aspects of the business. The consistent communication of our new corporate values throughout the organization is one of the cornerstones of our turnaround. I would like to thank all of our employees, vendors and partners for their continued commitment to The Wet Seal Inc. during this time of rebuilding.

We live by these values every day and they influence the decisions management makes in all aspects of the business.

Late in 2003, we announced the sale or closure of the Zutopia division which has continued to struggle in its efforts to gain traction in the highly competitive tween sector of the market. Our decision was in no way a reflection on the many dedicated Zutopia employees, most of whom have now transferred to the Wet Seal division. The Board rightly concluded that management efforts in 2004 should be focused on improving the Wet Seal operations and strengthening the Arden B. division.

Finally I would like to thank you, our shareholders, for your continued trust in us. There is still a lot of work ahead of us as we seek to successfully complete this turnaround and deliver sustainable growth in sales and earnings. That said, we ended the year in a much stronger position than when we started. We have introduced new talent and leadership to the organization, we have improved our merchandising operations, we have brought a new level of management discipline to our stores and vendor relationships and we have introduced a new set of corporate values that govern the way we do business. We look forward to seeing the benefits of these initiatives in 2004.

Peter D. Whitford
CEO, Wet Seal, Inc.

is turning the spotlight on the customer and gaining a better understanding of her fashion needs. We are bringing new definition to our target market by focusing our design efforts on the junior customer. We are guiding her fashion and styling needs as she navigates her way through these defining years. This new focus will ensure our design and merchant teams deliver fresh, relevant and unique fashion that meets her lifestyle. Our new and unique merchandise is designed to allow our customer to create her own style and fashion looks. We strive to be at the forefront of fashion trends in everything we do. Our customer looks to us to tell her what's hot and new in fashion and this will be the driving force behind our business in 2004 and beyond. This desire to meet the fashion needs of our core customer is what pushes us to deliver fresh new merchandise to our stores on a regular basis. The shopping experience in our stores will reflect this new focus and speak to her attitude and aspirations. As we look forward, we will continue to rebuild and refocus the Wet Seal division.

Allan D Haims
President, Wet Seal Division

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is focused on delivering the latest in fashion to the contemporary woman. The strong performance we achieved in 2003 demonstrates that we exceeded her expectations with an unparalleled assortment of apparel and accessories. Our customer places a premium on unique shopping experiences that offer her the best design inspiration the moment it becomes relevant. She is committed to quality and luxury not only in her fashion choices, but as a part of her lifestyle. As a result, she has come to expect a great fashion offering from Arden B. and a high level of service through the selection and buying process. As we refocused our merchandise during 2003, we reconnected with our customer's femininity in her personal and professional wardrobing choices. As her editor, we scour the best the world has to offer and deliver it with a consistent point of view. With this singular focus we earned her loyalty during 2003 and look forward to continuing our relationship with her in 2004 and beyond.

Jennifer L Pritchard
President, Arden B. Division

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Corporate Officers

Irving Teitelbaum
Chairman Of The Board

Peter D Whitford
Chief Executive Officer

Joseph Deckop
Interim Chief Financial Officer
& Executive Vice President Of Central Merchandise Planning & Allocation

Allan D Haims
President, Wet Seal Division

Jennifer L Pritchard
President, Arden B. Division

Elayne Masterson
Chief Merchandising Officer, Wet Seal

Victor Alfaro
Senior Vice President, Creative Director, Wet Seal

Pamela O'Connor
Senior Vice President, Human Resources

Michael G Relich
Senior Vice President & Chief Information Officer

Barbara Bachman
Vice President, Director Of Store Development, Wet Seal

Lee Breitenbach
Vice President, Physical Distribution

Patrick Dredden
Vice President, Planning & Allocation, Arden B

Steve Horak
Vice President, Planning & Allocation, Wet Seal

Laura Nicholas
Vice President, Store Operations, Arden B

Mathieu Nuygen
Vice President, Creative Services

Julie A Petritsch
Vice President, Corporate Controller

Susan A Powers
Vice President, Director Of Stores, Wet Seal

Helen Rotherham
Vice President, Investor Relations/Communications

Roy Schiefner
Vice President, Merchandise Sourcing

Jeffrey Smith
Vice President, Real Estate, Wet Seal

Lawrence R Smith
Vice President, General Counsel

Victor Spina
Vice President, Store Planning & Construction

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

Form 10-K

(Mark One)

☒ ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended January 31, 2004

OR

☐ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Commission file number 0-18632

THE WET SEAL, INC.

(Exact name of registrant as specified in its charter)

DELAWARE (State of Incorporation)	33-0415940 (I.R.S. Employer Identification No.)
26972 Burbank, Foothill Ranch, CA (Address of principal executive offices)	92610 (Zip Code)

(949) 583-9029

(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act: NONE

Securities registered pursuant to Section 12(g) of the Act:

Class A Common Stock (Title of Class)	Preferred Stock Purchase Rights (Title of Class)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to the Form 10-K. Yes ☒ No ☐

Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Act) Yes ☒ No ☐

The aggregate market value of voting stock held by non-affiliates as of August 1, 2003 was approximately $281,796 based on the closing sale price of $11.24 per share as reported on the NASDAQ National Market on August 1, 2003, the last business day of the registrant's most recently completed second fiscal quarter. Solely for the purpose of this calculation and for no other purpose, the non-affiliates of the registrant are assumed to be all stockholders of the registrant other than (i) directors of the registrant, (ii) executive officers of the registrant who are identified as "named executive officers" pursuant to Item 11 of this Form 10-K, which is incorporated by reference to the information set forth in the registrant's proxy statement for the registrant's 2004 annual meeting of stockholders, (iii) any stockholder that beneficially owned 10% or more of the registrant's common stock as of such dated based solely on the filings of such persons with the Securities and Exchange Commission and (iv) any stockholder that has one or more of its affiliates on the registrant's board of directors. Such exclusion is not intended, nor shall it be deemed, to be an admission that such persons are affiliates of the registrant.

The number of shares outstanding of the registrant's Class A Common Stock and Class B Common Stock, par value $.10 per share, at March 11, 2004 was 25,606,951 and 4,502,833, respectively. There were no shares of Preferred Stock, par value $.01 per share, outstanding at March 11, 2004.

DOCUMENTS INCORPORATED BY REFERENCE:

PART III of this Annual Report incorporates information by reference from the Registrant's definitive Proxy Statement for its Annual Meeting of Stockholders to be filed with the Commission within 120 days of January 31, 2004.

PART I

Item 1. Business

General

We are a national specialty retailer operating stores selling fashionable and contemporary apparel and accessory items designed for female customers. We operate two nationwide, primarily mall-based chains of retail stores under the names "Wet Seal" (includes the remaining "Contempo Casuals" stores) and "Arden B." We will be closing the "Zutopia" chain by the end of the first quarter or early in the second quarter of fiscal 2004. As of January 31, 2004, we operated 604 retail stores in 47 states, Puerto Rico and Washington D.C. Of the 604 stores, there were 474 locations within the Wet Seal chain, 99 were Arden B. locations and 31 were Zutopia locations. All references to "we", "our", "us", and "the Company" in this Annual Report mean The Wet Seal, Inc. and it's wholly owned subsidiaries.

Store Formats

Wet Seal. Founded in 1962, Wet Seal targets the fashion-conscious junior customer by providing a balance of moderately priced fashionable brand name and company-developed apparel and accessories. While the Wet Seal targets fashion-forward teens of all ages, we believe that our core customer is between the ages of 17 and 19 years old. The Wet Seal stores average approximately 4,000 square feet in size. As of the fiscal 2003 year end, there were 474 stores within the Wet Seal chain, comprised of 458 Wet Seal stores and 16 Contempo Casuals stores. During fiscal 2003, we converted three of the Contempo Casuals stores to the Wet Seal name in our continued effort to build a stronger brand presence for Wet Seal. We believe that our company-developed apparel differentiates us from our competitors.

Arden B. In the fourth quarter of fiscal 1998, we opened the first Arden B. location. Arden B. stores cater to the fashionable, sophisticated contemporary woman. With a unique mix of high quality European and custom in-house designs, Arden B. delivers a hip, sophisticated wardrobe of fashion separates and accessories for all facets of the customer's lifestyle: everyday, wear-to-work, special occasion and casual, predominantly under the "Arden B." brand name. The 99 Arden B. stores at of the end of fiscal 2003 averaged approximately 3,200 square feet in size.

Zutopia. In the first quarter of fiscal 2001, we acquired the Zutopia brand name and 18 retail stores. Zutopia caters to the "tween" customer, those between the ages of 5 and 12 years old. The Zutopia concept was further expanded with the opening of 12 new stores in the fall of fiscal 2001. This concept was believed to be a natural progression to the Wet Seal concept as "tweens" develop into teenagers. One final store was opened in early fiscal 2003. In January 2004, we announced our strategic decision to close all Zutopia stores by the end of the first quarter or early in the second quarter of fiscal 2004, due to Zutopia's poor financial results and its limited ability to become profitable in the future in a highly competitive market. The Zutopia business is treated as discontinued operations in the accompanying financial statements.

Other Formats

In 1999, we established Wet Seal online, a web-based store located at www.wetseal.com offering Wet Seal merchandise to customers over the Internet. The online store was designed as an extension of the in-store experience, and offers a wide selection of our merchandise. Our online business was expanded in August of 2002 with www.ardenb.com offering Arden B. apparel and accessories comparable to those carried in the store collections. These web-sites also provide information about our Company.

During fiscal 2002, we launched the Wet Seal catalog for the back-to-school season and again in the fourth quarter for the holiday season in an effort to further build the Wet Seal brand. However, due to relatively high costs and disappointing sales results, we did not produce or distribute a catalog during fiscal 2003, and do not plan on pursuing this type of marketing in the near future.

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Except where otherwise noted, the financial information contained in this Annual Report herein represents our continuing operations, excluding the discontinued Zutopia chain.

Design, Buying and Product Development

Our experienced design and buying teams are responsible for identifying evolving fashion trends, and then developing themes to guide our merchandising strategy. Each retail concept has a separate buying team. The merchandising team for each retail concept develops fashion themes and strategies through the references of fashion services and publications, shopping the European market, shopping the appropriate domestic vendor base and through customer responses to current trends in each division. After selecting fashion themes to promote, the design and buying teams work closely with vendors to modify colors, materials and designs and create images consistent with the themes for our product offerings. Additionally, we have increased our focus on the in-house development of exclusive designs to reinforce the fashion statements of our merchandise offerings, as well as to increase the favorable perception of Wet Seal and Arden B. stores for the customer.

Sourcing and Vendor Relationships

We purchase our merchandise from both domestic and foreign vendors. Approximately 22% of our retail receipts are directly imported from foreign vendors. Although, in fiscal 2003, no single vendor provided more than 4% of our merchandise, management believes we are the largest customer of many of our smaller vendors. Quality control is monitored at the distribution points of our largest vendors and manufacturers, and all merchandise is inspected upon arrival at our Foothill Ranch, California distribution center.

We do not maintain any long-term or exclusive commitments or arrangements to purchase merchandise from any single supplier, and there are many vendors who could supply our merchandise.

Allocation and Distribution

Our merchandising effort primarily focuses on maintaining a regular flow of fresh, fashionable merchandise into our stores. Successful execution depends in large part on our integrated planning, allocation and distribution functions. By working closely with District and Regional Directors and Merchandise Buyers, our team of planners and allocators manage inventory levels and coordinate the allocation of merchandise to each of our stores based on sales volume, climate and other factors that may influence an individual store's product mix.

All merchandise for retail stores is received from vendors at our Foothill Ranch, California distribution facility, where items are inspected for quality and fit and prepared for shipping to our stores. We ship all of our merchandise to our stores by common carrier. Consistent with our goal of maintaining the freshness of our product offerings, we ship new merchandise to stores daily, and markdowns are taken regularly to effect the rapid sale of slow-moving inventory. Marked-down merchandise that remains unsold is either sold to an outside clearance company or given to charity in order to move the merchandise. The fulfillment process and distribution of merchandise for the e-commerce web-site was moved to our Foothill Ranch distribution center during fiscal 2003 in order to streamline the process and reduce costs associated with the use of a third party fulfillment center.

Marketing, Advertising and Promotion

We believe that our core brands, Wet Seal and Arden B., are among our most important assets. Our ability to successfully increase brand awareness is dependent upon our ability to address the changing needs and priorities of each brand's target customers. We continue to invest in the development of our brands through customer research, print advertising, in-store marketing and the maintenance of an internet presence.

During fiscal 2003, 2002 and 2001, we spent 1.0%, 1.5% and 1.0% respectively, of sales on marketing. We reduced our advertising expenditures for fiscal 2003 in an effort to curtail costs, given the decline in sales for the

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year. There was further reduction in advertising costs due to our decision to not produce and distribute a catalog during the year.

We offer a frequent shopper card in our Wet Seal and Contempo Casuals stores in order to develop an in-house loyalty program. As part of this loyalty program, sales representatives telephone selected cardholders personally to notify them of special in-store promotions, such as preferred customer sales during which cardholders receive additional incentives. Our management believes these promotions foster customer loyalty and encourage frequent visits and multiple item purchases.

In the spring of 2002, we launched Seal TV, our in-house fashion and entertainment network designed to broadcast original programming, exclusive video footage, music videos and red carpet interviews from today's hottest music, film and television stars in Wet Seal stores nationwide.

In fiscal 2002, Wet Seal also introduced a catalog for the back-to-school season and again in November for the holiday season as a tool to further enhance brand awareness. Due to relatively high costs and disappointing sales results, we did not produce or distribute a catalog during fiscal 2003, and we do not plan on pursuing this type of marketing in the near future.

In fiscal 2003, our primary marketing focus was on in-store promotion programs for the Wet Seal division and print media for Arden B., which included publications in Vogue throughout the year. In addition, the Wet Seal division advertised key brands for back-to-school on MTV.

Information and Control Systems

Our merchandise, financial and store computer systems are fully integrated and operate using primarily Oracle technology. We have invested in a large data warehouse that provides management, buyers and planners comprehensive data that helps them identify emerging trends and manage inventories. The core merchandise system is provided by the nation's leading retail enterprise resource planning "ERP" software company, and is frequently upgraded and enhanced to support strategic business initiatives.

All of our stores have a point-of-sale system operating on software provided by a leading provider of specialty retailing point-of-sale systems. The system features bar-coded ticket scanning, automatic price look-up and centralized credit authorizations. All stores are networked to the corporate office via a centrally managed virtual private network. In the fall of fiscal 2003, we developed and are currently installing a store portal that is integrated with the corporate merchandise ERP system to provide the stores with real-time information regarding sales, promotions, inventory and shipments, and enables more efficient communications with the corporate office.

Stores and Expansion Strategy

We make investments in the opening of new stores and the renovation of existing stores to enhance our customers' experience.

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The following table sets forth our 604 stores by state or territory as of March 11, 2004:

State	# of Stores	State	# of Stores	State	# of Stores
Alabama	4	Louisiana	6	Ohio	23
Alaska	1	Maine	2	Oklahoma	4
Arizona	12	Maryland	13	Oregon	5
Arkansas	2	Massachusetts	17	Pennsylvania	24
California	83	Michigan	17	Rhode Island	3
Colorado	12	Minnesota	15	South Carolina	6
Connecticut	5	Mississippi	1	Tennessee	10
Delaware	2	Missouri	8	Texas	45
Florida	53	Montana	2	Utah	8
Georgia	15	Nebraska	3	Virginia	21
Hawaii	8	Nevada	7	Washington	9
Idaho	1	New Hampshire	3	West Virginia	1
Illinois	35	New Jersey	29	Wisconsin	9
Indiana	11	New Mexico	2	Washington D.C.	2
Iowa	3	New York	31	Puerto Rico	3
Kansas	6	North Carolina	13		
Kentucky	7	North Dakota	2		

During fiscal 2004, we intend to scale back our earlier plans to open new stores in an effort to limit capital expenditures and concentrate our efforts on our core business. However, due to commitments made early in the year, we still anticipate opening approximately 10 new stores and closing approximately 20 to 25 stores. Of the approximately 10 new stores, it is anticipated that about four will be Arden B. stores and the remainder will be Wet Seal stores. We believe that the new Wet Seal stores will average approximately 3,800 square feet and the new Arden B. stores will average approximately 2,800 square feet.

During fiscal 2004, we also plan to renovate approximately 11 stores. Of these, approximately seven will be Wet Seal stores in which completely new store frontage, flooring, wall and light fixtures and video displays will be installed. The remaining renovations will be for Arden B. stores, which will upgrade the interiors to mirror new stores in appearance.

Our strategy for geographic expansion is to establish a presence in a particular geographic region with a base of two or three well-performing stores. Once we have established two or three well-performing stores, we may continue expansion in that geographic region. When deciding whether to open a new store, we typically target regional malls as well as prime street locations in select markets. In making our selection, we evaluate, among other factors, market area, demographics, "anchor stores," location, the volume of consumer traffic, rent payments and other costs associated with opening a store. In making our decision, management carefully considers whether the store size matches the sales potential of the store.

Our ability to expand in the future will depend, in part, on general business conditions, the demand for our merchandise, our ability to find suitable mall or other locations with acceptable sites on satisfactory terms, and continued satisfactory cash flows from existing operations. Our management does not believe there are significant geographic constraints on the locations of future stores. Our expansion plans for fiscal 2004 have been scaled back in order to concentrate on existing stores.

We may, in limited instances and to the extent we deem advisable, seek to acquire additional businesses that complement or enhance our operations. We currently have no commitments or understandings with respect to any business opportunities of this type.

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Seasonal

Our business is seasonal by nature, with the Christmas season, beginning the week of Thanksgiving and ending the first Saturday after Christmas, and the back-to-school season, beginning the last week of July and ending the first week of September, historically accounting for a large percentage of sales volume. For the past three fiscal years, the Christmas and back-to-school seasons together accounted for an average of slightly less than 30% of our annual sales, after adjusting for sales increases related to new stores. Our profitability depends, to a significant degree, on the sales generated during these peak periods. Any decrease in sales or margins during these periods, whether as a result of economic conditions, poor weather or other factors, could have a material adverse effect on our company.

Trademarks

Our primary trademarks and service marks are WET SEAL®, ARDEN B® (registered in the retail store services class; pending in others), CONTEMPO CASUALS®, and ZUTOPIA®, which are registered in the U.S. Trademark Office. We also use and have registered, or have applications pending for, a number of other U.S. trademarks, including, but not limited to, A. AUBREY®, ACCOMPLICE®, BLUE ASPHALT®, EVOLUTION, NOT REVOLUTION®, FORMULA X®, MEOW GENES®, SEAL™, SEAL GLAMOUR™, SEAL PUPS™, SEAL MAGAZINE™, SEAL TV™, UNCIVILIZED®, URBAN VIBE®, ARDEN B SPORT™, ENR EVOLUTION NOT REVOLUTION®, LIMBO LOUNGE®, PANTIES FOR LIFE®, SOCKS FOR LIFE®, TIGHTS FOR LIFE® and NEXT® (State of California only). In general, the registrations for these trademarks and service marks are renewable indefinitely, as long as we continue to use the marks as required by applicable trademark laws. We are not aware of any adverse claims or infringement actions relating to our trademarks or service marks.

Competition

The women's retail apparel industry is highly competitive, with fashion, quality, price, location, in-store environment and service being the principal competitive factors. We compete with specialty apparel retailers, department stores and certain other apparel retailers such as American Eagle, Banana Republic, BCBG, bebe, Charlotte Russe, Express, Forever 21, Gap, H&M, Old Navy, Pacific Sunwear, and Urban Oufitters. Many of our competitors are large national chains that have substantially greater financial, marketing and other resources than we do. While we believe we compete effectively for favorable site locations and lease terms, competition for prime locations within malls, in particular, and other locations is intense, and we cannot ensure that we will be able to obtain new locations on terms favorable to us, if at all.

Employees

As of January 31, 2004, our continuing operations had 6,656 employees, consisting of 2,508 full-time employees and 4,148 part-time employees. Full-time personnel consisted of 1,032 salaried employees and 1,476 full-time hourly employees. All part-time personnel are hourly employees. Of all employees, 6,329 were sales personnel and 327 were administrative and distribution center personnel. Personnel at all levels of store operations are provided with cash incentives based upon various individual store sales targets. The discontinued Zutopia operations as of January 31, 2004 had a total of 306 store employees.

All of our employees are non-union, and, in management's opinion, are paid competitively with current standards in the industry. We believe that our relationship with our employees is good.

Available Information

Our Annual Report on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K and all amendments to those reports and the proxy statement for our annual meeting of stockholders are made available,

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free of charge, on our web site, http://www.wetseal.com, as soon as reasonably practicable after such reports have been filed with or furnished to the Securities and Exchange Commission. The content of our website is not intended to be incorporated by reference in this Annual Report.

Statement Regarding Forward Looking Disclosure and Risk Factors

Certain sections of this Annual Report on Form 10-K, including "Item 1. Business" and "Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations," may contain various forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), which represent our expectations or beliefs concerning future events.

Forward-looking statements include statements that are predictive in nature, which depend upon or refer to future events or conditions, which include words such as "believes," "plans," "anticipates," "estimates," "expects" or similar expressions. In addition, any statements concerning future financial performance, ongoing business strategies or prospects, and possible future actions, which may be provided by our management, are also forward-looking statements. Forward-looking statements are based on current expectations and projections about future events and are subject to risks, uncertainties, and assumptions about our company, economic and market factors and the industry in which we do business, among other things. These statements are not guaranties of future performance and we undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

Actual events and results may differ from those expressed in any forward-looking statements due to a number of factors. Factors that could cause our actual performance, future results and actions to differ materially from any forward-looking statements include, but are not limited to, those discussed in Exhibit 99.1 attached to this report and discussed elsewhere in this report. **We strongly urge you to review and consider the risk factors set forth in Exhibit 99.1.**

Item 2. Properties

Our corporate headquarters is located at 26972 Burbank, Foothill Ranch, California, and has 301,408 square feet of leased office and distribution facility space, including 215,192 square feet of merchandise handling and storage mezzanine space in the distribution facility and 86,216 square feet of office space. The initial ten year term of this lease expires on December 4, 2007. The lease allows for one five-year option to extend.

We lease all of our stores. Lease terms for our stores typically are 10 years in length and generally do not contain renewal options. The leases generally provide for a fixed minimum rental and additional rental based on a percentage of sales once a minimum sales level has been reached. When a lease expires, we generally renew that lease at current market terms. However, each renewal is based upon an analysis of the individual store's profitability and sales potential. Due to poor performance we chose to close 11 Wet Seal stores and 7 Arden B. stores when their leases expired during the fourth quarter of fiscal year 2003. At the end of fiscal 2003, we had 2,191,468 square feet of leased space for continuing operations, not including our corporate headquarters.

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The following table sets forth information with respect to store openings and closings since fiscal 1999:

	Fiscal Years				
	2003	2002	2001	2000	1999
Stores open at beginning of year	606	571	552	548	454
Stores acquired during period(1)	—	—	18	—	78
Stores opened during period	31	69	51	36	31
Stores closed during period	33	34	50	32	15
Stores open at end of period	604	606	571	552	548

(1) 2001: We acquired 18 Zutopia stores on March 25, 2001 from Gymboree, Inc.
1999: We acquired 78 stores on February 1, 1999 from Britches of Georgetowne, Inc.

Item 3. Legal Proceedings

We were served with a class-action lawsuit in the Orange County Superior Court by previously employed store managers alleging non-exempt status under California state labor laws. Through non-binding mediation, we agreed to settle the litigation and pay approximately $1.3 million which has been provided for in our accompanying financial statements for fiscal 2003. Upon approval by the court and all parties, we will proceed with the process to administer the notice of settlement to class members, and determine the claims to award. We anticipate this process, including payments to the class members, will be finalized by the summer of 2004. To mitigate future related complaints, we have converted all of our California store managers to non-exempt status.

We have filed a lawsuit in the Superior Court of California to seek injunctive relief and damages against Greg Scott, previous Arden B. president, and bebe stores, inc., alleging violation of the non-compete, non-solicitation and other provisions of Mr. Scott's employment agreement.

From time to time, we are involved in litigation relating to claims arising out of our operations in the normal course of business. Our management believes that, in the event of a settlement or an adverse judgment of any of the pending litigations, we are adequately covered by insurance. As of March 11, 2004, we were not engaged in any legal proceedings that are expected, individually or in the aggregate, to have a material adverse effect on us.

Item 4. Submission of Matters to a Vote of Security Holders

No matters were submitted to a vote of security holders through solicitations of proxies or otherwise during the fourth quarter of the fiscal year covered by this report.

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The performance of the Arden B. division gained momentum during the year with sequential improvement in comparable store sales each quarter resulting in comparable stores sales increases in the third and fourth quarters with corresponding increases in transaction counts and average unit retails. We attribute these results to our efforts to refocus on a more sophisticated offering. We concentrated on fashion jackets, coats, outerwear and cashmere sweaters. Arden B. has also delivered a fresh new gift-giving assortment of handbags and accessories that is adding to the complete wardrobe of their target customer.

We believe that our inventory position is good as we head into the first quarter of fiscal 2004 as a result of the aggressive markdowns taken in the Wet Seal division in the fourth quarter of fiscal 2003.

While we are evaluating our cost structure, we are continuing to make prudent investments in our management team in order to rebuild the Wet Seal business. Cost saving initiatives are also under way to reduce selling, general and administrative and distribution costs.

During fiscal 2004, we intend to scale back the number of new store openings to approximately 10 new locations, consisting of six Wet Seal locations and four Arden B. locations. Total capital expenditures anticipated for Fiscal 2004 are expected to be less than $12.0 million. This capital expenditure estimate includes the anticipated costs of renovating 11 stores, the leases for which will be renewed this year.

The Company will record a reserve in the first and second quarters of 2004 for all applicable charges associated with the closure of the Zutopia stores which primarily includes the buyout of leases.

Critical Accounting Policies and Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires the appropriate application of certain accounting policies, some of which require us to make estimates and assumptions about future events and their impact on amounts reported in our financial statements. Since future events and their impact cannot be determined with absolute certainty, the actual results will inevitably differ from our estimates.

Our accounting policies are set forth further in Note 1 of the consolidated financial statements included herein. Inventory valuation, recovery of deferred tax and long lived assets require significant management judgments and estimates.

Inventory valuation

Merchandise inventories are stated at the lower of cost (first in, first out) or market. Cost is calculated using the retail inventory method. The retail inventory method is used to estimate the ending inventory at cost by employing a cost to retail (selling price) ratio. The ending inventory is first determined at selling price and then converted to cost. Purchases, sales, net markdowns (less mark-ups), charitable donations of merchandise, discounts and estimated shrink are considered in arriving at the cost to retail ratio. Inventories include items that have been marked down to management's best estimate of their fair market value. Management's decision to mark down merchandise is based on maintaining the freshness of our product offering. Markdowns are taken regularly to effect the rapid sale of slow moving inventory and to make room for new merchandise arriving daily in the stores.

To the extent that management's estimates of markdowns necessary to rapidly sell inventory differ from actual results, additional markdowns may be required that could reduce our gross margin, operating income and the carrying value of inventories. Our success is largely dependent upon our ability to anticipate the changing fashion tastes of our customers and to respond to those changing tastes in a timely manner. If we fail to anticipate, identify or react appropriately to changing styles, trends or brand preferences of our customers, we may experience lower sales, excess inventories and more frequent and extensive markdowns, which would adversely affect our operating results.

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We believe the application of our accounting policies, and the estimates inherently required therein, are reasonable. Our accounting policies and estimates are reevaluated on an ongoing basis, and adjustments are made when facts and circumstances dictate a change. Our accounting policies are more fully described in Note 1 to the consolidated financial statements and in Management's Discussion and Analysis of Financial Condition and Results of Operations, respectively, included herein.

Long-lived assets

During the normal course of business, we acquire tangible long-lived assets. We periodically evaluate the recoverability of the carrying amount of these assets. An impairment is assessed when the undiscounted expected future cash flows derived from an asset are less than its carrying amount. Impairments are recognized in operating income as they are realized. Management uses its best judgment, based upon the most current facts and circumstances surrounding the specific assets, when applying these impairment rules. Changes in the assumptions used could have a significant impact on management's assessments of the recoverability. Many factors, including changes to the company's business and consumer preferences, could significantly impact management's decision to retain or dispose of certain of its long-lived assets.

Deferred income taxes

We evaluate the reliability of our deferred tax assets and assess the need for a valuation allowance quarterly. We record a valuation allowance to reduce our deferred tax assets to the net amount that is more likely than not to be realized. Our assessment of the need for a valuation allowance is based upon our expectations of future taxable income and the ongoing prudent and feasible tax planning strategies available to us. In the event that we determine that we will not be able to realize all or part of our deferred tax assets in the future, an adjustment to the deferred tax assets would be charged against income in the period such determination is made.

Results of Operations

Except as otherwise noted, the following discussion of our financial position and results of operations excludes our discontinued Zutopia division, which is expected to be closed by the end of the first quarter or early in the second quarter of fiscal 2004.

The following table sets forth selected income statement data as a percentage of net sales for the fiscal year indicated. The discussion that follows should be read in conjunction with the table below:

	As a Percentage of Sales Fiscal Year Ended		
Fiscal Year	2003	2002	2001
Fiscal Year Ended	January 31, 2004	February 1, 2003	February 2, 2002
Net sales	100.0%	100.0%	100.0%
Cost of sales (including buying, merchandise planning, distribution and occupancy costs)	81.3	70.1	67.3
Gross margin	18.7	29.9	32.7
Selling, general and administrative expenses	30.7	28.3	24.8
Operating income (loss)	(12.0)	1.6	7.9
Interest income, net	0.3	0.5	0.9
Income before provision (benefit) for income taxes	(11.7)	2.1	8.8
Provision (benefit) for income taxes	(4.2)	0.8	3.3
Net income (loss) from continuing operations	(7.5)	1.3	5.5
Loss from discontinued operations, net of income taxes	(1.6)	(0.7)	(0.2)
Net income (loss)	(9.1)%	0.6%	5.3%

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Fiscal 2003 compared to Fiscal 2002

Net sales

	2003	Change From Prior Fiscal Year (in millions)		2002
Net sales	$517.6	$(72.7)	-12.3%	$590.3
Comparable store sales percentage			-16.4%	

The decrease in sales in fiscal 2003 was due to the comparable store sales decline of 16.4% compared to a comparable store sales decrease of 5.5% in fiscal 2002. The overall decline in comparable store sales was due to a reduction in the number of transactions per store, a lower average dollar sale, and a reduction in the average unit retail price compared to the prior year. The average dollar sale in the stores was driven downward by the many promotions put in place in reaction to slow-selling merchandise. The average unit retail declined as a result of the aggressive markdowns taken during the year as well as deterioration in the initial markup after allowances, primarily in our Wet Seal division.

Cost of sales (including buying, merchandise planning/allocation, distribution and occupancy)

	2003	Change From Prior Fiscal Year (in millions)		2002
Cost of Sales (including buying, merchandise planning/allocation, distribution and occupancy)	$420.8	$ 7.1	1.7%	$413.7
Percent of net sales	81.3%		11.2%	70.1%

Our cost of sales, in addition to the direct merchandise cost, also includes our buying, merchandise planning/allocation, distribution and occupancy costs. The increase as a percentage of sales in fiscal 2003 compared to fiscal 2002 was the result of several key factors:

- The merchandise cost portion of cost of sales represented approximately 50% of the total increase. This increase was primarily the result of a significant increase in the amount of goods sold at markdown prices, and also includes a substantial markdown reserve at year-end to reduce the value of remaining inventory. In addition, the initial mark-up of selected merchandise was lower, contributing to a lower merchandise margin, which translated into more merchandise cost as a percentage of sales compared to the prior year.
- Because of lower sales, occupancy, buying and merchandise planning/allocation costs as a percentage of sales impacted the margin by almost 6% compared to the prior year. Additionally, the buying and merchandise planning/allocation costs increased slightly over the prior year due to our investment in buying and merchandise planning/allocation management as a strategic objective to revitalize the Wet Seal division.
- Slightly offsetting those increases, our distribution center costs decreased, reflecting greater efficiencies developed over the past year.

Selling, general and administrative expenses

	2003	Change From Prior Fiscal Year (in millions)		2002
Selling, general & administrative expenses	$159.0	$ (7.9)	-4.7%	$166.8
Percent of net sales	30.7%		2.4%	28.3%

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Our selling, general and administrative (SG&A) expenses are comprised of two components. The selling expense component includes store and field support costs including personnel, advertising, and merchandise delivery costs as well as internet/catalog processing costs. The general and administrative (G&A) expense component includes the cost of corporate functions such as legal, accounting, information systems, human resources, real estate, and other centralized services.

The SG&A expense included the following:

- Store payroll as a percentage of sales increased. The level of actual payroll dollars spent per store during fiscal 2003 was almost flat compared to fiscal 2002, due to the tightening of store payroll hours in concert with lower sales per store, but was higher as a percentage of sales due to same store sales decline.
- Other selling related expenses decreased primarily by eliminating catalog distribution in fiscal 2003, by reducing advertising expenditures, and by achieving lower merchandise delivery costs (using ground freight to the stores rather than air freight).
- G&A expenses declined compared to the prior year as the prior year expenses included a one-time $4 million reserve established for a settlement with the previous chief executive officer. However, in fiscal 2003, there was a one-time $1.7 million net charge for the settlement of and the legal fees associated with previously employed store managers who alleged non-exempt pay status under California state labor laws.
- Lower employee benefit costs in fiscal 2003 associated with reductions in retirement plan costs and in accrued bonus expense compared to the prior year.

Net interest income

	2003	Change From Prior Fiscal Year		2002
		(in millions)		
Net interest income	$1.6	$(1.5)	-48.4%	$3.1
Percent of net sales	0.3%		-0.2%	0.5%

The decrease in net interest income was primarily due to a decrease in the invested balance compared to the prior year. Total cash and investments were $63.5 million at the end of fiscal 2003 compared to $94.8 million at the end of fiscal 2002. In addition, there was a reduction in market interest rates on the invested balance.

Income taxes

	2003	Change From Prior Fiscal Year		2002
		(in millions)		
Income taxes—provision (benefit)	$(21.6)	$(26.1)	-580.0%	$ 4.5
Effective tax rate	35.7%		0.7%	35.0%

The income tax benefit of $21.6 million for fiscal 2003 compares to a $4.5 million provision for fiscal 2002, reflecting a benefit on pre-tax losses this year compared to a charge on pre-tax income last year. The effective income tax rate for fiscal 2003 was 35.7% and 35% for fiscal 2002.

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Discontinued Operations

Discontinued operations is comprised of two components; the net loss from the Zutopia division operations for the year, net of income taxes, and the loss on disposal, net of income taxes, which is derived from the $3.4 million pre-tax write off of the Zutopia assets.

Fiscal 2002 compared to Fiscal 2001

Net sales

	2002	Change From Prior Fiscal Year (in millions)		2001
Net sales	$590.3	$0.4	0.1%	$589.9
Comparable store sales percentage			-5.5%	

Comparable store sales decreased 5.5% for fiscal 2002 compared to an increase of 4.7% for fiscal 2001. The comparable store sales decrease reflected the negative sales trends in the second half of fiscal 2002, in which we did not have a dominant fashion trend to drive sales as compared to fiscal 2001. Sales in the first half of fiscal 2002 were fueled by the "bohemian" trend. As the "bohemian" trend waned during the period leading up to the "back-to-school" season, we replaced it with a more sophisticated product offering.

Cost of sales (including buying, merchandise planning/allocation, distribution and occupancy)

	2002	Change From Prior Fiscal Year (in millions)		2001
Cost of Sales (including buying, merchandise planning/allocation, distribution and occupany)	$413.7	$16.8	4.2%	$396.9
Percent of net sales	70.1%		2.8%	67.3%

Our cost of sales, which encompasses merchandise cost, also includes our buying, merchandise planning/allocation, distribution and occupancy costs. The increase as a percentage of sales in fiscal 2002 compared to fiscal 2001 was due to the following factors:

- The increase in cost of sales as a percent of sales for fiscal 2002 was driven by an increase in markdowns and in shrink, offset partially by a slight improvement in the cumulative mark-up.
- The increased markdowns in the third and fourth quarters were the result of reacting to the declining comparable store sales, and included a substantial markdown reserve at year-end to reduce the value of inventory subsequently marked out of stock in February 2003.
- In addition, the de-leverage stemming from negative comparable store sales caused fixed costs such as buying, distribution and occupancy to rise as a percentage of sales in fiscal 2002 versus fiscal 2001.

Selling, general and administrative expenses

	2002	Change From Prior Fiscal Year (in millions)		2001
Selling, general & administrative expenses	$166.8	$20.4	13.9%	$146.4
Percent of net sales	28.3%		3.4%	24.8%

Our selling, general and administrative (SG&A) expenses are comprised of two components. The selling expense component includes store and field support related costs including personnel, advertising, and merchandise delivery costs, as well as internet/catalog processing costs. The general and administrative (G&A) expense component includes the cost of corporate functions such as legal, accounting, information systems, human resources, real estate, and other centralized services.

The increase in SG&A expenses are as follows:

- The increase in selling expenses was primarily due to higher store wages and benefits. This was due to supporting more stores as well as actions taken early in the year to improve the quality and therefore the average salary of many of the store-level employees.
- The catalog business also contributed to higher selling expenses for the promotion, production and distribution support costs, reflecting our entry into the catalog business in fiscal 2002.
- We invested more in advertising costs in fiscal 2002 to support the retail locations.
- Selling expenses rose, as a percent of sales, due to de-leveraging of fixed costs caused by lower sales per store than in the same stores in the prior year.
- The increase was primarily caused by a reserve established for costs relating to a settlement with the prior chief executive officer.
- The remaining increase was due to central office payrolls, reflecting salary increases and an increase in the number of employees.
- These increases were offset partially by savings in legal fees incurred in negotiating store leases, as a result of establishing an in-house legal department.

Net interest income

	2002	Change From Prior Fiscal Year (in millions)		2001
Net interest income	$3.1	$(2.0)	39.2%	$5.1
Percent of net sales	0.5%		-0.4%	0.9%

The decrease in the net interest income was due to a reduction in market interest rates on the invested balances, as well as a decrease later in the year in the amount invested. Total cash and investments were $94.8 million at the end of fiscal 2002, compared to $132.3 million at the end of fiscal 2001.

Income taxes

	2002	Change From Prior Fiscal Year (in millions)		2001
Income taxes—provision	$ 4.5	$(15.2)	-77.2%	$19.7
Effective tax rate	35.0%		-3.0%	38.0%

The decrease in the effective tax rate reflected the net loss during the fourth quarter, which increased the proportion of the full year net income that was in the form of tax exempt interest, as well as the proportion of income offset by charitable deductions of merchandise.

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Liquidity and Capital Resources

Net cash used in operating activities for continuing operations was $17.7 million for fiscal 2003, compared to $7.3 million net cash provided by operating activities for fiscal 2002. Fiscal 2003 operating cash flows were directly impacted by our loss from continuing operations of $39.0 million, partially offset by non-cash charges (depreciation, amortization and disposal expense, stock compensation and deferred taxes) of $12.2 million and a net increase in the cash components of our working capital of approximately $8.2 million.

The fiscal 2003 changes in the cash components of working capital included a $2.9 million decrease in receivables, principally due to the reduction of tenant allowances resulting from less construction of new and remodeled stores, a reduction of $8.3 million in prepaid accounts (primarily prepaid rents), a $5.1 million decrease in merchandise and other payables, and a $1.8 million increase in income tax payable. Merchandise inventory decreased by $1.8 million.

Cash provided by investing activities of $7.4 million in fiscal 2003 included the net sales of marketable securities of $21.1 million offset by capital expenditures of $13.7 million. Cash provided by financing activities of $3.0 million due to the exercise of stock options of $3.9 million, offset by $0.9 million paid to repurchase of company stock earlier in the year.

Net cash used in discontinued operations for the Zutopia division in fiscal 2003 was $1.2 million, which included the division's loss of $8.3 million, largely offset by non-cash charges of $6.6 million, a net increase in the cash components of our working capital of approximately $0.8 million, and capital expenditures of $0.3 million.

The cash and investment balance for the fiscal year 2003 was $63.5 million, $31.3 million less than at the end of fiscal 2002. This change resulted from the decline in sales and the resulting use of cash described above.

In fiscal 2003 and 2002, we invested $13.7 million and $38.2 million, respectively, in property and equipment and leasehold improvements for continuing operations. These expenditures related primarily to new store openings and remodels. In fiscal 2003 for continuing operations, we opened 30 stores and remodeled 20 stores. In fiscal 2002 for continuing operations, we opened 62 stores and remodeled 23 stores. There were no acquisitions in either fiscal year. Capital expenditures for fiscal 2004 are currently projected to be $12 million or less, relating primarily to new store openings and remodels.

Our working capital at January 31, 2004 was $38.6 million compared to $64.5 million at February 1, 2003. The overall reduction in our working capital primarily reflects cash used in the continuing operations and the discontinued Zutopia division operations.

In September 1998, our Board of Directors authorized the repurchase of up to 20% of the outstanding shares of our Class A common stock. From this authorized plan, 3,077,100 shares (split adjusted) were repurchased at a cost of $20.3 million. These repurchased shares were reflected as treasury stock in our consolidated balance sheets, until they were retired on December 2, 2002, as authorized by the Board of Directors. On October 1, 2002, our Board of Directors authorized the repurchase of up to 5.4 million shares of our outstanding Class A common stock. This amount included the remaining shares previously authorized for repurchase by the Board of Directors. During fiscal 2002, the Company repurchased 947,400 shares for $8.2 million and retired these shares. An additional 124,500 shares were repurchased for $0.9 million in the first quarter of fiscal 2003 and these shares were also retired. As of January 31, 2004, there were 4,328,100 shares remaining that are authorized for repurchase. Presently, there are no plans to repurchase additional shares.

We have a revolving line-of-credit arrangement with Bank of America, N.A. under which we may borrow up to a maximum of $50 million on a revolving basis through July 1, 2004. We renegotiated and revised certain of the covenants included in this secured line of credit on January 29, 2004, primarily as a result of the decision

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to divest the Zutopia division. The amended line-of-credit arrangement is secured by our merchandise inventory. At January 31, 2004, there were no outstanding borrowings under the credit arrangement. There were $17.2 million in open letters of credit related to imported inventory orders as well as standby letters of credit totaling $1.0 million. As of January 31, 2004, we were in compliance with all financial covenants of the credit arrangement. We were required for the fourth fiscal quarter 2003 to meet a net worth covenant of $168.5 million adjusted for the disposition of the Zutopia division, the class action legal settlement, and year-end markdowns. We are also required to maintain a minimum cash and investment balance under the line of credit. To the extent that our cash and investment balance falls below the $50.0 million required cash covenant, the line of credit may not be available, and therefore we would have to rely upon our cash and investments to meet our operating requirements.

We invest our excess funds in short-term investment grade money market funds, investment grade municipal and commercial paper and U.S. Treasury and agency obligations. Assets listed as long-term investments on our balance sheet consist of high credit quality municipal and corporate bonds with maturities extending no further than three years out.

We believe that our available cash and investments aggregating $63.5 million at January 31, 2004 and other working capital and cash flows from operating activities will be sufficient to meet our operating and capital requirements for the next 12 months.

Seasonality and Inflation

Our business is seasonal in nature with the Christmas season, beginning the week of Thanksgiving and ending the first Saturday after Christmas, and the back-to-school season, beginning the last week of July and ending the first week of September, historically accounting for a large percentage of sales volume. For the past three fiscal years, the Christmas and back-to-school seasons together accounted for an average slightly less than 30% of our annual sales, after adjusting for sales increases related to new stores. We do not believe that inflation has had a material effect on the results of operations during the past three years. However, we cannot assure that our business will not be affected by inflation in the future.

Commitments and Contingencies

Our principal contractual obligations consist of minimum annual rental commitments under non-cancelable leases for our stores, our corporate office, warehouse facility, automobiles, computer equipment and copiers. At January 31, 2004, our contractual obligations under these leases were as follows (in thousands):

Contractual Obligations (in thousands)	Payments Due By Period				
	Total	Less Than 1 Year	1–3 Years	4–5 Years	After 5 Years
Operating leases	$433,100	$69,300	$183,200	$90,100	$90,500
Management Fees payable to related parties	$ 1,279	$ 640	$ 640		

Operating leases include remaining commitments open for the "Zutopia" division. Negotiations of early lease buyouts are anticipated to be completed by the end of the second quarter of fiscal 2004.

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Our principal commercial commitments consist primarily of open letters of credit, related to imported inventory orders, secured by our revolving line-of-credit arrangement. At January 31, 2004, our contractual commercial commitments under these letters of credit arrangements were as follows (in thousands):

Other Commercial Commitments (in thousands)	Total Amounts Committed	Amount of Commitment Expiration Per Period			
		Less Than 1 Year	1–3 Years	4–5 Years	Over 5 Years
Letters of credit	$18,200	$18,200	—	—	—

We do not maintain any long-term or exclusive commitments or arrangements to purchase merchandise from any single supplier.

New Accounting Pronouncements

In November 2001, the Financial Accounting Standards Board, or FASB issued SFAS No. 143 "Accounting for Asset Retirement Obligations," which addresses financial accounting and reporting for obligations associated with the retirement of tangible long-lived assets and the associated retirement costs. SFAS No. 143 is effective for fiscal years beginning after June 15, 2002. The Company adopted SFAS No. 143 without material impact on the Company's consolidated results of operations, financial position or cash flows.

