

Store

June 2011 Flash Report vs Last Year

Company Name: Vérité Co., Ltd

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representative: Katsuyoshi Hirano, Representative President/CEO

(Code: 9904 2nd Section of TSE)

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http://www.verite.jp/aboutus/irinfo/release/

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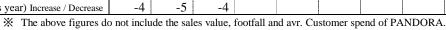
■ Sales Valu	ie, Footfall, Average Custom	er Spenc	1 & No.	of Stores	S															(Uni	it · %)
		2011									2012										YTD
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	YTD	1st.Q	2nd.Q	3rd.Q	4th.Q	1H	2H	ווט	
Companywide	Retail Sales	75.3	80.3	100.6										85.7	85.7				85.7		85.7
	Footfall	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
	No. of Stores/end of month	90	89	89																	
	♡ VÉRITÉ	80	80	80																	
	₩ MAHARAIA	3	3	3													¥ - •				4

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■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
	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
Footfall	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
	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
Ave. Customer Spend	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

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[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.

Color Value Footfall Assures Containing Containing On No. of Change

PANDŎRA

GALERIE BEAU No. of Existing Stores

(Previous year) No. of Stores

(Previous year) Increase / Decrease

[Store Status]

• On Friday, July 15, 2011, we will open the PANDORA Kurashiki Store (AEON MALL Kurashiki 1F).

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- 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.