

Chico's FAS, Inc. Store Count and Selling Square Footage Growth Fiscal 2014 - 2017

	1st Quarter 2017	2nd Quarter 2017	3rd Quarter 2017	Full Year 2017	1st Quarter 2016	2nd Quarter 2016	3rd Quarter 2016	4th Quarter 2016	Full Year 2016	1st Quarter 2015	2nd Quarter 2015	3rd Quarter 2015	4th Quarter 2015	Full Year 2015	1st Quarter 2014	2nd Quarter 2014	3rd Quarter 2014	4th Quarter 2014	Full Year 2014
Total net sales (\$000)	\$583,728	\$578,581	\$532,287	\$1,694,596	\$642,977	\$635,732	\$596,912	\$600,789	\$2,476,410	\$693,339	\$680,351	\$641,219	\$627,400	\$2,642,309	\$681,605	\$671,130	\$665,569	\$656,907	\$2,675,211
Comparable sales ⁽¹⁾ :																			
Chico's	-10.0%	-9.0%	-5.8%	-5.8%	-5.4%	-5.1%	-5.6%	-4.8%	-5.3%	-2.3%	0.9%	-4.7%	-1.7%	-2.0%	-0.9%	0.7%	-2.6%	1.2%	-0.5%
Soma	0.2%	-1.8%	-1.7%	-1.7%	0.5%	0.7%	0.4%	0.4%	0.5%	6.5%	5.1%	-0.9%	2.1%	3.1%	9.3%	4.7%	3.7%	13.7%	8.0%
White House Black Market	-9.7%	-10.6%	-14.1%	-14.1%	-3.8%	-1.3%	-5.5%	-0.6%	-2.8%	1.7%	-1.9%	-2.0%	-7.4%	-2.5%	-8.6%	-1.9%	-1.4%	5.4%	-1.7%
Total Chico's FAS	-8.7%	-8.4%	-8.2%	-8.2%	-4.2%	-3.1%	-4.9%	-2.5%	-3.7%	-0.1%	0.5%	-3.3%	-3.2%	-1.5%	-2.6%	0.3%	-1.6%	4.3%	0.0%
Store counts and selling square footage by brand:																			
Chico's brand																			
Beginning stores	707	703	699	707	725	721	720	715	725	734	734	732	730	734	721	730	735	742	721
New stores	1	-	-	1	1	1	1	1	4	5	3	4	3	15	12	6	9	2	29
Closed stores	(5)	(4)	(2)	(11)	(5)	(2)	(6)	(9)	(22)	(5)	(5)	(6)	(8)	(24)	(3)	(1)	(2)	(10)	(16)
Ending stores	703	699	697	697	721	720	715	707	707	734	732	730	725	725	730	735	742	734	734
Ending square footage	1,897,806	1,885,340	1,881,801	1,881,801	1,943,037	1,941,412	1,927,573	1,907,880	1,907,880	1,978,358	1,970,157	1,964,633	1,956,332	1,956,332	1,970,912	1,981,540	1,998,181	1,977,553	1,977,553
White House Black Market																			
Beginning stores	500	496	491	500	506	505	504	502	506	514	515	512	508	514	498	501	508	518	498
New stores	-	-	0	-	2	1	0	1	4	4	2	2	3	11	6	8	13	2	29
Closed stores	(4)	(5)	(4)	(13)	(3)	(2)	(2)	(3)	(10)	(3)	(5)	(6)	(5)	(19)	(3)	(1)	(3)	(6)	(13)
Ending stores	496	491	487	487	505	504	502	500	500	515	512	508	506	506	501	508	518	514	514
Ending square footage	1,139,542	1,127,799	1,116,839	1,116,839	1,153,402	1,156,668	1,153,617	1,148,102	1,148,102	1,168,389	1,162,603	1,156,152	1,154,512	1,154,512	1,125,518	1,144,439	1,170,747	1,164,602	1,164,602
Soma Intimates																			
Beginning stores	294	293	292	294	287	291	293	293	287	280	283	284	288	280	249	259	271	280	249
New stores	1	0	0	1	4	3	0	2	9	3	3	6	1	13	12	12	10	2	36
Closed stores	(2)	(1)	(3)	(5)	-	(1)	-	(1)	(9)	(2)	(2)	(2)	(2)	(6)	(2)	-	(1)	(2)	(5)
Ending stores**	293	292	290	290	291	293	293	294	294	283	284	288	287	287	259	271	280	280	280
Ending square footage	554,815	552,891	549,089	549,089	550,155	553,631	553,631	555,582	555,582	534,392	535,416	543,214	541,597	541,597	491,106	510,857	528,781	530,314	530,314
Boston Proper																			
Beginning stores	-	-	-	-	-	-	-	-	-	19	20	20	20	19	4	6	11	17	4
New stores	-	-	-	-	-	-	-	-	-	1	-	-	-	-	2	5	6	2	15
Closed stores	-	-	-	-	-	-	-	-	-	-	-	-	(20)	(20)	-	-	-	-	-
Ending stores**	-	-	-	-	-	-	-	-	-	20	20	20	0	0	6	11	17	19	19
Ending square footage	-	-	-	-	-	-	-	-	-	34,465	34,465	34,465	0	0	9,424	18,276	29,147	33,035	33,035
Total Chico's FAS																			
Beginning stores	1,501	1,492	1,482	1,501	1,518	1,517	1,517	1,510	1,518	1,547	1,552	1,548	1,546	1,547	1,472	1,496	1,525	1,557	1,472
New stores	2	0	0	2	7	5	1	4	17	13	8	12	7	40	32	31	38	8	109
Closed stores	(11)	(10)	(8)	(29)	(8)	(5)	(6)	(13)	(34)	(6)	(12)	(14)	(35)	(69)	(8)	(2)	(6)	(18)	(34)
Ending stores	1,492	1,482	1,474	1,474	1,517	1,517	1,510	1,501	1,501	1,552	1,548	1,546	1,518	1,518	1,496	1,525	1,557	1,547	1,547
Ending square footage	3,592,163	3,566,030	3,547,729	3,547,729	3,646,594	3,651,711	3,634,821	3,611,564	3,611,564	3,715,604	3,702,641	3,698,464	3,652,441	3,652,441	3,596,960	3,655,112	3,726,856	3,705,504	3,705,504
⁽¹⁾ Comp sales include direct-to-consumer (DTC) sales and exclude Boston Proper and International																			
** Additional detail for Soma stores:																			
FAST stores	7	6	6	6	9	8	8	7	7	18	13	13	9	9	29	25	22	20	20
Full frontline stores	267	267	265	265	263	266	266	268	268	248	254	258	260	260	214	229	241	243	243
Outlets	19	19	19	19	19	19	19	19	19	17	17	17	18	18	16	17	17	17	17
Total	293	292	290	290	291	293	293	294	294	283	284	288	287	287	259	271	280	280	280