In July 2002, the FASB issued SFAS 146, "Accounting for Costs Associated with Exit or Disposal Activities," which addresses financial accounting and reporting for costs associated with exit or disposal activities and supersedes Emerging Issues Task Force (EITF) Issue 94-3, "Liability Recognition for Certain Employee Termination Benefits and Other Costs to Exit an Activity (including Certain Costs Incurred in a Restructuring)." SFAS 146 requires that a liability for a cost associated with an exit or disposal activity be recognized when the liability is incurred. Under Issue 94-3, a liability for an exit cost as defined in EITF 94-3 was recognized at the date of an entity's commitment to an exit plan. SFAS 146 also establishes that the liability should initially be measured and recorded at fair value. The Company adopted the provisions of SFAS 146 for exit or disposal activities initiated after December 31, 2002. See Note 4 to consolidated financial statements.

In November 2002, the FASB issued FASB Interpretation ("FIN") No. 45, "Guarantor's Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others," an interpretation of FASB Statements No. 5, 57 and 107, and rescission of FASB Interpretation No. 34, "Disclosure of Indirect Guarantees of Indebtedness of Others." FIN 45 elaborates on the disclosures to be made by the guarantor in its interim and annual financial statements about its obligations under certain guarantees that it has issued. It also requires that a guarantor recognize, at the inception of a guarantee, a liability for the fair value of the obligation undertaken in issuing the guarantee. The initial recognition and measurement provisions of this interpretation are applicable on a prospective basis to guarantees issued or modified after December 31, 2002 while the provisions of the disclosure requirements are effective for financial statements of interim or annual periods ending after December 15, 2002. The adoption of this interpretation did not have a material impact on its results of operations or financial position. See Note 7 to consolidated financial statements.

In January 2003, the FASB issued FIN No. 46, "Consolidation of Variable Interest Entities" and in December 2003, issued Interpretation No. 46 (revised in December 2003) "Consolidation of Variable Interest Entities—An Interpretation of APB No. 51." In general, a variable interest entity is a corporation, partnership, trust, or any other legal structure used for business purposes that either (a) does not have equity investors with voting rights or (b) has equity investors that do not provide sufficient financial resources for the entity to support its activities. FIN No. 46 requires certain variable interest entities to be consolidated by the primary beneficiary of the entity if the investors in the entity do not have the characteristics of a controlling financial interest or do not have sufficient equity at risk for the entity to finance its activities without additional subordinated financial support from other parties. FIN No. 46 (R) clarifies the application of Accounting Research Bulletin ("APB")

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No. 51, "Consolidated Financial Statements," to certain entities in which equity investors do not have the characteristics of a controlling financial interest or do not have sufficient equity at risk for the entity to finance its activities without subordinated financial support from other parties. The consolidation requirements of FIN No. 46 applies immediately to variable interest entities created after January 31, 2003. The consolidation requirements apply to older entities in the first fiscal year or interim period beginning after June 15, 2003. Certain of the disclosure requirements apply in all financial statements issued after January 31, 2003, regardless of when the variable interest entity was established. FIN No. 46(R) applies immediately to variable interest entities created after December 31, 2003, and to variable interest entities in which an enterprise obtains an interest after that date. It applies no later than the first reporting period ending after December 15, 2004, to variable interest entities in which an enterprise holds a variable interest (other than special purpose) that it acquired before January 1, 2004. FIN No. 46(R) applies to public enterprises as of the beginning of the applicable interim or annual period. The Company believes that the adoption of FIN No. 46 and FIN No. 46(R) will not have a material impact on its financial position or results of operation because the Company has no variable interest entities.

In May 2003, the FASB issued SFAS No. 150, "Accounting for Certain Instruments with Characteristics of Both Liabilities and Equity," ("SFAS 150") which establishes standards for how an issuer classifies and measures certain financial instruments with characteristics of both liabilities and equity. SFAS 150 requires that an issuer classify a financial instrument that is within its scope, which may have previously been reported as equity, as a liability (or an asset in some circumstances). This statement is effective for financial instruments entered into or modified after May 31, 2003, and otherwise is effective at the beginning of the first interim period beginning after June 15, 2003 for public companies. In October 2003, the FASB deferred implementation of paragraphs 9 and 10 of SFAS 150 regarding parent company treatment of minority interest for certain limited life entities. This deferral is for an indefinite period. The adoption of SFAS 150 did not have a material impact on the Company's financial statements.

Item 7A. Quantitative and Qualitative Disclosures About Market Risk

To the extent that we borrow under our credit facility, we are exposed to market risk related to changes in interest rates. At January 31, 2004, no borrowings were outstanding under our credit facility. We are not a party to any derivative financial instruments. However, we are exposed to market risk related to changes in interest rates on the investment grade interest-bearing securities in which we invest. If there are changes in interest rates, those changes would affect the investment income we earn on those investments.

Item 8. Financial Statements and Supplementary Data

Information with respect to this item is set forth under Item 15.

Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

Not Applicable.

Item 9A. Controls and Procedures

Disclosure Controls and Internal Controls

Our disclosure controls and procedures (as defined in Rule 13a-15(e) under the Exchange Act) ("Disclosure Controls") are controls and procedures that are designed with the objective of ensuring that information required to be disclosed in our reports filed under the Exchange Act, such as this annual report, is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms. Disclosure Controls are also designed with the objective of ensuring that this information is accumulated and communicated to our management, including our Chief Executive Officer and our interim Chief Financial Officer, as appropriate to

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allow timely decisions regarding required disclosure. Our internal control over financial reporting ("Internal Controls") is a process designed by, or under the supervision of, our Chief Executive Officer and interim Chief Financial Officer, and effected by our Board of Directors, management and other personnel, with the objective of providing reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. Internal Controls also include policies and procedures that:

1) pertain to the maintenance of records that in reasonable detail accurately and fairly reflect the transactions and dispositions of the assets of our company;

2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of our company are being made only in accordance with authorizations of management and directors of our company; and

3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of our company's assets that could have a material effect on the financial statements.

Limitations on the Effectiveness of Controls

Our management, including our Chief Executive Officer and our interim Chief Financial Officer, does not expect that our Disclosure Controls or Internal Controls will prevent all errors and all fraud. A control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Further, the design of a control system must reflect the fact that there are resource constraints, and the benefits of controls must be considered relative to their costs.

Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, within our company have been detected. These inherent limitations include the realities that judgments in decision-making can be faulty and that breakdowns can occur because of a simple error or mistake. Additionally, controls can be circumvented by the individual acts of some persons, by collusion of two or more people or by management override of the control. Moreover, the design of any system of controls is also based in part upon certain assumptions about the likelihood of future events.

Notwithstanding the foregoing limitations, we believe that our Disclosure Controls and Internal Controls provide reasonable assurances that the objectives of our control system are met.

Quarterly Evaluation of the Company's Disclosure Controls

As of January 31, 2004, the last day of the period covered by this report, an evaluation was carried out under the supervision and with the participation of our management, including our Chief Executive Officer and our interim Chief Financial Officer, of the effectiveness of the design and operation of our Disclosure Controls. Based upon that evaluation, our Chief Executive Officer and our interim Chief Financial Officer concluded, subject to the limitations noted above, that the design and operation of our Disclosure Controls were effective to ensure that material information related to our company which is required to be disclosed in reports filed under the Securities and Exchange Act of 1934 is recorded, processed, summarized and reported within the time periods specified in SEC rules and forms.

WS 001218

PART III

Item 10. Directors and Executive Officers of the Registrant

The information required by this item is incorporated by reference to the information set forth in our proxy statement for our 2004 annual meeting of stockholders to be filed with the Securities and Exchange Commission within 120 days after the end of our fiscal year ended January 31, 2004.

The Company has adopted a written code of ethics, "The Wet Seal, Inc. Code of Conduct," which is applicable to all directors, officers and employees of the Company, including the Company's principal executive officer, principal financial officer, principal accounting officer or controller and other executive officers identified pursuant to this Item 10 who perform similar functions (collectively, the "Selected Officers"). In accordance with the rules and regulations of the SEC, a copy of the code is filed as an exhibit to this Annual Report and is available on the Company's website. The Company will disclose any changes in or waivers from its code of ethics applicable to any Selected Officer on its website at http://www.wetsealinc.com or by filing a Form 8-K.

Item 11. Executive Compensation

The information required by this item is incorporated by reference to the information set forth in our proxy statement for our 2004 annual meeting of stockholders to be filed with the Securities and Exchange Commission within 120 days after the end of our fiscal year ended January 31, 2004.

Item 12. Security Ownership of Certain Beneficial Owners and Management

The information required by this item is incorporated by reference to the information set forth in our proxy statement for our 2004 annual meeting of stockholders to be filed with the Securities and Exchange Commission within 120 days after the end of our fiscal year ended January 31, 2004.

Item 13. Certain Relationships and Related Transactions

The information required by this item is incorporated by reference to the information set forth in our proxy statement for our 2004 annual meeting of stockholders to be filed with the Securities and Exchange Commission within 120 days after the end of our fiscal year ended January 31, 2004.

Item 14. Principal Accountant Fees and Services

The information required by this item is incorporated by reference to the information set forth in our proxy statement for our 2004 annual meeting of stockholders to be filed with the Securities and Exchange Commission within 120 days after the end of our fiscal year ended January 31, 2004.

WS 001219

PART IV

Item 15. Exhibits, Financial Statement Schedules and Reports on Form 8-K

(a) The following documents are filed as part of this report:

1. Financial Statements: The financial statements listed in the "Index to Consolidated Financial Statements and Financial Statement Schedules" at F-1 are filed as part of this report.

2. Financial Statement Schedules: All schedules are omitted as they are not required, or the required information is shown in the consolidated financial statements or notes thereto.

3. Exhibits: See "Exhibit Index."

(b) Reports on Form 8-K during the fourth quarter of fiscal 2003.

On November 21, 2003, we filed a current report on Form 8-K reporting the issuance of two press releases. In the first press release, we announced that William B. Langsdorf had resigned as Chief Financial Officer. In the second press release, we reported our financial results for the third quarter ended November 1, 2003 and announced estimated financial results for the fourth quarter of fiscal 2003.

On January 9, 2004, we filed a current report on Form 8-K reporting the issuance of two press releases. In the first press release, we announced strategic initiatives involving the potential sale or closure of all 31 Zutopia stores and that Jennifer Pritchard had been named president of the Arden B. division, following the resignation of Greg Scott. In the second press release, we reported our net sales for the five-week period ended January 3, 2004 and announced estimated financial results for the fourth quarter of fiscal 2003.

WS 001220

SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

THE WET SEAL, INC.
(REGISTRANT)

By: /s/ PETER D. WHITFORD
Peter D. Whitford
Chief Executive Officer

By: /s/ JOSEPH E. DECKOP
Joseph E. Deckop
Executive Vice President and
Interim Chief Financial Officer

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the Registrant and in the capacities indicated and on the dates indicated.

Signatures	Title	Date Signed
/s/ IRVING TEITELBAUM **Irving Teitelbaum**	Chairman of the Board of Directors	March 26 , 2004
/s/ STEPHEN GROSS **Stephen Gross**	Secretary and Director	March 26 , 2004
/s/ PETER D. WHITFORD **Peter D. Whitford**	Chief Executive Officer (Principal Executive Officer)	March 26 , 2004
/s/ JOSEPH E. DECKOP **Joseph E. Deckop**	Executive Vice President and Interim Chief Financial Officer (Principal Financial and Accounting Officer)	March 26 , 2004
/s/ GEORGE H. BENTER JR. **George H. Benter Jr.**	Director	March 26 , 2004
/s/ BARRY ENTOUS **Barry Entous**	Director	March 26 , 2004
/s/ WALTER F. LOEB **Walter F. Loeb**	Director	March 26 , 2004
/s/ WILFRED POSLUNS **Wilfred Posluns**	Director	March 26 , 2004
/s/ ALAN SIEGEL **Alan Siegel**	Director	March 26 , 2004

WS 001221

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THE WET SEAL, INC.
INDEX TO CONSOLIDATED FINANCIAL STATEMENTS
AND FINANCIAL STATEMENT SCHEDULES

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All schedules are omitted as they are not required, or the required information is shown in the consolidated financial statements or the notes thereto.	

WS 001223

INDEPENDENT AUDITORS' REPORT

To the Board of Directors and Stockholders
The Wet Seal, Inc.:

We have audited the accompanying consolidated balance sheets of The Wet Seal, Inc. and subsidiary (the Company) as of January 31, 2004 and February 1, 2003 and the related consolidated statements of operations, stockholders' equity and cash flows for each of the three fiscal years in the period ended January 31, 2004. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of The Wet Seal, Inc. and subsidiary as of January 31, 2004 and February 1, 2003 and the results of their operations and their cash flows for each of the three fiscal years in the period ended January 31, 2004 in conformity with accounting principles generally accepted in the United States of America.

As discussed in Note 4 to the consolidated financial statements, on January 6, 2004 the Company's board of directors approved a plan to discontinue the operations of the Company's Zutopia division (the Plan). The consolidated financial statements, referred to above have been restated to report the Zutopia business as a discontinued operation for all periods presented.

As discussed in Note 1 to the financial statements, the Company changed its method of accounting for goodwill and other intangible assets during the year ended February 1, 2003 as a result of adopting Statement of Financial Accounting Standards No. 142, "Goodwill and Other Intangible Assets."

DELOITTE & TOUCHE LLP
Costa Mesa, California
March 17, 2004

WS 001224

THE WET SEAL, INC.
CONSOLIDATED BALANCE SHEETS

	January 31, 2004	February 1, 2003
	(In thousands)	
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents (Note 1)	$ 13,526	$ 21,969
Short-term investments (Note 2)	30,817	39,237
Income tax receivable	11,195	11,561
Other receivables	1,364	3,906
Merchandise inventories (Note 1)	29,054	30,886
Prepaid expenses, including prepaid rent of $714 and $9,671, respectively	3,278	11,573
Deferred tax charges (Note 3)	3,729	2,472
Current assets of discontinued operations (Note 4)	1,067	1,500
Total current assets	94,030	123,104
EQUIPMENT AND LEASEHOLD IMPROVEMENTS (Note 1):		
Leasehold improvements	124,382	123,331
Furniture, fixtures and equipment	85,948	82,507
Leasehold rights	2,262	2,350
	212,592	208,188
Less accumulated depreciation	(119,798)	(104,719)
Net equipment and leasehold improvements	92,794	103,469
LONG-TERM INVESTMENTS (Note 2)	19,114	33,639
OTHER ASSETS:		
Deferred tax charges and other assets (Notes 3 and 12)	25,069	11,770
Goodwill	6,323	6,323
Non-current assets of discontinued operations (Note 4)	7	6,320
Total other assets	31,399	24,413
	$ 237,337	$ 284,625
LIABILITIES AND STOCKHOLDERS' EQUITY		
CURRENT LIABILITIES:		
Accounts payable—merchandise	$ 18,972	$ 21,589
Accounts payable—other	10,157	13,025
Income taxes payable	1,752	—
Accrued liabilities (Note 11)	23,229	22,858
Current liabilities of discontinued operations (Note 4)	1,353	1,123
Total current liabilities	55,463	58,595
LONG-TERM LIABILITIES:		
Deferred rent (Note 1)	9,251	9,037
Other long-term liabilities (Note 12)	3,270	5,392
Non-current liabilities of discontinued operations (Note 4)	410	278
Total long-term liabilities	12,931	14,707
Total liabilities	68,394	73,302
COMMITMENTS AND CONTINGENCIES (Note 7)		
STOCKHOLDERS' EQUITY (Notes 5 and 6):		
Preferred Stock, $.01 par value, authorized, 2,000,000 shares; none issued and outstanding	—	—
Common Stock, Class A, $.10 par value, authorized 60,000,000 shares; 25,599,801 and 24,836,386 shares issued and outstanding at January 31, 2004 and February 1, 2003, respectively	2,560	2,484
Common Stock, Class B convertible, $.10 par value, authorized 10,000,000 shares; 4,502,833 and 4,804,249 shares issued and outstanding at January 31, 2004 and February 1, 2003, respectively	450	480
Paid-in capital	63,890	59,036
Retained earnings	102,043	149,323
Total stockholders' equity	168,943	211,323
	$ 237,337	$ 284,625

See accompanying notes to consolidated financial statements.

WS 001225

THE WET SEAL, INC.
CONSOLIDATED STATEMENTS OF OPERATIONS

	January 31, 2004	February 1, 2003	February 2, 2002
	(In thousands, except share data)		
NET SALES	$ 517,644	$ 590,322	$ 589,885
COST OF SALES (including buying, merchandise planning, distribution and occupancy costs)	420,799	413,660	396,867
GROSS MARGIN	96,845	176,662	193,018
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES	158,955	166,818	146,379
OPERATING INCOME (LOSS)	(62,110)	9,844	46,639
INTEREST INCOME, NET	1,550	3,114	5,127
INCOME (LOSS) BEFORE PROVISION (BENEFIT) FOR INCOME TAXES	(60,560)	12,958	51,766
PROVISION (BENEFIT) FOR INCOME TAXES (Note 3)	(21,607)	4,541	19,678
NET INCOME (LOSS) FROM CONTINUING OPERATIONS	(38,953)	8,417	32,088
LOSS FROM DISCONTINUED OPERATIONS, NET OF INCOME TAXES	(8,327)	(4,178)	(1,073)
NET INCOME (LOSS)	$ (47,280)	$ 4,239	$ 31,015
NET INCOME (LOSS) PER SHARE, BASIC (Note 3)			
CONTINUING OPERATIONS	$ (1.31)	$ 0.28	$ 1.08
DISCONTINUED OPERATIONS (Note 4)	$ (0.28)	$ (0.14)	$ (0.03)
NET INCOME (LOSS)	$ (1.59)	$ 0.14	$ 1.05
NET INCOME (LOSS) PER SHARE, DILUTED (Note 3)			
CONTINUING OPERATIONS	$ (1.31)	$ 0.27	$ 1.05
DISCONTINUED OPERATIONS	$ (0.28)	$ (0.13)	$ (0.03)
NET INCOME (LOSS)	$ (1.59)	$ 0.14	$ 1.02
WEIGHTED AVERAGE SHARES OUTSTANDING, BASIC (Note 1)	29,748,888	30,044,673	29,601,368
WEIGHTED AVERAGE SHARES OUTSTANDING, DILUTED (Note 1)	29,748,888	31,078,549	30,514,802

See accompanying notes to consolidated financial statements.

WS 001226

THE WET SEAL, INC.
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY

	Common Stock							
	Class A		Class B		Paid-In Capital	Retained Earnings	Treasury Stock	Total Stockholders' Equity
	Shares	Par Value	Shares	Par Value				
	(In thousands, except share data)							
Balance at February 3, 2001	25,282,979	$2,528	6,553,497	$ 655	$ 66,890	$114,069	$(20,349)	$163,793
Stock issued pursuant to long-term incentive plan (Note 6)	26,261	3	—	—	462	—	—	465
Exercise of stock options (Note 6)	1,210,167	121	—	—	8,673	—	—	8,794
Tax benefit related to exercise of stock options (Note 6)	—	—	—	—	3,543	—	—	3,543
Cancellation of fractional shares due to three-for-two stock split (Note 5)	(198)	—	—	—	—	—	—	—
Shares converted from Class B to Class A	1,749,248	175	(1,749,248)	(175)	—	—	—	—
Net income						31,015		31,015
Balance at February 2, 2002	28,268,457	2,827	4,804,249	480	79,568	145,084	(20,349)	207,610
Stock issued pursuant to long-term incentive plan (Note 6)	23,875	2	—	—	211	—	—	213
Exercise of stock Options (Note 6)	569,708	57	—	—	4,878	—	—	4,935
Tax benefit related to exercise of stock options (Note 6)	—	—	—	—	2,541	—	—	2,541
Cancellation of fractional shares due to three-for-two stock split (Note 5)	(1,154)	—	—	—	—	—	—	—
Repurchase/Retirement of common stock (Note 5)	(4,024,500)	(402)	—	—	(28,162)	—	20,349	(8,215)
Net income						4,239		4,239
Balance at February 1, 2003	24,836,386	2,484	4,804,249	480	59,036	149,323	—	211,323
Stock issued pursuant to long-term incentive plan (Note 6)	13,926	1	—	—	134	—	—	135
Stock compensation					806			806
Exercise of stock Options (Note 6)	572,573	57	—	—	3,829	—	—	3,886
Tax benefit related to exercise of stock options (Note 6)	—	—	—	—	927	—	—	927
Cancellation of fractional shares due to three-for-two stock split (Note 5)	—	—	—	—	—	—	—	—
Repurchase/Retirement of common stock (Note 5)	(124,500)	(12)	—	—	(842)	—	—	(854)
Shares converted from Class B to Class A	301,416	30	(301,416)	(30)				
Net income						(47,280)		(47,280)
Balance at January 31, 2004	25,599,801	$2,560	4,502,833	$ 450	$ 63,890	$102,043	$ 0	$168,943

See accompanying notes to consolidated financial statements.

WS 001227

THE WET SEAL, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS

	January 31, 2004	February 1, 2003	February 2, 2002
		(In thousands)	
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income (loss) from continuing operations	($ 38,953)	$ 8,417	$ 32,022
Adjustments to reconcile net income (loss) to net cash provided by operating activities:			
Depreciation and amortization	25,020	21,587	19,688
Loss on disposal of equipment and leasehold improvements	1,193	561	759
Stock issued pursuant to long-term incentive plan	135	213	465
Deferred tax, net	(14,950)	2,032	170
Stock compensation	806	—	—
Changes in operating assets and liabilities:			
Income tax receivable	366	—	—
Other receivables	2,542	(10,637)	(2,418)
Merchandise inventories	1,832	53	(2,619)
Prepaid expenses	8,295	(1,541)	(1,555)
Other assets	394	(765)	(52)
Accounts payable and accrued liabilities	(5,114)	(12,859)	9,408
Income taxes payable	1,752	(3,834)	(1,714)
Tax benefit related to exercise of stock options	927	2,541	3,543
Deferred rent	214	541	(700)
Other long-term liabilities	(2,122)	954	551
Net cash provided by (used in) operating activities	(17,663)	7,263	57,605
CASH FLOWS FROM INVESTING ACTIVITIES:			
Investment in equipment and leasehold improvements	(13,706)	(38,201)	(34,987)
Investment in marketable securities	(16,122)	(71,348)	(105,335)
Proceeds from sale of marketable securities	37,194	95,182	84,931
Net cash provided by (used in) investing activities	7,366	(14,367)	(55,391)
CASH FLOWS FROM FINANCING ACTIVITIES:			
Proceeds from line of credit borrowings	21,515	—	—
Repayments from line of credit borrowings	(21,515)	—	—
Purchase of treasury stock	(854)	(8,215)	—
Proceeds from issuance of common stock	3,886	4,935	8,794
Net cash provided by (used in) financing activities	3,032	(3,280)	8,794
Net cash (used in) discontinued operations	(1,178)	(1,992)	(6,785)
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	(8,443)	(12,376)	4,223
CASH AND CASH EQUIVALENTS, beginning of year	21,969	34,345	30,122
CASH AND CASH EQUIVALENTS, end of year	$ 13,526	$ 21,969	$ 34,345
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:			
Cash paid during the year for:			
Interest—credit facility	$ 31	$ 23	$ 23
Income taxes, net	$ —	$ 13,093	$ 16,972

SCHEDULE OF NONCASH TRANSACTIONS:

During the 52 weeks ended January 31, 2004, February 1, 2003, and February 2, 2002, the Company recorded an increase to paid-in capital and a decrease to income taxes payable of $0.9 million, $2.5 million, and $3.5 million, respectively, related to tax benefits associated with the exercise of non-qualified stock options.

During October 2002, the Company repurchased 947,400 shares for $8,215,000 and immediately retired these shares. In December 2002, the 3,077,100 shares repurchased in prior years were retired. In the first quarter of fiscal 2003, the Company repurchased an additional 124,500 shares for $854,000 and immediately retired these shares.

See accompanying notes to consolidated financial statements.

WS 001223

THE WET SEAL, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
For the years ended January 31, 2004, February 1, 2003, and February 2, 2002

NOTE 1: Summary of Significant Accounting Policies

Nature of the Business

The Wet Seal, Inc. (the "Company") is a national specialty retailer of fashionable and contemporary apparel and accessory items designed for female consumers with a young, active lifestyle. The Company's success is largely dependent upon its ability to gauge the fashion tastes of its customers and to provide merchandise that satisfies customer demand. The Company's failure to anticipate, identify or react to changes in fashion trends could adversely affect its results of operations.

Approximately 26.4% of the voting stock of the Company is held by a group of companies directly or indirectly controlled by two directors of the Company, one of whom is the Chairman of the Board of Directors.

The Company's fiscal year ends on the Saturday closest to the end of January. The reporting period includes 52 weeks in fiscal 2003, fiscal 2002, and fiscal 2001.

Principles of Consolidation

The consolidated financial statements include the accounts of The Wet Seal, Inc. and its wholly owned subsidiary, The Wet Seal Retail, Inc. All inter-company balances and transactions have been eliminated in consolidation.

Basis of Presentation

The consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America. Certain amounts in the fiscal 2002 and fiscal 2001 financial statements have been reclassified to conform with the fiscal 2003 presentation.

Cash and Cash Equivalents

The Company considers all highly liquid debt instruments purchased with an initial maturity of three months or less to be cash equivalents. Cash is held primarily in four major financial institutions and is in excess of insured limits.

Merchandise Inventories

Merchandise inventories are stated at the lower of cost (first-in, first-out) or market. Cost is determined using the retail inventory method.

Equipment and Leasehold Improvements

Equipment and leasehold improvements are stated at cost. Expenditures for betterment or improvement are capitalized, while expenditures for repairs that do not significantly increase the life of the asset are expensed as incurred.

Depreciation is provided using the straight-line method over the estimated useful lives of the assets. Furniture, fixtures and equipment are typically depreciated over three to five years. Leasehold improvements and the cost of acquiring leasehold rights are depreciated over the lesser of the term of the lease or 10 years.

WS 001229

NOTE 1: Summary of Significant Accounting Policies (Continued)

Long-Lived Assets

The Company accounts for the impairment and disposition of long-lived assets in accordance with Statement of Financial Accounting Standards ("SFAS") No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets." SFAS No. 144, addresses financial accounting and reporting for the impairment of long-lived assets and for long-lived assets to be disposed of either by sale or other than by sale. Long-lived assets are reviewed for impairment when events or changes in circumstances indicate that their carrying value may not be recoverable. At January 31, 2004, the Company believes there has been no impairment of the value of such assets related to continuing operations.

On January 6, 2004, the Board of Directors authorized the Company to proceed with their strategic decision to close all Zutopia stores by the end of the first quarter or early in the second quarter of fiscal 2004, due to their poor financial results and perceived limited ability to become profitable in the future. The Company determined that there was no estimated fair value to the Zutopia's divisions fixed assets. Therefore, the financial losses generated by this chain and the write down of its fixed assets to their estimated fair value of zero, have been identified as discontinued operations. Further detail is outlined in Note 4.

Goodwill

In June 2001, the FASB issued SFAS No. 141, "Business Combinations," and SFAS No. 142, "Goodwill and Other Intangible Assets." SFAS No. 141 requires business combinations initiated after June 30, 2001 to be accounted for using the purchase method of accounting, and broadens the criteria for recording intangible assets apart from goodwill. Under SFAS No. 142, goodwill and intangible assets that have indefinite useful lives will no longer be amortized but will be tested at least annually for impairment. The goodwill test for impairment consists of a two-step process that begins with an estimation of the fair value of the reporting unit. The first step of the test is a screen for potential impairment and the second step measures the amount of impairment, if any. The Company adopted SFAS No. 142 on February 3, 2002. The Company completed its transitional and annual impairment tests and determined that there was no impairment of goodwill.

Revenue Recognition

Sales are recognized upon purchase by customers at the Company's retail store locations or through the Company's web-site. The Company has recorded reserves to estimate sales returns by customers based on historical sales return results. Actual return rates have historically been within management's expectations and the reserves established. However, in the unlikely event that the actual rate of sales returns by customers increased significantly, the Company's operational results could be adversely affected.

Rental Expense

Any defined rental escalation is averaged over the term of the related lease in order to provide level recognition of rental expense.

Store Pre-Opening Costs

Store opening and pre-opening costs are charged to expense as they are incurred.

Advertising Costs

Costs for advertising related to retail operations, consisting of magazine ads, in-store signage and promotions, are expensed as incurred. Total advertising expenses related primarily to retail operations in fiscal 2003, 2002, and 2001 were $5,537,000, $9,116,000, and $6,039,000, respectively.

WS 001230

NOTE 1: Summary of Significant Accounting Policies (Continued)

Income Tax

SFAS No. 109 requires the recognition of deferred tax assets and liabilities for the future consequences of events that have been recognized in the Company's consolidated financial statements or tax returns. The measurement of deferred items is based on enacted tax laws. In the event that the future consequences of differences between financial reporting bases and the tax bases of the Company's assets and liabilities result in a deferred tax asset, SFAS No. 109 requires an evaluation of the probability of being able to realize the future benefits indicated by such asset. A valuation allowance related to a deferred tax asset is recorded when it is more likely than not that some portion or all of the deferred tax assets will not be realized.

Net Income Per Share

In accordance with SFAS No. 128, "Earnings Per Share," net income per share, basic, is computed based on the weighted-average number of common shares outstanding for the period. Net income per share, diluted, is computed based on the weighted-average number of common and potentially dilutive common equivalent shares outstanding for the period (See Note 13).

During the fiscal year ended February 1, 2003, the Company effected a three-for-two stock split.

Comprehensive Income

For the years ended January 31, 2004, February 1, 2003 and February 2, 2002, there was no difference between the Company's net income and comprehensive income.

Insurance Coverage

The Company is partially self-insured for its worker's compensation insurance coverage. Under this insurance program, the Company is liable for a deductible of $250,000 for each individual claim and an aggregate annual liability of $1,300,000. The Company records a liability for the costs associated with reported claims and a projected estimate for unreported claims due to historical experience and industry standards. The Company will continue to adjust the estimates as the actual experience dictates. A significant change in the number or dollar amount of claims could cause the Company to revise its estimate of potential losses and affect its reported results.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Fair Value of Financial Instruments

Management believes the carrying amounts of cash and cash equivalents, other receivables and accounts payable approximate fair value due to their short maturity. Short-term and long-term investments consist of highly liquid interest-bearing securities that are carried at amortized cost plus accrued income, which management believes approximates fair value.

NOTE 1: Summary of Significant Accounting Policies (Continued)

Stock-Based Compensation

The Company accounts for stock-based awards to employees using the intrinsic value method in accordance with Accounting Principles Board Opinion (APB) No. 25, "Accounting for Stock Issued to Employees."

Accordingly, no compensation expense has been recognized in the consolidated financial statements for employee incentive stock options or nonqualified stock options.

SFAS No. 123, "Accounting for Stock-Based Compensation," requires the disclosure of pro forma net income and earnings per share had the Company adopted the fair value method as of the beginning of fiscal 1995. Under SFAS No. 123, the fair value of stock-based awards to employees is calculated through the use of option-pricing models, even though such models were developed to estimate the fair value of freely tradable, fully transferable options without vesting restrictions, which significantly differ from the Company's stock-option awards. These models also require subjective assumptions, including future stock price volatility and expected time to exercise, which greatly affect the calculated values.

The Company's calculations were made using the Black-Scholes option-pricing model with the following weighted average assumptions:

	Fiscal 2003	Fiscal 2002	Fiscal 2001
Dividend Yield	0.00%	0.00%	0.00%
Expected Volatility	68.65%	70.85%	77.50%
Risk-Free Interest Rate	3.17%	3.02%	4.30%
Expected Life of Option following vesting (in Months)	60	60	60

The Company's calculations are based on a valuation approach and forfeitures are recognized as they occur. If the computed fair values of the fiscal 2003, fiscal 2002 and fiscal 2001 awards had been amortized to expense over the vesting period of the awards, net income (in thousands) and earnings per share would have been reduced to the pro forma amounts indicated below:

		Fiscal 2003	Fiscal 2002	Fiscal 2001
Net Income (loss) from Continuing Operations	As reported	$(38,953)	$8,417	$32,088
	Pro forma	$(42,683)	$1,758	$28,437
Net Income (loss) from Continuing Operations Per Share, Basic	As reported	$ (1.31)	$ 0.28	$ 1.08
	Pro forma	$ (1.43)	$ 0.06	$ 0.96
Net Income (loss) from Continuing Operations Per Share, Diluted	As reported	$ (1.31)	$ 0.27	$ 1.05
	Pro forma	$ (1.43)	$ 0.06	$ 0.96

WS 001232

NOTE 1: Summary of Significant Accounting Policies (Continued)

Segment Information

The Company has one reportable segment representing the aggregation of its operating segments due to the similarities of the economic and operating characteristics of the operations represented by the Company's two continuing store formats.

The Company's success is largely dependent upon its ability to gauge the fashion tastes of its customers and provide merchandise that satisfies customers' preferences. Any inability to provide appropriate merchandise in sufficient quantities in a timely manner could have a material adverse effect on the Company's operating results.

New Accounting Pronouncements

In November 2001, the FASB issued SFAS No. 143 "Accounting for Asset Retirement Obligations," which addresses financial accounting and reporting for obligations associated with the retirement of tangible long-lived assets and the associated retirement costs. SFAS No. 143 is effective for fiscal years beginning after June 15, 2002. The Company adopted SFAS No. 143 without material impact on the Company's consolidated results of operations, financial position or cash flows.

In July 2002, the FASB issued SFAS 146, "Accounting for Costs Associated with Exit or Disposal Activities," which addresses financial accounting and reporting for costs associated with exit or disposal activities and supersedes Emerging Issues Task Force (EITF) Issue 94-3, "Liability Recognition for Certain Employee Termination Benefits and Other Costs to Exit an Activity (including Certain Costs Incurred in a Restructuring)." SFAS 146 requires that a liability for a cost associated with an exit or disposal activity be recognized when the liability is incurred. Under Issue 94-3, a liability for an exit cost as defined in EITF 94-3 was recognized at the date of an entity's commitment to an exit plan. SFAS 146 also establishes that the liability should initially be measured and recorded at fair value. The Company adopted the provisions of SFAS 146 for exit or disposal activities initiated after December 31, 2002. See Note 4 to consolidated financial statements.

In November 2002, the FASB issued FASB Interpretation ("FIN") No. 45, "Guarantor's Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others," an interpretation of FASB Statements No. 5, 57 and 107, and rescission of FASB Interpretation No. 34, "Disclosure of Indirect Guarantees of Indebtedness of Others." FIN 45 elaborates on the disclosures to be made by the guarantor in its interim and annual financial statements about its obligations under certain guarantees that it has issued. It also requires that a guarantor recognize, at the inception of a guarantee, a liability for the fair value of the obligation undertaken in issuing the guarantee. The initial recognition and measurement provisions of this interpretation are applicable on a prospective basis to guarantees issued or modified after December 31, 2002 while the provisions of the disclosure requirements are effective for financial statements of interim or annual periods ending after December 15, 2002. The adoption of this interpretation did not have a material impact on its results of operations or financial position. See Note 7 to consolidated financial statements.

In January 2003, the FASB issued FIN No. 46, "Consolidation of Variable Interest Entities" and in December 2003, issued Interpretation No. 46 (revised in December 2003) "Consolidation of Variable Interest Entities—An Interpretation of APB No. 51." In general, a variable interest entity is a corporation, partnership, trust, or any other legal structure used for business purposes that either (a) does not have equity investors with voting rights or (b) has equity investors that do not provide sufficient financial resources for the entity to support its activities. FIN No. 46 requires certain variable interest entities to be consolidated by the primary beneficiary of the entity if the investors in the entity do not have the characteristics of a controlling financial interest or do not have sufficient equity at risk for the entity to finance its activities without additional subordinated financial support from other parties. FIN No. 46 (R) clarifies the application of Accounting Research Bulletin ("APB")

WS 001233

NOTE 1: Summary of Significant Accounting Policies (Continued)

No. 51, "Consolidated Financial Statements," to certain entities in which equity investors do not have the characteristics of a controlling financial interest or do not have sufficient equity at risk for the entity to finance its activities without subordinated financial support from other parties. The consolidation requirements of FIN No. 46 applies immediately to variable interest entities created after January 31, 2003. The consolidation requirements apply to older entities in the first fiscal year or interim period beginning after June 15, 2003. Certain of the disclosure requirements apply in all financial statements issued after January 31, 2003, regardless of when the variable interest entity was established. FIN No. 46(R) applies immediately to variable interest entities created after December 31, 2003, and to variable interest entities in which an enterprise obtains an interest after that date. It applies no later than the first reporting period ending after December 15, 2004, to variable interest entities in which an enterprise holds a variable interest (other than special purpose) that it acquired before January 1, 2004. FIN No. 46(R) applies to public enterprises as of the beginning of the applicable interim or annual period. The Company believes that the adoption of FIN No. 46 and FIN No. 46(R) will not have a material impact on its financial position or results of operation because the Company has no variable interest entities.

In May 2003, the FASB issued SFAS No. 150, "Accounting for Certain Instruments with Characteristics of Both Liabilities and Equity," ("SFAS 150") which establishes standards for how an issuer classifies and measures certain financial instruments with characteristics of both liabilities and equity. SFAS 150 requires that an issuer classify a financial instrument that is within its scope, which may have previously been reported as equity, as a liability (or an asset in some circumstances). This statement is effective for financial instruments entered into or modified after May 31, 2003, and otherwise is effective at the beginning of the first interim period beginning after June 15, 2003 for public companies. In October 2003, the FASB deferred implementation of paragraphs 9 and 10 of SFAS 150 regarding parent company treatment of minority interest for certain limited life entities. This deferral is for an indefinite period. The adoption of SFAS 150 did not have a material impact on the Company's financial statements.

NOTE 2: Investments

Short-term investments consist of highly liquid interest-bearing deposits purchased with an initial maturity exceeding three months with a remaining maturity at January 31, 2004 of less than 12 months. Long-term investments consist of highly liquid interest-bearing securities that mature beyond 12 months from the balance sheet date. It is management's intent to hold short-term and long-term investments to maturity. Short-term and long-term investments are carried at amortized cost plus accrued income, which approximates market at January 31, 2004.

Investments are comprised of the following (in thousands):

Description	Maturity Dates	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Fair Value
January 31, 2004					
Corporate bonds	Within one year	$17,108	$100	$ —	$17,208
Municipal bonds	Within one year	13,709	4	(471)	13,242
Government obligations	Within one year	—	—	—	—
Corporate bonds	One to three years	—	—	—	—
Municipal bonds	One to three years	19,114	80	(6)	19,188
		$49,931	$184	$(477)	$49,638

NOTE 2: Investments (Continued)

Description	Maturity Dates	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Fair Value
February 1, 2003					
Corporate bonds	Within one year	$ —	$—	$—	$ —
Municipal bonds	Within one year	39,237	216	(2)	39,451
Government obligations	Within one year	—	—	—	—
Corporate bonds	One to three years	17,517	385	—	17,902
Municipal bonds	One to three years	16,122	52	(5)	16,169
		$72,876	$653	$ (7)	$73,522

NOTE 3: Provision (Benefit) for Income Taxes

The components of the income tax provision (benefit) from continuing operations are as follows (in thousands):

	January 31, 2004	February 1, 2003	February 2, 2002
Current:			
Federal	($ 10,069)	$1,517	$16,430
State	377	992	3,078
	(9,692)	2,509	19,508
Deferred:			
Federal	(10,548)	1,767	124
State	(1,367)	265	46
	(11,915)	2,032	170
	$ (21,607)	$4,541	$19,678

The total provision (benefit) for income taxes is recorded as follows (in thousands):

	January 31, 2004	February 1, 2003	February 2, 2002
Continuing operations	$(21,607)	$ 4,541	$19,678
Discontinued operations	(4,695)	(2,259)	(673)
	$(26,302)	$ 2,282	$19,005

A reconciliation of the income tax provision (benefit) to the amount of the provision that would result from applying the federal statutory rate (35%) to income before taxes is as follows:

	January 31, 2004	February 1, 2003	February 2, 2002
Provision for income taxes at federal statutory rate	35.0%	35.0%	35.0%
State income taxes, net of federal income tax benefit	0.9	10.6	4.0
Tax exempt interest	0.4	(7.9)	(0.9)
Inventory contributions	(0.7)	(7.6)	(1.1)
Non-deductible expenses	(0.1)	3.0	0.1
Other	0.2	1.9	0.9
Effective tax rate	35.7%	35.0%	38.0%

WS 001235

NOTE 3: Provision (Benefit) for Income Taxes (Continued)

As of January 31, 2004 and February 1, 2003, the Company's net deferred tax asset was $27,590,000 and $10,978,000, respectively. The major components of the Company's net deferred taxes at January 31, 2004 and February 1, 2003 are as follows (in thousands):

	January 31, 2004	February 1, 2003
Deferred rent	$ 3,904	$ 3,761
Inventory cost capitalization	977	1,167
Difference between book and tax basis of fixed assets	2,273	3,364
State income taxes	(1,003)	(544)
Supplemental Employee Retirement Plan	1,754	1,778
Net operating loss and other tax attribute carryforwards	16,731	—
Other	2,954	1,452
	$27,590	$10,978

In fiscal 2003, the Company generated federal and state net operating loss carryforwards of $34,571,000 and $21,561,000 which begin to expire in 2024 and 2009, respectively. At January 31, 2004, the Company had federal charitable contribution carryforwards of $8,760,000 which begin to expire in 2009.

At January 31, 2004, the Company had federal credit carryforwards of $679,000, which will carry forward indefinitely until used.

NOTE 4: Discontinued Operations

On January 6, 2004, the Board of Directors authorized the Company to proceed with their strategic decision to close all Zutopia stores by the end of the first quarter or early in the second quarter of fiscal 2004, due to their poor financial results and perceived limited ability to become profitable in the future. Therefore, the financial losses generated by this chain and the write down of its fixed assets to an estimated fair value of zero, have been identified as discontinued operations.

The Company expects to record a reserve in the first and second quarters of 2004 for all applicable charges associated with the closure of the Zutopia stores which primarily includes the buyout of leases.

The operating results of the discontinued Zutopia division included in the accompanying consolidated statements of operations were as follows (in thousands):

	January 31, 2004	February 1, 2003	February 2, 2002
Net Sales	$ 16,394	$18,187	$12,010
Loss from discontinued operations	(7,595)	(6,437)	(1,746)
Loss on disposal of assets	(5,427)	—	—
Loss before income taxes	(13,022)	(6,437)	(1,746)
Provision (benefit) for income taxes	(4,695)	(2,259)	(673)
Loss from Discontinued Operations	$ (8,327)	$ (4,178)	$ (1,073)

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NOTE 5: Stockholders' Equity

The 4,502,833 shares of the Company's Class B common stock outstanding as of January 31, 2004 are convertible on a share-for-share basis into shares of the Company's Class A common stock at the option of the holder. The Class B common stock has two votes per share while Class A common stock has one vote per share.

On May 9, 2002, the Company effected a three-for-two stock split on the Class A and Class B common stock. Stockholders as of April 25, 2002, the record date for the stock split, were issued one share for every two shares that they then owned. All share and per share amounts included in the accompanying consolidated financial statements and footnotes have been restated for all periods presented to reflect the stock split. The Stockholder's equity section has been restated to give retroactive recognition to the stock split by reclassifying the par value of the additional shares arising from the split from additional paid-in capital to common stock.

On October 1, 2002, the Company's Board of Directors authorized the repurchase of up to 5,400,000 of the outstanding common stock of the Company's Class A common shares. This amount includes the remaining shares previously authorized for repurchase by the Company's Board of Directors. All shares repurchased under this plan will be retired as authorized by the Company's Board of Directors. During fiscal 2002, the Company repurchased 947,400 shares for $8,215,000 and immediately retired the shares. During fiscal 2003, the Company repurchased 124,500 shares for $854,000 and immediately retired these shares. As of January 31, 2004, there were 4,328,100 shares remaining that are authorized for repurchase.

NOTE 6: Long-Term Incentive Plans

Under the Company's long-term incentive plans (the "Plans"), the Company may grant stock options which are either incentive stock options within the meaning of Section 422 of the Internal Revenue Code of 1986, as amended (the "Code"), or nonqualified stock options. The Plans provide that the per share exercise price of an incentive stock option may not be less than the fair market value of the Company's Class A common stock on the date the option is granted. Options become exercisable over periods of up to five years and generally expire 10 years from the date of grant or 90 days after employment or services are terminated. The Plans also provide that the Company may grant restricted stock and other stock-based awards. An aggregate of 10,331,250 shares of the Company's Class A common stock may be issued pursuant to the Plans. As of January 31, 2004, 2,369,157 shares were available for future grants.

Stock option activity for each of the three years in the period ended January 31, 2004 was as follows:

	Number of Shares	Weighted Average Exercise Price
Outstanding at February 3, 2001	3,520,350	$ 6.73
Granted	2,041,875	12.66
Canceled	(399,893)	10.48
Exercised	(1,210,167)	7.27
Outstanding at February 2, 2002	3,952,165	9.19
Granted	2,589,000	17.69
Canceled	(583,574)	12.86
Exercised	(569,708)	8.66
Outstanding at February 1, 2003	5,387,883	12.91
Granted	1,837,650	9.42
Canceled	(3,167,733)	13.86
Exercised	(572,573)	6.79
Outstanding at January 31, 2004	3,485,227	$11.21

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NOTE 6: Long-Term Incentive Plans (Continued)

At January 31, 2004, February 1, 2003 and February 2, 2002 there were 1,282,037, 1,122,241 and 493,274 outstanding options exercisable at a weighted-average exercise price of $10.75, $8.89 and $7.69, respectively.

