





VÉRITÉ August 2023 Flash Report vs. LY

Company : Vérité Co., Ltd.
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<https://www.verite.jp/aboutus/irinfo.html>



| Total | | 2023 | | | | | | | | | | | | 2024 | | | | | | |
|----------------|---------------------|--------|--------|--------|--------|-------|--------|------|--------|--------|------|------|------|-------|------|------|------|-------|-------|--------|
| | | 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 | 100.1% | 93.5% | 100.6% | 98.0% | 92.7% | 105.2% | | 98.0% | 98.0% | | | | | | | | | | 98.0% |
| | Footfall | 93.4% | 93.5% | 97.5% | 94.8% | 97.3% | 103.0% | | 100.0% | 96.9% | | | | | | | | | | 96.9% |
| | Ave. Customer Spend | 107.2% | 100.1% | 103.1% | 103.4% | 95.3% | 102.2% | | 98.1% | 101.1% | | | | | | | | | | 101.1% |
| Existing Store | Sales | 95.8% | 89.6% | 96.7% | 93.9% | 92.6% | 102.2% | | 96.7% | 95.1% | | | | | | | | | | 95.1% |
| | Footfall | 89.8% | 89.4% | 92.9% | 90.7% | 96.2% | 97.9% | | 97.0% | 93.3% | | | | | | | | | | 93.3% |
| | Ave. Customer Spend | 106.7% | 100.2% | 104.2% | 103.6% | 96.2% | 104.4% | | 99.7% | 102.0% | | | | | | | | | | 102.0% |

(Unit : store) Upper part : # stores in 2023/24 Lower part : increase/decrease vs same month LY

| The Number of Stores | | 2023 | | | | | | | | | | 2024 | | | Store Summary | | | | | |
|---|--|------|-----|------|------|------|------|------|------|------|------|------|------|--|---------------|--|--|--|--|---|
| | | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | | | | | | | |
| Number of stores as of the end of month | | 101 | 101 | 102 | 101 | 102 | | | | | | | | | | | | | | · August 25th : Verite LaLaport Koshien store open. |
| | | +3 | +3 | +3 | +2 | +3 | | | | | | | | | | | | | | |
|  | | 82 | 82 | 84 | 83 | 84 | | | | | | | | | | | | | | Monthly Summary |
| | | +3 | +3 | +4 | +3 | +4 | | | | | | | | | | | | | | |
|  | | 3 | 3 | 3 | 3 | 3 | | | | | | | | | | | | | | |
| | | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | | | |
| MIMIKAZARI | | 1 | 1 | 1 | 1 | 1 | | | | | | | | | | | | | | |
| | | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | | | |
|  | | 15 | 15 | 14 | 14 | 14 | | | | | | | | | | | | | | |
| | | +0 | +0 | -1 | -1 | -1 | | | | | | | | | | | | | | |
| Number of existing stores | | 92 | 95 | 95 | 95 | 94 | | | | | | | | | | | | | | |

(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.