

# 【 Monthly Status Report for FY 2016 】

Feb 17<sup>th</sup>, 2016  
 Tokyo Stock Exchange  
 2<sup>nd</sup> section, 8202  
 Corporate Planning Section, President's Office

## Status of the inbound industry

|   | 2015<br>Jan~Dec             | 2016<br>Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|---|-----------------------------|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Ratio to last year ※<br>All Laox stores in Japan            | 142%                        | 51%         |     |     |     |     |     |     |     |     |     |     |     |
| Number of Laox stores<br>the end of each month              | 33<br>(The end of Dec.2015) | 34          |     |     |     |     |     |     |     |     |     |     |     |
| Number of<br>paying customers ※※                            | 2,055,968                   | 172,886     |     |     |     |     |     |     |     |     |     |     |     |
| Number of Chinese<br>visitors to Japan<br>published by JNTO | 4,993,800                   | 475,000     |     |     |     |     |     |     |     |     |     |     |     |
| Number of foreign<br>visitors to Japan<br>published by JNTO | 19,737,400                  | 1,851,800   |     |     |     |     |     |     |     |     |     |     |     |

※ 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 <sup>st</sup> | Kumamoto Suizenji Park Store<br>※ Jan. 1 <sup>st</sup> Pre-opening<br>Mar. 5 <sup>th</sup> Grand opening | 1,182.335m <sup>2</sup> |

## Supplementary information

We changed from "Total number of visitors" to "Number of paying customers" because the former sometimes contained double counting of cruise ship customers and others.

January's average purchase amount per paying customer was ¥26,711, compared to ¥30,967 for January 2015.