The following table summarizes information on outstanding and exercisable stock options as of January 31, 2004:

	Options Outstanding			Options Exercisable	
Range of Exercise Prices	Number Outstanding as of Jan. 31, 2004	Weighted Average Remaining Contractual Life	Weighted Average Exercise Price	Number Exercisable As of Jan. 31, 2004	Weighted Average Exercise Price
$ 1.61 – $ 8.08	987,852	7.33	$ 7.21	395,562	$ 6.52
8.58 – 10.70	824,250	8.00	10.26	285,750	9.87
10.79 – 11.76	936,500	8.35	11.56	340,850	11.68
11.79 – 16.71	352,375	7.81	14.12	153,625	14.60
17.27 – 23.55	361,250	8.11	20.56	106,250	20.36
$ 1.61 – $23.55	3,462,227	7.90	$11.21	1,282,037	$10.75

During the years ended January 31, 2004, February 1, 2003 and February 2, 2002, the Company recognized tax benefits of $927,000, $2,541,000 and $3,543,000, respectively, resulting from the exercise of certain nonqualified stock options.

The Company recorded stock compensation expense of $806,000 as of January 31, 2004, due to the modification (extension) of the right to exercise stock options for two executives.

As of January 31, 2004, the Company has granted an aggregate of 234,771 shares of Class A common stock, net of forfeitures, to a group of its key employees under the performance grant award plan, which was instituted pursuant to the Company's Plans. Under the performance grant award plan, key employees of the Company receive Class A common stock in proportion to their salaries.

These bonus shares vest at the rate of 33.33% per year, and non-vested shares are subject to forfeiture if the participant terminates employment. Compensation expense, equal to the market value of the shares as of the issue date, is being charged to earnings over the period that the employees provide service. In each of the years ended January 31, 2004, February 1, 2003 and February 2, 2002, 13,926, 23,875, and 26,261 shares, respectively, were fully vested and issued. In connection with the issuance of these shares, the Company recorded compensation expense of $135,000, $213,000, and $465,000 for the years ended January 31, 2004, February 1, 2003 and February 2, 2002, respectively.

NOTE 7: Commitments and Contingencies

Leases

The Company leases retail stores, automobiles, computers and corporate office and warehouse facilities under operating lease agreements expiring at various times through 2014. Substantially all of the leases require the Company to pay maintenance, insurance, property taxes and percentage rent based on sales volume over certain minimum sales levels.

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NOTE 7: Commitments and Contingencies (Continued)

Minimum annual rental commitments under noncancelable leases, including the corporate office and warehouse facility lease, are as follows (in thousands):

	Net Lease Commitments
Fiscal year ending:	
2003	$ 69,300
2004	64,000
2005	61,300
2006	57,900
2007	50,600
Thereafter	130,000
	$433,100

Rental expense, including common area maintenance, was $112,851,000, $106,949,000, and $100,406,000, of which $105,000, $134,000, and $289,000 was paid as percentage rent based on sales volume, for the years ended January 31, 2004, February 1, 2003 and February 2, 2002, respectively.

Indemnities, Commitments and Guarantees

During its normal course of business, the Company has made certain indemnities, commitments and guarantees under which it may be required to make payments in relation to certain transactions. These indemnities include those given to various lessors in connection with facility leases for certain claims arising from such facility or lease and indemnities to directors and officers of the Company to the maximum extent permitted under the laws of the State of Delaware. The Company has issued guarantees in the form of standby letters of credit as security for merchandise shipments from overseas. There were $18.2 million of these letters of credit outstanding at January 31, 2004. The duration of these indemnities, commitments and guarantees varies. Some of these indemnities, commitments and guarantees do not provide for any limitation of the maximum potential future payments the Company could be obligated to make. The Company has not yet recorded any liability for these indemnities, commitments and guarantees in the accompanying consolidated balance sheets.

Employment Contracts

The Company has employment contracts currently with two officers, which provide for annual salary, customary benefits and allowances, and annual bonus compensation, based upon sole discretion by the Board. The agreements provide these same officers with severance benefits through the expiration date, if the agreement is terminated without cause before expiration of its term. The Company also has other agreements with employees that contain defined severance benefits.

Litigation

The Company was served with a class-action lawsuit in the Orange County Superior Court by previously employed store managers alleging non-exempt status under California state labor laws. Through non-binding mediation, the Company agreed to settle the litigation and pay approximately $1.3 million. Upon approval by the court and all parties, the Company will proceed with the process to administer the notice of settlement to class members, and determine the claims to award.

US 001239

NOTE 7: Commitments and Contingencies (Continued)

The Company is a plaintiff in a lawsuit in the Superior Court of California which seeks injunctive relief and damages against a previous executive, and bebe stores, inc., alleging violation of the non-compete, non-solicitation and other provisions of the executive's employment agreement.

The Company is a defendant in various lawsuits arising in the ordinary course of its business. While the ultimate liability, if any, arising from these claims cannot be predicted with certainty, the Company is of the opinion that their resolution will not likely have a material adverse effect on the Company's consolidated financial statements.

Letters of Credit

At January 31, 2004, the Company had outstanding letters of credit amounting to $18,200,000.

NOTE 8: Revolving Credit Arrangement

The Company has a revolving line-of-credit arrangement with Bank of America, N.A. under which the company may borrow up to a maximum of $50 million on a revolving basis through July 1, 2004. The Company renegotiated and revised certain of the covenants included in this secured line of credit on January 29, 2004, primarily as a result of the decision to divest the Zutopia division. The amended line-of-credit arrangement is secured by the company's merchandise inventory. At January 31, 2004, there were no outstanding borrowings under the credit arrangement. There were $17.2 million in open letters of credit related to imported inventory orders as well as standby letters of credit totaling $1.0 million. As of January 31, 2004, the Company was in compliance with all financial covenants of the credit arrangement. The Company was required for the fourth fiscal quarter 2003 to meet a net worth covenant of $168.5 million adjusted for the disposition of the Zutopia division, the class action legal settlement, and year-end markdowns. The Company also is required to maintain a minimum cash and investment balance under the line of credit. To the extent that its cash and investment balance falls below the $50.0 million required cash covenant, the line of credit may not be available, and therefore the Company would have to rely upon its cash and investments to meet its operating requirements.

NOTE 9: Related-Party Transactions

In fiscal years 2003, 2002 and 2001, the Company paid a fee of $639,500, $639,500 and $575,000, respectively, to First Canada Management Consultants Limited ("First Canada"), a company controlled by Irving Teitelbaum, for the services of Irving Teitelbaum, Chairman of the Board of the Company, and Stephen Gross, Corporate Secretary of the Company, respectively. These services are provided pursuant to a Management Agreement, dated December 1, 1999, and amended on June 28, 2001, between First Canada and the Company. The agreement expires on January 28, 2006, subject to earlier termination in certain circumstances, and requires annual payments of $639,500 for the remainder of the term.

NOTE 10: Retirement Plan

Effective June 1, 1993, the Company established a qualified defined contribution retirement plan under the Internal Revenue Code, Section 401(k). The Wet Seal Retirement Plan (the "Retirement Plan") is available to all employees who meet the Retirement Plan's eligibility requirements. The Retirement Plan is funded by employee contributions, and additional contributions may be made by the Company at its discretion. As of January 31, 2004, February 1, 2003, and February 2, 2002, the Company had paid or accrued $415,000, $415,000 and $300,000, respectively.

WS 001240

NOTE 11: Accrued Liabilities

Accrued liabilities consist of the following (in thousands):

	January 31, 2004	February 1, 2003
Minimum rent and common area maintenance	$ 2,433	$ 1,657
Accrued wages, bonuses and benefits	6,228	9,205
Gift certificate and store credit liability	7,578	6,390
Utilities and telephone	401	1,057
Sales tax payable	1,073	1,721
Litigation Settlement	1,650	—
Other	3,866	2,828
	$23,229	$22,858

NOTE 12: Supplemental Employee Retirement Plan

As of January 31, 2004, the Company maintains a defined benefit Supplemental Employee Retirement Plan (the "SERP") for one director. The SERP provides for retirement death benefits through life insurance and for retirement benefits. The Company funded the SERP in 1998 and 1997 through contributions to a trust fund known as a "Rabbi" trust. During the year ended January 31, 2004, a second participant terminated participation in the SERP resulting in a curtailment/settlement of the benefit obligation of $1,347,000. Additionally, due to losses incurred by the Company, the benefits payable under the SERP were reduced. This reduction resulted in a $2,696,000 reduction in the benefit obligation.

In accordance with SFAS No. 132, "Employers' Disclosures about Pensions and other Postretirement Benefits," the following presents a reconciliation of the SERP's funded status (in thousands) and certain SERP information:

CHANGE IN BENEFIT OBLIGATION

	January 31, 2004	February 1, 2003
Benefit obligation at beginning of year	$ 5,392	$4,438
Service cost	136	308
Interest cost	150	300
Actuarial loss	5	346
Effect of curtailment/settlement	(1,347)	—
Actuarial change in assumption	(2,696)	—
Benefit obligation at end of year	$ 1,640	$5,392

WS 001241

NOTE 12: Supplemental Employee Retirement Plan (Continued)

CHANGE IN PLAN ASSETS

	January 31, 2004	February 1, 2003
Fair value of plan assets at beginning of year	$ —	$ —
Actual return on assets	—	—
Employer contribution	—	—
Benefits paid	—	—
Fair value of plan assets at end of year	$ —	$ —
Funded status	$(1,640)	$(5,392)
Unrecognized transition (asset) obligation	—	—
Unrecognized prior service cost	(342)	1,313
Unrecognized net loss	(68)	(132)
Net amount recognized	$(2,050)	$(4,211)
Weighted-average assumptions:		
Discount rate	6.25%	6.25%
Expected return on plan assets	n/a	n/a
Rate of compensation increase	n/a	n/a

AMOUNTS RECOGNIZED IN BALANCE SHEET

	January 31, 2004	February 1, 2003
Prepaid pension cost	$ —	$ —
Accrued benefit liability	(2,050)	(5,392)
Intangible asset (unrecognized prior service cost)	—	1,181
Accumulated other comprehensive loss	—	—
Net amount recognized	$(2,050)	$(4,211)

COMPONENTS OF NET PERIODIC PENSION COST

	January 31, 2004	February 1, 2003
Service cost—benefits earned during the period	$ 154	$ 308
Interest cost on projected benefit obligation	150	300
Expected return on plan assets	—	—
Amortization of prior service cost	(173)	164
Amortization of (gain)	(6)	(6)
Net periodic pension cost	$ 125	$ 766

US 001242

NOTE 13: Net Income Per Share

A reconciliation of the numerators and denominators used in basic and diluted net income (loss) per share is as follows (in thousands, except for share data):

	January 31, 2004	February 1, 2003	February 2, 2002
Net income (loss) from continuing operations	$ (38,953)	$ 8,417	$ 32,088
Weighted-average number of common shares:			
Basic	29,748,888	30,044,673	29,601,368
Effect of dilutive securities—stock options	—	1,033,876	913,434
Diluted	29,748,888	31,078,549	30,514,802
Net income (loss) from continuing operations per share:			
Basic	$ (1.31)	$ 0.28	$ 1.08
Effect of dilutive securities—stock options	0.00	(0.01)	(0.03)
Diluted	$ (1.31)	$ 0.27	$ 1.05

(Per share data, net income per share and the weighted average shares have been adjusted to account for the three-for-two stock split effected as of July 24, 2001 and the subsequent three-for-two split on May 9, 2002)

NOTE 14: Shareholder Rights Plan

On August 19, 1997, the Company's Board of Directors adopted a Shareholder Rights Plan, which was amended on August 17, 1999, (the "Rights Plan") designed to protect Company stockholders in the event of takeover action that would deny them the full value of their investments. Terms of the Rights Plan provide for a dividend distribution of one right for each share of common stock to holders of record at the close of business on August 29, 1997. The rights become exercisable only in the event, with certain exceptions, an acquiring party accumulates 12% or more of the Company's voting stock, or if a party announces an offer to acquire 20% or more of the Company's voting stock. Unless earlier redeemed, the rights will expire on August 29, 2007. Each right will entitle the holder to buy one one-hundredth of a share of a new series of preferred stock at a price of $73.00, subject to adjustment upon the occurrence of certain events. The Company will be entitled to redeem the rights at $0.01 per right at any time until the tenth day following the acquisition of a 12% position in its voting stock.

WS 001243

NOTE 15: Unaudited Quarterly Financial Data

Fiscal Year Ended January 31, 2004

Quarter	Net Sales	Gross Margin	Net Income (Loss) From Continuing Operations	Net Income (Loss) From Discontinued Operations	Net Income (Loss) From Continuing Operations Per Share, Basic	Net Income (Loss) From Continuing Operations Per Share, Diluted
	(In thousands, except for share data)					
First Quarter	$120,211	$25,094	$ (7,378)	$(1,135)	$(0.25)	$(0.25)
Second Quarter	122,599	19,078	(11,764)	(1,664)	(0.40)	(0.40)
Third Quarter	131,757	28,794	(6,366)	(1,161)	(0.21)	(0.21)
Fourth Quarter	143,077	23,879	(13,445)	(4,367)	(0.45)	(0.45)
For the Year	$517,644	$96,845	$(38,953)	$(8,327)	$(1.31)	$(1.31)

Fiscal Year Ended February 1, 2003

Quarter	Net Sales	Gross Margin	Net Income (Loss) From Continuing Operations	Net Income (Loss) From Discontinued Operations	Net Income (Loss) From Continuing Operations Per Share, Basic	Net Income (Loss) From Continuing Operations Per Share, Diluted
	(In thousands, except for share data)					
First Quarter	$152,652	$ 52,460	$ 9,377	$ (657)	$ 0.31	$ 0.30
Second Quarter	142,251	44,553	4,940	(1,274)	0.16	0.16
Third Quarter	139,791	39,510	(1,605)	(893)	(0.05)	(0.05)
Fourth Quarter	155,628	40,139	(4,295)	(1,354)	(0.14)	(0.14)
For the Year	$590,322	$176,662	$ 8,417	$(4,178)	$ 0.28	$ 0.27

Net income per share is computed independently for each of the quarters presented and, therefore, may not sum to the totals for the year. Per share data, net income per share and the weighted average shares have been adjusted to account for the three-for-two stock split effected as of May 9, 2002.

WS 001244

EXHIBIT INDEX

Exhibit No.	Description
3.1	Restated Certificate of Incorporation of the Company.(1)
3.1.1	Amendment to Restated Certificate of Incorporation of the Company.(9)
3.2	Bylaws of the Company.(1)
4.1	Specimen Certificate of the Class A Stock, par value $.10 per share.(1)
4.2	Specimen Certificate of the Class B Stock, par value $.10 per share.(1)
4.3	Shareholder Rights Plan.(7)
10.1	Lease between the Company and Foothill-Parkstone I, LLC, dated November 21, 1996.(6)
10.2	1990 Long-Term Incentive Plan.(1)
10.3	Business Loan Agreement between the Company and Bank of America, containing Loan and Revolving Line of Credit, Term dated October 29, 1999.(7)
10.3.1	Amendment No. 5 to Business Loan Agreement between the Company and Bank of America, containing Term Loan and Revolving Line of Credit, dated December 21, 2001.(9)
10.3.2	Amendment No. 6 to Business Loan Agreement between the Company and Bank of America, containing Term Loan and Revolving Line of Credit, dated March 13, 2003.(10)
10.3.3	Amendment No. 7 to Business Loan Agreement between the Company and Bank of America, containing Term Loan and Revolving Line of Credit, dated January 29, 2003.
10.4	1994 Long-Term Incentive Plan.(2)
10.5	Indemnification Agreement between the Company and various Executives and Directors, dated January 3, 1995, and schedule listing all parties thereto.(3)
10.6	1996 Long-Term Incentive Plan.(5)
10.6.1	Amendment to the 1996 Long-Term Incentive Plan.(9)
10.7	Supplemental Employee Retirement Plan.(6)
10.8	2000 Stock Incentive Plan.(8)
10.9	Incorporated by reference to the Company's second quarter Form 10-Q dated August 2, 2003, the Settlement Agreement and General Release entered into by and between Kathy Bronstein and the Company.
14.1	The Wet Seal, Inc. Code of Conduct.
21.1	Subsidiaries of the Registrant.(4)
23.1	Consent of Deloitte & Touché LLP, independent auditors.
31.1	Certification of the Chief Executive Officer filed herewith pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
31.2	Certification of the Chief Financial Officer filed herewith pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
32.1	Certification of the Chief Executive Officer furnished herewith pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
32.2	Certification of the Chief Financial Officer furnished herewith pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
99.1	Factors Affecting Future Financial Results.

(1) Denotes exhibits incorporated by reference to the Company's Registration Statement File No. 33-34895.

(2) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended January 29, 1994.

(3) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended January 28, 1995.

(4) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended February 3, 1996.

(5) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended February 1, 1997.

(6) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended January 1, 1998.

(7) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended January 29, 2000.

(8) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended February 3, 2001.

(9) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended February 2, 2002.

(10) Denotes exhibits incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended February 1, 2003.

EXHIBIT 99.1

Factors Affecting Future Financial Results

Statement Regarding Forward-Looking Disclosure and Risk Factors

Certain sections of this Annual Report on Form 10-K may contain various forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which represent our expectations or beliefs concerning future events.

Forward-looking statements include statements that are predictive in nature, which depend upon or refer to future events or conditions, which include words such as "believes," "plans," "anticipates," "estimates," "expects" or similar expressions. In addition, any statements concerning future financial performance, ongoing business strategies or prospects, and possible future actions, which may be provided by our management, are also forward-looking statements. Forward-looking statements are based on current expectations and projections about future events and are subject to risks, uncertainties, and assumptions about our company, economic and market factors and the industry in which we do business, among other things. These statements are not guaranties of future performance and we undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

Actual events and results may differ materially from those expressed or forecasted in forward-looking statements due to a number of factors. Factors that could cause our actual performance and future events and actions to differ materially from such forward-looking statements, include, but are not limited to those discussed below and elsewhere in this Annual Report on Form 10-K.

We have incurred operating losses and negative cash flows in recent periods.

We have incurred operating losses in fiscal year 2002 and all four quarters of fiscal year 2003 resulting in negative cash flow. We historically maintained substantial cash and short-term investment balances which have been partially depleted as a result. If operating losses and negative cash flow continue at the same rate, we could encounter liquidity problems in the future.

We may be unable to reverse declines in comparable store sales.

Growth in our business depends, in part, on our ability to reverse declines in comparable store sales and then sustain comparable store sales growth. We use the term "comparable store sales" to refer to sales in stores that were open for at least 14 full fiscal months. A variety of factors affect comparable store sales results, including changes in fashion trends, changes in our merchandise mix, calendar shifts of holiday periods, actions of competitors, weather conditions and general economic conditions. Our comparable store sales results have declined significantly in the past year, and we cannot assure you that comparable store sales will not continue to decline in the future.

Our ability to return to profitability depends upon our ability to anticipate and react to new trends.

Our ability to return to profitability depends largely on our ability to anticipate the changing fashion tastes of our customers and to respond to those changing tastes in a timely manner. The fashion tastes of our customers change frequently, and if we fail to anticipate, identify or react appropriately to changing styles, trends or brand preferences of our customers, we may experience lower sales, excess inventories and more frequent markdowns, which could have a material adverse effect on our business. In addition, if we misjudge fashion trends, our image with our customers may be significantly impaired, and our customers might cease to purchase additional merchandise from us in the future. This is particularly acute because we rely on a limited demographic for a large percentage of our sales.

Our sales and ability to return to profitability also depend upon the continued demand by our customers for fashionable, casual apparel. Demand for our merchandise could be negatively affected by shifts in consumer

discretionary spending to other goods such as electronic equipment, computers and music, for example. If the demand for apparel and related merchandise were to decline, our financial results would be adversely affected by any resulting decline in sales.

We cannot assure you of the success of our new sourcing and supply program.

We intend to introduce a new company-wide sourcing and supply program during fiscal 2004. As part of this program, we expect that, over time, more and more of our merchandise will be designed and developed by designers working for our company, with less emphasis on identifying merchandise designed and developed by third parties. In the future, we also expect that most of our merchandise will be sourced from manufacturers located outside the United States, with less reliance on small clothing manufacturers located in the United States. The new program involves a high degree of planning to be able to quickly develop and bring to market new merchandise before it is no longer in fashion with our customers. In addition, we introduce numerous lines of merchandise per year, and, as a result, a delay of even a few weeks in bringing new merchandise to market could hurt our sales and financial results, since the tastes of our customers could change during that time. We cannot assure you that our new sourcing program will be successful.

Closing stores or curtailing certain operations could result in significant asset impairments and significant costs to us.

In the fourth quarter of fiscal 2003, we made a strategic decision to close all 31 Zutopia stores by the end of the first quarter or early in the second quarter of fiscal 2004, due to their poor financial results and their limited ability to become profitable in the future in a highly competitive market. Therefore, the financial losses generated by this chain and the write down of its fixed assets to their estimated fair value have been identified as discontinued operations.

In the future, we could decide to close stores or curtail operations that are producing continuing financial losses. If we do so, we would be required to write down the carrying value of these impaired assets to realizable value, a non-cash event which would negatively impact our earnings and earnings per share.

If we decide to close any stores before the expiration of the lease term, we may incur payments to landlords to terminate or "buy out" the remaining term of the lease. We also may incur costs related to the employees at such stores. These costs would negatively impact our financial results and cash position.

We compete with other retailers for sales and locations.

The women's retail apparel industry is highly competitive, with fashion, quality, price, location, in-store environment and service being the principal competitive factors. We compete for sales with specialty apparel retailers, department stores and certain other apparel retailers, such as American Eagle, Banana Republic, BCBG, bebe, Charlotte Russe, Express, Forever 21, Gap, H&M, Old Navy, Pacific Sunwear, and Urban Oufitters. We also compete for favorable site locations and lease terms in shopping malls. Many of our competitors are large national chains, which have substantially greater financial, marketing and other resources than we do. While we believe we compete effectively for sales and for favorable site locations and lease terms, competition for prime locations within malls, in particular, and within other locations is intense and we cannot assure you that we will be able to obtain new locations or maintain our existing locations on terms favorable to us, if at all.

Because of the importance of our brand names, we may lose market share to our competitors if we fail to adequately protect our intellectual property rights.

We believe that our trademarks and other proprietary rights are important to our success. We have registered trademarks for Wet Seal, Contempo Casuals and Zutopia and Arden B. (registered in the retail store services class and pending in others) Even though we take actions to establish and protect our trademarks and other proprietary rights, we cannot assure you that others will not imitate our products or infringe on our intellectual property rights. In addition, we cannot assure you that others will not resist or seek to block the sale of our

products as violative of their trademarks and proprietary rights. If we are required to stop using any of our registered or non-registered marks, our sales could decline and our business and results of operations could be adversely affected.

Our business is affected by local, regional and national economic conditions.

Our business is sensitive to consumer spending patterns and preferences. Various economic conditions affect the level of spending on the merchandise we offer, including general business conditions, interest rates, taxation, and the availability of consumer credit and consumer confidence in future economic conditions. Our growth, sales and profitability may be adversely affected by unfavorable occurrences in these economic conditions on a local, regional or national level. We are especially affected by economic conditions in California, where approximately 14% of our stores are located.

Most of our stores are located in regional shopping malls. We derive sales, in part, from the high volume of traffic in these malls. The inability of mall "anchor" tenants and other area attractions to generate consumer traffic around our stores, or the decline in popularity of malls as shopping destinations would reduce our sales volume.

Our success depends upon the performance of our senior management and our ability to attract and retain key management personnel.

Our company's success depends to a significant extent upon the performance of our senior management, particularly personnel engaged in merchandising and store operations. Our success also depends, in part, on our ability to identify, hire and retain additional key management personnel. Competition for qualified personnel in the retail apparel industry can be intense, and we cannot assure you that we will be able to identify, hire or retain the key personnel necessary to grow and operate our business as currently contemplated. We have recently encountered some difficulty in retaining senior management and there may be additional losses of senior management in the future.

In addition, we recently hired several key management personnel, including our Chief Executive Officer, the President of our Wet Seal division and our Senior Vice President-Creative Director. These individuals are highly qualified for the positions for which they were hired, and bring with them extensive cross-functional management skills. However, they have only worked together for a short time and, therefore, have not yet had the opportunity to demonstrate their ability to work together effectively.

Increases in Federal and state minimum wage laws could increase our expenses.

Statutory increases in Federal and state minimum wages could adversely effect our profitability by increasing our expenses. Connecticut, Illinois, Oregon, Rhode Island, Vermont and Washington have each increased their state minimum wages which are all above the Federal minimum as of the end of the fiscal year ended January 31, 2004. We operated a total of 31 stores in those states as of January 31, 2004. The recent state increases and any other future Federal or state increases could raise minimum wages above the current wages of some of our employees, and competitive factors could require us to make corresponding increases in employee wage rates. Increases in our wage rates increases our expenses, which could adversely affect our results of operations.

We were served with a class-action lawsuit in the Orange County Superior Court by previously employed store managers alleging non-exempt status under California state labor laws. Through non-binding mediation, we agreed to settle the litigation and pay approximately $1.3 million. Upon approval by the court and all parties, we will proceed with the process to administer the notice of settlement to class members, and determine the claims to award. We anticipate this process, including payments to the class members, will be finalized by the summer of 2004. To mitigate future related complaints, we have converted all of our California store managers to non-exempt status.

We must increase our regional and demographic scope to continue the growth of our business.

We rely on a relatively narrow demographic customer base and a concentration of stores in particular geographic regions for a significant percentage of our sales. We believe we need to increase our demographic and geographic scope to continue our growth. As our operations grow, there will be increasing strains on our resources, and we could experience difficulties enhancing our distribution, financial and operating systems. There can be no assurance that we will be able to expand, that any expansion will be profitable or that we will be able to manage our expansion effectively.

Our company has historically expanded by opening new stores, remodeling existing stores and acquiring other store locations or businesses that complement and enhance our operations. From time to time we have created new retail concepts such as Arden B. There can be no assurance that these new fashion businesses will gain consumer acceptance or ultimately be successful. Our ability to open stores and the performance of newly opened stores depends upon several factors, including among others, our ability to:

- locate and obtain favorable store sites;
- negotiate acceptable lease terms;
- obtain adequate supplies of merchandise; and
- hire and train qualified management personnel and other employees.

Our ability to complement and enhance our operations through acquisitions depends on our ability to integrate the new business, its management, systems and relationships into our company. This type of integration is often very difficult and may not be successful. Our inability to integrate any future acquisitions into our corporate structure could adversely effect our results of operations.

Our business is seasonal in nature.

The retail apparel industry is highly seasonal. We generate our highest levels of sales during the Christmas season, which begins the week of Thanksgiving and ends the first Saturday after Christmas, and the "back to school" season, which begins the last week of July and ends the first week of September. Our profitability depends, to a significant degree, on the sales generated during these peak periods. Any decrease in sales or margins during these periods, whether as a result of economic conditions, poor weather or other factors beyond our control, could have a material adverse effect on our company.

We depend upon key vendors to supply us with merchandise for our stores.

Our business depends on our ability to purchase current season apparel in sufficient quantities at competitive prices. The inability or failure of our key vendors to supply us with adequate quantities of desired merchandise, the loss of one or more key vendors or a material change in our current purchase terms could adversely affect our business. We have no long-term purchase contracts or other contractual assurances of continued supply, pricing or access to new products. We cannot assure you that we will be able to acquire desired merchandise in sufficient quantities or on terms acceptable to us in the future.

We depend upon a single distribution facility.

The distribution functions for all of our stores are handled from a single, leased facility in Foothill Ranch, California. Any significant interruption in the operation of the distribution facility due to natural disasters, accidents, system failures or other unforeseen causes could delay or impair our ability to distribute merchandise to our stores, which could cause our sales to decline.

We do not authenticate the license rights of our suppliers.

We purchase merchandise from a number of vendors who hold manufacturing and distribution rights under the terms of license agreements. We generally rely upon each vendor's representation concerning those

manufacturing and distribution rights and do not independently verify whether each vendor legally holds adequate rights to the licensed properties they are manufacturing or distributing. If we acquire unlicensed merchandise, we could be obligated to remove it from our stores, incur costs associated with destruction of the merchandise if the vendor is unwilling or unable to reimburse us, and be subject to liability under various civil and criminal causes of action. The occurrence of any of these events could adversely effect our financial condition and results of operations.

We experience business risks as a result of the catalog and internet business.

We compete with catalog and internet businesses that handle similar lines of merchandise. These competitors have certain advantages, including the inapplicability of sales tax and the absence of retail real estate and related costs. As a result, increased catalog and internet sales by our competitors could result in increased price competition and decreased margins.

We operate internet sites where customers can purchase our merchandise on-line at www.wetseal.com and www.ardenb.com. These internet addresses are provided for informational purposes only and are not intended to be usable as hyperlinks. The information at these internet addresses are not a part of this filing. Our internet operations are subject to numerous risks, including:

- reliance on third party computer and hardware providers;
- diversion of sales from our retail stores; and
- online security breaches and/or credit card fraud.

Our inability to effectively address these factors could affect the profitability of our internet business, and we cannot assure you that we will be able to compete successfully through our internet business.

We are subject to risks associated with our international operations.

A significant portion of our products are manufactured outside the United States. As a result, we are subject to additional risks. For example, we cannot predict whether any of the foreign countries in which our products are currently manufactured or any of the countries in which our products may be manufactured in the future will be subject to future or increased import restrictions by the U.S. government, or the likelihood, type or effect of any trade restrictions. Trade restrictions, including increased tariffs or quotas, against apparel, footwear or other items sold by us could affect the importation of such merchandise generally and could increase the cost or reduce the supply of merchandise available to us and adversely affect our business, financial condition, results of operations and liquidity. Furthermore, our merchandise flow may be adversely affected by the financial or political instability in any of the countries in which our goods are manufactured or by significant fluctuations in the value of the U.S. dollar against foreign currencies or restrictions on the transfer of funds. If our merchandise flow is negatively impacted as a result of any of the risks associated with our international operations, our sales could decline.

Corporate Data

The company's common stock trades on the NASDAQ Stock Market under the symbol "WTSLA". Transfer agent and registrar is American Stock Transfer and Trust Company, 40 Wall Street, New York, New York.

Form 10-K

A copy of the company's annual report to the Securities and Exchange Commission on Form 10k is available without charge to stockholders upon written request to: Investor Relations, The Wet Seal, Inc., 26972 Burbank, Foothill Ranch, California.

Annual Meeting

The Annual Shareholder's Meeting will be held at 10:00am, Thursday, May 27, 2004 at the Westin South Coast Plaza, 686 Anton Boulevard, Costa Mesa, California, 92626. Proxy statements were mailed to stockholders with the annual report.

Board Of Directors

George H. Benter, Jr.
Barry Entous
Stephen Gross
Walter Loeb
Wilfred Posluns
Alan Siegel
Irving Teitelbaum

Compensation & Option Committee

Walter Loeb — Chairman
George H. Benter, Jr.
Wilfred Posluns

Audit Committee

Wilfred Posluns — Chairman
George H. Benter, Jr.
Barry Entous
Walter Loeb

Nominating & Corporate Governance Committee

Walter Loeb — Chairman
Alan Siegel
Irving Teitelbaum

Central Office
26972 Burbank
Foothill Ranch, California 92610

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www.wetseal.com www.wetseslinc.com www.ardenb.com

Week #4 | w/e date: 2/27/88

Arden B. Sales by month - 1st Se

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Store Statistics	# Strs	SqFt
This Year	24	74,402
1988	0	0

Arden B.	WEEKLY SALES					WEEKLY SALES	MTD SALES				EOW INVENTORY						
Description	LY $ Sls	% to tot	LY $ Sls	% to tot	AvRtl	TY $ Sls	$2,497	LY $ Sls	% to tot	AvRtl	$Y $ OH	% to tot	AvRtl	$/SqFt	$/SqFt	TY $ OH	% to
Hair Accessories	$7,007	38%	0	0%	$18.26	$38,541	$2,195	0	0%	$18.07	$80,885	26%	$8.51	#REF!	#REF!	0	
Handbags	$2,588	12%	0	0%	$16.15	$12,196	$2,277	0	0%	$12.66	$40,984	12%	$30.66	#REF!	#REF!	0	
Jewelry	$5,630	24%	0	0%	$13.90	$25,020	$12,251	0	0%	$12.19	$130,355	38%	$19.81	#REF!	#REF!	0	
Misc Accessories	$2,007	8%	0	0%	$24.68	$9,196	$40,570	0	0%	$23.47	$39,036	11%	$27.01	#REF!	#REF!	0	
Shoes	$4,347	33%	0	0%	$13.15	$12,446	$6,162	0	0%	$10.93	$68,558	13%	$34.40	#REF!	#REF!	0	
Div 1 Accessoryapparel	$21,179	8%	0	#DIV/0!	$13.01	$94,235	$74,279	0	#DIV/0!	$17.60	$330,815	8%	$16.32	#REF!	#REF!	0	#DIV
Div 2 Knitwear	$1,713	1%	0	#DIV/0!	$11.21	$6,425	$119,250	0	0%	$11.38	$33,545	8%	$203.72	#REF!	#REF!	0	
Div 3 Wovenwear	$2,225	1%	0	#DIV/0!	$7.71	$15,677	$27,846	0	#DIV/0!	$61.93	$280,114	7%	$75.38	#REF!	#REF!	0	#DIV
Knit Tops	$63,423	18%	0	#DIV/0!	$13.21	$274,357	$222,374	0	#DIV/0!	$17.93	$750,158	18%	$13.85	#REF!	#REF!	0	#DIV
Signature	$5,869	1%	0	#DIV/0!	$10.24	$25,465	$26,304	0	#DIV/0!	$11.28	$70,210	2%	$23.85	#REF!	#REF!	0	#DIV
Solid Knit Tops	$78,512	20%	0	#DIV/0!	$13.75	$288,122	$2,135	0	#DIV/0!	$34.45	$823,068	20%	$12.38	#REF!	#REF!	0	#DIV
Sweaters	$40,886	25%	0	0%	$10.31	$128,184	$6,510	0	0%	$25.74	$788,560	18%	$15.33	#REF!	#REF!	0	
Woven Tops	$24,386	7%	0	0%	$15.38	$165,187	$10,925	0	0%	$42.04	$340,470	8%	$40.97	#REF!	#REF!	0	
Div 3 Woven Tops	$181,381	13%	0	#DIV/0!	$13.21	$1,121,135	$39,002	0	#DIV/0!	$11.72	$3,072,413	47%	$12.06	#REF!	#REF!	0	#DIV
Div 4 Jackets	$26,980	1%	0	#DIV/0!	$17.84	$106,316	$21,100	0	#DIV/0!	$39.15	$28,165	7%	$42.70	#REF!	#REF!	0	#DIV
Knit Pants	$2,836	34%	0	0%	$10.21	$4,204	$8,022	0	0%	$39.16	$55,218	42%	$37.87	#REF!	#REF!	0	
Knit Skirts	$1,943	46%	0	0%	$13.46	$2,015	$2,882	0	0%	$40.09	$74,988	56%	$39.66	#REF!	#REF!	0	
Div 5 Knit Bottoms	$4,810	1%	0	#DIV/0!	$13.01	$6,219	$7,000	0	#DIV/0!	$41.12	$129,157	3%	$31.83	#REF!	#REF!	0	#DIV
Woven Pants	$23,377	40%	0	0%	$14.00	$101,533	$4,700	0	0%	$10.03	$552,074	57%	$48.10	#REF!	#REF!	0	
Woven Skirts	$7,248	14%	0	0%	$13.00	$36,188	$3,000	0	0%	$13.55	$387,100	43%	$40.44	#REF!	#REF!	0	
Div 6 Woven Bottoms	$30,625	1%	0	#DIV/0!	$13.07	$137,721	$7,700	0	#DIV/0!	$11.76	$939,174	12%	$44.23	#REF!	#REF!	0	#DIV
Dressy Pants	$2,741	22%	0	0%	$13.81	$10,189	$2,875	0	0%	$39.65	$47,834	28%	$55.38	#REF!	#REF!	0	
Casual Pants	$7,148	58%	0	0%	$36.07	$28,245	$3,885	0	0%	$11.47	$197,848	61%	$54.12	#REF!	#REF!	0	
Casual Skirts	$2,430	20%	0	0%	$37.74	$15,270	#REF!	0	0%	$44.80	$24,615	11%	$30.01	#REF!	#REF!	0	
Div 7 Chosen Bottoms	$12,319	4%	0	#DIV/0!	$21.76	$54,842		0	#DIV/0!	$45.17	$227,314	6%	$52.70	#REF!	#REF!	0	#DIV
TOTAL BOTTOMS	$82,132	21%	0	#DIV/0!	$40.21	$404,547	$214,574	0	#DIV/0!	$41.80	$3,260,166	31%	$64.24	#REF!	#REF!	0	#DIV
Miscellaneous	$1,078	1%	0	#DIV/0!	$13.82	$10,318	$103,805	0	#DIV/0!	$22.28	$20,150	1%	$23.84	#REF!	#REF!	0	#DIV
Arden B. Total	$384,832	100%	0	#DIV/0!	$18.88	$1,825,821	287	0	#DIV/0!	$34.02	$4,120,384	100%	$40.75	#REF!	#REF!	0	#DIV
Tot Sales/SqFt	#REF!		#REF!				$43,211										
							$40,694										
Total Tops	$183,383	62%	0	0%	$17.07	$825,103	3.44	0	0%	$35.74	$1,824,498	47%	$38.88	#REF!	#REF!	0	
Total Bottoms	$82,832	27%	0	0%	$40.03	$404,547	27%	0	0%	$40.80	$1,260,366	31%	$64.24	#REF!	#REF!	0	
Top to Bottom Ratio	1.88		#DIV/0!			2.04		#DIV/0!		0.60						#DIV/0!	
Total Pants	$40,243	65%	0	0%	$54.02	$249,076	62%	0	0%	$55.44	$771,110	61%	$50.36	#REF!	#REF!	0	
Total Skirts	$32,589	35%	0	0%	$38.84	$154,471	38%	0	0%	$42.39	$489,256	39%	$47.15	#REF!	#REF!	0	
Skirt to Pant Ratio	0.81		#DIV/0!			0.62		#DIV/0!			0.63					#DIV/0!	

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Feri, Rochelle, Alex, Tonya L Susan R & Arden b district directors, Cathy S.

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ATTORNEY'S
EYES ONLY

Week 44	wk date	30/08

Store Statistics	# Sts	Sq Ft
This Year	24	76,402
1999	4	0

PUT SQR. FT. #S IN

PUT 99 #S IN

JANTWO	Week 44																							
Arden's	WEEKLY SALES					MTD/YTD SALES																	U WKLY	SALES
Dept/Division	TY U Sts	% Total	99 U Sts	% Total	AVRG	TY U Sts	% Total	99 U Sts	% Total	AVRG	TY U/Sq Ft	% Total	AVRG	U/Sq Ft	U/Sq Ft	99 U/Sq Ft	% Total	AVRG	U/Sq Ft	U/Sq Ft	Ft	REC
Hair/Accessories	975	26%	0	0%	[illegible]	2,340	24%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	9.7	[illegible]
Handbags	97	3%	0	0%	[illegible]	270	3%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	13.0	15
Jewelry	435	26%	0	0%	[illegible]	2643	27%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	15.0	18
Misc Accessories	79	5%	0	0%	[illegible]	365	5%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	13.3	15
Shoes	70	5%	0	0%	[illegible]	388	5%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	13.0	25
Div Accessories	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Hosiery	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Div Hosiery	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Nail Care	[illegible]	10%	0	#DIV/0!	[illegible]	[illegible]	11%	0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Hosiery	[illegible]	3%	0	#DIV/0!	[illegible]	[illegible]	3%	0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Tech Kiosk Ops	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Shoes	[illegible]	35%	0	0%	[illegible]	4819	31%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	8.1	832
Women's Hse	314	6%	0	0%	[illegible]	2466	6%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	351
Div Shoes	[illegible]	15%	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Div Accessories	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Nail Care	[illegible]	27%	0	0%	[illegible]	[illegible]	21%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Women Skirts	155	73%	0	0%	[illegible]	882	77%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Div Women Sportswear	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Women's Hse	611	46%	0	0%	[illegible]	3349	44%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Women Skirts	340	42%	0	0%	[illegible]	2024	45%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	224
Div Women Sportswear	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Dresses	32	46%	0	0%	[illegible]	117	16%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Sportswear	75	46%	0	0%	[illegible]	371	51%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Sweaters	43	22%	0	0%	[illegible]	341	15%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Div Women Sportswear	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Div Women's Hse	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Blouses	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Jeans/Pants	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Div Blouses	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Total Tops	4,780	51%	0	0%	[illegible]	28,761	51%	0	0%	#DIV/0!	46,340	46%	[illegible]	$25.87	0.55	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	16.3	2,843
Total Bottoms	1,917	21%	0	0%	[illegible]	8,124	21%	0	0%	#DIV/0!	23,237	23%	[illegible]	$16.94	0.31	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	12.1	653
Tops to Bottom Ratio	2.49		#DIV/0!			3.54		#DIV/0!			2.12											4.35
Total Pants	1,868	57%	0	0%	[illegible]	4,475	63%	0	0%	#DIV/0!	12,841	55%	[illegible]	$16.34	0.17	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	16.7	579
Total Skirts	810	43%	0	0%	[illegible]	3,649	49%	0	0%	#DIV/0!	10,376	45%	[illegible]	$6.58	0.14					#DIV/0!	12.7	246
Skirt to Pant Ratio	0.78		#DIV/0!			1.22		#DIV/0!			0.81				0.81							0.42

Distribution: In Mailboxes: Ed, Barbara, Ann Kim, Norman, Josephine, Fort, Rochelle, Alex, Tonya I, Susan R & Arden's district directors, Cathy S
To Offices: Vivian, Cecilia, Pat, All DM/Fs, Karl B, Mel C, All Arden's buyers, assistants and distributors, Tina M.

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Week #5 | w/e date: 7/03/99

PUT SQR. FT. #S IN

PUT 96 #S IN

Store Statistics	# Strs	SqFt
This Year	66	215,457
1998	0	0

Arden b	WEEKLY SALES					WEEKLY SALES TRASH					WEEKLY SALES					EOW INVENTORY			
Dept/Division	TY $ Sls	% to tot	LY $ Sls	% to tot	Av Rtl	TY $ Sls	% to tot	LY $ Sls	% to tot	Av Rtl	TY $ OH	% to tot	Av Rtl	$/sqft	WSqft	LY $ OH	% to tot
Hair Accessories	$40,374	26%	0	0%	#DIV/0!	$50,330	36%	0	0%	#DIV/0!	$200,405	24%	$37.35	$0.97	0.97	0	
Handbags	$7,324	5%	0	0%	#DIV/0!	$10,649	12%	0	0%	#DIV/0!	$136,503	16%	$39.83	$0.63	0.62	0	
Jewelry	$40,285	33%	0	0%	#DIV/0!	$50,057	36%	0	0%	#DIV/0!	$162,340	19%	$40.84	$0.76	0.65	0	
Misc Accessories	$9,669	6%	0	0%	#DIV/0!	$44,343	7%	0	0%	#DIV/0!	$37,368	4%	$96.16	$0.15	0.04	0	
Socks	$32,433	23%	0	0%	#DIV/0!	$24,633	15%	0	0%	#DIV/0!	$321,357	38%	$30.18	$0.62	0.60	0	
DIV 1 Womenwear	$131,134	7%	0	#DIV/0!	#DIV/0!	$133,969	6%	0	#DIV/0!	#DIV/0!	$[illegible]	[illegible]	$97.80	$1.10	[illegible]	0	#DIV/0!
Outerwear	$1,072	0%	0	0%	#DIV/0!	$[illegible]	0%	0	0%	#DIV/0!	$[illegible]	4%	$127.00	$0.47	0.00	0	
DIV 2 Fashion	$131,134	33%	0	#DIV/0!	#DIV/0!	$[illegible]	6%	0	#DIV/0!	#DIV/0!	$12,[illegible]	10%	$34.21	$1.16	0.05	0	#DIV/0!
Knit Tops	$374,503	27%	0	#DIV/0!	#DIV/0!	$427,[illegible]	21%	0	#DIV/0!	#DIV/0!	$2,749,948	22%	$35.30	$12.76	0.36	0	#DIV/0!
Blouse	$4,474	0%	0	#DIV/0!	#DIV/0!	$34,743	1%	0	#DIV/0!	#DIV/0!	$15,755	0%	$15.78	$0.07	0.00	0	#DIV/0!
Total Knit Tops	$378,977	27%	0	#DIV/0!	#DIV/0!	$459,437	22%	0	#DIV/0!	#DIV/0!	$2,765,423	22%	$35.55	$12.83	0.36	0	#DIV/0!
Sweaters	$291,363	19%	0	0%	#DIV/0!	$474,193	23%	0	0%	#DIV/0!	$2,[illegible]	19%	$52.18	$11.07	0.24	0	
Woven Tops	$46,734	6%	0	0%	#DIV/0!	$[illegible]	8%	0	0%	#DIV/0!	$[illegible]	1%	$55.[illegible]	$1.82	0.00	0	
DIV 3 Knit Top	$[illegible]	32%	0	#DIV/0!	#DIV/0!	$[illegible]	[illegible]	0	#DIV/0!	#DIV/0!	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!
DIV 4 Denim	$[illegible]	[illegible]	0	#DIV/0!	#DIV/0!	$[illegible]	8%	0	#DIV/0!	#DIV/0!	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	
Knit Pants	$[illegible]	46%	0	0%	#DIV/0!	$[illegible]	42%	0	0%	#DIV/0!	$[illegible]	32%	[illegible]	$0.23	0.01	0	
Knit Skirts	$[illegible]	46%	0	0%	#DIV/0!	$[illegible]	8%	0	0%	#DIV/0!	$[illegible]	68%	[illegible]	[illegible]	0.01	0	
DIV 5 Knit Bottoms	$[illegible]	[illegible]	0	#DIV/0!	#DIV/0!	$[illegible]	2%	0	#DIV/0!	#DIV/0!	$[illegible]	0%	[illegible]	[illegible]	[illegible]	0	#DIV/0!
Woven Pants	$140,434	48%	0	0%	#DIV/0!	$[illegible]	46%	0	0%	#DIV/0!	$[illegible]	64%	$47.15	$0.14	0.16	0	
Woven Skirts	$[illegible]	[illegible]	0	0%	#DIV/0!	$[illegible]	7%	0	0%	#DIV/0!	$[illegible]	36%	$[illegible]	$0.08	0.07	0	
DIV 6 Woven Bottoms	$[illegible]	29%	0	#DIV/0!	#DIV/0!	$[illegible]	25%	0	#DIV/0!	#DIV/0!	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!
Denim Jeans	$[illegible]	4%	0	0%	#DIV/0!	$[illegible]	12%	0	0%	#DIV/0!	$[illegible]	12%	$55.07	$0.33	0.01	0	
Dressy Pants	$[illegible]	64%	0	0%	#DIV/0!	$[illegible]	74%	0	0%	#DIV/0!	$[illegible]	86%	$40.83	$2.46	0.04	0	
Casual Skirts	$[illegible]	5%	0	0%	#DIV/0!	$[illegible]	8%	0	0%	#DIV/0!	$[illegible]	2%	$43.66	$0.06	0.00	0	
DIV 7 Denim/Bottoms	$[illegible]	3%	0	#DIV/0!	#DIV/0!	$[illegible]	[illegible]	0	#DIV/0!	#DIV/0!	$[illegible]	[illegible]	$42.26	$2.15	0.05	0	#DIV/0!
TOTAL BOTTOMS	$270,210	20%	0	#DIV/0!	#DIV/0!	$611,164	17%	0	#DIV/0!	#DIV/0!	$3,[illegible]	30%	[illegible]	$37.37	0.27	0	#DIV/0!
Miscellaneous	$4,208	0%	0	#DIV/0!	#DIV/0!	$13,884	0%	0	#DIV/0!	#DIV/0!	$15,[illegible]	0%	[illegible]	$0.21	0.00	0	#DIV/0!
Arden b Total	$1,034,723	100%	0	#DIV/0!	#DIV/0!	$2,848,723	100%	0	#DIV/0!	#DIV/0!	$12,[illegible]	100%	$49.37	$50.14	1.11	0	#DIV/0!
Tot Rtl/Sqft	$4.11		0.00														

TOTAL APPAREL	$1,070,121	84%	0	#DIV/0!	#DIV/0!	$2,777,240	81%	0	#DIV/0!	#DIV/0!	$11,[illegible]	83%	[illegible]	$54.74	0.44	0	#DIV/0!

