



October 2021 Flash Report vs. LY

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<https://www.verite.jp/aboutus/irinfo.html>



| Total | | 2021 | | | | | | | | | | | | 2022 | | | | | | |
|----------------|---------------------|--------|--------|--------|--------|-------|--------|--------|--------|--------|--------|------|------|--------|------|------|------|-------|--------|--------|
| | | 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 | 674.7% | 426.7% | 114.1% | 216.6% | 95.1% | 98.7% | 93.4% | 95.5% | 125.4% | 107.7% | | | 107.7% | | | | | 107.7% | 122.1% |
| | Footfall | 494.1% | 312.8% | 101.5% | 190.9% | 96.7% | 94.5% | 94.3% | 95.2% | 123.4% | 108.8% | | | 108.8% | | | | | 108.8% | 121.0% |
| | Ave. Customer Spend | 136.5% | 136.4% | 112.5% | 113.4% | 98.4% | 104.4% | 99.0% | 100.4% | 101.6% | 99.0% | | | 99.0% | | | | | 99.0% | 100.9% |
| Existing Store | Sales | 646.2% | 412.1% | 113.6% | 212.3% | 92.5% | 91.6% | 89.1% | 91.0% | 120.3% | 96.1% | | | 96.1% | | | | | 96.1% | 115.7% |
| | Footfall | 474.6% | 293.6% | 99.3% | 184.1% | 93.5% | 87.8% | 88.4% | 90.0% | 117.5% | 100.7% | | | 100.7% | | | | | 100.7% | 114.7% |
| | Ave. Customer Spend | 136.2% | 140.4% | 114.4% | 115.3% | 98.9% | 104.3% | 100.7% | 101.1% | 102.4% | 95.5% | | | 95.5% | | | | | 95.5% | 100.9% |

(Unit : store) Upper part : # stores in 2021/22 Lower part : increase/decrease vs same month LY

| The Number of Stores | 2021 | | | | | | | | | | 2022 | | | 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 | 92 | 93 | 93 | 94 | 95 | | | | | | | | | | | | | | • October 22th ; Verite Kamakura store opened. |
| | +3 | +3 | +2 | +4 | +4 | +5 | +6 | | | | | | | | | | | | | | |
| | 74 | 74 | 74 | 75 | 75 | 75 | 76 | | | | | | | | | | | | | | Monthly Summary |
| | +4 | +4 | +3 | +5 | +5 | +5 | +6 | | | | | | | | | | | | | | Due to the impact of the spread of the novel coronavirus disease, some of our stores had reduced the opening hours as large commercial facilities reduced their store hours. The number of stores with shortened hours is as follows. |
| | 3 | 3 | 3 | 3 | 3 | 3 | 3 | | | | | | | | | | | | | | |
| | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | | | |
| MiMiK?ZaRi | 1 | 1 | 1 | 1 | 1 | 1 | 1 | | | | | | | | | | | | | | <u>Reducing store hours information for October 2021</u> |
| | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | | | 5 out of 76 stores |
| | 14 | 14 | 14 | 14 | 14 | 15 | 15 | | | | | | | | | | | | | | 1 out of 3 stores |
| | -1 | -1 | -1 | -1 | -1 | 0 | 0 | | | | | | | | | | | | | | MiMiK?ZaRi 0 out of 1 stores |
| Number of existing stores | 86 | 86 | 86 | 87 | 87 | 87 | 87 | | | | | | | | | | | | | | 0 out of 15 stores |

(Note) The revenue recognition standard has been changed from the fiscal year ending March 31, 2022. This data has been calculated using the method before the application of the new standard.