

【 Monthly Status Report for FY 2017 】

May 19th, 2017
Tokyo Stock Exchange
2nd section, 8202

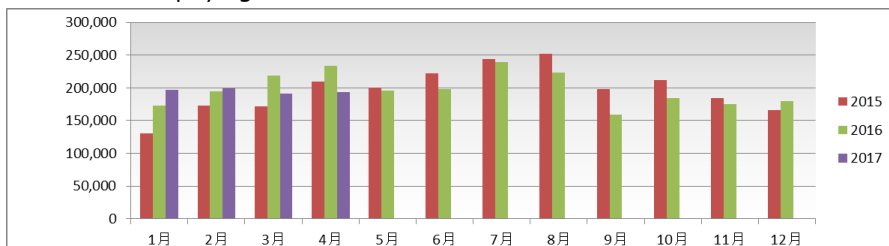
Corporate Planning Section, President's Office

These data are preliminary figures related to Laox's domestic store sales.
Please be advised that starting from this financial year, we will not publish the average purchase per customer.
※ The number of customers who paid for merchandise at Laox stores.

Status of the inbound industry

All Laox stores in Japan	Jan~Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Number of paying customers ※	2015	130,141	172,900	172,016	210,073	200,526	221,884	244,341	252,475	197,978	212,066	184,357	166,055
	2016	172,890	194,220	218,365	233,924	196,335	198,007	238,951	223,826	159,488	184,487	175,112	179,692
	YoY growth rate	+ 32.8%	+ 12.3%	+ 26.9%	+ 11.4%	- 2.1%	-10.8%	- 2.2%	- 11.3%	- 19.4%	-13.0%	- 5.0%	+ 8.2%
	2017	197,136	198,983	191,867	193,553								
	YoY growth rate	+ 14.0%	+ 2.5%	- 12.1%	-17.3%								

■ Number of paying customers



■ Inbound Topics

- 2,579 thousand foreign tourists visited Japan in April, a year-on-year increase of 123.9%, and a record for the month, while the number of Chinese visitors to the country was 529 thousand, a year-on-year increase of 102.7%. ※Data published by Japan National Tourist Organization (JNTO)
- According to a report from the Japan Tourism Agency in April, shopping accounted for 38.7% of the total amount spent by foreign visitors to Japan, still the highest ratio but on the decline. Following are accommodations (26.3%) and food & drinks (19.8%), both increasing.

New store openings

41 stores as of the end of Apr. 2017

New openings

Date	Store name	Store area	Date	Store name	Store area
Mar.6th	Sasebo Store	297.52m ²			
Apr.2nd	Nagasaki International Cruise Ship Terminal Store	40.00m ²			
Apr.5th	Sasebo Cruise Ship Terminal Store	52.50m ²			

Closed

Date	Store name	Date	Store name
Jan.10th	Kushiro Airport Store	Feb.20th	Sapporo Norbesa Store
Feb.18th	Sasebo Store	Mar.28th	Akihabara Asobit City Store

■ Laox's Measures

- Chiba Port Square Port Town set to open on July 1

体験型 複合レジャー施設

Port Town

Theater-style amusement facility,
centered around a large buffet restaurant seating about 500 diners

This facility aims to energize both the inbound market and the Chiba's local economy. It will open on July 1st as an integrated resort that has attractive products, playgrounds, a large-scale buffet restaurant, etc. to entertain Chiba residents as well as foreign tourists.

<Main Stores>

- 1F: Laox /Japan Excellent Local Products Market / Pet Spice
- 2F: Babies' and children's clothing
- 3F: Link Park (community for moms and kids)
- 4F: AIRSOFT ZONE DELTA (survival game field)
- 5F: THE NEW YORK BAYSIDE KITCHEN (restaurant)
- 6-7F: Central Fitness Club (existing)



※ Please refer to our [press release](#) dated April 28th for more details.

補足コメント

The number of paying customers in April recovered from March partly due to brisk business during the cherry blossom season. JNTO's official statistics show that the number of Chinese tourists visiting Japan has generally leveled off and the Japan Tourist Agencies reports a shift from group tourism to FITs and changes in foreign travelers' consumption trends. In response, we will further improve our overall customer service by developing a business model that reflects the shift from consumption of goods to consumption of experience, starting with the opening of Chiba Port Square Port Town.