Total Tops	$544,672	33%	0	0%	#DIV/0!	$1,321,056	52%	0	0%	#DIV/0!	$6,082,027	48%	$43.05	$28.23	0.66	0	
Total Bottoms	$270,210	26%	0	0%	#DIV/0!	$611,164	27%	0	0%	#DIV/0!	$3,742,280	30%	$63.88	$17.37	0.27	0	
Top to Bottom Ratio	2.01		#DIV/0!			1.84		#DIV/0!			1.63					#DIV/0!	
Total Pants	$192,749	71%	0	0%	#DIV/0!	$565,308	70%	0	0%	#DIV/0!	$2,552,864	68%	$63.73	$11.85	0.19	0	
Total Skirts	$77,467	29%	0	0%	#DIV/0!	$245,846	30%	0	0%	#DIV/0!	$1,189,425	32%	$63.53	$5.52	0.09	0	
Skirt to Pant Ratio	2.49		#DIV/0!			2.41		#DIV/0!			2.15					#DIV/0!	

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Ferl, Rochelle, Alex, Tonya L, Susan R & Arden b district directors, Cathy S.
To Offices: Vivian, Cecilia, Pat, All DMM's, Kari B, Mari C, All Arden B buyers, assistants and distributors, Tina M.

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Week #5 | w/e date. [illegible]

PUT SQR. FT. #S IN   REVISED

PUT 98 #S IN

Store Statistics	# Strs	Sq Ft
This Year	66	215,457
1998	0	0

MARCH 1999 week 5

WEEKLY SALES

MTD SALES

INVENTORY

Total Tops	[illegible]	[illegible]	0	0%	[illegible]	43,841	[illegible]	0	0%	#DIV/0!	141,203	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	5,411
Total Bottoms	4,783	20%	0	0%	[illegible]	10,077	18%	0	0%	#DIV/0!	58,764	23%	[illegible]	$17.37	0.27	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	12.4	2,087
Total Pants	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	0	0%	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Total Skirts	[illegible]	36%	0	0%	[illegible]	[illegible]	38%	0	0%	#DIV/0!	10,722	32%	[illegible]	$5.62	0.06	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	11.2	507

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Week #4	w/e date:	5/1/09

Store Statistics	# Strs	SqFt
This Year	74	242,620
LY Adj	0	0

Ardop B.	WEEKLY SALES					WEEKLY SALES LAST					MTD SALES					EOW INVENTORY						
Department	TY $ Sls	% to tot	LY $ Sls	% to tot	Avr Rtl	TY $ Sls	% to tot	LY $ Sls	% to tot	Avr Rtl	TY $ Rtl	% to tot	Avr Rtl	$/Str	$/Sqft	LY $ Rtl	% to
Non Apparel	$24,974	27%	0	0%	$13.50	$72,947	26%	0	0%	$12.75	$271,576	25%	$12.74	$3.19	0.09	0	
Handbags	$7,824	8%	0	0%	$13.77	$22,199	12%	0	0%	$13.46	$144,150	12%	$36.43	$6.59	0.02	0	
Jewelry	$19,237	21%	0	0%	$19.00	$72,656	26%	0	0%	$13.79	$167,412	15%	$16.06	$9.85	0.05	0	
Misc Accessories	$3,009	3%	0	0%	$7.83	$4,542	2%	0	0%	$7.72	$46,547	4%	$10.58	$0.28	0.01	0	
Shoes	$33,587	36%	0	0%	$41.99	$84,137	34%	0	0%	$41.46	$449,082	40%	$54.47	$2.71	0.06	0	
ONLY Apparel	$2,[illegible]	3%	0	#DIV/0!	$20.[illegible]	$27,[illegible]	1%	0	#DIV/0!	$20.[illegible]	$27,[illegible]	1%	$20.19	$1.50	0.20	0	#DIV/0!
Underwear	$[illegible]	0%	0	#DIV/0!	$[illegible]	$[illegible]	0%	0	#DIV/0!	$[illegible]	$[illegible]	0%	$[illegible]	$0.03	0.00	0	
Hosiery/Leggings	$[illegible]	3%	0	#DIV/0!	$[illegible]	$[illegible]	11%	0	#DIV/0!	$[illegible]	$[illegible]	11%	$[illegible]	$[illegible]	0.01	0	#DIV/0!
Knit Tops	$[illegible]	21%	0	#DIV/0!	$[illegible]	$[illegible]	26%	0	#DIV/0!	$[illegible]	$4,[illegible]	25%	$37.48	$10.40	0.19	0	#DIV/0!
Sweaters	$747	0%	0	#DIV/0!	$[illegible]	$[illegible]	0%	0	#DIV/0!	$[illegible]	$[illegible]	0%	$[illegible]	$0.04	0.00	0	#DIV/0!
Total Knit Tops	$[illegible]	21%	0	#DIV/0!	$[illegible]	$[illegible]	26%	0	#DIV/0!	$[illegible]	$[illegible]	25%	$[illegible]	$[illegible]	0.19	0	#DIV/0!
Sweaters	$[illegible]	16%	0	0%	$[illegible]	$[illegible]	17%	0	0%	$[illegible]	$3,[illegible]	18%	$[illegible]	$10.15	0.29	0	
Woven Tops	$[illegible]	5%	0	0%	$[illegible]	$[illegible]	7%	0	0%	$[illegible]	$1,[illegible]	6%	$[illegible]	$4.72	0.09	0	
Woven Bottoms	$[illegible]	1%	0	#DIV/0!	$[illegible]	$[illegible]	5%	0	#DIV/0!	$[illegible]	$[illegible]	10%	$[illegible]	$[illegible]	0.11	0	#DIV/0!
Knit Pants	$[illegible]	0%	0	#DIV/0!	$[illegible]	$[illegible]	0%	0	#DIV/0!	$[illegible]	$[illegible]	4%	$[illegible]	$1.[illegible]	0.[illegible]	0	#DIV/0!
Knit Skirts	$[illegible]	0%	0	0%	$[illegible]	$[illegible]	0%	0	0%	$[illegible]	$[illegible]	30%	$45.00	$0.27	0.01	0	
Dry Knit Bottoms	$[illegible]	2%	0	#DIV/0!	$[illegible]	$[illegible]	2%	0	#DIV/0!	$[illegible]	$[illegible]	7%	$37.40	$0.[illegible]	0.[illegible]	0	#DIV/0!
Woven Pants	$[illegible]	2%	0	0%	$[illegible]	$[illegible]	1%	0	0%	$[illegible]	$[illegible]	1%	$[illegible]	$[illegible]	0.[illegible]	0	#DIV/0!
Woven Skirts	$[illegible]	2%	0	0%	$[illegible]	$[illegible]	2%	0	0%	$[illegible]	$2,[illegible]	2%	$4.42	$0.90	0.17	0	
Woven Bottoms Total	$[illegible]	2%	0	#DIV/0!	$[illegible]	$[illegible]	2%	0	#DIV/0!	$[illegible]	$3,[illegible]	2%	$5.05	$0.27	0.08	0	
Knit Pants	$[illegible]	3%	0	0%	$[illegible]	$[illegible]	3%	0	0%	$[illegible]	$[illegible]	2%	$[illegible]	$0.20	0.00	0	#DIV/0!
Casual Pants	$[illegible]	0%	0	0%	$[illegible]	$[illegible]	0%	0	0%	$[illegible]	$421,250	32%	$66.54	$2.72	0.04	0	
Casual Skirts	$[illegible]	0%	0	0%	$[illegible]	$[illegible]	0%	0	0%	$[illegible]	$1,784	1%	$45.93	$0.04	0.00	0	
Dress Loungewear	$[illegible]	3%	0	#DIV/0!	$[illegible]	$[illegible]	1%	0	#DIV/0!	$[illegible]	$[illegible]	4%	$[illegible]	$2.[illegible]	0.05	0	#DIV/0!
TOTAL BOTTOMS	$[illegible]	14%	0	#DIV/0!	$[illegible]	$[illegible]	15%	0	#DIV/0!	$[illegible]	$4,[illegible]	28%	$[illegible]	$26.[illegible]	0.33	0	#DIV/0!
Miscellaneous	$10,250	1%	0	#DIV/0!	$37.44	$1,[illegible]	1%	0	#DIV/0!	$40.27	$[illegible]	1%	$47.51	$0.10	0.00	0	#DIV/0!
Ardop B. Total	$[illegible]	100%	0	#DIV/0!	$[illegible]	$1,[illegible]	100%	0	#DIV/0!	$[illegible]	$16,[illegible]	100%	$[illegible]	$[illegible]	1.[illegible]	0	#DIV/0!
TY Adj/Sqft	$[illegible]		#DIV/0!														

Total Tops	$521,634	51%	0	0%	$37.60	$2,157,091	52%	0	0%	$36.14	$8,293,320	40%	$43.97	$36.31	0.83	0	
Total Bottoms	$263,569	26%	0	0%	$50.42	$1,047,457	25%	0	0%	$58.81	$4,747,507	28%	$63.07	$20.79	0.33	0	
Top to Bottom Ratio	1.98		#DIV/0!			2.06		#DIV/0!		0.65	1.75					#DIV/0!	
Total Pants	$185,769	70%	0	0%	$42.34	$763,501	73%	0	0%	$43.60	$3,450,320	73%	$46.04	$15.11	0.23	0	
Total Skirts	$77,800	30%	0	0%	$58.71	$283,956	27%	0	0%	$50.60	$1,297,187	27%	$57.10	$5.68	0.10	0	

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Week #4	w/e date:	[illegible]

Store Statistics	# Strs	Sq Ft
This Year	74	242,420
[illegible]	0	0

Dept/Division	TY U Sls
Hair Accessories	1,775
Handbags	232
Jewelry	1,167
Misc Accessories	416
Shoes	478
Knit Tops	[illegible]
Signature	[illegible]
Total Knit Tops	[illegible]
Sweaters	[illegible]
Woven Tops	[illegible]
Knit Pants	[illegible]
Knit Skirts	492
Woven Pants	2,446
Woven Skirts	1,023
Total Tops	[illegible]
Total Bottoms	[illegible]
Total Pants	2,888
Total Skirts	1,532

Distribution: In Mail boxes. Ed, Barbara, Ann Kim, Norman, Josephine, Fert, Rochelle, Alex, Tama L, Susan R & [illegible] district directors, Cathy S.

To Offices: Vivian, Cecilia, Pat, All DMM's, Karl B., Mel C., All [illegible] buyers, assistants and distributors, Tina M.

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Week #4 | wkending date: [illegible]

Store Statistics	# Strs	SqFt
This Year	77	254,100
LY	0	0

Arden B:

Div/Division	WEEKLY SALES TY $ Sls	% to tot	LY $ Sls	% to tot	AVR/ft	MTD SALES TY $ Sls	% to tot	LY $ Sls	% to tot	AVR/ft	EOW INVENTORY TY $ OH	% to tot	AVR/ft	$/SqFt	$/Str	TY U OH	%
Hair Accessories	$75,167	10%	0	0%	$12.87	$73,020	23%	0	0%	$12.57	$339,938	20%	$13.09	$0.30	0.19	25,972	
Handbags	$12,462	15%	0	0%	$38.83	$49,245	15%	0	0%	$34.82	$184,344	11%	$37.00	$0.75	0.02	4,052	
Jewelry	$10,383	23%	0	0%	$17.00	$77,044	24%	0	0%	$31.23	$324,044	20%	$47.97	$2.32	0.07	10,842	
Misc Accessories	$4,152	9%	0	0%	$33.31	$5,832	2%	0	0%	$10.36	$36,467	2%	$24.32	$0.15	0.01	1,540	
Shoes	$32,737	44%	0	0%	$36.40	$127,736	39%	0	0%	$27.36	$770,416	47%	$56.07	$3.15	0.05	13,738	
Div 13 Accessories	$75,167	16%	0	#DIV/0!	$12.87	$122,266	38%	0	#DIV/0!	$12.57	$1,159,193	71%	$12.63	$0.71	0.20	91,626	
Dylanesque	0	0%	0	0%	$0.00	0	0%	0	0%	$0.00	$3,920	0%	$1.80	$0.11	0.00	20	
Divisit Dressed	$10,383	8%	0	#DIV/0!	$17.00	$140,336	10%	0	#DIV/0!	$15.12	$1,180,831	8%	$84.85	$5.17	0.01	79,987	
Kink Tops	$152,469	30%	0	#DIV/0!	$32.41	$1,313,073	23%	0	#DIV/0!	$34.36	$5,077,978	25%	$37.43	$20.65	0.55	135,636	
Signature	$328	0%	0	#DIV/0!	$15.00	$2,646	0%	0	#DIV/0!	$1.00	$6,418	0%	$10.63	$0.03	0.00	386	
Total Knit Tops	$153,257	31%	0	#DIV/0!	$32.18	$1,315,719	23%	0	#DIV/0!	$34.36	$5,084,396	25%	$37.76	$20.68	0.55	136,022	
Sweaters	$86,664	17%	0	0%	$42.28	$745,664	13%	0	0%	$50.00	$3,769,943	19%	$57.04	$15.30	0.20	65,636	
Woven Tops	$45,583	6%	0	0%	$44.04	$478,814	8%	0	0%	$37.30	$1,237,479	6%	$33.78	$5.07	0.10	20,084	
Div 30 Total Tops	$285,474	54%	0	#DIV/0!	$34.14	$2,540,197	43%	0	#DIV/0!	$37.28	$10,091,910	51%	$43.93	$41.05	0.93	229,742	
Div 33 Jackets	$30,847	6%	0	#DIV/0!	$17.83	$273,922	5%	0	#DIV/0!	$17.24	$1,214,165	6%	$13.88	$4.93	0.13	70,430	
Kilt Pants	$2,843	34%	0	0%	$11.21	$12,837	16%	0	0%	$13.22	$446,642	26%	$40.62	$0.18	0.03	1,638	
Kilt Skirts	$87,598	74%	0	0%	$42.83	$56,148	47%	0	0%	$31.27	$1,291,227	74%	$31.53	$5.23	0.03	2,835	
Div 31 Kilt Bottoms	$90,441	8%	0	#DIV/0!	$40.83	$69,985	1%	0	#DIV/0!	$27.00	$1,737,869	9%	$24.84	$7.04	0.12	4,473	
Woven Pants	$133,140	75%	0	0%	$40.83	$1,279,455	23%	0	0%	$35.46	$9,809,752	74%	$47.75	$39.50	0.83	55,330	
Woven Skirts	$44,333	25%	0	0%	$40.83	$421,167	8%	0	0%	$26.48	$3,216,539	24%	$53.69	$13.02	0.19	22,795	
Div 32 Woven Bottoms	$177,473	25%	0	#DIV/0!	$41.00	$1,700,622	31%	0	#DIV/0!	$32.20	$13,026,291	25%	$49.25	$52.72	1.07	78,030	
Denim Tops	$3,000	7%	0	0%	$36.12	$46,024	5%	0	0%	$5.29	$28,073	5%	$33.23	$0.11	0.00	899	
Casual Pants	$37,842	86%	0	0%	$53.10	$56,383	86%	0	0%	$37.24	$461,109	86%	$57.88	$1.86	0.03	7,967	
Casual Skirts	$5,748	7%	0	0%	$31.60	$9,934	4%	0	0%	$49.23	$50,078	9%	$63.55	$0.20	0.00	788	
Div 34 Lesser Bottoms	$47,590	8%	0	#DIV/0!	$49.45	$112,341	1%	0	#DIV/0!	$54.28	$539,260	3%	$55.36	$2.18	0.04	9,654	
TOTAL BOTTOMS	$315,722	17%	0	#DIV/0!	$34.48	$1,875,885	20%	0	#DIV/0!	$50.29	$5,745,184	28%	$61.88	$23.31	0.38	92,709	
Misc Merchandise	$4,819	0%	0	#DIV/0!	$31.30	$30,121	1%	0	#DIV/0!	$34.07	$(74,241)	0%	$40.88	$(0.29)	-0.01	(1,763)	
Arden B Total	$1,811,524	100%	0	#DIV/0!	$31.81	$4,884,284	100%	0	#DIV/0!	$32.53	$19,829,153	100%	$41.26	$83.04	1.00	412,882	
TY Sales/SqFt	$7.13		#DIV/0!														

Total Tops	$817,124	53%	0	0%	$36.47	$2,345,580	53%	0	0%	$37.41	$10,091,910	51%	$43.93	$41.05	0.93	229,742
Total Bottoms	$315,722	27%	0	0%	$56.48	$1,175,885	26%	0	0%	$56.49	$5,736,979	29%	$61.88	$23.33	0.38	92,709
Top to Bottom Ratio	1.93		#DIV/0!			2.00		#DIV/0!		0.64	1.76					2.48
Total Pants	$234,183	74%	0	0%	$41.29	$865,505	74%	0	0%	$62.59	$4,344,976	76%	$65.80	$17.67	0.27	66,231
Total Skirts	$81,520	26%	0	0%	$46.08	$310,180	26%	0	0%	$49.46	$1,392,003	24%	$52.57	$5.66	0.11	26,478
Skirt to Pant Ratio	0.35		#DIV/0!			0.36		#DIV/0!			0.32					0.40

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Feri, Rochelle, Alex, Tonya I, Susan R & Arden b district directors, Cathy S.
To Offices: Vivian, Cecilia, Pat, All DMM's, Kari B, Mari C, All Arden B buyers, assistants and distributors, Tina M.

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Week 24 sale date: [illegible]

Store Statistics	# Strs	SqFt
This Year	77	254,100
1998	0	0

Dept/Division	TY U Sls	% total	LY U Sls	% total	AVRR	TY $ Sls	% total	LY $ Sls	% total
Hair Accessories	[illegible]	37%	0	0%	[illegible]	[illegible]	41%	0	0%
Handbags	332	[illegible]	0	0%	[illegible]	1242	8%	0	0%
Jewelry	[illegible]	33%	0	0%	[illegible]	4514	32%	0	0%
Misc Accessories	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	0	0%
Shoes	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	0	0%
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Total Tops	[illegible]	31%	0	0%	[illegible]	[illegible]	40%	0	0%	#DIV/0!	228,742	54%	[illegible]	$41.84	0.85	0	#DIV/0!	[illegible]
Total Bottoms	[illegible]	20%	0	0%	[illegible]	20,409	10%	0	0%	#DIV/0!	87,789	22%	[illegible]	$23.65	0.36	0	#DIV/0!	[illegible]
Tops to Bottom Ratio	[illegible]		#DIV/0!			3.12		#DIV/0!			2.48							
Total Pants	3,827	68%	0	0%	$13.??	13,828	69%	0	0%	#DIV/0!	64,251	71%	[illegible]	$17.81	0.27	0	#DIV/0!	[illegible]
Total Skirts	1,760	32%	0	0%	[illegible]	6,272	31%	0	0%	#DIV/0!	20,470	29%	[illegible]	$5.74	0.11	0	#DIV/0!	[illegible]
Skirt to Pant Ratio	[illegible]		#DIV/0!			2.20		#DIV/0!			3.14				2.45			

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Fari, Rochelle, Alex, Tanvir T, Susan R & Arden B district directors, Cathy S.
To Offices: Vivian, Cecilia, Pat, All DMM's, Karl B, Mail C, All Arden B buyers, assistants and distributors, Tina M.

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Week 44 | w/e date: 5/28/05

Store Statistics	# Strs	SqFt
This Year	77	254,100
1,998	0	0

MAY 2005 | Week 4 | WEEKLY SALES BY CLASS

Arden B.	WEEKLY SALES					MID SALES					EOW INVENTORY						
Div/Division	TY $ Sls	% to Tot	LY $ Sls	% to Tot	AVR	TY $ Sls	% to Tot	LY $ Sls	% to Tot	AVR	TY $ OH	% to Tot	AVR	$/SqFt	$/SqFt	TY U OH	% to Tot
Hair Accessories	$15,164	19%	0	0%	$17.82	$73,920	29%	0	0%	$32.57	$339,930	26%	$33.09	$1.30	0.11	25,912	[illegible]
Handbags	$12,442	15%	0	0%	$34.63	$49,245	19%	0	0%	$32.82	$184,344	14%	$37.06	$0.73	0.02	4,852	
Jewelry	$10,343	23%	0	0%	$17.18	$77,943	24%	0	0%	$33.29	$324,384	25%	$47.07	$1.32	0.07	10,042	2
Misc Accessories	$3,152	5%	0	0%	$20.16	$5,532	2%	0	0%	$17.56	$36,467	3%	$24.32	$0.45	0.01	1,516	
Shoes	$35,107	44%	0	0%	$55.04	$122,338	35%	0	0%	$60.36	$773,446	47%	$38.07	$3.15	0.05	13,138	2
Div 19 Accessories	$76,008	7%	0	#DIV/0!	$27.15	$229,758	9%	0	#DIV/0!	$32.84	$1,658,153	9%	$32.13	$1.75	0.23	51,506	1
Bodysuits	$0	0%	0	0%	$0.00	$0	0%	0	0%	$0.00	$2,720	0%	$12.00	$0.01	0.00	20	
Dresses	$305,268	46%	0	#DIV/0!	$70.46	$220,138	9%	0	#DIV/0!	$50.78	$1,619,331	9%	$37.81	$4.76	0.20	19,804	
Div 27 Dresses	$305,268	46%	0	#DIV/0!	$70.46	$220,138	9%	0	#DIV/0!	$50.78	$1,619,331	9%	$37.81	$4.76	0.20	19,804	
Knit Tops	$382,649	34%	0	#DIV/0!	$32.18	$7,339,673	28%	0	#DIV/0!	$29.34	$5,077,378	25%	$37.43	$20.65	0.55	135,696	3
Signature	$560	0%	0	#DIV/0!	$15.70	$2,846	0%	0	#DIV/0!	$22.23	$6,410	0%	$30.63	$0.03	0.00	209	
Total Knit Tops	$383,257	35%	0	#DIV/0!	$32.21	$7,342,519	28%	0	#DIV/0!	$29.35	$5,083,788	25%	$37.43	$20.68	0.55	135,905	3
Sweaters	$100,864	17%	0	0%	$42.29	$749,604	13%	0	0%	$40.81	$3,740,664	18%	$55.02	$15.20	0.28	67,636	1
Woven Tops	$47,983	4%	0	0%	$24.94	$214,111	8%	0	0%	$43.19	$2,247,176	8%	$51.74	$9.07	0.18	43,446	1
Div 28 Tops/Tops	$532,104	13%	0	#DIV/0!	$30.31	$7,906,234	13%	0	#DIV/0!	$31.45	$10,061,100	31%	$43.83	$41.95	0.31	227,128	1
Div 29 Jackets	$27,881	3%	0	#DIV/0!	$31.86	$125,922	2%	0	#DIV/0!	$37.22	$827,455	4%	$33.00	$3.37	0.04	24,900	1
Khaki Pants	$2,943	23%	0	0%	$12.21	$22,919	18%	0	0%	$15.22	$40,602	26%	$46.38	$0.08	0.00	1,200	
Kids Skirts	$1,331	7%	0	0%	$22.01	$56,140	3%	0	0%	$30.22	$130,776	8%	$40.38	$0.54	0.00	3,237	
Div 21 Knit Bottoms	$3,274	1%	0	#DIV/0!	$16.35	$78,126	2%	0	#DIV/0!	$28.05	$177,831	1%	$38.05	$0.72	0.01	4,675	
Woven Pants	$33,443	74%	0	0%	$27.31	$349,463	21%	0	0%	$30.66	$2,880,152	14%	$42.14	$15.60	0.23	68,235	
Woven Skirts	$8,415	21%	0	0%	$44.37	$287,977	35%	0	0%	$50.42	$2,240,618	23%	$35.34	$2.12	0.02	63,345	
Div 22 Woven Bottoms	$41,857	7%	0	#DIV/0!	$34.91	$637,439	22%	0	#DIV/0!	$37.43	$5,120,770	15%	$37.53	$17.84	0.07	136,580	1
Outerwear	$1,024	3%	0	0%	$30.12	$4,872	0%	0	0%	$33.29	$20,013	5%	$33.23	$0.11	0.00	899	
Sweatshirts	$23,412	96%	0	0%	$32.46	$34,363	44%	0	0%	$37.24	$464,109	66%	$57.88	$1.88	0.03	7,967	8
Casual Skirts	$1,224	1%	0	0%	$31.07	$3,034	4%	0	0%	$43.23	$50,076	9%	$63.55	$0.20	0.00	788	
Div 23 Casual Bottoms	$27,660	2%	0	#DIV/0!	$31.46	$107,153	1%	0	#DIV/0!	$37.28	$539,260	3%	$55.84	$2.19	0.01	9,654	
TOTAL BOTTOMS	$315,722	27%	0	#DIV/0!	$34.44	$1,115,405	20%	0	#DIV/0!	$37.28	$5,730,879	28%	$61.88	$23.33	0.38	92,709	2
MISC/Unknown	$4,515	4%	0	#DIV/0!	$28.30	$30,123	1%	0	#DIV/0!	$32.06	$172,243	0%	$40.50	$0.80	0.01	(1,763)	
Arden B. Total	$1,157,264	100%	0	#DIV/0!	$41.11	$5,446,238	100%	0	#DIV/0!	$40.83	$10,020,353	100%	$40.22	$41.08	1.34	412,478	10
Tot Sales/Sqft	$4.56		#DIV/0!														

Total Tops	$617,124	53%	0	0%	$38.47	$2,345,546	53%	0	0%	$31.41	$10,091,810	51%	$43.93	$41.05	0.93	229,742	5
Total Bottoms	$315,722	27%	0	0%	$56.44	$1,175,685	26%	0	0%	$38.49	$5,736,879	29%	$61.88	$23.33	0.38	92,709	2
Top to Bottom Ratio	1.95		#DIV/0!			2.00		#DIV/0!		0.64	1.76					2.48	
Total Pants	$234,103	74%	0	0%	$41.29	$865,505	74%	0	0%	$63.59	$4,344,976	76%	$65.60	$17.67	0.27	66,231	7
Total Skirts	$81,620	26%	0	0%	$46.84	$310,180	26%	0	0%	$49.46	$1,392,003	24%	$52.57	$5.66	0.11	26,478	2
Skirt to Pant Ratio	0.35		#DIV/0!			0.36		#DIV/0!			0.32					0.40	

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Fori, Rochelle, Alex, Tonya I, Susan R & Arden b district directors, Cathy S.

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Week #4 | w/e date: 3/26/99

	# Sns	Sq'ft
This Year	77	254,100
YTD	0	0

By Week	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10	Week 11	Week 12	Week 13
Actuals													

Department	BERRY SALES					MIDTOWN SALES						EDWIN VERNON																
	YTD Sls	% to tgt	WTD Sls	% to tgt	AVRG	YTD Sls	% to tgt	WTD Sls	% to tgt	AVRG	YTD Sls	% to tgt	AVRG	$/Sqft	$/Sqft	WTD Sls	% to tgt	AVRG	$/Sqft	$/Sqft	TY	LY	SALES REG
Hair Accessories	3,191	37%	0	0%	$12.00	5485	41%	0	0%	$12.34	23,812	41%	$12.00	$3.66	0.13	0	#DIV/0!	$12.00	#DIV/0!	#DIV/0!	23.7	14.4	676
Handbags	332	16%	0	0%	$24.00	6245	9%	0	0%	$17.92	4832	8%	$21.00	$6.76	0.02	0	#DIV/0!	$24.00	#DIV/0!	#DIV/0!	14.4	10.0	297
Jewelry	9,874	35%	0	0%	$10.00	4514	32%	0	0%	$17.00	18842	30%	$17.00	$5.34	0.07	0	#DIV/0!	$10.00	#DIV/0!	#DIV/0!	10.0	10.0	845
Misc Accessories	40	2%	0	0%	$24.00	732	5%	0	0%	$13.00	4,316	2%	$14.32	$4.15	0.01	0	#DIV/0!	$24.00	#DIV/0!	#DIV/0!	36.1	10.0	32
Shoes	540	16%	0	0%	$14.00	3097	43%	0	0%	$44.00	13,136	21%	$14.00	$3.65	0.05	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	22.1	10.0	943
Lingerie	3,276	27%	0	#DIV/0!	$14.00	12,000	43%	0	#DIV/0!	$14.00	22,000	43%	$14.00	$3.66	0.09	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	11.0	10.0	2,172
Uniforms	0	0%	0	#DIV/0!	$0.00	0	0%	0	#DIV/0!	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0	0
Ladies Apparel	1,317	24%	0	#DIV/0!	$18.00	2,700	8%	0	#DIV/0!	$18.00	5,400	7%	$17.00	$4.83	0.06	0	#DIV/0!	$18.00	#DIV/0!	#DIV/0!	5.1	10.0	300
Gift ware	1,710	38%	0	#DIV/0!	$13.00	4,340	34%	0	#DIV/0!	$13.00	11,310	33%	$13.00	$3.83	0.04	0	#DIV/0!	$13.00	#DIV/0!	#DIV/0!	10.0	10.0	870
Specialty	30	3%	0	#DIV/0!	$13.00	120	3%	0	#DIV/0!	$13.00	390	3%	$13.00	$0.03	0.00	0	#DIV/0!	$13.00	#DIV/0!	#DIV/0!	13.0	10.0	30
Cosmetics	3,216	24%	0	#DIV/0!	$12.78	3,000	14%	0	#DIV/0!	$12.78	6,000	14%	$12.78	$2.63	0.04	0	#DIV/0!	$12.78	#DIV/0!	#DIV/0!	10.7	10.0	0
Women's Clothing	3,131	27%	0	0%	$14.00	16,000	18%	0	0%	$14.00	44,000	21%	$14.00	$2.63	0.04	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	12.4	10.0	3,143
Women's Shoes	1,010	5%	0	0%	$14.00	215	2%	0	0%	$14.00	430	1%	$14.00	$0.50	0.00	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	13.0	10.0	4,297
Lingerie Department	17,223	13%	0	#DIV/0!	$14.00	12,700	40%	0	#DIV/0!	$14.00	24,400	53%	$14.00	$3.74	0.00	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	15.0	10.0	000
Lingerie Accessories	0	0%	0	#DIV/0!	$0.00	0	0%	0	#DIV/0!	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0	0
Hosiery	33	33%	0	0%	$12.00	350	22%	0	0%	$12.00	1,050	24%	$12.00	$0.00	0.00	0	#DIV/0!	$12.00	#DIV/0!	#DIV/0!	10.0	10.0	110
Bras/Girdles	236	74%	0	0%	$14.00	1240	76%	0	0%	$14.00	3,720	71%	$14.00	$0.00	0.00	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	10.0	10.0	310
Lingerie Clothing	0	0%	0	#DIV/0!	$0.00	0	0%	0	#DIV/0!	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0	0
Men's Apparel	2,023	16%	0	0%	$14.00	11,981	16%	0	0%	$14.00	23,962	17%	$14.00	$3.74	0.07	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	13.0	10.0	1,712
Men's Shoes	7,074	31%	0	0%	$14.00	4,000	36%	0	0%	$14.00	8,000	37%	$14.00	$3.74	0.07	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	10.0	10.0	571
Men's Department	0	0%	0	#DIV/0!	$0.00	0	0%	0	#DIV/0!	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0	0
Men's Ties	0	0%	0	0%	$14.00	350	30%	0	0%	$14.00	2,800	0%	$14.00	$3.74	0.00	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	10.0	10.0	200
Men's Socks	0	0%	0	0%	$14.00	1440	46%	0	0%	$14.00	2,880	0%	$14.00	$3.74	0.00	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	10.0	10.0	0
Men's Underwear	0	0%	0	0%	$14.00	84	6%	0	0%	$14.00	168	0%	$14.00	$3.74	0.00	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	10.0	10.0	16
Men's Clothing	0	0%	0	#DIV/0!	$0.00	0	0%	0	#DIV/0!	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0	0
Men's Department	9,097	27%	0	#DIV/0!	$14.00	17,704	27%	0	#DIV/0!	$14.00	35,408	27%	$14.00	$3.74	0.07	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	10.0	10.0	3,542
Cosmetics	1,000	17%	0	0%	$14.00	1,000	17%	0	0%	$14.00	2,000	17%	$14.00	$3.74	0.00	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	10.0	10.0	200
Fragrances	0	0%	0	#DIV/0!	$0.00	0	0%	0	#DIV/0!	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0	0
Cosmetics Department	1,000	17%	0	#DIV/0!	$14.00	1,000	17%	0	#DIV/0!	$14.00	2,000	17%	$14.00	$3.74	0.00	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	10.0	10.0	200
TOTAL DEPARTMENTS	40,000	22%	0	#DIV/0!	$14.00	71,000	27%	0	#DIV/0!	$14.00	142,000	27%	$14.00	$3.74	0.07	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	10.0	10.0	10,143
Gift Card	10,000	41%	0	0%	$14.00	43,700	49%	0	0%	$14.00	118,722	54%	$14.00	$11.68	0.15	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	13.6	11,868	
Tailoring	0	0%	0	0%	$14.00	0	0%	0	0%	$14.00	0	0%	$14.00	$23.65	0.00	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	14.0	3,672	
Total Department Sales	50,000	25%	0	#DIV/0!							2,000												3,215
Fashion	3,933	48%	0	0%	$11.25	13,634	44%	0	0%	$11.25	34,251	71%	$11.50	$17.61	0.27	0	#DIV/0!	$11.50	#DIV/0!	#DIV/0!	17.3	2,722	
Fashion Shoes	4,764	33%	0	0%	$44.00	8,272	31%	0	0%	$44.00	26,470	20%	$62.87	$5.74	0.11	0	#DIV/0!	$44.00	#DIV/0!	#DIV/0!	15.0	659	
Shoes Department	8,697		0	#DIV/0!		21,906		0	#DIV/0!		60,721				0.38					#DIV/0!		3,381	

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Fari, Rochelle, Alex, Tonya I; Susan R & Arden B district directors, Cathy S.
To Offices: Vivian, Cecilia, Pat, All DMM's, Karl B, Mark C, All Arden B buyers, assistants and distributors, Tina M.

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Week #5 | wk date: 07/31/99

Store Statistics	# Strs	SqFt
This Year	77	254,100
LY	0	0
Incr. TY		

Arden's	WEEKLY SALES					MTD SALES											
Department	TY $	% to tot	LY $ Str	% ch	AV $/H	TY $ Str	% to tot	LY $ Str	% to tot	AV $/H	TY $ OH	% to tot	AV $/H	Weeks	Bi-Wks	LY $ OH	% to
Hair Accessories	[illegible]	11%	0	0%	#DIV/0!	$80,736	21%	0	0%	#DIV/0!	$302,978	18%	$62.10	$4.56	0.12	0	
Handbags	[illegible]	14%	0	0%	#DIV/0!	$54,677	13%	0	0%	#DIV/0!	$196,466	8%	$36.04	$6.78	0.62	0	
Jewelry	[illegible]	22%	0	0%	#DIV/0!	$88,402	23%	0	0%	#DIV/0!	$450,544	24%	$82.63	$2.77	0.10	0	
Misc Accessories	[illegible]	5%	0	0%	#DIV/0!	$4,555	1%	0	0%	#DIV/0!	$36,980	1%	$22.67	$4.92	0.64	0	
Shoes	[illegible]	42%	0	0%	#DIV/0!	$152,610	40%	0	0%	#DIV/0!	[illegible]	46%	[illegible]	[illegible]	[illegible]	0	
Total Accessories	[illegible]	[illegible]	0	#DIV/0!	#DIV/0!	[illegible]	[illegible]	0	#DIV/0!	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!
Cosmetics	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!
DIV 21 Dresses	[illegible]	[illegible]	0	#DIV/0!	#DIV/0!	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!
Knit Tops	[illegible]	33%	0	#DIV/0!	#DIV/0!	[illegible]	36%	0	#DIV/0!	#DIV/0!	$3,349,042	27%	$38.94	$27.13	0.54	0	#DIV/0!
Signature	[illegible]	[illegible]	0	#DIV/0!	#DIV/0!	[illegible]	6%	0	#DIV/0!	#DIV/0!	$2,621	0%	$11.70	$0.01	0.00	0	#DIV/0!
Total Knit Tops	[illegible]	[illegible]	0	#DIV/0!	#DIV/0!	[illegible]	30%	0	#DIV/0!	#DIV/0!	[illegible]	21%	[illegible]	[illegible]	[illegible]	0	#DIV/0!
Sweaters	[illegible]	16%	0	0%	#DIV/0!	$1,126,495	26%	0	0%	#DIV/0!	$9,009,200	18%	$47.58	$14.93	0.30	0	
Woven Tops	$37,645	5%	0	0%	#DIV/0!	$348,375	8%	0	0%	#DIV/0!	[illegible]	5%	$47.46	$4.24	[illegible]	0	
DIV 21 Knit Tops	[illegible]	11%	0	#DIV/0!	#DIV/0!	[illegible]	56%	0	#DIV/0!	#DIV/0!	[illegible]	5%	[illegible]	[illegible]	[illegible]	0	#DIV/0!
DIV 21 Knit Bottoms	[illegible]	[illegible]	0	#DIV/0!	#DIV/0!	[illegible]	[illegible]	0	#DIV/0!	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!
Knit Pants	[illegible]	11%	0	0%	#DIV/0!	[illegible]	7%	0	0%	#DIV/0!	$10,037	31%	$54.37	$0.62	0.00	0	
Knit Shorts	[illegible]	24%	0	0%	#DIV/0!	[illegible]	11%	0	0%	#DIV/0!	[illegible]	11%	[illegible]	$0.95	[illegible]	0	
DIV 21 Knit Bottoms	[illegible]	[illegible]	0	#DIV/0!	#DIV/0!	[illegible]	2%	0	#DIV/0!	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!
Woven Pants	$[illegible]	17%	0	0%	#DIV/0!	$1,009,074	25%	0	0%	#DIV/0!	[illegible]	60%	$66.28	$14.00	0.22	0	
Woven Shorts	[illegible]	23%	0	0%	#DIV/0!	[illegible]	20%	0	0%	#DIV/0!	[illegible]	15%	[illegible]	[illegible]	[illegible]	0	
DIV 21 Woven Bottoms	[illegible]	17%	0	#DIV/0!	#DIV/0!	[illegible]	21%	0	#DIV/0!	#DIV/0!	[illegible]	21%	[illegible]	[illegible]	[illegible]	0	#DIV/0!
Dresses	[illegible]	5%	0	0%	#DIV/0!	[illegible]	6%	0	0%	#DIV/0!	[illegible]	3%	$24.60	$0.00	0.00	0	
Capri Pants	[illegible]	65%	0	0%	#DIV/0!	[illegible]	8%	0	0%	#DIV/0!	$183,485	8%	$57.33	$7.94	0.03	0	
Capri Shorts	0	0%	0	0%	#DIV/0!	$2,413	2%	0	0%	#DIV/0!	($323)	0%	$35.69	($0.00)	0.00	0	
DIV 21 Misc Bottoms	[illegible]	2%	0	#DIV/0!	#DIV/0!	[illegible]	2%	0	#DIV/0!	#DIV/0!	$50,328	3%	$55.06	$2.08	0.04	0	#DIV/0!
TOTAL BOTTOMS	[illegible]	21%	0	#DIV/0!	#DIV/0!	$3,330,324	27%	0	#DIV/0!	#DIV/0!	$1,087,837	27%	[illegible]	$21.52	0.36	0	#DIV/0!
Miscellaneous	$1,128	0%	0	#DIV/0!	#DIV/0!	$10,274	0%	0	#DIV/0!	#DIV/0!	($87,369)	0%	[illegible]	($0.35)	-0.01	0	#DIV/0!
Arden's Total	$1,007,181	100%	0	#DIV/0!	#DIV/0!	$3,488,817	100%	0	#DIV/0!	#DIV/0!	$20,089,825	100%	$44.81	$7.81	0.14	0	#DIV/0!
1st Sales/Sq ft	$4.32		0.00														

TOTAL APPAREL	$1,822,501	77%	0	#DIV/0!	#DIV/0!	$3,302,417	94%	0	#DIV/0!	#DIV/0!	$18,151,127	90%	$50.31	$21.04	0.35	0	#DIV/0!

Total Tops	$636,337	57%	0	0%	#DIV/0!	$3,160,076	56%	0	0%	#DIV/0!	$10,251,616	51%	$42.57	$40.34	0.95	0	
Total Bottoms	$296,326	27%	0	0%	#DIV/0!	$1,539,324	27%	0	0%	#DIV/0!	$5,494,437	27%	$60.38	$21.62	0.36	0	
Top to Bottom Ratio	2.15		#DIV/0!			2.05		#DIV/0!			1.87						#DIV/0!
Total Pants	$210,661	71%	0	0%	#DIV/0!	$1,126,817	73%	0	0%	#DIV/0!	$4,333,648	79%	$64.31	$17.05	0.27	0	
Total Skirts	$85,645	29%	0	0%	#DIV/0!	$412,827	27%	0	0%	#DIV/0!	$1,161,189	21%	$48.82	$4.57	0.09	0	
Skirt to Pant Ratio	0.41		#DIV/0!			0.37		#DIV/0!			0.27						#DIV/0!

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Feri, Rochelle, Alex, Tonya L, Susan R & Arden b district directors, Cathy S.

