



January 2019 Flash Report vs. LY

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Total		2018													2019					
		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	89.6%	98.0%	108.4%	99.3%	96.9%	98.2%	97.7%	97.6%	98.4%	99.6%	110.2%	99.2%	102.6%	99.8%			99.8%	101.9%	99.9%
	Footfall	99.5%	101.1%	107.0%	102.7%	91.2%	93.6%	86.2%	90.4%	96.1%	101.6%	100.6%	101.0%	101.1%	103.6%			103.6%	101.8%	98.5%
	Ave. Customer Spend	90.0%	96.9%	101.3%	96.7%	106.2%	104.9%	113.3%	107.9%	102.3%	98.0%	109.6%	98.2%	101.6%	96.3%			96.3%	100.2%	101.4%
Existing Store	Sales	92.5%	98.4%	111.1%	101.4%	103.7%	102.4%	100.4%	102.2%	101.8%	105.9%	114.0%	100.5%	105.8%	103.1%			103.1%	105.1%	103.2%
	Footfall	101.1%	99.7%	107.9%	103.0%	93.7%	94.5%	89.2%	92.5%	97.4%	108.1%	103.1%	104.4%	105.0%	108.5%			108.5%	106.0%	101.0%
	Ave. Customer Spend	91.5%	98.7%	103.0%	98.4%	110.6%	108.4%	112.5%	110.4%	104.5%	98.0%	110.6%	96.3%	100.7%	95.1%			95.1%	99.2%	102.2%

(Unit : store) Upper part : # stores in 2018/19 Lower part : increase/decrease vs same month LY

The Number of Stores		2018									2019			Store Summary	
		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.		
Number of stores as of the end of month		92	92	91	89	88	87	89	91	91	87			• January 20th ; Verite Minami-sunamachi SUNAMO store closed.  • January 27th ; Verite Kurashiki Mitsui Outlet Park store closed.  • January 27th ; Verite Fujisawa OPA store temporary closed due to renovation.  • January 27th ; Verite Hon-atsugi MYLORD 1 store temporary closed due to renovation.	
		+1	+1	-2	-3	-4	-5	-4	-2	-2	-5				
		70	70	70	68	67	67	69	71	71	67				
		+1	+1	0	-1	-2	-2	-1	+1	+1	-2				
		5	5	5	5	5	4	4	4	4	4				
		0	0	0	0	0	-1	-1	-1	-1	-1				
MiMiK?ZaRi		1	1	1	1	1	1	1	1	1	1			Monthly Summary	
		0	0	0	0	0	0	0	0	0	0				
		16	16	15	15	15	15	15	15	15	15				
		0	0	-2	-2	-2	-2	-2	-2	-2	-2				
Number of existing stores		80	82	83	83	81	82	81	82	82	82				