



March 2020 Flash Report vs. LY

Company : Vérité Co., Ltd.  
Representative : Jhaveri Arpan  
(Code : 9904 2nd Section, TSE)  
Contact : Business Planning Division TEL 045 (415) 8870  
<https://www.verite.jp/aboutus/irinfo.html>



Total		2019													2020					
		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	98.8%	103.0%	91.0%	97.0%	99.9%	91.0%	123.1%	105.1%	101.4%	89.1%	91.0%	89.5%	89.9%	93.1%	104.1%	74.2%	88.1%	89.0%	94.8%
	Footfall	94.4%	94.4%	92.7%	93.7%	103.5%	93.4%	125.8%	106.9%	100.3%	82.4%	93.8%	86.7%	87.5%	87.5%	102.6%	66.9%	83.5%	85.5%	92.5%
	Ave. Customer Spend	104.7%	109.2%	98.3%	103.5%	96.5%	97.5%	97.9%	98.3%	101.1%	108.2%	97.0%	103.3%	102.7%	106.4%	101.5%	111.0%	105.5%	104.1%	102.5%
Existing Store	Sales	98.8%	106.8%	107.7%	104.8%	103.7%	92.7%	122.0%	106.5%	105.8%	86.3%	89.0%	95.1%	90.7%	102.1%	102.0%	77.8%	92.0%	91.4%	98.0%
	Footfall	100.3%	99.0%	107.9%	102.5%	108.2%	99.2%	124.8%	110.3%	106.5%	81.2%	94.3%	92.4%	89.8%	95.7%	101.5%	69.7%	87.6%	88.7%	96.9%
	Ave. Customer Spend	98.6%	107.9%	99.9%	102.3%	95.9%	93.4%	97.7%	96.6%	99.4%	106.2%	94.4%	102.9%	101.0%	106.7%	100.5%	111.7%	105.1%	103.0%	101.2%

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

The Number of Stores		2019									2020			Store Summary	
		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	• March 19th ; Verite Toki Premium Outlets store reopened after renovation.	
Number of stores as of the end of month		88	88	88	86	86	87	89	89	88	88	88	89		
		-4	-4	-3	-3	-2	0	0	-2	-3	+1	+1	+0		
		68	68	68	67	67	68	70	70	69	69	69	70		
		-2	-2	-2	-1	0	+1	1	-1	-2	+2	+2	+1	Monthly Summary	
		4	4	4	3	3	3	3	3	3	3	3	3		
		-1	-1	-1	-2	-2	-1	-1	-1	-1	-1	-1	-1		
MiMiK?ZaRi		1	1	1	1	1	1	1	1	1	1	1	1		
		0	0	0	0	0	0	0	0	0	0	0	0		
		15	15	15	15	15	15	15	15	15	15	15	15		
		-1	-1	0	0	0	0	0	0	0	0	0	0		
Number of existing stores		78	80	80	80	78	78	78	80	82	82	82	82		