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Week 25 | w/e date: 07/03/99

Sport Statistics	# Sets	$-of-1
This Year	27	254,900
1998	0	0

JUNE 1999

Arden G.	WEEKLY SALES					DAILY SALES					EOW INVENTORY											
Classification	$ Total	X-Total	$ Wk Sls	X-Total	AVG#	$ Total	X-Total	$ Wk Sls	X-Total	AVG#	$ Total	X-Total	AVG#	$ Sq Ft	$ Cost	$ Wk Sls	X-Total	AVG#	$ Sq Ft	$ Cost	$ Wk Sls	SALES REC
Hair Accessories	5,130	4%	0	0%	$1,026	7,608	4%	0	0%	$1,522	37,815	4%	$7,563	$9.31	0.92	0	#DIV/0!	$7.24	#DIV/0!	#DIV/0!	37.4	94.5
Handbags	316	0%	0	0%	$126.40	1,025	0%	0	0%	$205.00	8,364	1%	$1,673	$4.28	0.02	0	#DIV/0!	$2.49	#DIV/0!	#DIV/0!	37.4	24.8
Jewelry	6,840	21%	0	0%	$1,140.00	5,543	22%	0	0%	$1,108.60	24,210	35%	$4,842	$3.22	0.18	0	#DIV/0!	$5.00	#DIV/0!	#DIV/0!	24.8	73.1
Misc Accessories	33	0%	0	0%	$33.00	199	0%	0	0%	$66.33	2,110	3%	$422.00	$4.42	0.01	0	#DIV/0!	$1.00	#DIV/0!	#DIV/0!	38.0	2.5
Shoes	2,000	17%	0	0%	$333.00	2,075	8%	0	0%	$415.00	21,000	21%	$4,200	$4.00	0.01	0	#DIV/0!	$1.00	#DIV/0!	#DIV/0!	25.1	18.5
Overall Accessories	14,319	11%	0	#DIV/0!	$1,274.11	17,450	12%	0	#DIV/0!	$2,220.00	93,499	14%	$18,700	$5.24	0.24	0	#DIV/0!	$4.00	#DIV/0!	#DIV/0!	24.0	212.4
Dresses	0	0%	0	0%	$0.00	0	0%	0	0%	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0
Dry Goods	0	0%	0	#DIV/0!	$0.00	0	0%	0	#DIV/0!	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0
Wall Paper	10,332	40%	0	#DIV/0!	$1,033.20	11,000	47%	0	0%	$1,100.00	110,000	32%	$11,000	$3.00	0.09	0	#DIV/0!	$1.00	#DIV/0!	#DIV/0!	11.0	148
Stationery	27	0%	0	#DIV/0!	$27.00	0	0%	0	0%	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	12.0	6,045
Total Gift Ops	12,359	46%	0	#DIV/0!	$1,030.00	2,000	17%	0	#DIV/0!	$1,000.00	2,000	17%	$1,000	$3.00	0.00	0	#DIV/0!	$1.00	#DIV/0!	#DIV/0!	2.0	6
Toiletries	3,110	18%	0	0%	$1,037.00	3,197	24%	0	0%	$1,065.67	30,110	21%	$10,037	$3.00	0.10	0	#DIV/0!	$3.00	#DIV/0!	#DIV/0!	14.5	3,415
Kitchen Ops	2,100	0%	0	0%	$1,050.00	2,400	0%	0	0%	$1,200.00	22,000	0%	$11,000	$3.23	0.09	0	#DIV/0!	$3.00	#DIV/0!	#DIV/0!	14.0	547
Overall Toiletries	5,210	0%	0	#DIV/0!	$1,042.00	5,597	0%	0	#DIV/0!	$1,119.40	52,110	0%	$21,037	$3.00	0.09	0	#DIV/0!	$3.00	#DIV/0!	#DIV/0!	14.0	3,962
Hair Care	1,110	0%	0	0%	$185.00	1,115	0%	0	0%	$185.83	16,110	0%	$2,687	$2.42	0.07	0	#DIV/0!	$2.00	#DIV/0!	#DIV/0!	8.7	1,015
Kids Jewelry	117	0%	0	0%	$58.50	117	0%	0	0%	$58.50	2,000	0%	$1,000	$3.42	0.02	0	#DIV/0!	$1.00	#DIV/0!	#DIV/0!	2.0	21
Kids Shoes	3,110	21%	0	0%	$1,037.00	2,000	0%	0	0%	$1,000.00	6,120	20%	$2,040	$3.00	0.02	0	#DIV/0!	$1.00	#DIV/0!	#DIV/0!	6.1	21
Overall Kids Shoes	3,110	0%	0	#DIV/0!	$1,037.00	2,000	0%	0	#DIV/0!	$1,000.00	6,120	0%	$2,040	$3.00	0.02	0	#DIV/0!	$1.00	#DIV/0!	#DIV/0!	6.1	21
Women Shoes	1,110	11%	0	0%	$1,110.00	1,000	11%	0	0%	$1,000.00	10,000	11%	$10,000	$3.00	0.01	0	#DIV/0!	$1.00	#DIV/0!	#DIV/0!	10.0	1,042
Women Shoes	2,100	11%	0	0%	$1,050.00	2,000	11%	0	0%	$1,000.00	20,000	11%	$10,000	$3.00	0.01	0	#DIV/0!	$1.00	#DIV/0!	#DIV/0!	10.0	3,126
Overall Women Shoes	3,210	11%	0	#DIV/0!	$1,070.00	3,000	11%	0	#DIV/0!	$1,000.00	30,000	11%	$10,000	$3.00	0.01	0	#DIV/0!	$1.00	#DIV/0!	#DIV/0!	10.0	4,168
Cosmetics	0	0%	0	0%	$0.00	0	0%	0	0%	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0
Cosmetics	0	0%	0	0%	$0.00	0	0%	0	0%	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0
Cosmetics	0	0%	0	0%	$0.00	0	0%	0	0%	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0
Overall Cosmetics	0	0%	0	#DIV/0!	$0.00	0	0%	0	#DIV/0!	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0
TOTAL Overall	0,000	0%	0	#DIV/0!	$0.00	0,000	0%	0	#DIV/0!	$0.00	0,000	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0
Wholesale	0,000	0%	0	#DIV/0!	$0.00	0,000	0%	0	#DIV/0!	$0.00	0,000	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0
Grand Total	0,000	100%	0	#DIV/0!	$0.00	0,000	0%	0	#DIV/0!	$0.00	0,000	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0
Commission	0.00		0.00%																			

TOTAL Average	0,000	0%	0	#DIV/0!	$0.00	0,000	0%	0	#DIV/0!	$0.00	0,000	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0.0
Hair Care	10,332	42%	0	0%	$1,033.2	11,110	43%	0	0%	$1,111.0	246,781	63%	$42,637	$40.34	0.85	0	#DIV/0!	$6.00	#DIV/0!	#DIV/0!	13.1	10,524
Total Shoes	5,440	30%	0	0%	$543.47	20,777	20%	0	0%	#DIV/0!	81,100	21%	$40,31	$21.82	0.34	0	#DIV/0!	$6.00	#DIV/0!	#DIV/0!	16.0	9,273
Top to Bottom Ratio	0.25		0.00%			0.10		#DIV/0!			2.85											0.72
Total Pants	3,768	60%	0	0%	$1,884	10,442	68%	0	0%	#DIV/0!	67,321	74%	$14,96	$17.85	0.27	0	#DIV/0!	$6.00	#DIV/0!	#DIV/0!	17.0	2,134
Total Skirts	1,022	34%	0	0%	$340.90	0,115	32%	0	0%	#DIV/0!	23,000	26%	$40.82	$4.57	0.00	0	#DIV/0!	$6.00	#DIV/0!	#DIV/0!	12.3	1,130
Bot to Wst Ratio	0.15		0.00%			0.25		#DIV/0!			0.35				0.35					#DIV/0!		0.53

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Week 24 | w/e date: 7/8/06

Store Statistics	# Strs	SqFt
This Year	77	254,100
YAGO	0	0

JULY 2006 — WEEKLY SALES FLASH

Arden B.

Description	WEEKLY SALES TY $ Sls	% to tot	LY $ Sls	% to tot	AVR/R	MTD SALES TY $ Sls	% to tot	LY $ Sls	% to tot	AVR/R	EOW INVENTORY TY $ OH	% to tot	AVR/R	$/SqFt	$/SqFt	TY O'OH	% to t
Hair Accessories	$10,847	16%	0	0%	$31.19	$62,289	16%	0	0%	$32.26	$352,267	16%	$37.73	$9.39	0.12	0	
Handbags	$14,123	14%	0	0%	$31.42	$40,435	14%	0	0%	$31.16	$480,073	8%	$34.45	$0.74	0.02	0	
Jewelry	$10,836	10%	0	0%	$16.00	$40,733	10%	0	0%	$31.96	$420,281	20%	$27.60	$1.60	0.10	0	
Misc Accessories	$2,774	3%	0	0%	$27.50	$5,153	2%	0	0%	$32.50	$147,462	7%	$21.61	$0.56	0.03	0	
Shoes	$30,640	46%	0	0%	$47.15	$160,476	40%	0	0%	$47.23	$1,440,518	46%	$63.21	$4.10	0.06	0	
Div 1 Accessories	$68,180	9%	0	#DIV/0!	$32.00	$369,086	9%	0	#DIV/0!	$32.40	$3,185,195	10%	$29.85	$1.21	0.13	0	#DIV/
Dress	$0	0%	0	#DIV/0!	$0.00	$0	0%	0	0%	$0.00	$22,250	0%	$330.95	$0.12	0.00	0	
Div 2 Dresses	$0	0%	0	#DIV/0!	$0.00	$0	0%	0	0%	$0.00	$1,815,973	6%	$99.91	$1.12	0.05	0	#DIV/
Knit Tops	$407,834	33%	0	#DIV/0!	$31.38	$1,300,234	32%	0	#DIV/0!	$31.38	$4,269,625	27%	$36.34	$16.80	0.48	0	#DIV/
Signature	$0	0%	0	#DIV/0!	$0.00	$192	0%	0	#DIV/0!	$0.00	$0	0%	$0.00	$0.00	0.00	0	#DIV/
Total Knit Tops	$407,834	33%	0	#DIV/0!	$31.38	$1,300,426	32%	0	#DIV/0!	$31.38	$4,269,625	27%	$36.34	$16.80	0.48	0	#DIV/
Sweaters	$283,632	17%	0	0%	$35.69	$440,658	16%	0	0%	$42.78	$2,485,040	15%	$42.05	$9.78	0.23	0	
Woven Tops	$49,417	6%	0	0%	$42.00	$134,883	5%	0	0%	$33.99	$1,105,312	7%	$52.66	$4.35	0.08	0	
Div 3 Tops/Blouses	$333,049	16%	0	#DIV/0!	$35.07	$1,021,215	15%	0	#DIV/0!	$37.87	$3,590,352	10%	$39.22	$14.13	0.31	0	#DIV/
Knit Pants	$0	0%	0	0%	$0.00	$0	0%	0	0%	$0.00	$1,406,350	9%	$17.08	$5.53	0.33	0	#DIV/
Knit Shirts	$37,107	72%	0	0%	$42.00	$1,183,134	74%	0	0%	$50.39	$1,125,778	8%	$5.88	$4.43	0.43	0	
Div 4 Knit Bottoms	$37,107	3%	0	#DIV/0!	$42.00	$1,183,134	3%	0	#DIV/0!	$50.39	$2,532,128	17%	$13.26	$9.96	0.43	0	#DIV/
Woven Pants	$101,324	74%	0	0%	$33.00	$1,173,180	71%	0	0%	$31.76	$3,060,200	83%	$64.93	$12.00	0.16	0	
Woven Skirts	$41,431	26%	0	0%	$34.00	$474,420	29%	0	0%	$34.00	$620,846	17%	$46.51	$2.44	0.05	0	
Div 5 Woven Bottoms	$142,755	7%	0	#DIV/0!	$33.50	$1,647,600	8%	0	#DIV/0!	$31.90	$3,681,046	25%	$60.43	$10.19	0.16	0	#DIV/
Denim Pant	$848	2%	0	0%	$29.00	$9,218	3%	0	0%	$31.00	$9,636	2%	$22.04	$0.04	0.00	0	
Casual Pants	$32,324	94%	0	0%	$34.00	$169,984	97%	0	0%	$32.75	$389,107	96%	$55.50	$1.53	0.03	0	
Casual Shirts	$0	0%	0	0%	$0.00	$0	0%	0	0%	$0.00	$0	0%	$0.00	$0.00	0.00	0	
Div 6 Casual Bottoms	$33,172	5%	0	#DIV/0!	$33.27	$179,197	5%	0	#DIV/0!	$30.87	$398,823	2%	$53.74	$1.57	0.03	0	#DIV/
TOTAL BOTTOMS	$326,800	47%	0	#DIV/0!	$34.41	$1,186,912	27%	0	#DIV/0!	$33.35	$4,450,807	28%	$50.17	$13.30	0.31	0	#DIV/
Miscellaneous	$1,953	0%	0	#DIV/0!	$23.00	$3,353	0%	0	#DIV/0!	$22.00	$7,110	0%	$2.31	$0.00	0.00	0	#DIV/
Arden B. Total	$1,224,426	100%	0	#DIV/0!	$37.21	$4,377,335	100%	0	#DIV/0!	$36.38	$15,813,811	100%	$42.24	$45.13	1.14	0	#DIV/
YTD Sales/Sqft	$2.84		#DIV/0!														

Total Tops	$682,905	56%	0	0%	$33.47	$2,445,456	55%	0	0%	$34.84	$7,859,990	49%	$39.72	$30.93	0.78	0	
Total Bottoms	$320,800	27%	0	0%	$34.41	$1,186,912	27%	0	0%	$33.35	$4,450,807	28%	$50.17	$18.30	0.31	0	
Top to Bottom Ratio	2.09		#DIV/0!			2.06		#DIV/0!		0.83	1.69					#DIV/0!	
Total Pants	$231,831	71%	0	0%	$33.66	$864,614	73%	0	0%	$34.84	$3,647,017	78%	$64.85	$14.35	0.22	0	
Total Skirts	$94,968	29%	0	0%	$36.33	$322,298	27%	0	0%	$37.91	$1,003,970	22%	$44.81	$3.95	0.08	0	
Skirt to Pant Ratio	0.41		#DIV/0!			0.37		#DIV/0!			0.28					#DIV/0!	

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Ferl, Rochelle, Alex, Tonya I, Susan R & Arden b district directors, Cathy S.

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week 4 | wk date 7/31/99

	# Sets	Sales
This Year	77	254,100
1998	0	0

2001 FINW week 5 week 4

Arden B. BERKLEY SALES | RETURNS SALES | CONSIGNMENT INVENTORY | TURNS | SALES REC.

Dept/Division	BB US Sls	% total	BB US Sls	% total	AVRR	AF US Sls	% total	BB US Sls	% total	AVRR	AF US Sls	% total	AVRR	US Sls	US Sls	BB US Sls	% total	AVRR	US Sls	US Sls	TURNS	SALES REC.
Hair Accessories	1,988	31%	0	0%	$17.00	6,539	37%	0	0%	$17.00	30,923	34%	$17.00	$2.30	0.42	0	#DIV/0!	$16.00	#DIV/0!	#DIV/0!	19.9	7,931
Handbags	446	16%	0	0%	$19.00	2,529	14%	0	0%	$19.00	6,469	7%	$19.00	$4.74	0.42	0	#DIV/0!	$19.00	#DIV/0!	#DIV/0!	23.3	2,815
Jewelry	1,243	20%	0	0%	$13.00	4,339	25%	0	0%	$13.00	24,364	26%	$13.00	$1.00	0.30	0	#DIV/0!	$13.00	#DIV/0!	#DIV/0!	16.3	8,115
Misc Accessories	127	2%	0	0%	$19.00	236	2%	0	0%	$19.00	6,537	6%	$19.00	$0.94	0.04	0	#DIV/0!	$19.00	#DIV/0!	#DIV/0!	51.4	169
Shoes	1,673	24%	0	0%	$17.00	3,423	21%	0	0%	$17.00	18,267	20%	$17.00	$2.00	0.08	0	#DIV/0!	$17.00	#DIV/0!	#DIV/0!	13.6	873
Dept/Accessories	5,476	1.5%	0	#DIV/0!	$17.00	16,865	17.3%	0	#DIV/0!	$17.00	87,560	17.2%	$17.00	$2.00	0.23	0	#DIV/0!	$17.00	#DIV/0!	#DIV/0!	17.0	17,903
Dept/Dress	0	0%	0	#DIV/0!	$0.00	0	0%	0	#DIV/0!	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0
Dept/Jewelry	2,000	2.5%	0	#DIV/0!	$20.00	600	0.6%	0	#DIV/0!	$20.00	1,200	0.1%	$20.00	$0.00	0.00	0	#DIV/0!	$20.00	#DIV/0!	#DIV/0!	0.0	0
Kohl Fees	12,000	40%	0	#DIV/0!	$12.00	12,000	31%	0	0%	$12.00	12,000	1%	$12.00	$0.00	0.00	0	#DIV/0!	$12.00	#DIV/0!	#DIV/0!	0.0	0
Signature	0	0%	0	#DIV/0!	$14.00	2,268	6%	0	0%	$14.00	0	0%	$14.00	$0.00	0.00	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	0.0	0
Total Overhead	17,000	56.5%	0	#DIV/0!	$12.00	12,000	31%	0	0%	$12.00	12,000	1%	$12.00	$0.00	0.00	0	#DIV/0!	$12.00	#DIV/0!	#DIV/0!	0.0	0
Accessories	11,000	16%	0	0%	$19.00	11,000	15%	0	0%	$19.00	38,002	16%	$19.00	$0.70	0.00	0	#DIV/0!	$19.00	#DIV/0!	#DIV/0!	10.2	2,447
Shoes	8,424	8%	0	0%	$21.00	3,000	8%	0	0%	$21.00	37,222	4%	$21.00	$0.00	0.00	0	#DIV/0!	$21.00	#DIV/0!	#DIV/0!	10.4	744
Dept/Accessories	19,424	24%	0	#DIV/0!	$20.00	14,000	23%	0	#DIV/0!	$20.00	75,224	8.2%	$20.00	$0.76	0.00	0	#DIV/0!	$20.00	#DIV/0!	#DIV/0!	10.3	3,191
Dept/Dress	0	0%	0	#DIV/0!	$0.00	0	0%	0	#DIV/0!	$0.00	1,216	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0
Kohl Sales	551	25%	0	0%	$16.00	427	25%	0	0%	$16.00	2,984	25%	$16.00	$0.00	0.00	0	#DIV/0!	$16.00	#DIV/0!	#DIV/0!	10.3	169
Kohl Sales	627	75%	0	0%	$16.00	2,184	75%	0	0%	$16.00	2,984	25%	$16.00	$0.00	0.00	0	#DIV/0!	$16.00	#DIV/0!	#DIV/0!	10.3	169
Dept/Jewelry	2,000	2.5%	0	#DIV/0!	$20.00	600	0.6%	0	#DIV/0!	$20.00	1,200	0.1%	$20.00	$0.00	0.00	0	#DIV/0!	$20.00	#DIV/0!	#DIV/0!	0.0	0
Wonder Sets	1,441	11%	0	0%	$13.00	2,541	11%	0	0%	$13.00	19,117	11%	$13.00	$1.00	0.11	0	#DIV/0!	$13.00	#DIV/0!	#DIV/0!	13.3	1,591
Wonder Sets	1,441	11%	0	0%	$13.00	2,541	11%	0	0%	$13.00	1,218	1%	$13.00	$0.00	0.00	0	#DIV/0!	$13.00	#DIV/0!	#DIV/0!	0.8	16
Dept/Jewelry	2,882	22%	0	#DIV/0!	$13.00	5,082	22%	0	#DIV/0!	$13.00	20,335	12%	$13.00	$0.00	0.00	0	#DIV/0!	$13.00	#DIV/0!	#DIV/0!	12.2	1,607
Dept/Misc	0	0%	0	0%	$0.00	0	0%	0	0%	$0.00	250	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0
Dept/Misc	0	0%	0	0%	$0.00	0	0%	0	0%	$0.00	7,662	4%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0
Dept/Misc	0	0%	0	0%	$0.00	0	0%	0	0%	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0
Dept/Overall Volume	11,000	2%	0	#DIV/0!	$13.00	2,000	0.2%	0	#DIV/0!	$13.00	2,000	0.2%	$13.00	$0.00	0.00	0	#DIV/0!	$13.00	#DIV/0!	#DIV/0!	0.0	0
Total Volume	8,000	11%	0	#DIV/0!	$14.00	22,000	16%	0	#DIV/0!	$14.00	17,000	11%	$14.00	$0.00	0.00	0	#DIV/0!	$14.00	#DIV/0!	#DIV/0!	0.0	0
Misc/Overall	0	0%	0	#DIV/0!	$0.00	0	0%	0	#DIV/0!	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0
Total Sales	0	0%	0	#DIV/0!	$0.00	0	0%	0	#DIV/0!	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0	0
Total Sales	33,000	100%	0	#DIV/0!	$13.00	100,000	100%	0	#DIV/0!	$13.00	300,000	100%	$13.00	$0.00	0.00	0	#DIV/0!	$13.00	#DIV/0!	#DIV/0!	0.0	0

Total Fees	29,000	43%	0	0%	$13.00	14,000	43%	0	0%	#DIV/0!	101,000	43%	$16.71	$16.71	0.70	0	#DIV/0!	0.00	#DIV/0!	#DIV/0!	9.7	6,847
Total Sales	9,000	16%	0	0%	$13.00	22,000	16%	0	0%	#DIV/0!	70,000	24%	$20.37	$18.36	0.31	0	#DIV/0!	0.00	#DIV/0!	#DIV/0!	13.1	2,056
Total Sales/Fees	7,000		#DIV/0!			3,000		#DIV/0!			2,000											2,000
Total Fees	23,000	72%	0	0%	$16.00	19,273	66%	0	0%	#DIV/0!	64,246	72%	$64.05	$14.35	0.22	0	#DIV/0!	0.00	#DIV/0!	#DIV/0!	13.0	1,612
Total Sales	9,000	28%	0	0%	$56.33	6,727	31%	0	0%	#DIV/0!	22,364	28%	$44.90	$3.85	0.00	0	#DIV/0!	0.00	#DIV/0!	#DIV/0!	13.3	1,946
Total Sales/Fees	0.00		#DIV/0!			0.44		#DIV/0!			0.00				0.00					#DIV/0!		0.00

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Fari, Rochelle, Alex, Tonya I, Susan R & Arden B district directors, Cathy S.
To Offices: Vivian, Cecilia, Pat, All DMM's, Kari B, Mari C, All Arden B buyers, assistants and distributors, Tina M.

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Week #4 | w/e date: 8/28/99

Store Statistics	# Sks	Sq Ft
This Year	77	254,100
1998	0	0

AUGUST 1999	WEEK 4				WEEKLY SALES					WEEKLY SALES FLASH			EOW INVENTORY			
Arden B. Dept/Division	TY $ Sls	% to tot	LY $ Sls	% to tot	Av Rtl	% to tot	LY $ Sls	% to tot	Av Rtl	TY $ OH	% to tot	Av Rtl	$/Sqft	U/Sqft	TY U OH	% to tot
Hair Accessories	$12,960	14%	0	0%	$7.55	14%	0	0%	$8.73	$235,166	11%	$9.94	$0.93	0.10	0	0%
Handbags	$19,652	21%	0	0%	$27.29	17%	0	0%	$28.67	$247,588	12%	$35.01	$0.97	0.03	0	0%
Jewelry	$21,218	22%	0	0%	$12.11	20%	0	0%	$15.94	$303,955	15%	$14.62	$1.55	0.11	0	0%
Misc Accessories	$6,248	6%	0	0%	$29.73	7%	0	0%	$25.91	$266,340	13%	$23.98	$0.95	0.04	0	0%
Shoes	$33,980	35%	0	0%	$24.29	42%	0	0%	$25.98	$856,704	46%	$48.72	$0.72	0.05	0	0%
DIV $1 Nonrepeat	$12,877	7%	0	#DIV/0!	$40.18	8%	0	0%	$24.50	$2,006,160	11%	$22.11	$0.26	0.12	0	#DIV/0!
Outerwear	$8,182	5%	0	0%	$42.76	2%	0	0%	$128.30	$403,871	2%	$163.71	$1.58	0.03	20	#DIV/0!
Dresses	$18,375	19%	0	#DIV/0!	$41.00	13%	0	0%	$52.07	$1,417,770	8%	$91.81	$3.59	0.04	0	#DIV/0!
Knit Tops	$274,837	21%	0	#DIV/0!	$23.33	27%	0	0%	$29.33	$4,120,811	22%	$32.44	$16.25	0.43	0	#DIV/0!
Signature	$0	0%	0	#DIV/0!	$0.00	0%	0	0%	$0.00	$0	0%	$0.00	$0.00	0.00	0	#DIV/0!
Total Knit Tops	$274,837	21%	0	#DIV/0!	$23.33	27%	0	0%	$29.33	$4,120,811	22%	$32.44	$16.25	0.43	0	#DIV/0!
Sweaters	$230,078	18%	0	0%	$37.81	16%	0	0%	$34.33	$2,642,949	15%	$40.72	$16.19	0.24	0	0%
Woven Tops	$80,944	5%	0	0%	$29.44	6%	0	0%	$31.61	$4,355,264	6%	$55.91	$4.54	0.08	0	0%
Total Tops	$571,837	45%	0	#DIV/0!	$33.13	48%	0	0%	$34.06	$8,275,038	43%	$51.16	$37.11	0.72	0	#DIV/0!
Jackets	$55,818	4%	0	#DIV/0!	$47.17	3%	0	0%	$40.30	$138,271	4%	$88.81	$1.20	0.01	0	#DIV/0!
Knit Pants	$10,299	10%	0	0%	$59.33	4%	0	0%	$32.00	$314,377	23%	$60.67	$0.79	0.02	0	0%
Knit Skirts	$46,339	8%	0	0%	$29.33	6%	0	0%	$24.00	$3,047,880	22%	$41.41	$1.72	0.04	0	0%
Knit Bottoms	$56,638	4%	0	#DIV/0!	$35.26	2%	0	0%	$35.01	$3,362,257	2%	$100.00	$0.00	0.00	0	#DIV/0!
Woven Pants	$203,813	16%	0	0%	$59.77	6%	0	0%	$0.00	$9,462,856	15%	$42.09	$13.63	0.22	0	0%
Woven Skirts	$76,848	7%	0	0%	$37.74	6%	0	0%	$0.00	$4,450,784	15%	$59.14	$4.54	0.08	0	0%
Woven Bottoms	$280,661	22%	0	#DIV/0!	$38.21	22%	0	0%	$21.72	$7,913,640	15%	$31.16	$10.11	0.32	0	#DIV/0!
Total Bottoms	$337,620	26%	0	#DIV/0!	$35.74	26%	0	#DIV/0!	$18.26	$5,083,307	32%	$42.76	$23.55	0.55	0	#DIV/0!
Miscellaneous	$0	0%	0	#DIV/0!	$34.84		0	#DIV/0!	$0.00	($20,285)		$75.00	$0.81	0.00	0	#DIV/0!
Arden B. Total	$1,265,274	100%	0	#DIV/0!	$46.82	100%	0	#DIV/0!	$38.16	$18,844,398	100%	$48.82	$74.51	1.53	0	#DIV/0!
Tot Sales/Sqft	$5.10		#DIV/0!													

Total Tops	$570,840	45%	0	0%	$33.13	48%	0	0%	#DIV/0!	$8,125,638	43%	$42.01	$31.98	0.76	0	0%
Total Bottoms	$337,620	26%	0	0%	$50.77	26%	0	0%	#DIV/0!	$5,083,307	32%	$62.76	$23.55	0.38	0	0%
Top to Bottom Ratio	1.71		#DIV/0!				#DIV/0!		#DIV/0!	1.60					#DIV/0!	
Total Pants	$216,440	64%	0	0%	$61.13	0%	0	0%	$0.00	$3,777,033	63%	$62.57	$14.66	0.24	0	0%
Total Skirts	$122,171	36%	0	0%	$50.15	0%	0	0%	$0.00	$2,206,274	37%	$83.45	$8.68	0.14	0	0%
Skirt to Pant Ratio	0.57		#DIV/0!				#DIV/0!			0.58					#DIV/0!	

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Feri, Rochelle, Alex, Tonya L, Susan R & Arden b district directors, Cathy S.
To Offices: Vivian, Cecilia, Pat, All DMM's, Kari B, Mari C, All Arden B buyers, assistants and distributors, Tina M.

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Week #4 | w/e date: 8/26/99

Store Statistics	# Sys	Sq Ft
This Year	77	254,100
1998	0	0

AUGUST 1999 | WEEK 4 | WEEK 4 | MONTH TO DATE | WEEKLY SALES FLASH

Kraemer

Dept/Division	WEEKLY SALES					MONTH TO DATE					CONVENTIONAL												
	$ U Sls	% to tot	$ U Sls	% to tot	AVRW	$ U Sls	% to tot	# U Sls	% to tot	AVRW	$ U Sls	% to tot	AVRW	$ Sls	U Sls	# U Sls	% to tot	AVRW	$ Sls	U Sls	#	REG
Hair Accessories	1,197	33%	0	0%	[illegible]	5,898	33%	0	0%	[illegible]	20,234	36%	[illegible]	10,097	3,105	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	13.3	907
Handbags	248	14%	0	0%	[illegible]	2,464	13%	0	0%	[illegible]	7,873	0%	[illegible]	3,947	963	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	245
Jewelry	1,152	32%	0	0%	[illegible]	5,784	30%	0	0%	[illegible]	20,006	37%	[illegible]	3,153	838	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	18.6	679
Misc Accessories	278	8%	0	0%	[illegible]	1,479	8%	0	0%	[illegible]	13,104	23%	[illegible]	3,195	844	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	36.5	23
Shoes	478	13%	0	0%	[illegible]	3,946	24%	0	0%	[illegible]	13,922	46%	[illegible]	3,172	845	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	24.5	338
Div 13 Homegoods	3,153	100%	0	#DIV/0!	[illegible]	16,575	100%	0	#DIV/0!	[illegible]	[illegible]	21%	[illegible]	10,634	2,215	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	2,086
Outerwear	327	2%	0	#DIV/0!	[illegible]	707	4%	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	6
Dresses	1,760	10%	0	#DIV/0!	[illegible]	7,723	43%	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	4
Knit Tops	5,247	30%	0	#DIV/0!	[illegible]	40,517	[illegible]	0	0%	[illegible]	[illegible]	2%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	436
Signature	0	0%	0	#DIV/0!	[illegible]	0	0%	0	0%	[illegible]	0	0%	[illegible]	0	0	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	6,152
Total Knit Tops	5,247	30%	0	#DIV/0!	[illegible]	48,239	35%	0	#DIV/0!	[illegible]	[illegible]	21%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	4
Sweaters	3,147	19%	0	#DIV/0!	[illegible]	11,211	8%	0	0%	[illegible]	[illegible]	15%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	3,200
Woven Tops	1,013	6%	0	#DIV/0!	[illegible]	4,653	3%	0	0%	[illegible]	22,037	3%	[illegible]	14,54	3,00	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	409
Total Tops	17,418	54%	0	#DIV/0!	[illegible]	76,337	57%	0	#DIV/0!	[illegible]	[illegible]	86%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	19,300
Jackets	2,182	2%	0	#DIV/0!	[illegible]	2,182	2%	0	#DIV/0!	[illegible]	[illegible]	2%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	163
Knit Pants	173	10%	0	0%	[illegible]	0	0%	0	0%	[illegible]	2,711	23%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	110
Knit Skirts	666	42%	0	0%	[illegible]	0	0%	0	0%	[illegible]	45,003	77%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	467
Knit Bottoms	839	2%	0	#DIV/0!	[illegible]	4,383	3%	0	#DIV/0!	[illegible]	[illegible]	2%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	3,000
Woven Pants	1,811	11%	0	0%	[illegible]	0	0%	0	0%	[illegible]	[illegible]	74%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	136
Woven Skirts	1,630	26%	0	0%	[illegible]	0	0%	0	0%	[illegible]	18,300	26%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	1,136
Woven Bottoms	3,813	100%	0	#DIV/0!	[illegible]	22,730	17%	0	#DIV/0!	[illegible]	[illegible]	9%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	2,072
Total Bottoms	5,639	25%	0	#DIV/0!	[illegible]	27,613	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	3,208
Miscellaneous	35	0%	0	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	77
Kraemer Total	32,345	100%	0	#DIV/0!	[illegible]	133,816	100%	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	30,972
Total Sales/Sqft	0.33		#DIV/0!			0.53		0	#DIV/0!													

Hosiery	0	0%	0	0%	[illegible]	0	0%	0	0%	[illegible]	[illegible]	4%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Total Bottoms	0	0%	0	0%	[illegible]	0	0%	0	0%	[illegible]	[illegible]	2%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Kraemer Grand Total	2,903		#DIV/0!																			
Knit Pants	2,730	15%	0	0%	[illegible]	0	0%	0	0%	[illegible]	[illegible]	15%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	2,185
Total Skirts	7,234	37%	0	0%	[illegible]	0	0%	0	0%	[illegible]	[illegible]	37%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	14.4	1,103
Sqft Kraemer/Total Sales	0.33		#DIV/0!																			

Distribution: Merchandiser, Ed Sellers, Ana Kim, Hiromi, Jeraldine, Fat, Rochelle, Alex, Tonya L., Susan R & Albert's district directors, Cathy S.

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Week #5 | w/e date: [illegible]

Store Statistics	# Strs	SqFt
This Year	78	250,841
LY	0	0

SEPTEMBER 1998 | Week 5 | WEEKLY SALES FLASH

Arden B.	WEEKLY SALES					MID SALES					EOW INVENTORY						
Department	TY $ Sls	% to tot	LY $ Sls	% to tot	Av Rtl	TY $ Sls	% to tot	LY $ Sls	% to tot	Av Rtl	TY $ OH	% to tot	Av Rtl	$/Sqft	U/Sqft	LY $ OH	% to tot
Hair Accessories	$9,176	11%	0	0%	$10.27	$54,400	12%	0	0%	$12.46	$172,732	8%	$9.30	$0.68	0.07	0	
Handbags	$57,840	21%	0	0%	$32.19	$69,342	26%	0	0%	$31.96	$213,726	13%	$30.61	$3.00	0.83	0	
Jewelry	$24,184	26%	0	0%	$18.47	$100,746	24%	0	0%	$12.18	$360,216	17%	$15.27	$5.41	0.06	0	
Misc Accessories	$5,734	7%	0	0%	$26.13	$37,206	8%	0	0%	$27.76	$274,885	13%	$25.81	$4.08	0.04	0	
Shoes	$27,748	33%	0	0%	$44.96	$150,443	35%	0	0%	$40.72	$1,024,048	48%	$36.03	$6.09	0.06	0	
Dh:11 Nonapparel	$15,900	1%	0	#DIV/0!	$18.61	$115,900	1%	0	#DIV/0!	$10.09	$2,700,874	15%	$17.82	$11.17	1.16	0	#DIV/0!
Dolcemay	$88,827	3%	0	0%	$30.23	$1,184,944	3%	0	0%	$10.30	$4,101,155	5%	$13.72	$17.17	0.16	0	#DIV/0!
Div 22 Dolcemay	$88,827	3%	0	#DIV/0!	$30.23	$1,184,944	3%	0	#DIV/0!	$10.30	$4,101,155	5%	$13.72	$17.17	0.16	0	#DIV/0!
Knit Tops	$215,018	26%	0	#DIV/0!	$27.89	$2,247,209	18%	0	#DIV/0!	$34.52	$3,443,743	18%	$35.82	$12.10	0.37	0	#DIV/0!
Signature	$0	0%	0	#DIV/0!	$0.00	$0	0%	0	#DIV/0!	$0.00	$0	0%	$0.00	$0.00	0.00	0	#DIV/0!
Total Knit Tops	$215,018	26%	0	#DIV/0!	$34.00	$1,247,209	18%	0	#DIV/0!	$34.52	$3,443,743	18%	$35.82	$12.10	0.37	0	#DIV/0!
Sweaters	$248,244	25%	0	0%	$46.75	$3,127,969	18%	0	0%	$29.18	$2,849,344	14%	$36.90	$10.22	0.22	0	
Woven Tops	$41,983	5%	0	0%	$34.26	$343,968	5%	0	0%	$14.05	$1,185,964	6%	$47.78	$4.56	0.09	0	
Div 3 Total Tops	$1,013,243	43%	0	#DIV/0!	$40.45	$7,101,741	24%	0	#DIV/0!	$33.52	$7,226,921	35%	$37.03	$27.11	1.11	0	#DIV/0!
Div 13 Slacks	$34,211	1%	0	#DIV/0!	$100.60	$3,150,900	3%	0	#DIV/0!	$72.30	$1,315,784	7%	$114.33	$5.23	0.13	0	#DIV/0!
Knit Skirts	$37,828	21%	0	0%	$51.83	$35,371	18%	0	0%	$30.77	$249,452	28%	$50.31	$0.99	0.02	0	
Knit Skirts	$41,774	23%	0	0%	$54.50	$34,931	18%	0	0%	$40.97	$1,002,176	40%	$30.43	$3.87	0.07	0	
Div 21 Knit Bottoms	$79,602	0%	0	#DIV/0!	$51.93	$70,302	0%	0	#DIV/0!	$35.54	$1,251,628	10%	$31.93	$4.86	0.09	0	#DIV/0!
Woven Pant	$10,424	12%	0	0%	$67.10	$148,150	22%	0	0%	$42.73	$9,878,118	40%	$42.82	$38.42	0.25	0	
Woven Skirt	$7,447	21%	0	0%	$37.24	$342,394	26%	0	0%	$37.18	$3,449,730	35%	$40.44	$13.47	0.09	0	
Div 23 Woven Bottoms	$17,871	33%	0	#DIV/0!	$50.03	$490,544	23%	0	#DIV/0!	$39.03	$13,327,848	75%	$41.70	$51.89	0.34	0	#DIV/0!
T-SHIRT BOTTOMS	$3,018	7%	0	#DIV/0!	$40.33	$177,855	20%	0	#DIV/0!	$44.03	$2,118,132	9%	$47.97	$8.13	0.13	0	#DIV/0!
Misc Bottoms	$7,703	0%	0	#DIV/0!	$37.11	$33,238	25%	0	#DIV/0!	$37.00	$1,357,571	5%	$34.18	$5.31	0.04	0	#DIV/0!
Div 24 Misc	$10,721	0%	0	#DIV/0!	$40.63	$210,093	0%	0	#DIV/0!	$30.10	$3,475,703	100%	$40.11	$13.11	0.11	0	#DIV/0!
Intimates	$2,000		0.00														
TOTAL APPAREL	$1,174,049	85%	0	#DIV/0!	$53.12	$3,146,276	83%	0	#DIV/0!	$42.64	$1,574,236	100%	$34.33	$44.76	0.40	0	#DIV/0!
Total Tops	$563,585	43%	0	0%	$40.85	$1,975,706	42%	0	0%	$28.12	$7,225,621	38%	$43.95	$27.91	0.68	0	
Total Bottoms	$344,833	27%	0	0%	$48.91	$1,178,653	28%	0	0%	$33.83	$6,104,132	33%	$46.74	$23.93	0.39	0	
Top to Bottom Ratio	1.6		#DIV/0!			1.7		#DIV/0!			1.2					#DIV/0!	
Total Pants	$206,512	60%	0	0%	$49.44	$1,063,520	60%	0	0%	$33.26	$3,729,633	60%	$62.48	$14.38	0.23	0	
Total Skirts	$138,321	40%	0	0%	$60.79	$712,327	40%	0	0%	$60.17	$2,479,899	40%	$64.67	$9.55	0.16	0	
Skirt to Pant Ratio	0.66		#DIV/0!			0.67		#DIV/0!			0.66					#DIV/0!	

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Ferl, Rochelle, Alex, Tonya L, Susan R & Arden b district directors, Cathy S.
To Offices: Vivian, Cecilia, Pat, All DMM's, Karl B, Marl C, All Arden B buyers, assistants and distributors, Tina M.

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Week #5 w/e date [illegible]

Store Statistics	# Strs	SqFt
This Year	70	250,841
1998	0	0

SEPTEMBER [illegible]

Arden B

Dept/Division	TY U Sls	% to tot	98 U Sls	% to tot	AVRP	TY U Sls	% to tot	98 U Sls	% to tot	AVRP	TY U OH	% to tot	AVRP	$/SqFt	U/SqFt	98 U OH	% to tot	AVRP	$/SqFt	U/SqFt	U WOH TY	SALES REG
	WEEKLY SALES					MID UNIT SALES					EOH INVENTORY											
Hair Accessories	1,833	27%	0	0%	[illegible]	7648	12%	0	0%	[illegible]	10,846	23%	[illegible]	[illegible]	0.07	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	16.4	385
Handbags	656	16%	0	0%	[illegible]	3107	13%	0	0%	[illegible]	7,000	9%	[illegible]	$1.04	0.03	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	12.9	503
Jewelry	1,663	42%	0	0%	[illegible]	6620	37%	0	0%	[illegible]	23,076	32%	[illegible]	$1.41	0.09	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	15.3	1,100
Misc Accessories	107	6%	0	0%	[illegible]	1357	6%	0	0%	[illegible]	10,047	14%	[illegible]	[illegible]	0.04	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	55.6	197
Shoes	416	11%	0	0%	[illegible]	3,105	13%	0	0%	[illegible]	14,570	[illegible]	[illegible]	[illegible]	0.06	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	35.1	232
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
TOTAL APPAREL	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	[illegible]	[illegible]

Total Tops	[illegible]	64%	0	0%	[illegible]	[illegible]	64%	0	0%	#DIV/0!	[illegible]	44%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	12.5	7,582
Total Bottoms	[illegible]	26%	0	0%	[illegible]	[illegible]	16%	0	0%	#DIV/0!	[illegible]	26%	[illegible]	[illegible]	0.30	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	10.1	3,174
Top to Bottom Units	[illegible]		#DIV/0!			[illegible]		#DIV/0!			[illegible]											[illegible]
Total Knits	[illegible]	61%	0	0%	[illegible]	[illegible]	63%	0	0%	#DIV/0!	50,585	59%	[illegible]	$14.38	0.23	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	17.6	1,724
Total Woven	2,160	39%	0	0%	[illegible]	[illegible]	37%	0	0%	#DIV/0!	40,733	41%	$60.67	$0.55	0.16	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	10.0	1,450
[illegible]	[illegible]		#DIV/0!			[illegible]		#DIV/0!			[illegible]				[illegible]					#DIV/0!		[illegible]

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Week #4 | Wk date: [illegible]

Store Statistics	# Strs	Sq Ft
This Year	79	261,075
LY	0	0

OCTOBER 1999 | week 4 | WEEKLY SALES FLASH

Arden B.	WEEKLY SALES					MTD SALES					EOW INVENTORY						
Department	TY $ Sls	% to tot	LY $ Sls	% to tot	AVR	TY $ Sls	% to tot	LY $ Sls	% to tot	AVR	TY $ OH	% to tot	AVR	$/SF4	$/SF1	TY U OH	% to to
Hair Accessories	$9,770	0%	0	0%	$4.70	$20,673	10%	0	0%	$4.07	$167,607	8%	$8.07	$0.62	0.06	0	
Handbags	$12,410	26%	0	0%	$12.23	$42,960	21%	0	0%	$33.71	$290,037	14%	$40.37	$0.88	0.03	0	
Jewelry	$10,552	28%	0	0%	$7.05	$73,063	36%	0	0%	$19.16	$357,563	18%	$45.46	$0.30	0.08	0	
Misc Accessories	$6,596	13%	0	0%	$11.47	$20,641	8%	0	0%	$10.24	$223,625	11%	$23.84	$0.66	0.04	0	
Shoes	$30,619	33%	0	0%	$6.53	$51,171	25%	0	0%	$47.15	$825,520	40%	$76.07	$3.50	0.05	0	
SUB TL Nonapparel	[illegible]	0%	0	#DIV/0!	[illegible]	[illegible]	0%	0	#DIV/0!	$32.33	$1,865,953	9%	$17.46	$7.13	0.11	0	#DIV/0
Outerwear	[illegible]	20%	0	0%	[illegible]	[illegible]	0%	0	0%	[illegible]	[illegible]	0%	[illegible]	[illegible]	0.12	0	
Misc Dresses	[illegible]	26%	0	#DIV/0!	[illegible]	[illegible]	12%	0	#DIV/0!	$164.32	$2,837,351	13%	$106.15	$12.46	0.11	0	#DIV/0
Knit Tops	$140,374	16%	0	#DIV/0!	$33.62	$833,340	20%	0	#DIV/0!	$33.71	$3,704,932	18%	$90.09	$16.39	0.38	0	#DIV/0
Signature	$0	0%	0	#DIV/0!	$0.00	$0	0%	0	#DIV/0!	$0.00	$0	0%	$0.00	$0.00	0.00	0	#DIV/0
Total Knit Tops	$140,374	16%	0	#DIV/0!	$33.62	$833,340	20%	0	#DIV/0!	$33.71	$3,704,932	18%	$90.09	$16.39	0.38	0	#DIV/0
Sweater	$107,480	19%	0	0%	$26.23	$640,342	16%	0	0%	$40.50	$3,184,530	15%	$50.64	$14.09	0.24	0	
Woven Tops	$42,714	4%	0	0%	$24.87	$213,981	5%	0	0%	$24.78	$2,174,388	5%	$49.31	$9.62	0.18	0	
SUB TL Dist Tops	$410,548	41%	0	#DIV/0!	$29.33	$1,110,663	27%	0	#DIV/0!	$31.13	$7,107,850	35%	$23.13	$31.32	0.77	0	#DIV/0
Misc Slacks	$8,545	3%	0	#DIV/0!	$10.22	$33,244	2%	0	#DIV/0!	$11.11	$1,232,363	6%	$11.11	$5.45	0.12	0	#DIV/0
Wovens	$72,184	13%	0	0%	$15.03	$174,665	23%	0	0%	$33.80	$1,909,057	24%	$57.06	$7.70	0.62	0	
Knit Skirts	$29,178	7%	0	0%	$11.62	$127,084	7%	0	0%	$33.65	$1,325,174	6%	$39.54	$5.18	0.07	0	
SUB TL Dist Bottoms	$110,177	8%	0	#DIV/0!	$12.57	$335,000	8%	0	#DIV/0!	$33.17	$3,567,276	17%	$39.73	$13.19	0.10	0	#DIV/0
Woven Pants	$180,341	33%	0	0%	$31.63	$770,110	37%	0	0%	$35.40	$3,997,290	64%	$42.25	$12.24	0.33	0	
Woven Skirts	$3,353	1%	0	0%	$27.53	$34,133	2%	0	0%	$30.15	$1,170,846	18%	$34.44	$7.23	0.10	0	
SUB TL Woven Bottoms	$183,694	34%	0	#DIV/0!	$31.73	$804,243	39%	0	#DIV/0!	$34.16	$5,168,136	82%	$41.98	$11.98	0.28	0	#DIV/0
SUB TL BOTTOMS	$293,871	42%	0	#DIV/0!	$31.73	$1,139,243	47%	0	#DIV/0!	$34.16	$8,735,412	35%	$41.74	$25.54	0.30	0	#DIV/0
Misc Hosiery	[illegible]	[illegible]	0	#DIV/0!	[illegible]	$2,435	0%	0	#DIV/0!	$14.81	[illegible]	0%	[illegible]	[illegible]	0.00	0	#DIV/0
Hosiery	$1,415,[illegible]	100%	0	#DIV/0!	$19.38	$2,117,315	100%	0	#DIV/0!	$37.30	$21,883,774	100%	$51.73	$41.38	0.53	0	#DIV/0
Tot Sales/Sqft	$3,[illegible]		#DIV/0!														

