

## 第40期(2017/4~2018/3)月別・店舗売上推移分析表

|                   |          | 4月度       | 5月度  | 6月度        | 7月度                      | 8月度        | 9月度                     | 10月度       | 11月度                    | 12月度       | 1月度        | 2月度        | 3月度        | 上期         | 下期         | 年間         |       |
|-------------------|----------|-----------|--|------------|--------------------------|------------|-------------------------|------------|-------------------------|------------|------------|------------|------------|------------|------------|------------|-------|
| 既存店<br>当月<br>(%)  | 売上       | 14        | 102.3                                      | 101.9      | 92.2                     | 96.9       | 97.0                    | 92.6       | 92.4                    | 96.3       | 90.4       | 96.7       | 102.4      | 87.6       | 97.1       | 94.3       | 95.7  |
|                   |          | 15        | 94.8                                       | 98.0       | 92.0                     | 97.9       | 96.1                    | 96.3       | 100.9                   | 91.6       | 99.1       | 97.2       | 93.2       | 92.3       | 95.9       | 95.7       | 95.8  |
|                   |          | 16        | 90.5                                       | 90.6       | 91.5                     | 95.1       | 90.9                    | 93.9       | 104.1                   | 94.0       | 95.7       | 98.4       | 102.7      | 103.3      | 92.3       | 99.6       | 95.8  |
|                   |          | 17        | 106.2                                      | 91.9       | 100.1                    | 100.8      |                         |            |                         |            |            |            |            |            |            |            |       |
|                   | 客数       | 14        | 95.3                                       | 93.7       | 86.3                     | 90.9       | 93.1                    | 86.1       | 87.7                    | 95.5       | 89.1       | 96.6       | 102.4      | 90.5       | 90.9       | 93.6       | 92.3  |
|                   |          | 15        | 96.2                                       | 97.8       | 89.9                     | 95.5       | 95.0                    | 96.0       | 101.7                   | 89.1       | 96.5       | 94.3       | 91.7       | 89.5       | 95.1       | 93.7       | 94.5  |
|                   |          | 16        | 87.9                                       | 88.2       | 91.1                     | 95.0       | 90.4                    | 95.7       | 99.7                    | 93.2       | 95.0       | 94.0       | 96.1       | 97.1       | 91.3       | 95.8       | 93.5  |
|                   |          | 17        | 99.8                                       | 88.7       | 95.0                     | 95.1       |                         |            |                         |            |            |            |            |            |            |            |       |
|                   | 客単価      | 14        | 107.3                                      | 108.8      | 106.8                    | 106.7      | 104.2                   | 107.5      | 105.3                   | 100.9      | 101.5      | 100.0      | 100.0      | 96.8       | 106.9      | 100.8      | 103.8 |
|                   |          | 15        | 98.6                                       | 100.2      | 102.3                    | 102.4      | 101.1                   | 100.3      | 99.2                    | 102.8      | 102.7      | 103.1      | 101.6      | 103.0      | 100.8      | 102.0      | 101.5 |
|                   |          | 16        | 103.0                                      | 102.8      | 100.4                    | 100.0      | 100.5                   | 98.2       | 104.4                   | 100.8      | 100.8      | 104.7      | 106.9      | 106.4      | 100.8      | 103.9      | 102.4 |
|                   |          | 17        | 106.5                                      | 103.6      | 105.4                    | 106.0      |                         |            |                         |            |            |            |            |            |            |            |       |
| 総売上<br>当月<br>(千円) | 14       | 6,040,512 | 6,416,320                                  | 5,749,128  | 6,031,148                | 7,368,252  | 5,584,481               | 5,365,634  | 5,637,086               | 6,050,272  | 5,735,386  | 4,782,601  | 6,048,046  | 37,189,841 | 33,619,024 | 70,808,866 |       |
