December 11, 2023

VÉRITÉ November 2023 Flash Report vs. LY

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FASF MEMBERSHIP

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%	91.3%	95.5%	96.6%	103.8%	100.2%		101.9%					101.9%	98.0%
	Footfall	93.4%	93.5%	97.5%	94.8%	97.3%	103.0%	98.4%	99.4%	97.2%	98.4%	99.9%		99.2%					99.2%	97.7%
	Ave. Customer Spend	107.2%	100.1%	103.1%	103.4%	95.3%	102.2%	92.8%	96.1%	99.4%	105.4%	100.3%		102.7%					102.7%	100.4%
Existing Store	Sales	95.8%	89.6%	96.7%	93.9%	92.6%	102.2%	89.8%	94.1%	94.0%	102.4%	99.6%		101.1%					101.1%	95.8%
	Footfall	89.8%	89.4%	92.9%	90.7%	96.2%	97.9%	95.6%	96.5%	93.7%	94.7%	93.9%		94.3%					94.3%	93.8%
	Ave. Customer Spend	106.7%	100.2%	104.2%	103.6%	96.2%	104.4%	94.0%	97.5%	100.4%	108.2%	106.1%		107.2%					107.2%	102.1%

（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.	・November 5th : Verite Hiroshima The Outlets store closed. ・November 22nd : Verite Konandai store opened. ・November 23rd : Verite Hiroshima LECT store opened.
Number of stores as of the end of month	**101**	**101**	**102**	**101**	**102**	**102**	**103**	**104**					
	+3	*+3*	*+3*	*+2*	*+3*	*+3*	*+3*	*+4*					
VÉRITÉ	**82**	**82**	**84**	**83**	**84**	**84**	**85**	**86**					
	+3	*+3*	*+4*	*+3*	*+4*	*+4*	*+4*	*+5*					
MAHARAJA DIAMOND	**3**	**3**	**3**	**3**	**3**	**3**	**3**	**3**					Monthly Summary
	0	*0*	*0*	*0*	*0*	*0*	*0*	*0*					
MIMIKAZARI	**1**	**1**	**1**	**1**	**1**	**1**	**1**	**1**					
	0	*0*	*0*	*0*	*0*	*0*	*0*	*0*					
Velicia	**15**	**15**	**14**	**14**	**14**	**14**	**14**	**14**					
	+0	*+0*	*-1*	*-1*	*-1*	*-1*	*-1*	*-1*					
Number of existing stores	**92**	**95**	**95**	**95**	**94**	**95**	**95**	**95**					

(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.