

【 Monthly Status Report for FY 2016 】

Jun 16th, 2016
 Tokyo Stock Exchange
 2nd section, 8202
 Corporate Planning Section, President's Office

Status of the inbound industry

	2015 Jan~Dec	2016 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Percentage of increase or decrease from previous year ※ All Laox stores in Japan	+142%	+27%	-11%	-1%	-26%	-44%							
Number of Laox stores the end of each month	33 (The end of Dec.2015)	34	36	37	37	39							

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Number of paying customers ※※	2015	130,729	172,900	172,016	210,073	200,526	221,884	244,341	252,475	197,978	212,066	184,357	166,055
	2016	172,886	194,224	218,365	233,924	196,335							
Average purchase per customer	2015	27,767	37,992	32,658	39,021	37,353	37,474	37,489	37,559	31,037	31,037	29,104	27,349
	2016	26,713	30,022	25,372	26,067	21,295							

※ These data are preliminary figures related to Laox's domestic store sales. Changed from "Ratio to last year" indicated in the previous monthly reports.

※※ Changed from "Total number of visitors to Laox stores" to reflect the number of customers who made purchases at Laox stores.

New store openings

33 stores as of the end of Dec. 2015

New openings		
Date	Store name	Store area
Jan. 1 st	Kumamoto Suizenji Park Store	1,182.335m ²
Feb. 3 rd	Sapporo PARCO Store	100.00m ²
Feb. 22 nd	Kagoshima Tenmonkan Store	334.53m ²
Mar. 1 st	Nagoya MARUEI Store	1,757.82m ²
Mar. 25 th	Kyoto Marui Store	1,426.11m ²
May. 10 th	Sasebo Store	527.27m ²
May. 21 st	Nankainamba Station Store	45.79m ²
Closed		
Date	Store name	
Mar. 31 st	Nagasaki International Cruise Ship Terminal Store	

Supplementary information

Consumption trends and behavioral patterns of foreign tourists visiting Japan are rapidly changing.

Regarding changes in consumption trends, a slowdown in purchase of high-priced items has clearly led to declining per-capita spending. In respect of changes in behavioral patterns, not only expansion of foreign tourist destinations but also increase in so called "consumption of experience" has partly caused a decline in the number of paying customers.

We expect these market trends to continue and, to a certain degree, take hold. We will develop a product lineup, in-store customer services and others that will fulfill shifting customer needs.