



June 2011 Flash Report vs Last Year

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■ Sales Value, Footfall, Average Customer Spend & No. of Stores

(Unit : %)

		2011										2012			YTD	1st.Q	2nd.Q	3rd.Q	4th.Q	1H	2H	YTD
		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar									
Companywide	Retail Sales	75.3	80.3	100.6										85.7	85.7				85.7		85.7	
	Footfall	96.2	99.4	98.8										98.2	98.2				98.2		98.2	
	Ave. Customer Spend	78.3	80.8	101.8										87.3	87.3				87.3		87.3	
Existing Store	Retail Sales	78.5	84.1	98.7										87.4	87.4				87.4		87.4	
	Footfall	95.8	100.4	101.1										99.1	99.1				99.1		99.1	
	Ave Customer Spend	81.9	83.8	97.6										88.2	88.2				88.2		88.2	
Store	No. of Stores/end of month	90	89	89																		
		80	80	80																		
		3	3	3																		
		3	3	3																		
		3	3	3																		
		1	-	-																		
	No. of Existing Stores	82	80	80																		
	(Previous year) No. of Stores	94	94	93	93	90	91	91	88	88	89	89	89									
	(Previous year) Increase / Decrease	-4	-5	-4																		



PANDORA Kurashiki

※ The above figures do not include the sales value, footfall and avr. Customer spend of PANDORA.

■ Existing Stores over the last 3 years

		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	YTD
Sales	Apr 2010 - Mar 2011	132.5	119.1	117.8	111.1	114.4	122.9	105.7	111.1	100.5	104.1	104.4	78.7	108.5
	Apr 2009 - Mar 2010	78.3	83.9	74.8	68.0	80.2	94.0	77.5	89.4	94.8	69.9	104.6	91.9	82.7
	Apr 2008 - Mar 2009	79.2	95.9	94.7	97.9	107.9	93.0	93.5	89.9	87.1	113.7	84.4	89.6	94.0
Footfall	Apr 2010 - Mar 2011	120.6	77.6	83.8	97.0	104.9	117.2	111.7	110.3	117.8	116.3	107.5	86.0	102.4
	Apr 2009 - Mar 2010	115.1	175.8	159.6	125.7	141.5	147.1	131.8	123.6	112.1	100.2	137.5	134.6	131.7
	Apr 2008 - Mar 2009	88.4	92.4	89.2	94.5	98.3	90.2	89.5	93.8	92.7	105.3	88.5	92.2	93.4
Ave. Customer Spend	Apr 2010 - Mar 2011	109.9	153.5	140.6	114.6	109.1	104.9	94.6	100.7	85.3	89.5	97.1	91.5	106.0
	Apr 2009 - Mar 2010	68.0	47.7	46.9	54.1	56.7	63.9	58.8	72.3	84.6	69.8	76.0	68.3	62.8
	Apr 2008 - Mar 2009	89.5	103.8	106.1	103.7	109.8	103.1	104.5	95.9	94.0	108.0	95.4	97.2	100.6

【Monthly Status】

- This month the retail sales of existing stores were 98.7% vs. the previous year while the companywide retail sales were 100.6% vs. the previous year.
- Gross Profit Margin is higher than the previous term by 3.9 points.

【Store Status】

- On Friday, July 15, 2011, we will open the PANDORA Kurashiki Store (AEON MALL Kurashiki 1F).
- On Friday, July 29, 2011, we will open the MAHARAJA-DIAMOND Kitahanada Store (AEON MALL Sakaikitahanada PROU 1F).
- On Sunday, July 31, 2011, the VERITE Kameido Store (ATRE Kameido) and the VERITE Tanashi Store (ASTA Tanashi) closes.



PANDORA Kurashiki
AEON MALL kurashiki 1F



MAHARAJA-DIAMOND Kitahanada
AEON MALL Sakaikitahanada PROU 1F

These are reference image photos.

It may be different from the actual store.