|                   | 15       | 5,718,074 | 6,283,827                                  | 5,277,117  | 5,884,674                | 7,101,217  | 5,378,213               | 5,415,104  | 5,170,747               | 6,000,228  | 5,597,778  | 4,473,863  | 5,600,615  | 35,643,123 | 32,258,336 | 67,901,459 |       |
|                   | 16       | 5,187,454 | 5,688,447                                  | 4,851,281  | 5,645,060                | 6,524,096  | 5,152,419               | 5,774,978  | 5,005,342               | 5,907,908  | 5,641,885  | 4,707,656  | 5,920,589  | 33,048,757 | 32,958,357 | 66,007,114 |       |
|                   | 実績<br>17 | 5,638,749 | 5,355,688                                  | 4,883,582  | 5,746,387                |            |                         |            |                         |            |            |            |            |            |            |            |       |
|                   | 昨対<br>17 | 108.7     | 94.2                                       | 100.7      | 101.8                    |            |                         |            |                         |            |            |            |            |            |            |            |       |
| 総売上<br>累計<br>(千円) | 14       | 6,040,512 | 12,456,832                                 | 18,205,961 | 24,237,108               | 31,605,361 | 37,189,841              | 42,555,475 | 48,192,561              | 54,242,833 | 59,978,219 | 64,760,820 | 70,808,866 | 37,189,841 | 33,619,024 | 70,808,866 |       |
|                   | 15       | 5,718,074 | 12,001,901                                 | 17,279,019 | 23,163,692               | 30,264,910 | 35,643,123              | 41,058,227 | 46,228,974              | 52,229,202 | 57,826,981 | 62,300,844 | 67,901,459 | 35,643,123 | 32,258,336 | 67,901,459 |       |
|                   | 16       | 5,187,454 | 10,875,901                                 | 15,727,182 | 21,372,242               | 27,896,338 | 33,048,757              | 38,823,735 | 43,829,077              | 49,736,985 | 55,378,870 | 60,086,525 | 66,007,114 | 33,048,757 | 32,958,357 | 66,007,114 |       |
|                   | 実績<br>17 | 5,638,749 | 10,994,438                                 | 15,878,020 | 21,624,407               |            |                         |            |                         |            |            |            |            |            |            |            |       |
|                   | 昨対<br>17 | 108.7     | 101.1                                      | 101.0      | 101.2                    |            |                         |            |                         |            |            |            |            |            |            |            |       |
| 一店舗当り売上<br>(千円)   | 15       | 16,882    | 18,482                                     | 15,521     | 17,308                   | 20,825     | 15,809                  | 15,925     | 15,137                  | 17,653     | 16,416     | 13,120     | 16,412     | 17,481     | 15,774     | 16,626     |       |
|                   | 16       | 15,168    | 16,633                                     | 14,153     | 16,439                   | 18,910     | 14,857                  | 16,595     | 14,302                  | 16,832     | 16,074     | 13,412     | 16,868     | 16,028     | 15,680     | 15,852     |       |
|                   | 17       | 16,037    | 15,239                                     | 14,051     | 16,513                   |            |                         |            |                         |            |            |            |            |            |            |            |       |
| 出 店               | 16       |           |  | 山口 宇部      | 東京 小岩<br>兵庫 淡路<br>神奈川 逗子 |            | 広島 呉<br>埼玉 越谷<br>新潟 六日町 |            | 兵庫 洲本<br>福岡 小倉<br>大阪 豊中 |            |            |            |            | 7店         | 3店         | 10店        |       |
|                   | 17       | 岩手 一関     |  | 群馬 安中      |                          |            |                         |            |                         |            |            |            |            | 2店         |            |            |       |
| 閉 店               | 16       |           |  |            | 埼玉 与野                    |            |                         |            |                         |            |            |            |            | 1店         | 0店         | 1店         |       |
|                   | 17       |           | 新潟 紫竹山<br>東京 青山<br>東京 浅草<br>東京 原宿<br>東京 渋谷 |            |                          |            |                         |            |                         |            |            |            |            | 5店         |            |            |       |

(注) 既存店…当月末より15ヶ月前にオープンした店舗

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