Total Tops	$416,848	41%	0	0%	$48.80	$2,010,605	43%	0	0%	$41.20	$7,077,830	38%	$49.43	$30.82	0.70	0	
Total Bottoms	$273,497	27%	0	0%	$27.70	$1,285,516	27%	0	0%	$53.84	$6,609,687	35%	$45.74	$25.54	0.30	0	
Tops to Bottoms Ratio	1.52		#DIV/0!			1.56		#DIV/0!		0.85	0.81					#DIV/0!	
Total Pants	$377,142	63%	0	0%	$46.34	$1,680,384	61%	0	0%	$45.84	$3,603,507	55%	$36.30	$13.02	0.21	0	
Total Skirts	$182,386	37%	0	0%	$31.81	$487,132	39%	0	0%	$41.10	$3,006,180	45%	$40.92	$11.61	0.10	0	
Skirt to Pant Ratio	1.34		#DIV/0!			2.83		#DIV/0!			2.83					#DIV/0!	

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Feri, Rochelle, Alex, Barbie & Arden b district directors, Marsha W
To Offices: Vivian, Cecilia, All DMM's, Kari B, All Arden B buyers, assistants and distributors, Tina M.

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week 4	w/e date: [illegible]

Store Statistics	# Strs	Sq Ft
This Year	79	281,875
1,999	0	0

OCTOBER [illegible] week 3 [illegible] week 4

Arden B.	[illegible]					MID-UNIT SALES					END INVENTORY												U/WEEK	SALES
Dept/Division	[illegible]	% to tot	[illegible]	% to tot	Av [illegible]	[illegible]	% to tot	[illegible]	% to tot	Avail	[illegible]	% to tot	Avail	$/Sq Ft	U/Sq Ft	[illegible]	% to tot	Avail	$/Sq Ft	U/Sq Ft			TY	REG
Hair Accessories	[illegible]	21%	0	0%	[illegible]	[illegible]	25%	0	0%	[illegible]	[illegible]	24%	[illegible]	$0.62	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			25.0	[illegible]
Handbags	[illegible]	13%	0	0%	[illegible]	[illegible]	14%	0	0%	[illegible]	[illegible]	16%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			[illegible]	[illegible]
Jewelry	[illegible]	[illegible]	0	0%	[illegible]	4442	37%	0	0%	[illegible]	[illegible]	33%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			26.3	[illegible]
Misc Accessories	[illegible]	[illegible]	0	0%	[illegible]	1523	12%	0	0%	[illegible]	[illegible]	15%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			[illegible]	[illegible]
Shoes	[illegible]	12%	0	0%	[illegible]	1455	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
Knit Tops	[illegible]	27%	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			[illegible]	[illegible]
Signature	0	0%	0	#DIV/0!	[illegible]	[illegible]	[illegible]	0	0%	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			[illegible]	[illegible]
Total Knit Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
Sweaters	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	16%	[illegible]	$12.34	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			[illegible]	[illegible]
Woven Tops	[illegible]	6%	0	0%	[illegible]	[illegible]	6%	0	0%	[illegible]	[illegible]	6%	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			22.2	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
Knit Pants	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			[illegible]	[illegible]
Knit Skirts	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
Woven Pants	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			[illegible]	[illegible]
Woven Skirts	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
[illegible]	[illegible]		#DIV/0!																					
[illegible]	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	48%	[illegible]	$30.82	0.70	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	[illegible]	$25.54	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			[illegible]	[illegible]
[illegible]	[illegible]		#DIV/0!			[illegible]		#DIV/0!			[illegible]													
[illegible]	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	[illegible]	0	0%	#DIV/0!	[illegible]	64%	[illegible]	$12.02	0.23	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			21.1	[illegible]
[illegible]	[illegible]	[illegible]	0	0%	[illegible]	[illegible]	46%	0	0%	#DIV/0!	[illegible]	48%	[illegible]	$11.61	0.18	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!			25.8	[illegible]
[illegible]	[illegible]		#DIV/0!					#DIV/0!			[illegible]			[illegible]					#DIV/0!					[illegible]

Distribution: In [illegible]: Ed, [illegible], Ann Kim, [illegible], Josephine, Fel, Rochelle, Alex, Barbie & Arden b district directors, Marsha W
To Offices: Vivian, Cecilia, [illegible], Karl B., All Arden B buyers, assistants and distributors, Tina M.

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		w/e date: 11/27/99

	# Strs	SqFt
	78	258,841
	0	0

week 4 — week 3

WEEKLY SALES FLASH

	WEEKLY SALES					MTD SALES					EOW INVENTORY										$ WGH
	TY $ Sls	% to tot	LY $ Sls	% to tot	Av Rtl	TY $ Sls	% to tot	LY $ Sls	% to tot	Av Rtl	TY $ OH	% to tot	Av Rtl	$/SqFt	U/SqFt	TY U OH	% to tot	Av Rtl	$/SqFt	U/SqFt	TY
	$7,154	8%	0	0%	$8.74	$23,222	9%	0	0%	$7.10	$112,457	7%	$8.30	$0.43	0.05	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	15.7
	$19,070	24%	0	0%	$32.22	$50,585	22%	0	0%	$33.27	$279,180	16%	$34.55	$1.05	0.03	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	13.0
	$27,950	35%	0	0%	$18.21	$70,727	20%	0	0%	$12.32	$290,950	18%	$32.03	$1.12	0.03	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	10.4
	$14,300	17%	0	0%	$20.86	$49,544	18%	0	0%	$17.94	$142,720	9%	$37.40	$0.55	0.03	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	10.0
	$15,501	18%	0	0%	$53.47	$81,842	23%	0	0%	$52.87	$830,383	50%	$87.53	$3.21	0.05	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	53.6
	$84,861	5%	0	#DIV/0!	$17.11	$273,298	5%	0	#DIV/0!	$17.70	$1,042,806	7%	$29.44	$0.37	0.25	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	19.4
	$110,255	8%	0	0%	$31.82	$415,186	9%	0	0%	$122.03	$1,882,002	7%	$25.17	$0.22	0.03	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	1.5
	$188,729	18%	0	#DIV/0!	$100.85	$840,318	17%	0	#DIV/0!	$188.22	$3,584,502	16%	$114.84	$13.85	0.12	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	13.4
	$378,213	22%	0	#DIV/0!	$58.86	$1,932,935	20%	0	#DIV/0!	$33.77	$3,546,974	16%	$37.85	$13.70	0.36	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	9.4
	$0	0%	0	#DIV/0!	$0.00	$0	0%	0	#DIV/0!	$0.00	$0	0%	$0.00	$0.00	0.00	0	#DIV/0!	$0.00	#DIV/0!	#DIV/0!	0.0
	$378,213	22%	0	#DIV/0!	$38.38	$1,932,935	20%	0	#DIV/0!	$33.77	$3,546,974	16%	$37.85	$13.70	0.36	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	9.4
	$270,418	17%	0	0%	$43.16	$866,218	17%	0	0%	$45.54	$3,410,284	15%	$52.35	$13.21	0.25	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	12.2
	$78,644	5%	0	0%	$44.33	$237,905	5%	0	0%	$42.38	$1,186,983	5%	$47.20	$4.59	0.10	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	15.1
	$735,276	44%	0	#DIV/0!	$91.03	$2,150,850	42%	0	#DIV/0!	$38.11	$3,111,241	30%	$24.27	$31.50	0.73	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	13.1
	$97,276	5%	0	#DIV/0!	$14.73	$150,856	3%	0	#DIV/0!	$43.70	$1,183,002	8%	$15.88	$1.27	0.15	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	10.2
	$24,520	23%	0	0%	$13.77	$74,640	24%	0	0%	$54.44	$280,800	20%	$56.06	$3.12	0.02	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	11.0
	$80,300	77%	0	0%	$44.96	$230,257	76%	0	0%	$44.23	$1,166,130	66%	$54.90	$4.51	0.08	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	14.5
	$103,881	8%	0	#DIV/0!	$18.28	$159,303	5%	0	#DIV/0!	$15.13	$1,155,318	6%	$55.34	$5.82	0.10	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	13.1
	$190,270	66%	0	0%	$31.98	$630,470	69%	0	0%	$39.97	$2,000,100	52%	$61.21	$10.82	0.18	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	14.3
	$97,985	32%	0	0%	$60.50	$282,302	34%	0	0%	$50.38	$2,580,347	48%	$73.23	$9.97	0.14	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	20.1
	$200,283	17%	0	#DIV/0!	$40.77	$317,152	15%	0	#DIV/0!	$58.13	$5,386,258	24%	$48.44	$20.78	0.43	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	11.7
	$98,152	25%	0	#DIV/0!	$15.73	$1,233,155	24%	0	#DIV/0!	$54.17	$4,135,476	30%	$41.72	$20.37	0.49	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	10.2
	0%	0%	0	#DIV/0!	$0.00	$0	0%	0	#DIV/0!	$0.00	0%	0%	$0.00	$0.00	0.00	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	13.3
	$1,815,298	100%	0	#DIV/0!	$41.15	$5,241,202	100%	0	#DIV/0!	$42.00	$22,017,476	100%	$51.61	$14.61	0.28	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	12.8
	$8,817			#DIV/0!																	
	$234,215	44%	0	0%	$34.03	$2,208,530	42%	0	0%	$33.66	$9,455,949	36%	$40.07	$32.50	0.79	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	11.1
	$983,352	23%	0	0%	$27.18	$2,317,154	24%	0	0%	$24.07	$4,831,415	26%	$33.72	$20.48	0.61	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	17.4
	$3,976			#DIV/0!		$970			#DIV/0!	$0.70	$1,110										
	$229,168	36%	0	0%	$50.13	$1,149,510	58%	0	0%	$37.03	$3,669,990	45%	$33.76	$30.93	0.20	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	14.0
	$172,316	44%	0	0%	$33.70	$1,091,692	42%	0	0%	$31.97	$3,248,477	55%	$47.56	$14.47	0.22	0	0%	#DIV/0!	#DIV/0!	#DIV/0!	21.7
	$1,624			#DIV/0!		$74			#DIV/0!		$121										

Tboxes: Ed, Barbara, Ann Kim, Norman, Josephine, Feri, Rochelle, Alex, Barbie B Arden B district directors, Marsha W
Cecilia, Ali Ali Ali, Karl B., All Arden B buyers, assistants and distributors, Tina M.

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Week #6	wk date: 11/1/08

Store Statistics	# Strs	SqFt
This Year	50	264,575
1998	0	0

SUBSEQUENT WEEK	WEEKLY SALES					MTD UNIT SALES					EOW INVENTORY						
Accessories																	
Department	TY $ Sls	% to tot	98 $ Sls	% to tot	AVRG	TY $ Sls	% to tot	98 $ Sls	% to tot	AVRG	TY $ OH	% to tot	AVRG	$/Sqft	U/Sqft	98 $ OH	% 98
Hair Accessories	9,410	23%	0	0%	$3.56	5975	20%	0	0%	$3.56	2,492	16%	$1.56	$0.03	0.00	0	#DIV/0!
Handbags	475	20%	0	0%	$20.00	5450	18%	0	0%	$24.65	5,810	14%	$10.00	$0.74	0.02	0	#DIV/0!
Jewelry	1,424	35%	0	0%	$40.20	10854	36%	0	0%	$17.92	14,500	35%	$10.34	$0.04	0.06	0	#DIV/0!
Misc Accessories	518	12%	0	0%	$32.00	5473	18%	0	0%	$14.00	2,000	5%	$22.00	$0.34	0.01	0	#DIV/0!
Shoes	495	11%	0	0%	$11.00	2500	5%	0	0%	$14.00	10,700	25%	$10.00	$2.84	0.04	0	#DIV/0!
BWZ/Wallets/Backpacks	2,700.00	8%	0	#DIV/0!	$31.00	2,100.00	10%	0	#DIV/0!	$12.00	25,500	19%	$12.00	$9.65	0.06	0	#DIV/0!
Bodycare	1,240	3%	0	0%	$100.00	6850	23%	0	0%	$13.00	36,500	3%	$17.00	$7.00	0.00	0	#DIV/0!
BWZ/Brooches	1,000	0%	0	#DIV/0!	$12.00	12500	0%	0	#DIV/0!	$100.00	26,825	3%	$107.00	$3.35	0.00	0	#DIV/0!
Knit Tops	11,075	29%	0	#DIV/0!	$11.54	46920	22%	0	0%	$13.02	47,270	18%	$10.03	$40.44	0.20	0	#DIV/0!
Sweaters	2,030	4%	0	#DIV/0!	$20.00	3928	2%	0	0%	$40.00	19,444	3%	$10.00	$2.43	0.07	0	#DIV/0!
Total Knit Tops	13,110	28%	0	#DIV/0!	$11.10	50,848	24%	0	#DIV/0!	$12.00	66,180	21%	$10.00	$32.97	0.11	0	#DIV/0!
Sweaters	8,050	19%	0	0%	$35.00	46500	24%	0	0%	$40.00	58,000	18%	$34.00	$42.00	0.22	0	#DIV/0!
Woven Tops	2,000	4%	0	0%	$30.00	16320	5%	0	0%	$12.00	18,200	3%	$21.00	$3.08	0.07	0	#DIV/0!
BKS/Tops/Blouses	24,700	53%	0	#DIV/0!	$12.00	111,550	52%	0	#DIV/0!	$34.00	103,200	47%	$21.00	$27.00	0.27	0	#DIV/0!
DWZ/Jackets	1,575	3%	0	#DIV/0!	$50.00	5600	3%	0	#DIV/0!	$30.00	11,200	3%	$11.00	$3.12	0.04	0	#DIV/0!
Knit Skirts	2,643	11%	0	0%	$40.00	2100	10%	0	0%	$12.00	3,850	10%	$3.00	$0.57	0.01	0	#DIV/0!
Woven Skirts	2,733	6%	0	0%	$12.00	11607	4%	0	0%	$20.00	20,000	6%	$7.00	$2.48	0.03	0	#DIV/0!
BKS/Skirts/Shorts	12,700	25%	0	#DIV/0!	$12.00	19,000	9%	0	#DIV/0!	$20.00	16,000	5%	$12.00	$3.21	0.06	0	#DIV/0!
Woven Jeans	9,000	44%	0	0%	$33.00	29410	55%	0	0%	$32.00	30,850	55%	$11.00	$9.03	0.15	0	#DIV/0!
Woven Pants	2,700	13%	0	0%	$40.00	16515	35%	0	0%	$27.00	13,400	15%	$10.00	$7.42	0.12	0	#DIV/0!
DWZ/Jeans/Pants/Shorts	11,700	57%	0	#DIV/0!	$27.00	45,925	90%	0	#DIV/0!	$30.00	70,250	20%	$40.00	$19.18	0.27	0	#DIV/0!
TOTAL BOTTOMS	24,400	25%	0	#DIV/0!	$21.00	70,245	23%	0	#DIV/0!	$27.00	116,143	25%	158.26	$19.18	0.33	0	#DIV/0!
Misc Bottoms	0	0%	0	#DIV/0!	$0.00	0	0%	0	#DIV/0!	$0.00	0	0%	$0.00	$0.00	0.00	0	#DIV/0!
Average Item	47,200	100%	0	#DIV/0!	$40.00	211,075	100%	0	#DIV/0!	$31.81	244,231	100%	156.26	$12.06	1.31	0	#DIV/0!
Ts Sales/Sqft	5.18		#DIV/0!														

TOTAL APPAREL	47,400	53%	0	#DIV/0!	#DIV/0!	159,306	67%	0	#DIV/0!	$45.00	303,870	44%	154.00	$13.13	0.62	0	#DIV/0!
Total Tops	24,873	53%	0	0%	$34.00	133,550	52%	0	0%	#DIV/0!	163,461	47%	144.00	$27.68	0.62	0	#DIV/0!
Total Bottoms	19,903	25%	0	0%	$45.00	49,365	23%	0	0%	#DIV/0!	87,143	25%	158.26	$19.18	0.33	0	#DIV/0!
Top to Bottom Ratio	1.25		#DIV/0!			2.70		#DIV/0!			1.88						
Total Pants	6,940	49%	0	0%	$40.00	25,293	51%	0	0%	#DIV/0!	41,714	48%	140.00	$9.60	0.16	0	#DIV/0!
Total Skirts	6,123	51%	0	0%	$37.95	24,072	49%	0	0%	#DIV/0!	45,429	52%	166.84	$9.59	0.17	0	#DIV/0!
Skirt to Pant Ratio	1.04		#DIV/0!			0.95		#DIV/0!			1.08				1.06		

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Week #5 | w/e date: [illegible]

Store Statistics	# Strs	SqFt
This Year	80	264,575
1,999	0	0

DECEMBER 1994 — week 5 — week 5 — WEEKLY SALES FLASH

Arden B.

Department	WEEKLY SALES TY $ Sls	% to tot	LY $ Sls	% to tot	AVRW	MTD SALES TY $ Sls	% to tot	LY $ Sls	% to tot	AVRW	EOW INVENTORY TY $ OH	% to tot	AVRW	$/SqFt	$/SqFt	LY $ OH	% to tot
HW Accessories	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$39,063	0%	[illegible]	[illegible]	[illegible]	$49,506	4%	$6.67	$0.18	$0.03	[illegible]	[illegible]
Handbags	$22,968	32%	[illegible]	[illegible]	[illegible]	$139,346	32%	[illegible]	[illegible]	[illegible]	$186,854	16%	$33.63	$0.74	$0.02	[illegible]	[illegible]
Jewelry	$17,184	24%	[illegible]	[illegible]	[illegible]	$129,499	29%	[illegible]	[illegible]	[illegible]	$163,834	13%	$19.68	$0.61	$0.06	[illegible]	[illegible]
Misc Accessories	$7,210	10%	[illegible]	[illegible]	[illegible]	$57,584	14%	[illegible]	[illegible]	[illegible]	$82,457	7%	$22.83	$0.32	$0.03	[illegible]	[illegible]
Shoes	$10,980	15%	[illegible]	[illegible]	[illegible]	$72,863	17%	[illegible]	[illegible]	[illegible]	$142,484	12%	$12.83	$0.54	$0.04	[illegible]	[illegible]
Div 21 Management	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!
Outerwear	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Div 22 Dresses	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!
Knit Tops	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	$2,749,903	14%	$40.93	$10.44	$0.26	[illegible]	#DIV/0!
Signature	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	$563,152	3%	$29.68	$2.13	$0.07	[illegible]	#DIV/0!
1st Knit Tops	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!
Sweaters	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$3,102,330	[illegible]	$54.02	$12.03	$0.22	[illegible]	[illegible]
Woven Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Div 24 Total Tops	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!
Div 25 Jackets	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!
Knit Pants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$156,002	[illegible]	$52.53	$0.37	[illegible]	[illegible]	[illegible]
Knit Skirts	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Div 26 Knit Bottoms	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!
Woven Pants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Woven Skirts	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Div 27 Woven Bottoms	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!
TOTAL BOTTOMS	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!
Accessories	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!
Footwear	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!
Misc/Sundry	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!
TOTAL APPAREL	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	#DIV/0!
Total Tops	$451,358	44%	[illegible]	[illegible]	[illegible]	$1,184,284	45%	[illegible]	[illegible]	[illegible]	$7,323,607	34%	$42.61	$27.69	0.62	[illegible]	[illegible]
Total Bottoms	$524,820	27%	[illegible]	[illegible]	[illegible]	$2,324,644	26%	[illegible]	[illegible]	[illegible]	$5,870,980	27%	$60.26	$19.10	0.33	[illegible]	[illegible]
Top to Bottom Ratio	[illegible]		#DIV/0!			[illegible]		#DIV/0!			[illegible]					#DIV/0!	
Total Pants	$292,465	56%	[illegible]	[illegible]	[illegible]	$1,304,463	56%	[illegible]	[illegible]	[illegible]	$2,540,364	50%	$60.80	$9.60	0.16	[illegible]	[illegible]
Total Skirts	$232,355	44%	[illegible]	[illegible]	[illegible]	$1,020,181	44%	[illegible]	[illegible]	[illegible]	$2,536,624	50%	$55.84	$9.50	0.17	[illegible]	[illegible]
Skirt to Pant Ratio	[illegible]		#DIV/0!			[illegible]		#DIV/0!			[illegible]					#DIV/0!	

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Fari, Rochelle, Alex, Tonya L, Susan R & Arden b district directors, Cathy S.
To Offices: Vivian, Cecilia, Pat, All OMM's, Karl B, Marl C, All Arden B buyers, assistants and distributors, Tina M.

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Week #4 | w/e date: 1/28/06

Store Statistics	# Strs	SqFt
This Year	80	264,575
2005	0	0

JANUARY 2006 — week 4 — week 4 — WEEKLY SALES $/ASH

Arden B.

Department	WEEKLY SALES $ Ste	% to tot	LY $ Ste	% to tot	AVR/ft	MTD SALES $ Ste	% to tot	LY $ Ste	% to tot	AVR/ft	EOW INVENTORY $ OH	% to tot	AVR/ft	$/SqFt	$/SqFt	$ YY OH	% to tot
Hair Accessories	$1,200	3%	0	0%	$4.71	$6,200	4%	0	0%	$4.71	$16,934	2%	$5.43	$0.06	0.01	0	
Handbags	$7,544	20%	0	0%	$24.34	$33,724	24%	0	0%	$24.47	$464,878	15%	$32.92	$0.61	0.02	0	
Jewelry	$10,847	29%	0	0%	$19.00	$36,886	24%	0	0%	$19.41	$95,684	8%	$43.02	$0.36	0.00	0	
Misc Accessories	$7,054	24%	0	0%	$32.33	$23,788	17%	0	0%	$27.20	$96,484	8%	$59.28	$0.37	0.00	0	
Shoes	$9,816	26%	0	0%	$40.23	$37,168	27%	0	0%	$40.15	$567,518	45%	$72.23	$2.44	0.04	0	
DIV 31 Accessories	$37,761	7%	0	#DIV/0!	$21.11	$138,270	8%	0	#DIV/0!	$31.70	$1,074,300	9%	$38.26	$0.41	0.01	0	#DIV/0!
Dresses	$11,940	3%	0	0%	$18.78	$98,823	15%	0	0%	$31.06	$1,081,207	15%	$102.38	$7.66	0.07	0	
DIV 37 Dresses	$11,940	3%	0	#DIV/0!	$18.78	$315,848	16%	0	#DIV/0!	$27.21	$2,233,170	18%	$84.43	$8.45	0.10	0	#DIV/0!
Knit Tops	$159,040	18%	0	#DIV/0!	$31.46	$430,819	16%	0	#DIV/0!	$35.46	$2,896,210	14%	$92.02	$9.73	0.23	0	#DIV/0!
Basics	$27,732	3%	0	#DIV/0!	$16.63	$124,776	4%	0	#DIV/0!	$38.98	$523,860	3%	$20.81	$1.07	0.07	0	#DIV/0!
Total Knit Tops	$186,772	21%	0	#DIV/0!	$30.44	$555,595	20%	0	#DIV/0!	$33.37	$3,417,210	17%	$115.24	$10.78	0.30	0	#DIV/0!
Sweaters	$170,173	19%	0	0%	$18.86	$472,437	18%	0	0%	$31.02	$3,243,512	18%	$58.92	$12.20	0.22	0	
Woven Tops	$36,983	4%	0	0%	$32.86	$134,822	4%	0	0%	$31.76	$1,168,444	4%	$43.84	$2.38	0.07	0	
DIV 35 Top Tops	$393,530	24%	0	#DIV/0!	$45.55	$1,163,355	43%	0	#DIV/0!	$34.18	$7,821,100	20%	$141.19	$21.18	1.18	0	#DIV/0!
DIV 35 Bottoms	$37,816	3%	0	#DIV/0!	$42.43	$110,114	3%	0	#DIV/0!	$40.77	$783,357	2%	$33.24	$2.00	0.13	0	#DIV/0!
Knit Pants	$7,854	10%	0	0%	$37.00	$37,139	15%	0	0%	$31.84	$31,147	3%	$32.15	$0.12	0.00	0	
Knit Skirts	$70,783	84%	0	0%	$18.92	$232,443	85%	0	0%	$33.86	$317,016	25%	$24.49	$1.43	0.04	0	
DIV 31 Knit Bottoms	$78,637	7%	0	#DIV/0!	$19.41	$269,582	7%	0	#DIV/0!	$37.21	$1,172,520	3%	$31.82	$1.70	0.12	0	#DIV/0!
Woven Pants	$131,169	45%	0	0%	$41.22	$487,229	45%	0	0%	$34.50	$3,159,334	54%	$74.89	$12.26	0.72	0	
Woven Skirts	$158,491	55%	0	0%	$46.52	$594,843	55%	0	0%	$36.96	$2,688,184	46%	$50.81	$7.23	0.32	0	
DIV 31 Woven Bottoms	$289,660	26%	0	#DIV/0!	$41.86	$1,082,072	27%	0	#DIV/0!	$35.74	$5,847,518	22%	$61.85	$9.51	0.51	0	#DIV/0!
TOTAL WOMENS	$1,209,543	22%	0	#DIV/0!	$35.31	$3,010,943	23%	0	#DIV/0!	$34.21	$8,838,017	21%	$84.176	$13.50	0.29	0	#DIV/0!
Accessories	$11,000	0%	0	#DIV/0!	$2.00	$4	0%	0	#DIV/0!	$4.00	$1,000	0%	$1.00	$0.00	0.00	0	#DIV/0!
Arden B.	$11,000	0%	0	#DIV/0!	$2.00	$4	0%	0	#DIV/0!	$4.00	$1,000	0%	$1.00	$0.00	0.00	0	#DIV/0!
Total Sales	$1,220,543	100%	0	#DIV/0!	$41.28	$3,010,943	100%	0	#DIV/0!	$34.22	$17,072,275	100%	$65.24	$47.83	1.17	0	#DIV/0!

Total Tops	$303,534	44%	0	0%	$43.35	$1,562,955	45%	0	0%	$38.12	$7,141,360	40%	$40.39	$26.90	0.58	0	
Total Bottoms	$238,204	27%	0	0%	$60.81	$910,999	26%	0	0%	$47.46	$4,846,607	27%	$43.07	$18.30	0.20	0	
Top to Bottom Ratio	1.28		#DIV/0!			1.72		#DIV/0!		0.78	1.48					#DIV/0!	
Total Pants	$132,544	56%	0	0%	$60.17	$514,673	54%	0	0%	$53.33	$2,401,060	51%	$25.46	$9.42	0.13	0	
Total Skirts	$105,700	44%	0	0%	$44.82	$396,326	44%	0	0%	$41.12	$2,346,706	49%	$55.74	$8.86	0.16	0	
Skirt to Pant Ratio	0.80		#DIV/0!			0.77		#DIV/0!			0.98					#DIV/0!	

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Fari, Rochelle, Alex, Barbie & Arden b district directors, Marsha W
To Offices: Vivian, Cecilia, All DMM's, Karl B, All Arden B buyers, assistants and distributors, Tina M.

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week 4	w/e date:	1/29/00

Store Statistics	# Strs	SqFt
This Year	80	264,575
2000	0	0

JANUARY 2000 — week 4

Arden B. Dept/Division	KEY SALES TY U Sls	% to tot	LY U Sls	% to tot	AvRt	MTD UNIT SALES TY U Sls	% to tot	LY U Sls	% to tot	AvRt	END INVENTORY TY Units	% to tot	AvRt	$/SqFt	U/SqFt	LY U OH	% to tot	AvRt	$/SqFt	U/SqFt	U WOS TY	SALES REG
Hair Accessories	278	16%	0	0%	$19.27	3316	16%	0	0%	[illegible]	2,264	12%	[illegible]	$0.86	0.01	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	11.9	[illegible]
Handbags	312	18%	0	0%	$23.24	3360	16%	0	0%	$24.47	4,003	16%	$32.92	$0.61	0.02	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	15.7	[illegible]
Jewelry	727	41%	0	0%	$13.00	2070	34%	0	0%	$13.45	6,674	35%	$13.92	$0.36	0.03	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	6.9	[illegible]
Misc. Accessories	247	14%	0	0%	$32.20	943	13%	0	0%	$24.20	3,147	14%	[illegible]	$0.37	0.03	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	12.7	[illegible]
Shoes	218	12%	0	0%	[illegible]	948	13%	0	0%	[illegible]	[illegible]	35%	[illegible]	$2.66	0.04	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	44.4	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Tops	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	22%	0	0%	[illegible]	[illegible]	22%	[illegible]	$0.77	0.23	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	32.6	[illegible]
BASICS	[illegible]	[illegible]	0	#DIV/0!	[illegible]	[illegible]	2%	0	0%	[illegible]	[illegible]	6%	[illegible]	$0.07	0.07	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	16.2	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Pants	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Knit Skirts	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Woven Pants	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
Woven Skirts	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Dollars	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Units	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	0	0%	#DIV/0!	[illegible]	56%	[illegible]	$26.99	0.58	0	#DIV/0!	$4.64	#DIV/0!	#DIV/0!	17.7	4,10[illegible]
[illegible]	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	0	0%	#DIV/0!	[illegible]	25%	[illegible]	$18.98	0.26	0	#DIV/0!	[illegible]	#DIV/0!	#DIV/0!	16.2	2,17[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	0	0%	#DIV/0!	[illegible]	45%	[illegible]	$8.42	0.13	0	#DIV/0!	$3.94	#DIV/0!	#DIV/0!	14.6	1,20[illegible]
[illegible]	[illegible]	[illegible]	0	[illegible]	[illegible]	[illegible]	[illegible]	0	0%	#DIV/0!	47,120	68%	[illegible]	$8.88	0.16	0	#DIV/0!	$3.90	#DIV/0!	#DIV/0!	17.5	[illegible]

Distribution: [illegible] Ed, Barbara, Ann/Kim, [illegible], Josephine, Fail, Rochelle, Alex, Barbie & Arden b district directors, Marsha W

To Office: Vivian, Cecilia, ABOMM's, Kail B, All Arden B buyers, assistants and distributors, Tina M.

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Week #4 | we date: [illegible]

Store Statistics	# Strs	SqFt
This Year	00	264,525
2000	24	74,402

FEBRUARY 2000

Arden B.

Department	WEEKLY SALES							WEEKLY SALES (LAST							MTD SALES							EOW INVENTORY					
	TY $ Sls	% to tot	AVRR	LY $ Sls	% to tot	AVRR	% VAR	TY $ Sls	% to tot	AVRR	LY $ Sls	% to tot	AVRR	% VAR	TY $ Sls	% to tot	AVRR	LY $ Sls	% to tot	AVRR	% VAR	TY $ OH	% to tot	AVRR	LY $ OH	LY $ OH	%
Hair Access	$7,093	0%	$2,803	$7,007	2%	$920	[illegible]	$2,946	2%	[illegible]	$35,030	34%	$8,95	-97%	$9,900	2%	[illegible]	[illegible]	$80,085								
Handbags	$40,884	4%	$12,37	[illegible]	3%	$26.45	[illegible]	$36,768	18%	$23.48	$45,472	15%	$26.03	-32%	$116,218	25%	$26.74	[illegible]	[illegible]								
Jewelry	$9,327	1%	$32,78	[illegible]	2%	$19.59	[illegible]	$35,473	17%	$43.53	$38,302	21%	$14.82	-42%	$87,674	21%	$35.32	[illegible]	[illegible]								
Misc Access	$8,478	0%	$29.38	$7,937	3%	$24.63	[illegible]	$59,035	17%	[illegible]	$9,566	0%	$26.07	-85%	$40,693	13%	$32.38	[illegible]	[illegible]								
Shoes	$10,863	3%	$23.41	$2,747	0%	$13.13	[illegible]	$189,189	42%	[illegible]	[illegible]	19%	$18.25	-10%	$187,426	39%	$32.25	[illegible]	[illegible]								
Accessories	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Outerwear	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Dresses	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Knit Tops	$350,242	16%	$29.72	$45,423	18%	$33.45	[illegible]	$720,310	16%	$33.67	$1,2,945	17%	$34.74	[illegible]	$2,550,884	18%	$40.72	[illegible]	[illegible]								
BASICS	$24,690	2%	$10.94	$5,089	1%	$10.24	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$55,318	2%	[illegible]	[illegible]	[illegible]								
Total Knit Tops	$374,932	18%	$27.22	$50,512	19%	$33.55	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Sweaters	$330,484	25%	$25.21	$44,440	25%	$42.81	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Woven Tops	$49,889	3%	$29.64	$24,818	7%	$45.00	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Total Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Jackets	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Knit Pants	$5,342	16%	[illegible]	[illegible]	34%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Knit Skirts	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Knit Bottoms	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Woven Pants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Woven Skirts	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$2,232,974	64%	[illegible]	[illegible]	$740,276								
Woven Bottoms	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$192,633								
Total Bottoms	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Hosiery	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Accessories	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]								
Total Sales	[illegible]	[illegible]		[illegible]	[illegible]			[illegible]	[illegible]		[illegible]	[illegible]			[illegible]	[illegible]		[illegible]	[illegible]								

Total Tops	$666,523	47%	$35.97	$181,381	52%	$37.87	[illegible]	$2,946,410	44%	$37.27	$785,037	53%	$38.34	-28%	$6,078,404	42%	$43.61	$22.97	$9,924,498								
Total Bottoms	$390,252	28%	$47.21	$92,832	27%	$49.43	[illegible]	$1,260,487	27%	$49.37	$383,405	26%	$49.43	-10%	$4,050,280	28%	$61.64	$15.34	$1,260,366								
Top to Bottom Ra	[illegible]			[illegible]				[illegible]			[illegible]				[illegible]				[illegible]								
Total Pants	$225,568	64%	$50.62	$42,689	68%	$53.07	[illegible]	$497,290	55%	$40.01	$215,576	55%	$45.32	-9%	$2,289,010	56%	$71.91	$8.65	$785,725								
Total Skirts	$164,684	42%	$37.61	$38,133	32%	$40.02	[illegible]	$563,189	45%	$40.48	$138,013	35%	$41.55	-14%	$1,770,270	44%	$62.65	$6.69	$464,641								
Skirt to Pant Ratio	[illegible]			[illegible]				[illegible]			[illegible]				[illegible]				[illegible]								

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Ferl, Rochelle, Julie, Marsha W
To Offices Vivian, Cecilia, All DMM's, Kari B, All Arden B buyers, assistants and distributors, Tina M.

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Week 4 w/e date [illegible: 2/26/00?]

Store Statistics	# Strs	Sq Ft
This Year	80	264,575
2000	24	74,402

FEBRUARY 2000 week 4 — WEEKLY SALES TREND

Arden B.

Dept/Division	TY U Sls	% to tot	Avg Retail	LY U Sls	% to tot	Avg Retail	% VAR
Hair Access	271	11%	$4.03	873	40%	$4.34	-42% [illegible]
Handbags	824	22%	$21.17	97	4%	$20.45	[illegible]
Jewelry	732	35%	$12.76	433	2550	$12.40	[illegible]
Misc/Access	221	9%	$29.30	76	8%	$24.01	[illegible]
Shoes	670	26%	$28.61	76	5%	$35.25	[illegible]

Distribution: In Mailboxes: Ed, Barbara, AnnKim, [illegible], [illegible], Fei, Rochelle, Julia, Marsha W
To Offices: Vivian, Cecilia, All DMM's, Karl B, All Arden B buyers, assistants and distributors, Tina M.

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Week 35 | w/e date: 2/1/06

Store Statistics	# Stos	Sales
Sell Year	61	269,574
LY	61	218,457

Jewelry	$16,554	4%	$110.28	$18,265	2%	$14.56	0%	$44,057	2%	$35.06	$50,657	34%	$0.44	0%	$133,914	33%	$20.83	$0.50	$187,348			
Misc Access	$3,631	0%	$37.86	$1,060	0%	$10.49	0%	$26,394	0%	$30.07	$11,345	7%	$0.08	0%	$56,030	10%	$30.13	$0.27	$31,368			
Shoes	$4,437	0%	$45.46	$2,832	0%	$32.18	0%	$57,457	3%	$46.05	$24,049	15%	$24.96	35%	$73,907	10%	$34.34	$0.20	$327,954			
Nonapparel	$27,748	2%	$18.28	$11,185	0%	$20.20	0%	$172,242	0%	$10.33	$164,184	0%	$0.22	0%	$180,248	0%	$25.33	$1.51	$170,078			
Outerwear	$11,112	0%	$80.59	$[illegible]	0%	$147.68	0%	$276,188	0%	$40.88	$8,882	0%	$128.58	100%	$1,300,705	0%	$25.32	$.057	$[illegible]			
Knit Tops	$147,731	14%	$70.54	$130,250	13%	$80.80	0%	$707,123	13%	$17.74	$223,937	0%	$0.23	0%	$2,000,350	10%	$18.80	$1.01	$[illegible]			
Knit Tops	$218,830	20%	$34.11	$278,303	27%	$33.33	0%	$4,154,447	16%	$34.67	$427,456	21%	$3.55	0%	$3,045,066	16%	$46.58	$69.51	$2,440,044			
BASICS	$34,576	3%	$29.44	$4,474	0%	$15.37	100%	$402,157	3%	$24.66	$33,384	1%	$0.62	100%	$340,386	3%	$25.31	$2.03	$[illegible]			
Total Knit Tops	$203,581	25%	$33.86	$282,787	27%	$32.24	0%	$3,932,187	22%	$31.33	$515,207	22%	$20.87	0%	$3,385,452	28%	$31.47	$40.27	$2,785,051			
Sweaters	$182,830	18%	$44.50	$209,184	19%	$46.22	0%	$2,003,000	16%	$24.27	$472,187	23%	$40.00	0%	$2,710,120	0%	$52.10	$40.07	$2,385,485			
Woven Tops	$72,938	8%	$34.03	$40,064	4%	$40.00	0%	$1,000,144	4%	$31.56	$110,212	4%	$2.62	0%	$147,316	4%	$30.18	$3.66	$930,030			
Total Tops	$557,449	45%	$[illegible]	$[illegible]	13%	$[illegible]	0%	$7,155,015	13%	$[illegible]	$1,313,[illegible]	13%	$[illegible]	0%	$[illegible]	13%	$[illegible]	$[illegible]	$[illegible]			
Jeans	$[illegible]	[illegible]	$[illegible]	$[illegible]	3%	$[illegible]	0%	$[illegible]	0%	$[illegible]	$[illegible]	0%	$[illegible]	0%	$[illegible]	3%	$[illegible]	$[illegible]	$[illegible]			
Knit Skirts	$[illegible]	[illegible]	$12.03	$[illegible]	0%	$[illegible]	0%	$[illegible]	1%	$40.00	$20,032	42%	$4.72	0%	$[illegible]	1%	$[illegible]	$4.20	$[illegible]			
Knit Skirts	$[illegible]	[illegible]	$[illegible]	$[illegible]	0%	$[illegible]	0%	$[illegible]	0%	$[illegible]	$[illegible]	0%	$37.38	0%	$[illegible]	0%	$[illegible]	$[illegible]	$[illegible]			
Knit Bottoms	$[illegible]	0%	$[illegible]	$[illegible]	0%	$[illegible]	0%	$[illegible]	0%	$[illegible]	$[illegible]	2%	$[illegible]	34%	$[illegible]	2%	$[illegible]	$[illegible]	$[illegible]			
Woven Pants	$[illegible]	0%	$[illegible]	$[illegible]	0%	$[illegible]	0%	$[illegible]	0%	$[illegible]	$[illegible]	0%	$[illegible]	0%	$[illegible]	0%	$[illegible]	$[illegible]	$[illegible]			
Woven Skirts	$[illegible]	1%	$[illegible]	$[illegible]	0%	$[illegible]	0%	$[illegible]	0%	$[illegible]	$[illegible]	0%	$[illegible]	0%	$[illegible]	0%	$[illegible]	$[illegible]	$[illegible]			
Woven Bottoms	$[illegible]	2%	$[illegible]	$[illegible]	1%	$[illegible]	0%	$[illegible]	1%	$[illegible]	$[illegible]	1%	$[illegible]	0%	$[illegible]	1%	$[illegible]	$[illegible]	$[illegible]			
SLEEPWEAR	$[illegible]	2%	$[illegible]	$[illegible]	0%	$[illegible]	0%	$[illegible]	0%	$[illegible]	$[illegible]	0%	$[illegible]	0%	$[illegible]	0%	$[illegible]	$[illegible]	$[illegible]			
Misc Bottoms	$[illegible]	0%	$[illegible]	$[illegible]	0%	$[illegible]	0%	$[illegible]	0%	$[illegible]	$[illegible]	0%	$[illegible]	0%	$[illegible]	0%	$[illegible]	$[illegible]	$[illegible]			
Apparel	$1,246,[illegible]	100%	$42.24	$[illegible]	100%	$42.07	0%	$[illegible]	100%	$22.33	$[illegible]	100%	$31.36	100%	$3,710,[illegible]	100%	$[illegible]	$[illegible]	$[illegible]			
Total Units	[illegible]			$[illegible]				$[illegible]			$[illegible]											

Total Tops	$557,449	45%	[illegible]	$[illegible]	44%	[illegible]	0%	$2,559,015	44%	#DIV/0!	$3,[illegible]	52%	#DIV/0!	0%	$1,[illegible]	44%	#DIV/0!	$27.52	$6,842,827			
Total Bottoms	$307,454	25%	#DIV/0!		0%	$0.00	0%	$1,926,[illegible]	34%	#DIV/0!	$611,[illegible]	26%	#DIV/0!	0%	$1,[illegible]	34%	#DIV/0!	$40.02	$3,742,289			
Top to Bottom Ratio	1.86							1.33			2.15				0.00				1.83			
Total Dress	$232,745	18%	$37.33	$210,[illegible]	#DIV/0!	$50.18	0%	$4,[illegible]	44%	$22.43	$156,[illegible]	67%	$20.53	0%	$2,[illegible]	58%	$37.24	$10.92	$[illegible]			
Total Sling	$144,[illegible]	36%	$46.42	[illegible]	#DIV/0!	$4.37	[illegible]	$125,[illegible]	40%	[illegible]	$234,[illegible]	29%	$87,[illegible]	100%	$2,[illegible]	42%	[illegible]	$0.00	$[illegible]			
Sling to Dress Ratio	0.70							0.04			0.15				0.00				0.05			
Distribution: In Mailboxes: Ed, Barbara, Ann Kim, Nathan				$102,710																		
To Offices: Vivian, Cecilia, Ali Bhatia, Kelly, Ali Arden				$77,407																		

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Week 5 | We date 4/1/00

Store Statistics	# Strs	SqFt
This Year	81	260,574
2000	66	215,457

WEEKLY SALES FLASH

MARCH 2000 — Arden B.

WEEKLY SALES

Dept/Division	TY U.Sls	% to tot	AVRB	LY U.Sls	% to tot	AVRB	% VAR
Hair Access	105	7%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Handbags	247	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible] rows	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Tops	[illegible]	30%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
BASICS	1,670	6%	$20.03	201	[illegible]	$18.37	[illegible]
Knit Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Sweaters	[illegible]	[illegible]	[illegible]	[illegible]	18%	[illegible]	[illegible]
Woven Tops	2,002	7%	$36.43	1,313	6%	$40.26	12%
[illegible]	15,553	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Pants	976	14%	[illegible]	331	[illegible]	[illegible]	[illegible]
Knit Skirts	1,166	86%	$44.07	237	64%	$34.38	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Woven Pants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Woven Skirts	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
TOTAL [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Miscellaneous	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Arden B TOTAL	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]			[illegible]			

	TY U.Sls	% to tot	AVRB	LY U.Sls	% to tot	AVRB	% VAR
Total Tops	15,553	54%	$0.00	14,313	60%	$30.07	3%
Total Bottoms	7,357	26%	$34.58	4,761	20%	$60.00	45%
Top Individual/Bottom Ratio	[illegible]			[illegible]			
Total Pants	3,687	53%	$0.00	2,412	51%	$79.01	[illegible]
Total Skirts	3,466	47%	$0.00	1,635	34%	$40.00	12%
[illegible]	[illegible]			[illegible]			

MTD SALES

Dept/Division	TY U.Sls	% to tot	AVRB	LY U.Sls	% to tot	AVRB	% VAR
Hair Access	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Handbags	[illegible]	[illegible]	$18.00	6400	36%	$9.61	[illegible]
[illegible]	762	6%	$36.07	1273	7%	$9.88	[illegible]
[illegible]	3638	36%	$45.05	[illegible]	6%	$29.88	[illegible]
[illegible] rows	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Tops	[illegible]	25%	[illegible]	[illegible]	24%	[illegible]	[illegible]
BASICS	[illegible]	9%	$21.00	2205	3%	$13.62	[illegible]
Knit Tops	41022	31%	[illegible]	[illegible]	27%	[illegible]	[illegible]
Sweaters	23630	17%	$44.37	[illegible]	30%	[illegible]	[illegible]
Woven Tops	7304	5%	$35.40	4451	[illegible]	$42.60	[illegible]
[illegible] rows	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Tops	72240	53%	$0.00	[illegible]	52%	$0.00	3%
Total Bottoms	34076	25%	$32.41	16,077	18%	$20.53	12%
Top Individual/Bottom Ratio	[illegible]			[illegible]			
Total Pants	17,814	50%	$0.00	7,845	40%	$0.00	36%
Total Skirts	16050	50%	$0.00	5,735	36%	$0.00	30%
[illegible]	[illegible]			[illegible]			

INVENTORY

Dept/Division	TY Units	% to tot	AVRB	U/SqFt	LY Units	% to tot	AVRB	U/SqFt	% VAR	Weeks TY	Weeks LY
Hair Access	[illegible]	8%	[illegible]	0.01	14,527	41%	$14.35	0.10	45%	12.0	10.1
Handbags	3,752	24%	$30.62	0.01	9,427	16%	$30.03	0.02	[illegible]	19.2	15.0
[illegible]	6,845	42%	$20.03	0.03	10,645	28%	$10.66	0.07	[illegible]	10.3	8.0
[illegible]	1,664	12%	$30.90	0.01	1,930	5%	$18.40	0.01	[illegible]	12.3	10.2
[illegible]	2,152	14%	$34.34	0.01	5,533	15%	$50.16	0.04	[illegible]	[illegible]	[illegible]
[illegible] rows	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Tops	170,002	55%	$0.00	0.64	141,203	55%	$0.00	0.03	31%	10.0	9.6
Total Bottoms	70,002	25%	$27.60	0.29	50,764	23%	$33.23	0.36	35%	10.8	12.4
Top Individual/Bottom Ratio	[illegible]				[illegible]						
Total Pants	30,766	50%	$0.00	0.15	30,494	52%	$0.00	0.20	[illegible]	[illegible]	12.0
Total Skirts	30,130	60%	$0.00	0.14	18,404	31%	$0.00	0.12	30%	11.0	11.4
[illegible]	[illegible]				[illegible]						

Distribution: [illegible] boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Fert, Rochelle, Julie, Marsha W
To Offices: Vivian, Cecilia, All DMM's, Karl B, All Arden B buyers, assistants and distributors, Tina M.

