



November 2016 Flash Report vs. LY

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Total		2016													2017					
		Apr.	May	Jun.	1st Q	Jul.	Aug.	Sep.	2nd Q	1st H	Oct.	Nov.	Dec.	3rd Q	Jan.	Feb.	Mar.	4th Q	2nd H	YTD
Total Company	Sales	101.4%	99.6%	107.1%	102.7%	107.7%	101.9%	114.3%	108.1%	105.6%	105.1%	104.9%		105.0%					105.0%	105.4%
	Footfall	83.3%	84.6%	92.3%	86.7%	96.3%	92.8%	104.8%	97.8%	92.2%	101.3%	98.2%		99.8%					99.8%	93.9%
	Ave. Customer Spend	121.8%	114.0%	116.1%	118.5%	111.9%	109.8%	109.0%	110.5%	114.5%	103.8%	106.9%		105.3%					105.3%	112.2%
Existing Store	Sales	106.9%	104.9%	101.5%	104.3%	103.4%	99.5%	113.5%	105.5%	104.9%	98.7%	100.7%		99.7%					99.7%	103.5%
	Footfall	85.0%	87.9%	89.7%	87.5%	92.9%	91.9%	105.6%	96.5%	92.0%	98.9%	96.3%		97.6%					97.6%	93.2%
	Ave. Customer Spend	125.7%	119.4%	113.2%	119.1%	111.4%	108.2%	107.5%	109.3%	114.1%	99.8%	104.6%		102.2%					102.2%	111.0%

(Unit : store) Upper part : # stores in 2016/17 Lower part : increase/decrease vs same month LY

The Number of Stores		2016									2017			Store Summary	
		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	• Nov 2nd ; Verite Himeji Store reopend at Yamatoyashiki Himeji.	
Number of stores in the end of month		97	97	96	96	95	94	92	93						
		+17	+19	+19	+19	+19	+17	+16	+1						
		71	71	70	70	70	71	69	70					Monthly Summary	
		0	+1	+1	+1	+2	+2	+1	+1						
		6	6	6	6	6	6	6	6						
		-1	0	0	0	0	0	0	0						
MiMiK?ZaRi		2	2	2	2	1	1	1	1						
		0	0	0	0	-1	-1	-1	-1						
		18	18	18	18	18	16	16	16						
		+18	+18	+18	+18	+18	+16	+16	+1						
Number of existing stores		83	87	86	85	85	79	78	80						