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Week #4 | w/e date: 4/28/06

Store Statistics	# Strs	Sq Ft
average sq ft/yr	78	233,232
average sq ft/yr	81	270,616
This Year	82	278,364
LY	79	246,[illegible]

	WEEKLY SALES							MTD SALES							EOW INVENTORY				
	TY $ Sls	% to tot	AvRtl	LY $ Sls	% to tot	AvRtl	% VAR	TY $ Sls	% to tot	AvRtl	LY $ Sls	% to tot	AvRtl	% VAR	LY $ OH	% to tot	AvRtl	$/SqFt	LY $ OH
Hair Access	$934	0%	$3.92	$21,078	2%	$12.34	[illegible]	$4,002	1%	$4.22	$72,087	26%	[illegible]	[illegible]	$5,445	1%	$4.75	$0.02	$271,57[illegible]
Handbags	$6,700	1%	$32.80	$7,024	1%	$33.72	[illegible]	$20,854	24%	[illegible]	$32,190	12%	$34.46	35%	$110,700	25%	$31.14	$0.44	$140,15[illegible]
Jewelry	$19,142	1%	$22.28	$10,237	2%	$16.28	[illegible]	$37,044	40%	$10.00	$72,050	26%	$15.70	30%	$250,544	54%	$24.07	$0.85	$103,4[illegible]
Misc Access	$4,189	0%	$40.67	$3,000	0%	$4.03	[illegible]	$22,064	10%	$41.50	$4,502	2%	$7.72	390%	$42,743	8%	$32.11	$0.16	$46,54[illegible]
Shoes	$4,004	0%	$12.63	$31,507	3%	$44.00	[illegible]	$10,240	8%	$22.20	$94,377	34%	$65.40	91%	$56,833	12%	$33.07	$0.21	$40,00[illegible]
Non-Apparel	$26,134	2%	$10.37	$87,835	8%	$20.23	[illegible]	$120,114	[illegible]	$13.11	$277,[illegible]	[illegible]	$20.15	[illegible]	$487,112	2%	$24.21	$1.74	[illegible]
Outerwear	$41,843	3%	$73.00	$1,136	0%	$40.07	[illegible]	$120,120	0%	$42.00	$7,[illegible]	0%	$0.00	[illegible]	[illegible]	2%	$33.54	[illegible]	[illegible]
Dresses	$108,[illegible]	9%	$42.70	$105,[illegible]	9%	$40.07	[illegible]	$[illegible]	[illegible]	$42.27	$[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$37.57	$1.97	$7,[illegible]
KW Tops	$103,233	[illegible]	$33.20	$284,[illegible]	28%	$31.37	[illegible]	$[illegible]	26%	$30.10	$[illegible]	26%	$[illegible]	[illegible]	$3,705,960	26%	$37.30	$4.40	$4,263,[illegible]
BASICS	$10,994	[illegible]	$10.30	$7,[illegible]	0%	$13.00	[illegible]	$76,125	3%	$10.00	$9,[illegible]	0%	$14.04	[illegible]	$200,[illegible]	2%	$20.00	$0.07	$6,[illegible]
Total KW Tops	$[illegible]	28%	$[illegible]	$[illegible]	28%	$[illegible]	[illegible]	$3,[illegible]	22%	$30.21	$3,[illegible]	26%	$[illegible]	[illegible]	$3,[illegible]	22%	$35.[illegible]	$2.[illegible]	$2,[illegible]
Sweaters	$[illegible]	[illegible]	$[illegible]	$[illegible]	16%	$[illegible]	[illegible]	$165,272	10%	$[illegible]	$[illegible]	21%	$[illegible]	[illegible]	$3,002,513	19%	$34.70	$1.49	$3,[illegible]
Woven Tops	$76,031	[illegible]	$41.73	$43,[illegible]	8%	$37.22	[illegible]	$274,480	5%	$36.30	$276,[illegible]	7%	$41.32	16%	$4,650,590	8%	$[illegible]	$0.00	$3,[illegible]
Total Tops	$[illegible]	26%	$37.33	$[illegible]	10%	$37.[illegible]	[illegible]	$2,[illegible]	[illegible]	$[illegible]	$2,[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	27%	$[illegible]	$[illegible]	$[illegible]
Jeans	$[illegible]	[illegible]	$40.03	$[illegible]	[illegible]	$32.57	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	$[illegible]
KW Pants	$[illegible]	[illegible]	$46.72	$[illegible]	[illegible]	$37.34	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	$[illegible]
KW Skirts	$[illegible]	[illegible]	$59.62	$[illegible]	[illegible]	$43.24	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$107,400	22%	$[illegible]	$0.02	$[illegible]
Bottoms	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$32.85	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$570,915	7%	$53.74	$2.12	$[illegible]
Woven Bottoms	$107,820	21%	$40.75	$158,[illegible]	19%	$43.30	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$55.30	$2.74	$[illegible]
Woven Skirts	$40,077	20%	$40.20	$33,833	27%	$50.57	[illegible]	$[illegible]	32%	$34.59	$224,[illegible]	26%	$33.33	[illegible]	$2,857,040	44%	$12.24	$0.10	$2,710,29[illegible]
Woven Bottoms	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$3,482,220	16%	$55.00	$0.40	$3,134,34[illegible]
Denim Coat	$33,256	100%	$[illegible]	$[illegible]	0%	$40.07	[illegible]	$110,[illegible]	77%	$33.00	$[illegible]	0%	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	$[illegible]
Casual Pants	$0	0%	$0.00	$25,945	93%	$42.52	[illegible]	$0	0%	$0.00	$[illegible]	[illegible]	$[illegible]	[illegible]	$547,[illegible]	100%	$[illegible]	$[illegible]	$[illegible]
Casual Skirts	$0	0%	$0.00	$503	2%	$30.46	[illegible]	$0	0%	$0.00	$[illegible]	[illegible]	$42.00	[illegible]	$0	0%	$0.00	$0.00	$[illegible]
Denim	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$0	0%	$0.00	$0.00	$[illegible]
TOTAL ALL NWS	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	$[illegible]
Miscellaneous	$[illegible]	[illegible]	$[illegible]	$10,[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	$[illegible]
Arden B Total	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	[illegible]	$[illegible]	$[illegible]	$[illegible]
G.L. Lacoste	[illegible]	[illegible]		$[illegible]				$[illegible]			$[illegible]								
1608 Total	$150,587	42%	$37.33	$[illegible]	44%	$37.50	[illegible]	$2,100,[illegible]	49%	$36.04	$2,[illegible]	52%	$38.24	[illegible]	$2,332,443	47%	$37.90	$2.44	$2,283,32[illegible]
Total Bottoms	$[illegible]	31%	$40.60	$[illegible]	24%	$50.42	[illegible]	$[illegible]	34%	$42.95	$[illegible]	25%	$50.69	[illegible]	$2,400,290	28%	$42.60	$20.94	$4,747,50[illegible]
Total Sales	$[illegible]			$[illegible]															
Wholesale	$[illegible]	63%	$40.04	$150,133	64%	$42.68	[illegible]	$624,007	52%	$47.30	$630,[illegible]	63%	$43.40	[illegible]	$2,024,244	52%	$12.26	$10.48	$2,783,84[illegible]
Total Sales	$322,154	37%	$30.23	$77,[illegible]	26%	$50.00	[illegible]	$464,[illegible]	38%	$54.30	$276,[illegible]	27%	$50.03	[illegible]	$2,050,235	38%	$54.12	$7.44	$1,207,40[illegible]
Multi-Unit Cust	[illegible]			$[illegible]				$[illegible]			$[illegible]				$[illegible]				$[illegible]

Distribution: In Mailboxes: Ed, Barbara, Ann Kim, Norman, Josephine, Fari, Rochelle, Julie, Marsha W
To Offices: Willen, Cecilia, All DMM's, Karl B, All Arden B buyers, assistants and distributors, Tina M.

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WEEK 4   w/e date: 4/28/08

Store Statistics	# Strs	SqFt
average sq ft LY	74	233,232
average sq ft TY	81	270,070
This Year	82	273,301
1986	75	246,308

Category	#	%	Avg $	#	%	Avg $	% VAR
[illegible]	272	20%	[illegible]	232	6%	$32.72	[illegible]
[illegible]	568	42%	$22.20	1,183	29%	$18.26	[illegible]
Misc Access.	103	35%	$40.07	410	10%	$4.03	[illegible]
Shoes	57	6%	$32.03	470	12%	$60.00	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Tops	[illegible]	34%	$33.14	4,173	34%	$35.37	[illegible]
BASICS	1,033	6%	$10.30	45	0%	$16.00	[illegible]
Knit Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Sweaters	[illegible]	17%	[illegible]	4,315	16%	[illegible]	[illegible]
Woven Tops	[illegible]	6%	$42.53	9,340	6%	$47.22	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Total Tops	12,463	51%	$37.31	13,082	57%	$37.58	29%
Total Bottoms	5,487	26%	$80.86	4,512	19%	$50.42	18%
Top to Bottom R	2.27			2.90			
Total Pants	2,345	47%	[illegible]	2,351	54%	$42.90	[illegible]
Total Shirts	2,440	46%	$60.23	1,517	34%	$50.00	[illegible]

Distribution: In Mailboxes: Ed, Barbara, Ana Kim, Norman, Josephine, Fed, Rochelle, Julie, Marsha W
To Office: Vivian, Cecile, All [illegible], Kat [illegible], All Arden B buyers, assistants and distributors, Tina M.

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Store Statistics	# Strs	SqFt
average sq ft L/Y	71	233,232
average sq ft T/Y	81	270,076
This Year	82	271,391
1999	75	246,308

APRIL 2000 — Week [illegible]

Arden B.

Classification	WEEKLY SALES TY $ Sls	% to tot	Av R	LY $ Sls	% to tot	Av R	% VAR	MTD SALES TY $ Sls	% to tot	Av R	LY $ Sls	% to tot	Av R	% VAR	EOW INVENTORY TY $ OH	% to tot	Av R	$/SqFt
[illegible]	[illegible]	1%	$32.00	[illegible]	2%	[illegible]	[illegible]	$7,002	1%	$4.22	$72,907	26%	$12.75	[illegible]	$5,445	1%	$4.75	[illegible]
Jewelry	$11,182	1%	$22.20	$10,237	2%	$18.26	[illegible]	$26,054	24%	$27.84	$32,100	12%	$34.40	[illegible]	[illegible]	[illegible]	$31.14	$0.44
Misc Access	$4,180	0%	$40.67	$2,009	0%	$4.03	[illegible]	$50,844	46%	$40.00	$72,850	26%	[illegible]	[illegible]	$250,584	54%	$24.07	$0.05
Shoes	$1,000	0%	$32.63	$31,547	3%	[illegible]	[illegible]	$22,664	10%	[illegible]	[illegible]	2%	$7.72	326%	$42,743	0%	$32.11	$0.10
Nonapparel	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	8%	$22.20	$84,377	34%	$65.40	[illegible]	$56,833	12%	[illegible]	$0.21
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$277,804	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Tops	$183,213	18%	$33.14	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
BASICS	$10,006	2%	[illegible]	$747	0%	[illegible]	[illegible]	[illegible]	3%	[illegible]	[illegible]	28%	[illegible]	[illegible]	[illegible]	20%	[illegible]	[illegible]
Total Knit Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0%	$14.04	[illegible]	[illegible]	2%	[illegible]	$1.03
Sweaters	[illegible]	16%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	22%	[illegible]	[illegible]
Woven Tops	[illegible]	7%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$3,002,573	[illegible]	[illegible]	[illegible]
Total Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$270,020	7%	[illegible]	[illegible]	$1,653,500	9%	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	47%	[illegible]	[illegible]
Knit Pants	[illegible]	14%	[illegible]	[illegible]	15%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Skirts	[illegible]	86%	$53.02	[illegible]	85%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	22%	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	78%	$51.75	$2.32
Woven Pants	[illegible]	71%	[illegible]	[illegible]	73%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$55.30	[illegible]
Woven Skirts	[illegible]	29%	[illegible]	[illegible]	27%	[illegible]	[illegible]	[illegible]	32%	$54.52	$214,900	74%	[illegible]	0%	$2,457,040	64%	$72.24	$0.70
Woven Bttms	[illegible]	22%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	26%	$53.33	47%	$1,482,220	36%	$55.00	$5.40
Denim Pants	$34,256	100%	[illegible]	$1,301	5%	[illegible]	[illegible]	[illegible]	77%	$54.00	[illegible]	5%	$32.51	[illegible]	[illegible]	22%	$65.00	$15.25
Casual Pants	$0	0%	$0.00	$25,045	83%	$42.52	100%	$0	0%	$0.00	$84,507	64%	$42.00	100%	[illegible]	100%	$70.40	[illegible]
Casual Skirts	$0	0%	$0.00	$581	2%	$30.46	100%	$0	0%	$0.00	$2,033	2%	$25.23	100%	$0	0%	$0.00	$0.00
Denim	[illegible]	3%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$0	0%	$0.00	$0.00
TOTAL BTMS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1%	[illegible]	[illegible]
Miscellaneous	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Arden B Total	[illegible]	100%	[illegible]	[illegible]	100%	[illegible]	[illegible]	[illegible]	100%	[illegible]	[illegible]	100%	[illegible]	[illegible]	[illegible]	100%	[illegible]	[illegible]
Tot Sales/SqFt	[illegible]			[illegible]				[illegible]			[illegible]							

Total Tops	[illegible]	42%	$37.31	[illegible]	51%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	52%	[illegible]	[illegible]	$8,732,443	47%	[illegible]	[illegible]
Total Bottoms	[illegible]	31%	[illegible]	[illegible]	26%	$58.42	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	25%	$59.61	[illegible]	$5,400,290	28%	[illegible]	[illegible]
Top to Bottom R	[illegible]			[illegible]				[illegible]			[illegible]				[illegible]			
Total Pants	[illegible]	63%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	52%	$67.30	[illegible]	61%	$63.46	[illegible]	$2,024,244	52%	$72.26	$10.48
Total Skirts	[illegible]	37%	$50.23	[illegible]	26%	[illegible]	[illegible]	[illegible]	38%	$54.30	[illegible]	27%	$50.83	[illegible]	$2,058,235	38%	$54.12	$7.64
Skirt to Pant Ratio	[illegible]			[illegible]				[illegible]			[illegible]				[illegible]			

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Feri, Rochelle, Julie, Marsha W
To Offices: Vivian, Cecilia, All DMM's, Karl B, All Arden B buyers, assistants and distributors, Tina M.

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EYES ONLY

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ATTORNEY'S
EYES ONLY

average sq ft/Y	71	233,232
average sq ft/Y	61	270,076
This Year	82	274,391
1999	75	246,306

APRIL 2000 — Week 4 — WEEKLY SALES RECAP

Arden B.

Dept/Division	WEEKLY SALES U Sls	% to tot	AV RE	U Sls	% to tot	AV RE	% VAR
Hair Access	34	4%	[illegible]	[illegible]	45%	[illegible]	[illegible]
Handbags	276	26%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Woven Tops	1,660	6%	$42.73	1,340	6%	$47.22	[illegible]
Knit Pants	124	[illegible]	$46.74	[illegible]	15%	[illegible]	[illegible]
Knit Skirts	[illegible]	64%	$53.62	402	65%	$43.27	[illegible]
Casual Pants	0	0%	[illegible]	[illegible]	[illegible]	$42.82	[illegible]
Casual Skirts	0	0%	[illegible]	15	3%	$30.46	[illegible]

	U Sls	% to tot	AV RE	U Sls	% to tot	AV RE	% VAR
Total Tops	12,183	55%	$37.31	[illegible]	57%	$37.50	[illegible]
Total Bottoms	5,487	25%	$60.60	4,512	19%	$59.42	16%
Top to Bottom %	2.22			[illegible]			
Total Pants	2,[illegible]	47%	[illegible]	[illegible]	66%	$42.60	[illegible]
Total Skirts	2,446	46%	$60.23	[illegible]	34%	$50.00	46%

Distribution: In Mailboxes: Ed, Barbara, Ann Kim, Norman, Josephine, Feri, Rochelle, Julie, Marsha W
To Offices: Vivian, Cecile, All DMM's, Karl B, All Arden B buyers, assistants and distributors, Tina M.

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Store Statistics:	# Strs	Sales
average sq ft/Y	77	255,344
average sq RT/Y	82	271,301
This Year	82	271,301
1999	78	257,000

JULY 2000

Arden B.

MTD SALES

EOW INVENTORY

Total Tops	$402,033	48%	$25.00	$437,965	56%	$33.47
Total Bottoms	$430,074	34%	$41.03	$320,000	27%	$54.00
Top to Bottom R	1.1%			2.00		
Total Pants	$226,025	52%	$37.74	$106,856	64%	$59.78
Total Skirts	$168,407	38%	$36.40	$84,000	29%	$58.33
Skirt to Pant Ratio	0.75			0.80		

Distribution: In-Mall boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Earl, Rochelle, Julie, Marsha W
To Offices: Vivian, Cecilia, All DM/Fe, Karl B, All Arden B buyers, assistants and distributors, Tina M

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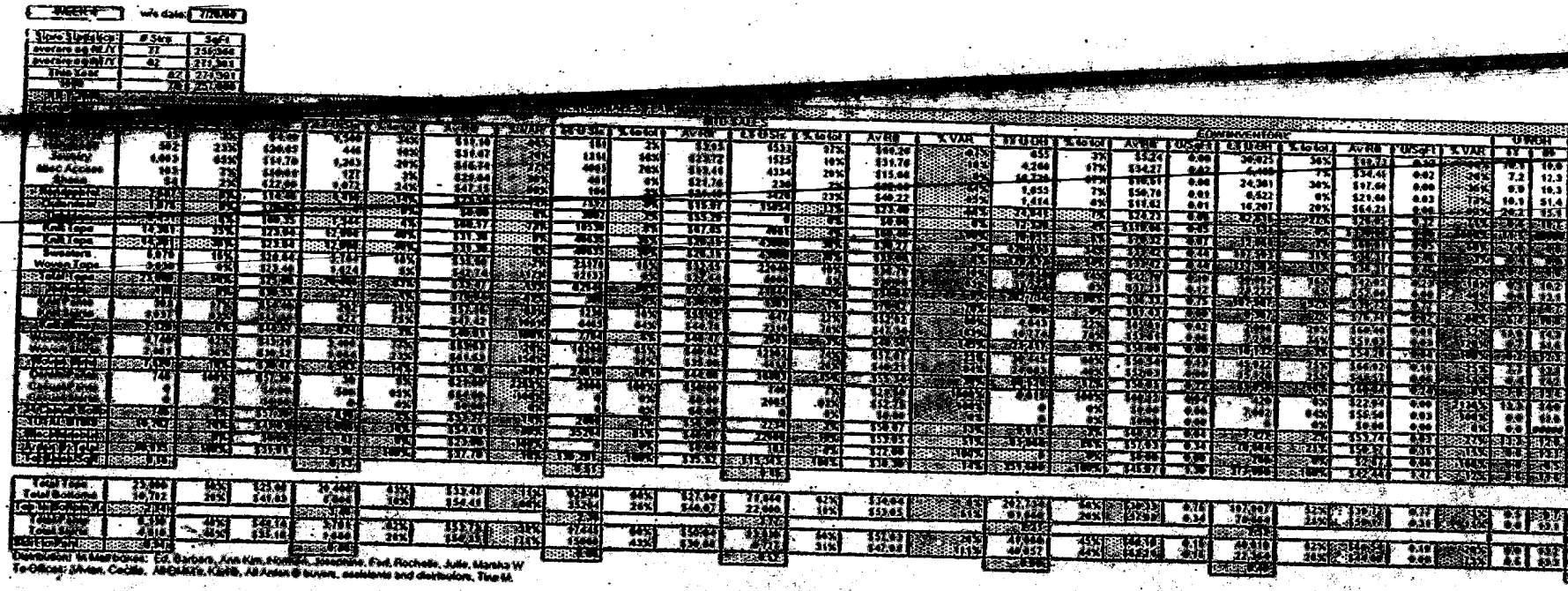

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Week #4

w/e date: [illegible]

Store Statistics	# Strs	Sq ft
average sq ft/str	77	[illegible]
average sq ft/str	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
Arden B.	78	273,391
		257,066

WEEKLY SALES FLASH

Dept/Division	TY $ Sls	% to tot	Av Rtl	LY $ Sls	% to tot	Av Rtl	% VAR
Hair Access	$127	0%	$3.82	$12,848	3%	$7.55	-99%
Handbags	$20,454	2%	$34.37	$19,812	2%	$27.58	[illegible]
Jewelry	$22,713	2%	$14.00	$21,210	2%	$12.11	[illegible]
Misc Access	$12,135	1%	[illegible]	$8,260	1%	$20.73	[illegible]
Shoes	$354	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Nonapparel	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Outerwear	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dresses	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Knit Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Sweaters	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Woven Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Tops	$228,823	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Jackets	$56,000	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Pants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Skirts	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Bottoms	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Woven Pants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Woven Skirts	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Woven Bottoms	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Denim Pants	$77,077	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Casual Pants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Casual Skirts	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Denim	$0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
TOTAL BTMS	$0	100%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Miscellaneous	[illegible]	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Arden B. Total	[illegible]	0%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Tot. Store	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

MTD SALES

Dept/Division	TY $ Sls	% to tot	Av Rtl	LY $ Sls	% to tot	Av Rtl	% VAR	TY $ OH	% to tot	Av Rtl
Hair Access	$729	0%	$3.88	$58,775	4%	$9.73	-99%	$2,394	0%	[illegible]
Handbags	$78,258	37%	$28.74	$78,788	17%	$28.67	[illegible]	$222,949	30%	[illegible]
Jewelry	$82,207	38%	$13.20	$80,832	20%	$13.98	[illegible]	$329,432	51%	[illegible]
Misc Access	$48,882	23%	$30.99	$20,838	5%	$37.19	[illegible]	$138,261	[illegible]	[illegible]
Shoes	[illegible]	4%	$17.40	$175,135	43%	$45.98	[illegible]	$11,486	2%	[illegible]
Nonapparel	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Outerwear	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dresses	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Knit Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Sweaters	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Woven Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Tops	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Jackets	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Pants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Skirts	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Knit Bottoms	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Woven Pants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Woven Skirts	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Woven Bottoms	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Denim Pants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$256,175	0%	$44.08
Casual Pants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$847,109	23%	$105.81
Casual Skirts	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$1,103,384	77%	$88.26
Denim	$0	[illegible]	[illegible]	[illegible]	[illegible]	$0.00	[illegible]	$2,145,783	[illegible]	$57.58
TOTAL BTMS	$0	[illegible]	[illegible]	[illegible]	[illegible]	$0.00	[illegible]	$1,188,617	64%	$59.37
Miscellaneous	$0	[illegible]	[illegible]	[illegible]	[illegible]	$0.00	[illegible]	$3,332,410	36%	$70.30
Arden B. Total	$1,338,070	[illegible]	[illegible]	[illegible]	[illegible]	$49.82	[illegible]	$801,988	100%	$82.86
Tot. Store	$5,081,851	[illegible]	[illegible]	[illegible]	100%	$31.64	[illegible]	$0	0%	$87.37

	TY $ Sls	% to tot	Av Rtl	LY $ Sls	% to tot	Av Rtl
Total Tops	$354,330	47%	$28.83	$376,840	45%	$33.13
Total Bottoms	$374,92[illegible]	32%	$48.74	$337,826	29%	$50.77
Top to Bottom Ratio	[illegible]			[illegible]		
Total Pants	$168,3[illegible]	43%	$48.34	$215,448	44%	$51.13
Total Skirts	$143,080	38%	$38.33	$122,171	30%	$56.15
Skirt to Pant Ratio	[illegible]			[illegible]		

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Fari, Rochelle, Julie, Marsha W

To Offices: Vivian, Cecilia, All DMM's, Karl B, All Arden B buyers, assistants and distributors, Tina M.

CON[illegible]IAL AT[illegible]

WS000156

WEEK 4 — Week-Ending: 8/26/89

	#Str	$y/k
[illegible]	77	265,000
[illegible]	82	279,000
[illegible]	62	274,303
[illegible]	78	257,000

WEEKLY SALES TEAM

Area / Dept/Division	WEEKLY SALES #U Str	% total	Avr/Str	#U Str	% total	Avr/Str	% VAR	MTD SALES #U Str	% total	Avr/Str	#U Str	% total	Avr/Str	% VAR	CONVENTIONAL INVENTORY #U Str	% total	Avr/Str	U/Str	#U Str	% total	Avr/Str	U/Str	% VAR	U WEEK	U MTD
Hair Access	42	2%	$[illegible]	1,767	33%	$7.55	[illegible]	168	2%	$3.50	6030	32%	$8.73	[illegible]	455	2%	$5.20	0.00	20,137	33%	$9.97	0.00	[illegible]	[illegible]	[illegible]
Handbags	465	23%	$36.37	360	16%	$27.50	[illegible]	2066	25%	$29.73	2400	13%	$26.67	[illegible]	4,266	32%	$33.00	0.02	7,563	4%	$34.26	[illegible]	[illegible]	[illegible]	[illegible]
Jewelry	9,446	60%	$14.00	1,762	34%	$42.33	[illegible]	6100	57%	$13.20	6280	31%	$43.06	[illegible]	16,720	46%	$22.46	0.00	32,033	57%	$40.07	[illegible]	[illegible]	[illegible]	[illegible]
Misc Access	365	19%	$38.21	278	5%	$20.73	[illegible]	1063	18%	$30.00	615	3%	$37.19	[illegible]	9,055	7%	$32.00	0.01	4,004	6%	$32.18	[illegible]	[illegible]	[illegible]	[illegible]
Shoes	27	1%	$35.56	878	15%	$40.58	[illegible]	203	1%	$33.00	3000	[illegible]	[illegible]	[illegible]	9,454	8%	$[illegible]	0.11	16,000	4%	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Accessories	2,881	3%	$25.00	[illegible]	[illegible]	$11.00	[illegible]	1047	[illegible]	$[illegible]	1000	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Outerwear	921	1%	$100.00	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dresses	1,792	1%	$52.33	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Kids Tops	10,586	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Kids Tops	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Sweaters	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Women Tops	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Tops	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Misses	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Women's Pants	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Women's Sets	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Bottoms	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dollar Sales	[illegible]	[illegible]	$[illegible]	0	0%	$0.00	[illegible]	3776	100%	$42.83	0	0%	$0.00	[illegible]	11,275	100%	$77.13	0.04	0	0%	$0.00	0.00	0%	0.0	[illegible]
Dollar Pants	0	0%	$0.00	0	0%	$0.00	[illegible]	0	0%	$0.00	0	0%	$0.00	[illegible]	0	0%	$0.00	0.00	0	0%	$0.00	0.00	0%	0.0	[illegible]
Dollar Sets	0	0%	$0.00	0	0%	$0.00	[illegible]	0	0%	$0.00	0	0%	$0.00	[illegible]	0	0%	$0.00	0.00	0	0%	$0.00	0.00	0%	0.0	[illegible]
Total Dollar Sales	[illegible]	[illegible]	$[illegible]	0	0%	$0.00	[illegible]	3776	[illegible]	$[illegible]	0	0%	$0.00	[illegible]	0	0%	$0.00	0.00	0	0%	$0.00	0.00	0%	0.0	[illegible]
Total Dollars	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	37528	[illegible]	$[illegible]	28050	[illegible]	$[illegible]	[illegible]	11,225	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$0.00	0.00	[illegible]	[illegible]	[illegible]
Total Units	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	0	[illegible]	$0.00	64	[illegible]	$[illegible]	[illegible]	70,318	[illegible]	$[illegible]	0.29	[illegible]	[illegible]	$[illegible]	0.41	[illegible]	[illegible]	[illegible]
Avgn $ / Unit	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$0.00	[illegible]	[illegible]	$[illegible]	[illegible]	[illegible]	[illegible]	$0.00	0.00	[illegible]	[illegible]	$0.00	0.00	[illegible]	[illegible]	[illegible]
Sl of Tot Dlrs	[illegible]			[illegible]				[illegible]			[illegible]				[illegible]				[illegible]						

	WEEKLY SALES #U Str	% total	Avr/Str	#U Str	% total	Avr/Str	% VAR	MTD SALES #U Str	% total	Avr/Str	#U Str	% total	Avr/Str	% VAR	CONVENTIONAL INVENTORY #U Str	% total	Avr/Str	U/Str	#U Str	% total	Avr/Str	U/Str	% VAR	U WEEK	U MTD
Total Tops	16,355	86%	$28.83	17,412	64%	$33.13	5%	66288	59%	$26.87	76,711	58%	$31.00	6%	175,266	57%	$44.00	0.65	204,736	46%	$42.25	0.00	-10%	0.3	[illegible]
Total Bottoms	9,184	28%	$48.74	9,650	21%	$50.77	11%	37528	20%	$43.64	28,050	20%	$48.82	-31%	70,318	26%	$60.03	0.29	104,309	24%	$62.73	0.41	-28%	0.7	[illegible]
Tot Unit Sales	2,38			2,67				2.36			2.96				0.41				1.5						
Total Pants	3,470	42%	$48.34	4,214	43%	$51.13	-23%	10790	45%	$45.00	4,214	16%	$51.13	-23%	34,381	45%	$60.03	0.13	0	0%	$0.00	0.00	-1%	0.0	0.0
Total Skirts	3,733	46%	$30.33	2,436	37%	$50.15	-43%	10081	46%	$37.41	2,436	9%	$50.15	-66%	33,652	42%	$60.29	0.12	0	0%	$0.00	0.00	-1%	0.0	0.0
Unit Sales	1.07			0.86				0.81			0.56				0.88				0.0 WAR						

Distribution: In Mail boxes: Ed, Barbara, Ann Kim, Norman, Josephine, Fari, Rochelle, Julie, Marsha W
To Offices: Vivian, Cecilia, All DMM's, Kari B, All Arden B buyers, assistants and distributors, Tina M.

CONFIDENTIAL ATTORNEY'S EYES ONLY

W5000157

MATTHEWS MARK PRINT ADS ARDEN B.- 74911 -6999-40

Vendor	Description	Related Event	P.O. Date	P.O. Number	Amount	Change Order $	Pymnt Per.	Invoice Number	Amount
MATTHEWS MARK	MARCH ENT WEEKLY		1/22/99	199718	62,465		4/99	2095021	[redacted]
MATTHEWS MARK	IN STYLE MAGAZINE		1/6/99	99676	42,840		4/99	2095020	[redacted]
Total Arden B. Print Ads-Matthews Mark					105,305	0.00			105,305

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

WS 000187

MATTHEWS MARK PRINT ADS ARDEN B.- 74911-099-40

Vendor	Description	Related Event	P.O. Date	P.O. Number	Amount	Change Order $	Pymnt Per.	Invoice Number	Amount
MATTHEWS MARK	MAY COSMO		2/16/99	587	98,900		5/99	4005037	98,900
	MAY GLAMOUR		2/16/99	587	75,161		5/99	4005037	75,161
	MAY IN STYLE		2/16/99	587	42,840		5/99	4005037	42,840
	MAY JANE		2/16/99	587	24,737		5/99	4005037	24,737
	MAY ENT WEEKLY		2/16/99	587	62,465			3005021	62,465
	APR ENT WEEKLY		2/16/99	587	62,465		04/99	2005022	[redacted]
Total Arden B. Print Ads-Matthews Mark					366,568	0.00			366,568

~~See last invoice [illegible] to [illegible]~~

WS 000188

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EYES ONLY

MATTHEWS MARK PRINT ADS ARDEN B.- 74911 -0999-40

Vendor	Description	Related Event	P.O. Date	P.O. Number	Amount	Change Order $	Pymnt Per.	Invoice Number	Amount
MATTHEWS MARK	APR COSMO		1/22/99	99718	98,900		04/99	3005020	[redacted]
MATTHEWS MARK	APR GLAMOUR		1/22/99	99718	75,161		04/99	3005020	[redacted]
MATTHEWS MARK	APR IN STYLE		1/22/99	99718	42,640		04/99	3005020	[redacted]
MATTHEWS MARK	APR JANE		1/22/99	99718	24,737		04/99	3005020	[redacted]
Total Arden B. Print Ads-Matthews Mark					241,638	0.00			241,638

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WS 000189

MATTHEWS MARK PRINT ADS ARDEN B.- 74911-099-40

Vendor	Description	Related Event	P.O. Date	P.O. Number	Amount	Change Order $	Pymnt Per.	Invoice Number	[illegible]
MATTHEWS MARK	COSMO	Sep 99	4/30/99	[illegible]1020	98,900	-12,900.00	08/99	6005078	[illegible]
	GLAMOUR		4/30/99	[illegible]1020	75,161	-9,803.00	08/99	6005078	[illegible]
	IN STYLE		4/30/99	[illegible]1020	42,840		08/99	6005078	[illegible]
	JANE		4/30/99	[illegible]1029	24,727		08/99	6005078	[illegible]
	EW		4/30/99	[illegible]1020	62,465		08/99	6005078	[illegible]
Total Arden B. Print Ads-Matthews Mark					304,093	-22,703.00			281,400

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WS 000190

MATTHEWS MARK PRINT ADS ARDEN B.- 749 -099-40

Vendor	Description	Related Event	P.O. Date	P.O. Number	Amount	Change Order $	Pymnt Rec.	Invoice Number	Amount
[redacted]	[redacted]	[redacted]	[redacted]	1021	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
				1022					
				1022					
				1022					
									[redacted]
Total Arden B. Print Ads-Matthews Mark					167,475	0.00			167,475

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EYES ONLY

WS 000191

wet *seal*

Check
Date: 12/23/1999

REFERENCE NO.	DATE	DESCRIPTION	GROSS AMOUNT	DISCOUNT	NET AMOUNT PAID
[illegible]	[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]		[illegible]

PAID

01 1999

CHECK NO.		VENDOR NAME & NO.	TOTALS		
779	02419	MATTHEWS MARK	$ 509,943.00	$ 0.00	$ 509,943.00

wet *seal*
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

Bank of America Illinois
Chicago, Illinois 60697

70-2328
719

499044

DATE	CHECK NUMBER
11/23/1999	499044

Five hundred nine thousand nine hundred forty three and no/100 Dollars Only**********

AMOUNT

$ 509,943.00

PAY TO THE ORDER OF

MATTHEWS MARK
620 C STREET, 6TH FLOOR
SAN DIEGO, CA 92101

VOID AFTER 90 DAYS

NOT NEGOTIABLE

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

WS 000192

matthews/mark

Invoice Date: 09/30/1999

Invoice No: 000009005062

0334

Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

ATTN: Cheri Hari or Judy Blanco
Accounts Payable

Media Invoice

1999 Blue Asphalt Print
Campaign - December
P.O. #PORD0002008 (x1018)

Flight Period 02/17/1999 to 12/31/1999

Estimate: M-33406

	Order	Period	Current Billing
GLAMOUR "TBD" FP, 4/C Bleed December 1999	90651	12/1999	150322.00
SEVENTEEN MAGAZINE "TBD" FP, 4/C Bleed December 1999	90652	12/1999	128126.00
SPIN "TBD" FP, 4/C Bleed December 1999	90654	12/1999	23700.00
TEEN PEOPLE "TBD" FP, 4/C Bleed December 1999	90653	12/1999	40320.00
		Total Billing	342468.00

Acct. # 2413
Charge Month 10
Due Date
Auth. By OK
Amt. 342,468.00
Acct. # 74911-999-10

Initials V081698
Entered

LGD

Advertising, Marketing, Public Relations
1111 6th Avenue, 6th Floor, San Diego, CA 92101
Tel 619/238-8500 / Fax 619/238-8505
www.matthewsmark.com

WS 000193

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EYES ONLY

ORIGINAL [illegible]

PAGE NO.	PURCHASE ORDER NO.	CREATE DATE	[illegible]
1	PORD0002908	09/16/1999	02417

PURCHASE ORDER

We Seal
26972 Burbank
Foothill Ranch, CA 92610
(714) 588-9629 FAX (714) 588-0715

VENDOR
NATIONAL BLUE
6200 [illegible] STREET, [illegible] 200
SAN DIEGO, CA [illegible]

SHIP TO
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

ORDER DATE	CANCELLATION DATE	SHIP VIA	F.O.B.	TERMS
09/16/1999	[illegible]			Due 30 Days from Receipt

RESALE NO.	DEPARTMENT	ORIGINATOR
		Charlyn Radewell - Marketing

ITEM NO. / DESCRIPTION	DELIVERY DATE	QUANTITY ORDERED	QUANTITY BACKORDERED	UNIT PRICE	EXTENSION
- 74911-0999-10 Glamour Dec 2 page spread	09/16/1999	1.00 EA	1.00	150,322.00	150,322.00
- 74911-0999-10 Seventeen Dec 2 page spr	09/16/1999	1.00 EA	1.00	128,126.00	128,126.00
- 74911-0999-10 Teen People Dec 1 page s	09/16/1999	1.00 EA	1.00	40,320.00	40,320.00
- 74911-0999-10 Spin Dec 1 page ad	09/16/1999	1.00 EA	1.00	23,700.00	23,700.00

National Blue Asphalt Advertising
Dec 1999 issues
NOT A WTS PO
PLEASE SEND TO NATIONAL ADVERTISING

SUBTOTAL	342,468.00
Tax	0.00
Total PURCHASE ORDER NO. PORD0002908	342,468.00
TOTAL ORDER VALUE	

VICE CHAIRMAN/CEO OR PRESIDENT/COO

VICE PRESIDENT OR DEPARTMENT DIRECTOR

This is a legally binding agreement. All conditions of purchase contained on the reverse side are incorporated herein by reference.

NOTES:

FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

ACCOUNTING COPY

WS 000194

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

matthews/mark

Invoice Date: 08/31/1999

Invoice No: 000008005023

0009

Arden B.
c/o Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

ATTN: Cheri Hart or Judy Blanco
Accounts Payable

Media Invoice

1999 Arden B Print
Campaign - November
P.O. #PORD0001021

Flight Period 02/17/1999 to 12/31/1999

Estimate: M-00906

	Order	Period	Current Billing
JANE "TBD" Full Page, 4C Bleed November 1999	90661	11/1999	24737.00

Total Billing ~~24737.00~~

Invoice # 2413
Charge Month 19
Due Date
Auth. By OK
Amt. 24737.00
Acct. # 74911-999-40
V081699 (007)
Initials
Entered

NEED TO LOG

Advertising, Marketing, Public Relations
1111 6th Avenue, 6th Floor, San Diego, CA 92101
Tel 619/238-8500 / Fax 619/238-8505
www.matthewsmark.com

WS 000195

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ATTORNEY'S
EYES ONLY

wet seal
26972 Burbank
Foothill Ranch, CA 92610
(714) 583-9029 FAX (714) 583-0715

ORIGINAL REGULAR

PAGE NO.	PURCHASE ORDER NO.	ORDER DATE	VENDOR NO.
1	PORD0001021	04/30/1999	[illegible]

PURCHASE ORDER

VENDOR
MATTHEWS [illegible]
[illegible] C STREET, 6TH FLOOR
SAN DIEGO, CA 92101

SHIP TO
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

ORDER DATE	CANCELLATION DATE	SHIP VIA	F.O.B.	TERMS
04/20/1999	00/00/0000			Due 30 Days from Receipt

RESALE NO.	DEPARTMENT	ORIGINATOR
		Charlyn Madewell

ITEM NO. / DESCRIPTION	DELIVERY DATE	QUANTITY ORDERED	QUANTITY BACKORDERED	UNIT PRICE	EXTENSION
June Nov 99 1 page ad	04/30/1999	1.00 EA	1.00	24,737.00	24,737.00

Arden B Nov. 99 Advertising
Coded to AB Publications

	SUBTOTAL	24,737.00
	Tax	0.00
Total	PURCHASE ORDER NO. PORD0001021	24,737.00

TOTAL ORDER VALUE

VICE CHAIRMAN/CEO OR PRESIDENT/COO

VICE PRESIDENT OR DEPARTMENT DIRECTOR

This is a legally binding agreement. All conditions of purchase contained on the reverse side are incorporated herein by reference.

NOTES:

FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

WS 000196

ACCOUNTING COPY

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EYES ONLY

matthews/mark

Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610
ATTN: Accts. Payable - Chen Hari/Judy Blanco

SEPTEMBER 1999 MEDIA BILLING SUMMARY

Invoice #	Job #			
000008605023	M-00906	1999 Arden B Print Campaign - November P.O. #PORD0001021	$	24,737.00
000008605024	M-00908	1999 Seattle Magazine Schedule P. O. #PORD0001896		4,000.00
		TOTAL DUE	$	28,737.00

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Tel 619/238-8500 / Fax 619/238-8505
www.matthewsmark.com

WS 000197

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ATTORNEYS
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Invoice Date: 09/30/1999

Invoice No: 000009005060

0009

Arden B.
c/o Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

Media Invoice

ATTN: Cheri Hall or Judy Blanco
Accounts Payable

1999 Arden B Print
Campaign - December
P.O. #PORD0001022

Flight Period 02/17/1999 to 12/31/1999

Estimate: M-00907

	Order	Period	Current Billing
IN STYLE MAGAZINE "TBD" Full Page, 4C Bleed December 1999	90663	12/1999	42840.00
GLAMOUR "TBD" Full Page, 4C Bleed December 1999	90662	12/1999	75161.00
JANE "TBD" Full Page, 4C Bleed December 1999	90664	12/1999	24737.00
		Total Billing	142738.00

2413
19

OK [illegible]
142,738.00
24911-999-40
VD 81700

Advertising, Marketing, Public Relations
1111 6th Avenue, 6th Floor, San Diego, CA 92101
Tel 619/238-8500 / Fax 619/238-8505
www.matthewsmark.com

WS 000198

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wet seal
26972 Burbank
Foothill Ranch, CA 92610
(714) 583-9029 FAX (714) 583-0715

ORIGINAL REGULAR

PAGE NO.	PURCHASE ORDER NO.	ORDER DATE	VENDOR
1	PORD0001022	04/30/1999	02423

PURCHASE ORDER

VENDOR
MATTHEWS MARK
620 C STREET, 5TH FLOOR
SAN DIEGO, CA 92101

SHIP TO
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

ORDER DATE	CANCELLATION DATE	SHIP VIA	F.O.B.	TERMS
04/30/1999	00/00/0000			Due 30 Days from Receipt

RESALE NO.	DEPARTMENT	ORIGINATOR
		Charlyn Radewell

ITEM NO. / DESCRIPTION	DELIVERY DATE	QUANTITY ORDERED	QUANTITY BACKORDERED	UNIT PRICE	EXTENSION
- Glamour Dec 99 1 page ad	04/30/1999	1.00 EA	1.00	75,161.00	75,161.00
- In Style Dec 99 1 page a	04/30/1999	1.00 EA	1.00	42,940.00	42,940.00
- Jane Dec 99 1 page ad	04/30/1999	1.00 EA	1.00	24,737.00	24,737.00

Arden B Dec 99 Advertising
Coded to AB Publications

	SUBTOTAL	142,738.00
	Tax	0.00
Total	PURCHASE ORDER NO. PORD0001022	142,738.00

TOTAL ORDER VALUE

VICE CHAIRMAN/CEO OR PRESIDENT/COO

VICE PRESIDENT OR DEPARTMENT DIRECTOR

This is a legally binding agreement. All conditions of purchase contained on the reverse side are incorporated herein by reference.

NOTES:	FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

ACCOUNTING COPY

WS 000199

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

wet seal

Check
Date: 06/29/1999

REFERENCE NO.	DATE	DESCRIPTION	GROSS AMOUNT	DISCOUNT	NET AMOUNT PAID
5805044	05/31/1999	Voucher: V05[illegible]/06/30/1999	$ 300,698.00		$ 300,698.00
[illegible]	05/31/1999	Voucher: V05[illegible]/06/30/1999	$ 331,327.00		$ 331,327.00

CHECK NO.		VENDOR NAME & NO.	TOTALS		
442	03413	MATTHEWS MARK	$ 632,025.00	$ 0.00	$ 632,025.00

JUL 02 1999

wet seal
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

Bank of America Illinois
Chicago, Illinois 60697

70-2328
719

48725

DATE 06/29/1999

CHECK NUMBER 487250

Six hundred thirty two thousand twenty five and no/100 Dollars Only**********

AMOUNT
$ 632,025.00

PAY TO THE ORDER OF
MATTHEWS MARK
620 C STREET, 6TH FLOOR
SAN DIEGO, CA 92101

VOID AFTER 90 DAYS

NOT NEGOTIABLE

632,025.00
002
300,698.00
331,327.00

WS 000200

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

MATTHEWS/MARK

Invoice Date: [illegible]

Invoice No: 000005000045

0334

Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

Media Invoice

ATTN: Cheri Hari or Judy Blanco
Accounts Payable

1999 Blue Asphalt Print
Campaign - August
P.O. #PORD0001015

Flight Period 12/11/1998 to 12/31/1999
Estimate: M-33403

	Order	Period	Current Billing
GLAMOUR "TBD" FP, 4/C Bleed August 1999	90621	08/1999	75161.00
SEVENTEEN MAGAZINE "TBD" Spread, 4/C Bleed August 1999	90622	08/1999	128126.00
SPIN "TBD" Spread, 4/C Bleed	90624	08/1999	47400.00
TEEN PEOPLE "TBD" Spread, 4/C Bleed August 1999	90623	08/1999	80640.00
		Total Billing	331327.00

RECEIVED
JUN 22 1999

Reclassify to July per [illegible]

JUN 30 1999

Order # 21413
Charge Month 5
Due Date
Auth. By [illegible]
Amt. 331327.00
Acct. # 74911-0999-10
Initials VO 56501
Entered

ADVERTISING, MARKETING & PUBLIC RELATIONS
620 C STREET 6th FLOOR
SAN DIEGO, CA 92101
619 238-8500 FAX: 619 238-8505

MEMBER OF AMERICAN ASSOCIATION OF ADVERTISING AGENCIES

WS 000201

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EYES ONLY

wet seal
26972 Burbank
Foothill Ranch, CA 92610
(714) 888-9929 FAX (714) 888-0715

ORIGINAL REQUIRED

PAGE NO.	PURCHASE ORDER NO.	[illegible]	[illegible]
1	PORD0001015	04/[illegible]/1999	[illegible]

PURCHASE ORDER

VENDOR
MATTHEWS MARK
520 C STREET, 6TH FLOOR
SAN DIEGO, CA 92101

SHIP TO
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

ORDER DATE	CANCELLATION DATE	SHIP VIA	F.O.B.	TERMS
04/30/1999	00/00/0000			Due 30 Days from Receipt

RESALE NO.	DEPARTMENT	ORIGINATOR
		Charlyn Nadewell

ITEM NO. / DESCRIPTION	DELIVERY DATE	QUANTITY ORDERED	QUANTITY BACKORDERED	UNIT PRICE	EXTENSION
- Glamour Aug. 99 1 page a	04/30/1999	1.00 EA	1.00	75,161.00	75,161.00
- Seventeen Aug. 99 spread	04/30/1999	1.00 EA	1.00	128,126.00	128,126.00
- Teen People Aug 99 sprea	04/30/1999	1.00 EA	1.00	90,640.00	90,640.00
- Spin Aug 99 spread	04/30/1999	1.00 EA	1.00	47,400.00	47,400.00

Blue Asphalt Aug. Advertising
Coded to B/SC Publications

SUBTOTAL	331,327.00
Tax	0.00
Total PURCHASE ORDER NO. PORD0001015	331,327.00

TOTAL ORDER VALUE

VICE CHAIRMAN/CEO OR PRESIDENT/COO

VICE PRESIDENT OR DEPARTMENT DIRECTOR

This is a legally binding agreement. All conditions of purchase contained on the reverse side are incorporated herein by reference.

NOTES:

FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

ACCOUNTING COPY

WS 000202

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

MATTHEWS/MARK

Invoice Date: 05/31/1999
Invoice No: 000005005044

0009

Arden B.
c/o Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

Media Invoice

ATTN: Cheri Hart or Judy Blanco
Accounts Payable

1999 Arden B Print
Campaign - August
P.O. #PORD0001019

RECEIVED
JUN 22 1999

Flight Period 02/17/1999 to 12/31/1999
Estimate: M-00904

	Order	Period	Current Billing
COSMOPOLITAN MAGAZINE "TBD" FP, 4/C Bleed August 1999	90625	08/1999	108040.00
ENTERTAINMENT WEEKLY "TBD" FP, 4/C Bleed August 1999	90629	08/1999	62468.00
IN STYLE MAGAZINE "TBD" FP, 4/C Bleed August/September 99 Issue	90630	08/1999	36295.00
GLAMOUR "TBD" FP, 4/C Bleed August 1999	90626	08/1999	75161.00
JANE "TBD" FP, 4/C Bleed August 1999	90628	08/1999	24737.00

Total Billing 300698.00

Vendor # 2413
Charge Month 5
Due Date
Auth. By OK
Amt. 300698.00
Acct. #
74911-0999-40
Initials 056499
Entered

Received to Judy
Per Julie
7/12 JUN 20 1999

JUN 20 1999

ADVERTISING, MARKETING & PUBLIC RELATIONS
620 C STREET 6th FLOOR
SAN DIEGO, CA 92101
619 238-8500 FAX: 619 238-8505

MEMBER OF AMERICAN ASSOCIATION OF ADVERTISING AGENCIES

WS 000203

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

MATTHEWS/MARK

Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610
ATTN: Accts. Payable - Chris Hart/Judy Blanco

JUNE 1999 MEDIA BILLING SUMMARY

Invoice #	Job #			
000005005044	M-00904	1999 Arden B Print Campaign - August	$	300,698.00
		P.O. #Pord0001019		
000005005045	M-33493	1999 Blue Asphalt Print Campaign - August		331,327.00
		P.O. #Pord0001015		
		TOTAL DUE	$	632,025.00

ADVERTISING, MARKETING
& PUBLIC RELATIONS

620 C STREET 6th FLOOR
SAN DIEGO, CA 92101
619 238-8500 FAX: 619 238-8505

MEMBER OF AMERICAN
ASSOCIATION OF
ADVERTISING AGENCIES

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

wet seal
26972 Burbank
Foothill Ranch, CA 92610
(714) 583-9029 FAX (714) 583-0715

ORIGINAL RESUBMIT

PAGE NO.	PURCHASE ORDER NO.	ORDER DATE	VENDOR NO.
1	PORD0001019	04/30/1999	02413

PURCHASE ORDER

VENDOR
MATTHEWS MARK
620 C STREET, 6TH FLOOR
SAN DIEGO, CA 92101

SHIP TO
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

ORDER DATE	CANCELLATION DATE	SHIP VIA	F.O.B.	TERMS
04/30/1999	00/00/0000			Due 30 Days from Receipt

RESALE NO.	DEPARTMENT	ORIGINATOR
		Charlyn Hadewell

ITEM NO. / DESCRIPTION	DELIVERY DATE	QUANTITY ORDERED	QUANTITY BACKORDERED	UNIT PRICE	EXTENSION
- Cosmo Aug 99 1 page ad	04/30/1999	1.00 EA	1.00	109,480.00	PR. 103,040 — 109,480.00
- Glamour Aug 99 1 page ad	04/30/1999	1.00 EA	1.00	75,161.00	75,161.00
- In Style Aug 99 1 page a	04/30/1999	1.00 EA	1.00	42,840.00	PR. 35,295 — 42,840.00
- Jane Aug 99 1 page ad	04/30/1999	1.00 EA	1.00	24,737.00	24,737.00
- EW Aug 99 1 page ad	04/30/1999	1.00 EA	1.00	62,465.00	62,465.00

Arden B Aug 99 Advertising
Coded to AB Publications

	SUBTOTAL	314,683.00
	Tax	0.00
Total	PURCHASE ORDER NO. PORD0001019	314,683.00

TOTAL ORDER VALUE

VICE CHAIRMAN/CEO OR PRESIDENT/COO

VICE PRESIDENT OR DEPARTMENT DIRECTOR

This is a legally binding agreement. All conditions of purchase contained on the reverse side are incorporated herein by reference.

NOTES:

FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

ACCOUNTING COPY

WS 000205

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

wet seal

Check
Date: 10/27/1999

REFERENCE NO.	DATE	DESCRIPTION	GROSS AMOUNT	DISCOUNT	NET AMOUNT PAID
000005905055	09/30/1999	Voucher: V9779010/30/1999	[illegible]		$ 8,148.00

PAID
NOV 11 1999

CHECK NO.		VENDOR NAME & NO.	TOTALS		
574	02413	MATTHEWS MARK	$ 8,148.00	$ 0.00	$ 8,148.00

wet seal
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

Bank of America Illinois
Chicago, Illinois 60697

70-2328
719

497392

DATE	CHECK NUMBER
10/27/1999	497392

Eight thousand one hundred forty eight and no/100 Dollars Only**********

PAY TO THE ORDER OF
MATTHEWS MARK
620 C STREET, 6TH FLOOR
SAN DIEGO, CA 92101

AMOUNT
✓ $ 8,148.00

VOID AFTER 90 DAYS

NOT NEGOTIABLE

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

WS 000206

matthews/mark

Invoice Date: 09/30/1999

Invoice No: 000009005059

497392

0009

Arden B.
c/o Wei Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610
ATTN: Cheri Hart or Judy Blanco
Accounts Payable

Media Invoice

1999 Arden B Print
Campaign - September
P.O. #PORD0001020

Flight Period 02/17/1999 to 12/31/1999
Estimate: M-00905

	Order	Period	Current Billing
ENTERTAINMENT WEEKLY September 24, 1999 Bleed charge	90644	09/1999	8148.00

Total Billing 8148.00

Order # 2413
Charge Month 9
Due Date
Auth. By OK Cryl
Amt. 8148.00
Acct. # 74911-0999+98 (001)
Initials V077780
Entered

Advertising, Marketing, Public Relations
1111 6th Avenue, 6th Floor, San Diego, CA 92101
Tel 619/238-8500 / Fax 619/238-8505
www.matthewsmark.com

WS 000207

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

wet seal
26972 Burbank
Foothill Ranch, CA 92610
(714) 583-9929 FAX (714) 583-6715

ORIGINAL REGULAR

PAGE NO.	PURCHASE ORDER NO.	ORDER DATE	VEND NO.
1	PORD0001020	04/30/1999	02413

PURCHASE ORDER

VENDOR
MATTHEWS MARK
620 C STREET, 6TH FLOOR
SAN DIEGO, CA 92101

SHIP TO
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

ORDER DATE	CANCELLATION DATE	SHIP VIA	F.O.B.	TERMS
04/30/1999	00/00/0000			Due 30 Days from Receipt

RESALE NO.	DEPARTMENT	ORIGINATOR
		Charlyn Radewell

ITEM NO. / DESCRIPTION	DELIVERY DATE	QUANTITY ORDERED	QUANTITY BACKORDERED	UNIT PRICE	EXTENSION
- Cosmo Sep 99 1 page ad	04/20/1999	1.00 EA	1.00	98,900.00	98,900.00
- Glamour Sep 99 1 page ad	04/20/1999	1.00 EA	1.00	75,161.00	75,161.00
- In Style Sep 99 1 page a	04/20/1999	1.00 EA	1.00	42,840.00	42,840.00
- Jane Sep 99 1 page ad	04/20/1999	1.00 EA	1.00	24,737.00	24,737.00
- EW Sep 99 1 page ad	04/20/1999	1.00 EA	1.00	62,465.00	62,465.00

6005078 273252.00

9005059 8148

Arden B September 99 Advertising
Coded to AB Publicatons

	SUBTOTAL	304,103.00
	Tax	0.00
Total	PURCHASE ORDER NO. PORD0001020	304,103.00

TOTAL ORDER VALUE

VICE CHAIRMAN/CEO OR PRESIDENT/COO

VICE PRESIDENT OR DEPARTMENT DIRECTOR

This is a legally binding agreement. All conditions of purchase contained on the reverse side are incorporated herein by reference.

NOTES:

FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

ACCOUNTING COPY

WS 000208

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

wet seal

Check
Date: 05/24/1999

REFERENCE NO.	DATE	DESCRIPTION	GROSS AMOUNT	DISCOUNT	NET AMOUNT PAID
2005020	02/24/1999	Voucher: JV05086603/30/1999	$ 42,840.00		$ 42,840.00

PAID
JUN 04 1999

CHECK NO.		VENDOR NAME & NO.	TOTALS		
391	02/99 3	MATTHEWS HARE	$ 42,840.00	$ 0.00	$ 42,840.00

wet seal
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

Bank of America Illinois
Chicago, Illinois 60697

70-2328
719

483815

DATE	CHECK NUMBER
05/24/1999	483815

Forty two thousand eight hundred forty and no/100 Dollars Only**********

AMOUNT
$ 42,840.00

PAY TO THE ORDER OF
MATTHEWS HARE
620 C STREET, 6TH FLOOR
SAN DIEGO, CA 92101

VOID AFTER 90 DAYS

NOT NEGOTIABLE

CONFIDENTIAL ATTORNEYS' EYES ONLY

WS 000209

MATTHEWS/MARK

Invoice Date: 02/28/1999
Invoice No: 000002005020

0009

Media Invoice

Arden B.
c/o Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610
ATTN: Cheryl Rudich

1999 Arden B Print
Campaign - March
P.O. #99676

Flight Period 02/08/1999 to 12/31/1999
Estimate: M-00901

	Order	Period	Current Billing
IN STYLE MAGAZINE "TBD" FP, 4/C Bleed March 1999	90433	03/1999	42840.00
		Total Billing	42840.00

RECEIVED
MAY 19 1999

LGD

2413
4
Ok
42840.00
74911-999-40
JVU 50066

PAID
MAY 25 1999

ADVERTISING MARKETING
7-PUBLIC RELATIONS
628 C STREET 6th FLOOR
SAN DIEGO CA 92101
619 [illegible] FAX 619 [illegible]

MEMBER OF AMERICAN ASSOCIATION OF ADVERTISING AGENCIES

WS 000210

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

EXPENSE AND CAPITAL EXPENDITURE

PURCHASE ORDER

Wet Seal

[illegible] Irvine, CA [illegible]
(714) [illegible] Fax (714) [illegible]

DATE	P.O. NUMBER	PAGE NO.
1/6/99	99676	

VENDOR: [illegible]

SHIP TO:

TERMS	DELIVERY DATE	POINT OF ORIGIN	F.O.B. POINT	CONFIRMING PURCHASE ORDER
				☐ YES ☐ NO

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
	[illegible] 1999 Insight Advertising Ardon B		$42,840 -

RECEIVED BY	DATE	KEY REC. NO.

NOTES:
Cancel

PRESIDENT/C.E.O. or E.V.P./C.O.O.: X [signature]

DEPARTMENT DIRECTOR: [signature]

TOTAL COST: $42,840 -

FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

F-4001

ACCOUNTING COPY

WS 000211

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

wet seal

Date: 05/06/1999

REFERENCE NO.	DATE	DESCRIPTION	GROSS AMOUNT	DISCOUNT	NET AMOUNT PAID
3005022 ✓	03/31/1999	Voucher: JV04684904/30/1999	$ 203,244.00		$ 203,244.00
3005021 ✓	03/31/1999	Voucher: JV04684904/30/1999	$ 62,465.00 ✓		$ 62,465.00
3005020 ✓	03/31/1999	Voucher: JV04685004/30/1999	$ 241,638.00 ✓		$ 241,638.00

PO#

587

99718

PAID

MAY 12 1999

CHECK NO.		VENDOR NAME & NO.	TOTALS		
362	02413	MATTHEWS MARK	$ 507,347.00	$ 0.00	$ 507,347.00

wet seal
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

Bank of America Illinois
Chicago, Illinois 60697

70-2828
7 19

482503

DATE	CHECK NUMBER
05/06/1999	482503

Five hundred seven thousand three hundred forty seven and no/100 Dollars Only**********

AMOUNT

$ 507,347.00

PAY TO THE ORDER OF

MATTHEWS MARK
620 C STREET, 6TH FLOOR
SAN DIEGO, CA 92101

VOID AFTER 90 DAYS

NOT NEGOTIABLE

507,347. *
003
203,244. +
62,465. +
241,638. +

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

WS 000212

MATTHEWS/MARK

Invoice Date: 03/31/1999
Invoice No: 000003005022

Carrie 619/238-8500 x246

Logged JR

0334

Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610
ATTN: Cheryl Rudich

Media Invoice

1999 Blue Asphalt Print
Campaign - April
P.O. #99719

Flight Period 12/09/1998 to 12/31/1999
Estimate: M-33401

	Order	Period	Current Billing
GLAMOUR "TBD" FP, 4/C Bleed April 1999	90429	04/1999	75161.00
SEVENTEEN MAGAZINE "TBD" FP, 4/C Bleed April 1999	90430	04/1999	64063.00
SPIN "TBD" FP, 4/C Bleed April 1999	90431	04/1999	23700.00
TEEN PEOPLE "TBD" FP, 4/C Bleed April 1999	90432	04/1999	40320.00
		Total Billing	203244.00

Jgd

Auditor # 2413
Chargeable 3
Due Date
Auth. S. OK Cyl
Amt. 203 244.00
Acct #

PAID
MAY 06 1999

RECEIVED
APR 14 1999

749 11-999-10
JV046848

ADVERTISING, MARKETING & PUBLIC RELATIONS
620 C STREET 6th FLOOR
SAN DIEGO, CA 92101
619 238-8500 FAX: 619 238-8505

CONFIDENTIAL
ATTORNEY'S

MEMBER OF AMERICAN ASSOCIATION OF ADVERTISING AGENCIES

WS 000213

wet seal

64 Fairbanks • Irvine, CA 92718
(714) 583-9929 • Fax (714) 583-0715

EXPENSE AND CAPITAL EXPENDITURE
PURCHASE ORDER

STORE LOCATION

DATE	P.O. NUMBER	PAGE NO.
11/22/99	099719	

VENDOR: Matthews Mrs

SHIP TO:

TERMS	DELIVERY DATE	POINT OF ORIGIN	F.O.B. POINT	CONFIRMING PURCHASE ORDER
				☐ YES ☐ NO

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
	Blue Asphalt Advertising		
	Glamour Apr 1pg		$75,161
	Seventeen Apr 1pg		$64,063
	Teen People Apr 1pg		$40,320
	Spin Apr 1pg		$23,700
			$203,244

RECEIVED BY	DATE	KEY REC. NO.

NOTES:
Code?

PRESIDENT/C.E.O. or E.V.P./C.O.O.: [signature]

DEPARTMENT DIRECTOR: [signature]

TOTAL COST: $203,244 ✓

FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

ACCOUNTING COPY

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

WS 000214

MATTHEWS/MARK

Invoice Date: 03/31/1999
Invoice No: 000003005021

0009

Arden B.
c/o Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610
ATTN: Cheryl Rudich

Media Invoice

1999 Arden B Print
Campaign - March-May
P.O. #Pord0000587

w/inv

Flight Period 02/08/1999 to 12/31/1999
Estimate: M-00903

	Order	Period	Current Billing
ENTERTAINMENT WEEKLY "TBD" FP, 4/C Bleed April 2, 1999	90445	04/1999	62465.00
		Total Billing	62465.00

Lossed

2413
34
OK Cmd
62465.00

RECEIVED
APR 14 1999

74911-999-10
JV046849 PAID
MAY 06 1999

3,000,000 - added to Budget

ADVERTISING, MARKETING & PUBLIC RELATIONS
620 C STREET 6th FLOOR
SAN DIEGO, CA 92101
619 238-8500 FAX: 619 238-8505

MEMBER OF AMERICAN ASSOCIATION OF ADVERTISING AGENCIES

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

WS 000215

MATTHEWS/MARK

Invoice Date: 03/31/1999
Invoice No: 000003005020

0009

Arden B.
c/o Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610
ATTN: Cheryl Rudich

Media Invoice

1999 Arden B Print
Campaign: March/April
[redacted]

Flight Period 02/08/1999 to 12/31/1999
Estimate: M-00902

	Order	Period	Current Billing
COSMOPOLITAN MAGAZINE "TBD" FP, 4/C Bleed April 1999	90424	04/1999	98900.00
IN STYLE MAGAZINE "TBD" FP, 4/C Bleed April 1999	90427	04/1999	42840.00
GLAMOUR "TBD" FP, 4/C Bleed April 1999	90426	04/1999	75161.00
JANE "TBD" FP, 4/C Bleed April 1999	90428	04/1999	24737.00
		Total Billing	[redacted]1638.00

RECEIVED
APR 1 [illegible] 1999

2413 PAID
MAY 06 1999
241638.00

74911-999 to
JV046850

ADVERTISING, MARKETING & PUBLIC RELATIONS
620 C STREET 6th FLOOR
SAN DIEGO, CA 92101
619 238-8500 FAX: 619 238-8505

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

MEMBER OF AMERICAN ASSOCIATION OF ADVERTISING AGENCIES

EXPENSE AND CAPITAL EXPENDITURE

PURCHASE ORDER

wet seal

64 Fairbanks • Irvine, CA 92718
(714) 583-9029 • Fax (714) 583-0715

◄ STORE LOCATION

DATE	P.O. NUMBER	PAGE NO.
1/22/99	099718	

VENDOR: Matinee Mart

SHIP TO:

TERMS	DELIVERY DATE	POINT OF ORIGIN	F.O.B. POINT	CONFIRMING PURCHASE ORDER
				☐ YES ☐ NO

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
	Arden B Advertising		
	Apr. Cosmo 1pg	00000300 5020	✓ 9[illegible],700 Apr
	Apr. Glamour 1pg	241638.00	✓ 75,161 Apr
	Apr. Instyle 1pg		✓ 42,040
	Apr. Jane 1pg		✓ 24,737
	Enc. Weekly March 1pg ?	~~[illegible]~~	62,465
			304,103
			241638.00
		BAC	62465

RECEIVED BY	DATE	KEY REC. NO.

NOTES: Code?

PRESIDENT/C.E.O. or E.V.P./C.O.O. [signature]

DEPARTMENT DIRECTOR [signature]

TOTAL COST $304,103

FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

ACCOUNTING COPY

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

WS 000217

wet seal

		DESCRIPTION	GROSS AMOUNT	DISCOUNT	NET AMOUNT PAID
2005032	02/26/1999	Fourteen: 0701994103/30/1999	$ 62,465.00		$ 62,465.00
2005021	02/26/1999	Fourteen: 0701994103/30/1999	$ 62,465.00		$ 62,465.00

PO# 587 99718

CHECK NO.		VENDOR NAME & NO.	TOTALS		
001	02413	MATTHEWS MARK	$ 124,930.00	$ 0.00	$ 124,930.00

wet seal
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

Bank of America Illinois
Chicago, Illinois 60697

78-2328
719

483814

DATE 05/24/1999

CHECK NUMBER 483814

One hundred twenty four thousand nine hundred thirty and no/100 Dollars Only**********

AMOUNT $ 124,930.00

PAY TO THE ORDER OF
MATTHEWS MARK
620 C STREET, 5TH FLOOR
SAN DIEGO, CA 92101

VOID AFTER 90 DAYS

NOT NEGOTIABLE

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

WS 000218

MATTHEWS/MARK

Invoice Date: 02/28/1999
Invoice No: 000002005022

Gpd

0009

Media Invoice

Arden B.
c/o Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610
ATTN: Cheryl Rudich

1999 Arden B Print
Campaign - March-May
P.O. #Pord0000587

Flight Period 02/08/1999 to 12/31/1999
Estimate: M-00903

	Order	Period	Current Billing
ENTERTAINMENT WEEKLY "TBD" PP, 4/C Bleed March 19, 1999	90444	03/1999	62465.00
		Total Billing	62465.00

Vendor # 2413
Charge Mo 4
Due Date
Auth. By
Amt. 62465.00
Acct. # 74911-999-40
Initials JJ049941
Entered

RECEIVED
MAY 19 1999

PAID
MAY 25 1999

619/238-8500 x246

ADVERTISING, MARKETING
& PUBLIC RELATIONS

MEMBER OF AMERICAN
ASSOCIATION OF
ADVERTISING AGENCIES

CONFIDENTIAL
ATTORNEYS

WS 000219

ORIGINAL

wet seal

26972 Burbank
Foothill Ranch, CA 92610
(714) 583-9029 FAX (714) 583-9715

PAGE NO.	PURCHASE ORDER NO.	ORDER DATE	DELIVERY DATE
	PORD0000587		07/16/1999

PURCHASE ORDER

VENDOR
MATTHEWS BURR
620 C STREET 6TH FLOOR
SAN DIEGO, CA. 92101

SHIP TO
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

ORDER DATE	CANCELLATION DATE	SHIP VIA	F.O.B.	TERMS
02/16/1999	00/00/0000			Due 30 Days Recei

SALE NO.	DEPARTMENT	ORIGINATOR
		Charlyn Radewell

ITEM NO. / DESCRIPTION	DELIVERY DATE	QUANTITY ORDERED	QUANTITY BACKORDERED	UNIT PRICE	EXTENSION
May 1H ad in Cosmo	02/16/1999	1.00 EA		1.00	99,900.00
May 1H ad in Glamour	02/16/1999	1.00 EA		1.00	15,161.00
May 1H ad in In Style	02/16/1999	1.00 EA		1.00	42,840.00
May 1H ad in Jane	02/16/1999	1.00 EA		1.00	24,737.00
May 1H ad in Ent. Weekly	02/16/1999	1.00 EA		1.00	62,465.00 MAY
April 1H ad in Ent. Week	02/16/1999	1.00 EA		1.00	62,465.00 APRIL

300502

Coded to 1H Misc.
Does not comprise of entire budget
May ads for 1999

7491-997

Logged

SUBTOTAL	366,568
TAX	
Total	366,568

PURCHASE ORDER NO. PORD0000587

TOTAL ORDER VALUE

VICE CHAIRMAN/CEO OR PRESIDENT/COO

VICE PRESIDENT OR DEPARTMENT DIRECTOR

This is a legally binding agreement. All conditions of purchase contained on the reverse side are incorporated herein by reference.

NOTES:

FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

ACCOUNTING

CONFIDENTIAL
ATTORNEYS
ATTORNEY'S
EYES ONLY

WS 000220

MATTHEWS/MARK

Invoice Date: 02/28/1999
Invoice No: 000002005021

0009

Media Invoice

Arden B.
c/o Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610
ATTN: Cheryl Rudich

1999 Arden B Print
Campaign - March/April
P.O. #99718

Flight Period 02/08/1999 to 12/31/1999
Estimate: M-00902

	Order	Period	Current Billing
ENTERTAINMENT WEEKLY "TBD" FP, 4/C Bleed March 1, 1999	90425	03/1999	62465.00
		Total Billing	62465.00

2413
OK
62465.00
74911-99940
JJ049984

RECEIVED
MAY 1 9 1999

PAID
MAY 2 5 1999

ADVERTISING, MARKETING & PUBLIC RELATIONS
[illegible] STREET [illegible] FLOOR
SAN DIEGO, CA 92101
619 [illegible] FAX 619 [illegible]

MEMBER OF AMERICAN ASSOCIATION OF ADVERTISING AGENCIES

FIDENTIAL
TTORNEY'S
EYES ONLY

WS 000221

wet seal

64 Fairbanks • Aprine, CA 92710
(214) 583-9929 • Fax (714) 583-0715

EXPENSE AND CAPITAL EXPENDITURE
PURCHASE ORDER

[redacted]

DATE	P.O. NUMBER	PAGE NO.
1/22/99	399718	

VENDOR: Matthews Mark

SHIP TO:

TERMS	DELIVERY DATE	POINT OF ORIGIN	F.O.B. POINT	CONFIRMING PURCHASE ORDER
				☐ YES ☐ NO

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
	Arden B Advertising		
	Apr Cosmo 1p		75,900 Ap
	Apr Glamour 1p	00000300 5020	[redacted]
	Apr Instyle 1p	241638.00	[redacted]
	Apr Dance 1p		[redacted]
	Ent Weekly Magazine 1p	[redacted]	[redacted]
			$304,103
			241638.00
		BAC	62465

RECEIVED BY	DATE	KEY REC. NO.

NOTES: Code

PRESIDENT/C.E.O. or E.V.P./C.O.O. DEPARTMENT DIRECTOR

TOTAL COST $304,103

FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

ACCOUNTING CODE

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

WS 000222

wet seal

Check.
Date: 10/13/1999

REFERENCE NO.	DATE	DESCRIPTION	GROSS AMOUNT	DISCOUNT	NET AMOUNT PAID
00000000021	08/31/1999	Voucher: Vw2480609/30/1999	$ 4,000.00		$ 4,000.00

PAID
OCT 23 1999

CHECK NO.		VENDOR NAME & NO.	TOTALS		
668	02417	MATTHEWS MARK	$ 4,000.00	$ 0.00	$ 4,000.00

wet seal
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

Bank of America/Illinois
Chicago, Illinois 60697

78-2328
719

495886

DATE
10/13/1999

CHECK NUMBER
495886

Four thousand and no/100 Dollars Only**********

AMOUNT
$ 4,000.00

VOID AFTER 90 DAYS

NOT NEGOTIABLE

\Y
THE
ER

MATTHEWS MARK
620 C STREET, 6TH FLOOR
SAN DIEGO, CA 92101

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

WS 000223

matthews/mark

Invoice Date: 09/31/1999

Invoice No: 000008005024

0009

Arden B.
c/o Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

ATTN: Cheri Hart or Judy Blanco
Accounts Payable

Media Invoice

1999 Seattle Magazine
Schedule
P. O. #PORD0001896

Flight Period 09/07/1999 to 09/30/2000

Estimate: M-00908

	Order	Period	Current Billing
SEATTLE MAGAZINE "TBD" FP 4/C Bleed November 1999	90722	11/1999	4000.00

Total Billing 4000.00

PAID
OCT 13 1999

LRA 316

endor # 2413
Charge Month 9
Due Date
Auth. By
Amt. 4000.00
Acct. # 33319-9901-40
V074806
Initials
Entered

OK

Advertising, Marketing, Public Relations
1111 6th Avenue, 6th Floor, San Diego, CA 92101
Tel 619/238-8500 / Fax 619/238-8505
www.matthewsmark.com

WS 000224

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

wet seal
26972 Burbank
Foothill Ranch, CA 92610
(714) 583-9029 FAX (714) 583-0715

ORIGINAL CONTRACT

PAGE NO.	PURCHASE ORDER NO.	ORDER DATE	
1	PORD0001896	08/31/1999	02433

PURCHASE ORDER

[illegible]
620 C STREET, [illegible] FLOOR
SAN DIEGO, CA 92101

SHIP TO
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

ORDER DATE	CANCELLATION DATE	SHIP VIA	F.O.B.	TERMS
/31/1999	00/00/0000			Due 30 Days from Receipt

SALE NO.	DEPARTMENT	ORIGINATOR
		Charlyn Hadewell - Marketing

ITEM NO. / DESCRIPTION	DELIVERY DATE	QUANTITY ORDERED	QUANTITY BACKORDERED	UNIT PRICE	EXTENSION
[illegible]	08/31/1999	1.00 EA	1.00	8,000.00	8,000.00

8,000.00 *
#80050024
4,000.00 *
000
4,000.00 *

1 for AB #316
llevue Square
r and Dec Ads in Seattle Magazine
ded to LRA for AB #316

SUBTOTAL	8,000.00
Tax	0.00
Total. PURCHASE ORDER NO. PORD0001896	8,000.00

TOTAL ORDER VALUE

E CHAIRMAN/CEO OR PRESIDENT/COO

VICE PRESIDENT OR DEPARTMENT DIRECTOR

Is is a legally binding agreement. All conditions of purchase contained on the reverse side are incorporated herein by reference.

NOTES:	FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

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WS 000225

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ATTORNEY'S
EYES ONLY

A				E	F	G	H	
[illegible]	[illegible]	CITY	STATE	1999 LRA TOTAL	SPENT	REMAININ	COMMENTS	AC PO
[illegible]	[illegible]	[illegible]	WA	$ 10,000.00	$ 10,000.00	$ [illegible]	[illegible]	pord0001806

CONFIDENTIAL
ATTORNEYS'
EYES ONLY

WS 00026

wet seal

Check
Date: 01/07/2000

REFERENCE NO.	DATE	DESCRIPTION	GROSS AMOUNT	DISCOUNT	NET AMOUNT PAID
Check request	[illegible]	Voucher [illegible]	$ 4,000.00		[illegible]
Check request	09/[illegible]/1999	Voucher [illegible]	$ 131,000.00		$ 131,000.00

PAID
JAN 10 2000

CHECK NO.		VENDOR NAME & NO.	TOTALS		
[illegible]	09419	MATTHEWS MARK	$ 135,000.00	$ 0.00	$ 135,000.00

wet seal
The Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

Bank of America Illinois
Chicago, Illinois 60697

70-2328
719

501893

DATE	CHECK NUMBER
01/07/2000	501893

One hundred thirty five thousand and no/100 Dollars Only**********

AMOUNT

$ 135,000.00

THE ORDER

MATTHEWS MARK
520 C STREET, 6TH FLOOR
SAN DIEGO, CA 92101

VOID AFTER 90 DAYS

NOT NEGOTIABLE

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

WS 000227

matthews/mark

Invoice Date: 09/30/1999

Invoice No: 000009005061

0009

Arden B.
c/o Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

ATTN: Cheri Hart or Judy Blanco
Accounts Payable

Media Invoice

1999 Seattle Magazine
Schedule
P. O. #PORD0001896

Flight Period 09/07/1999 to 09/30/2000
Estimate: M-00908

	Order	Period	Current Billing
SEATTLE MAGAZINE "TBD" FP 4/C Bleed December 1999	90723	12/1999	4000.00

Total Billing 4000.00

2413
10
4000.00
33319 9901.10
U0102384

LRA
316

PAID
JAN 07 2000

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EYES ONLY

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26972 Burbank
Foothill Ranch, CA 92610
(714) 583-9029 FAX (714) 583-0715

ORIGINAL CONTRACT

PAGE NO.	PURCHASE ORDER NO.	ORDER DATE	VEND NO.
1	PORD0001896	08/31/1999	02412

PURCHASE ORDER

VENDOR
MATTHEWS MARK
620 C STREET, 6TH FLOOR
SAN DIEGO CA 92101

SHIP TO
The Wet Seal, Inc
26972 Burbank
Foothill Ranch, CA 92610

ORDER DATE	CANCELLATION DATE	SHIP VIA	F.O.B.	TERMS
08/31/1999	00/00/0000			Due 30 Days from Receipt

SALE NO.	DEPARTMENT	ORIGINATOR
		Charlyn Madewell - Marketing

ITEM NO. / DESCRIPTION	DELIVERY DATE	QUANTITY ORDERED	QUANTITY BACKORDERED	UNIT PRICE	EXTENSION
LRA for AB #316	08/31/1999	1.00 EA	1.00	8,000.00	8,000.00

8,000.00 +
#80050024
4,000.00 -
000
4,000.00 *

LRA for AB #316
Pacific Square
Mailing Doc ads in Seattle Magazine
Copies to LRA for AB #316

SUBTOTAL	8,000.00
Tax	0.00
Total PURCHASE ORDER NO.	8,000.00
PORD0001896	TOTAL ORDER VALUE

VICE CHAIRMAN/CEO OR PRESIDENT/COO

VICE PRESIDENT OR DEPARTMENT DIRECTOR

This is a legally binding agreement. All conditions of purchase contained on the reverse side are incorporated herein by reference.

NOTES:	FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

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	A	B	C	D	E	F	G	H	AC	
5	MALL LIST	MALL NAME (11/30/99)	CITY	STATE	1999 LRA TOTAL	SPENT	REMAINING	COMMENTS	PO	
36	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	pord0001896	Ma

CONFIDENTIAL
ATTORNEY'S
EYES ONLY

WS 000230

matthews/mark

Invoice Date: 09/30/1999

Invoice No: 000009005063

See attached for break down

0334

Media Invoice

Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610

ATTN: Cheri Harl or Judy Blanco
Accounts Payable

Blue Asphalt 1999 LRA
Advertising Magazines
P.O. #PORD0002006 (x1774)

Flight Period 08/16/1999 to 01/31/2000

Estimate: M-33409

	Order	Period	Current Billing
TEEN MAGAZINE "TBD" 80# Insert December 1999	90714	12/1999	40486.00
YM MAGAZINE "TBD" 80# Insert Dec/Ja. 1999	90713	12/1999	45257.00
YM MAGAZINE "TBD" FP, 4/C Bleed Dec99/Jan00 Issue	90739	12/1999	45257.00
		Total Billing	131000.00

2413
10

OK Cyl
131000.00

V0102386 9901-10
33319

PAID
JAN 07 2000

Advertising, Marketing, Public Relations
1111 6th Avenue, 6th Floor, San Diego, CA 92101
Tel 619/238-8500 / Fax 619/238-8505
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WS 000231

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26972 Burbank
Foothill Ranch, CA 92610
(714) 583-9029 FAX (714) 583-0715

ORIGINAL COPY

PAGE NO.	PURCHASE ORDER NO.	ORDER DATE	VEND NO.
1	PORD002006	09/15/1999	02413

PURCHASE ORDER

VENDOR
MATTHEWS MARK
610 C STREET, 6TH FLOOR
SAN DIEGO, CA 92101

SHIP TO
The Wet Seal, Inc
26972 Burbank
Foothill Ranch, CA 92610

ORDER DATE	CANCELLATION DATE	SHIP VIA	F.O.B.	TERMS
09/15/1999	00/00/0000			Due 30 Days from Receipt

RESALE NO.	DEPARTMENT	ORIGINATOR
		Charlyn Hadawell - Marketing

ITEM NO. / DESCRIPTION	DELIVERY DATE	QUANTITY ORDERED	QUANTITY BACKORDERED	UNIT PRICE	EXTENSION
- 2 page YM Dec/Jan ads 13319-9901-10	09/15/1999	1.00 EA	1.00	90,514.00	90,514.00
- 1 page Teen Dec ad 13319-9901-10	09/15/1999	1.00 EA	1.00	40,486.00	40,486.00

Judy -
Call me
before you
fill this.
C.

LRA magazine ads
See attached list
Coded to WS/CC LR.

SUBTOTAL	131,000.00
Tax	0.00
Total	131,000.00

PURCHASE ORDER NO. PORD002006

TOTAL ORDER VALUE

VICE CHAIRMAN/CEO OR PRESIDENT/COO

VICE PRESIDENT OR DEPARTMENT DIRECTOR

This is a legally binding agreement. All conditions of purchase contained on the reverse side are incorporated herein by reference.

NOTES:	FOR CENTRAL OFFICE ACCOUNTS PAYABLE USE

ACCOUNTING DEPT.

WS 000232

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EYES ONLY

OREGON				
Lloyd Center, OR	160	$ 3,553.00	$ 2,411.00	$ 1,142.00
Ann Grimmer				
Marketing Director				
Ph # 503-282-2511				
Fax # 503-280-9407				
OREGON TOTAL		$ FREE		
INDIANA				
Greenwood Park, IN	161	$ 5,990.00	$ 4,000.00	$ 1,990.00
Suzanne Yoder				
Marketing Director				
Ph # 317-881-6758				
Fax # 317-887-8606				
Tippecanoe Mall, IN	193	$ 1,785.00	$ 1,000.00	$ 785.00
Jenny Wadlow				
Marketing Director				
Ph # 765-448-6176				
Fax # 765-447-1076				
Glenbrook Square, IN	188	$ 3,250.00	$ 2,000.00	$ 1,250.00
Linda Voigt				
Marketing Director				
Ph # 219-483-2119 (option #0)				
Fax # 219-483-7756				
INDIANA TOTAL		$ 11,025.00		
FLORIDA				
Altamonte, FL	159	$ 5,311.50	$ 5,000.50	$ 311.00
Lisa Gutierrez				
Marketing Director				
Ph # 407-830-4400 (option #3 #4)				
Fax # 407-830-0872				
Countryside Mall, FL	680	$ 1,796.00	$ 1,000.00	$ 796.00
Andrea Boitnett				
Marketing Director				
h # 727-796-1079 (option #1 the #0)				
Fax # 727-791-8470				
FLORIDA TOTAL		$ 7,107.50		

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SOUTH CAROLINA				
Northwoods Mall, SC	200	$ 3,091.00	$ 2,000.00	$ 1,091.00
Paul Loy				
Marketing Director				
Ph # 843-797-3062				
SOUTH CAROLINA TOTAL		$ 3,091.00		
TEXAS				
Cielo Vista Mall, TX	166	$ 6,022.00	$ 4,022.00	$ 2,000.00
Cynthia Foght				
Marketing Director				
Ph # 915-779-7071				
Fax # 915-778-4892				
Parkdale Mall, TX	201	$ 3,180.17	$ 2,000.17	$ 1,180.00
Kathy Chessher				
Marketing Director				
Ph # 409-898-2222				
Fax # 409-899-5384				
Midland Park, TX	211	$ 1,735.50	$ 1,000.50	$ 735.00
Nancy Bowlan				
Marketing Director				
Ph # 915-694-1663 (option #0)				
Fax # 915-694-3602				
TEXAS TOTAL		$ 10,937.67		
VIRGINIA				
Manassas Mall, VA	847	$ 3,600.00	$ 2,000.00	$ 1,600.00
Anna Griffin				
Marketing Director				
VIRGINIA TOTAL		$ 3,600.00		

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ATTORNEY'S
EYES ONLY

NEW YORK				
Manhattan Mall, NY	198	$ 5,533.50	$ 4,000.50	$ 1,533.00
Dawn Simon				
Marketing Director				
Ph # 212-465-0500 (option #0)				
Fax # 212-465-0603				
South Shore Plaza, NY	811	$ 6,001.50	$ 5,000.50	$ 1,001.00
Lisa Richter				
Marketing Director				
Ph # 516-665-8600				
Fax # 516-665-8063				
Roosevelt Field Mall, NY	143	$ 15,000.00	$ 12,000.00	$ 3,000.00
Lynn Blaney/Ethel Sloan				
Marketing Director				
Ph #516-742-8001 x24				
NEW YORK TOTAL		$ 26,535.00		
WISCONSIN				
East Towne, WI	809	$ 2,850.00	$ 2,000.00	$ 850.00
Jermaine Brown				
Marketing Director				
Ph # 608-244-1387				
Fax # 608-244-8306				
WISCONSIN TOTAL		$ 2,850.00		
ILLINOIS				
White Oaks Mall, IL	822	$ 1,999.50	$ 1,000.50	$ 999.00
Jeannine Harlow				
Marketing Director				
Ph # 217-787-8560 (option #0)				
Fax # 217-787-8579				
ILLINOIS TOTAL		$ 1,999.50		
MARKETING EXPENSE		$ 78.33	$ 78.33	
TOTAL		**$ 131,000.00**	$ 90,514.00	$ 40,486.00

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EYES ONLY

matthews/mark

Wet Seal, Inc.
26972 Burbank
Foothill Ranch, CA 92610
ATTN: Accts. Payable - Cheri Harl/Judy Blanco

OCTOBER/DECEMBER 1999 MEDIA BILLING SUMMARY

Invoice #	Job #			
000009005059	M-00905	1999 Arden B Print Campaign - September P.O. #PORD0001020	$	8,148.00
000009005060	M-00907	1999 Arden B Print Campaign - December P.O. #PORD0001022		142,738.00
000009005061	M-00908	1999 Arden B Seattle Magazine Schedule P.O. #PORD0001896		4,000.00
000009005062	M-33406	1999 Blue Asphalt Print Campaign - December P.O. #PORD0002008		342,468.00
000009005063	M-33409	Blue Asphalt 1999 LRA Advertising Magazines P.O. #PORD0002006		131,000.00
		TOTAL DUE	**$**	**628,354.00**

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1111 6th Avenue, 6th Floor, San Diego, CA 92101
Tel 619/238-8500 / Fax 619/238-8505
www.matthewsmark.com

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EYES ONLY

TTAB

AKIN GUMP
STRAUSS HAUER & FELD LLP
Attorneys at Law

CARA FOOS PIERCE
214-969-2738/Fax: (214) 969-4343
cpierce@akingump.com

February 24, 2005

VIA EXPRESS MAIL

Assistant Commissioner for Trademarks
BOX TTAB – NO FEE
2900 Crystal Drive
Arlington, VA 22202-3513

Re: *The Wet Seal, Inc. v. FD Management, Inc.;* Opposition No. 91157022
Re U.S. Trademark Application No. 76/372,550 ARDENBEAUTY
Our Reference No.: 031458.0026

Dear Sirs:

Enclosed for filing in duplicate are the following documents:

1. Notice of Reliance Pursuant to 37 C.F.R. § 2.122(e) of U.S. Patent and Trademark file history of Application Serial No. 75/583,075 ARDEN B;

2. Notice of Reliance Pursuant to 37 C.F.R. § 2.122(e) of the Declaration of Patrick Dredden and exhibits thereto and the Declaration of Vicki Martin and the exhibits thereto.

Regards,

Cara Foos Pierce

Cara Foos Pierce

Enclosures

cc: Joseph Dreitler

02-24-2005
U.S. Patent & TMOfc/TM Mail Rcpt Dt. #22