Chico's FAS, Inc. Store Count and Selling Square Footage Growth Fiscal 2017
Store Count by State
As of October 28, 2017

		Chico's Frontline	Chico's Outlet	WHBM Frontline	WHBM Outlet	SOMA Frontline	SOMA Outlet	Total
Alabama	AL	9	2	5	1	2	1	20
Arkansas	AR	6	1	3	-	2	-	12
Arizona	AZ	15	2	8	1	8	-	34
California	CA	57	11	47	7	26	-	148
Colorado	CO	9	2	8	1	4	-	24
Connecticut	CT	9	1	6	2	4	-	22
Delaware	DE	2	1	3	1	-	1	8
Florida	FL	50	9	30	7	24	4	124
Georgia	GA	17	5	15	3	15	1	56
Hawaii	HI	-	-	1	-	-	-	1
Idaho	ID	2	-	2	-	1	-	5
Illinois	IL	21	2	23	1	15	-	62
Indiana	IN	9	3	6	1	4	-	23
Iowa	IA	4	-	2	-	1	-	7
Kansas	KS	5	1	4	-	3	1	14
Kentucky	KY	8	1	4	1	2	-	16
Louisiana	LA	9	2	5	-	4	-	20
Maine	ME	1	1	-	-	1	-	3
Maryland	MD	14	4	12	2	6	1	39
Massachusetts	MA	15	3	10	1	2	1	32
Michigan	MI	16	2	10	2	5	1	36
Minnesota	MN	11	2	7	1	7	-	28
Mississippi	MS	4	3	1	2	2	-	12
Missouri	MO	12	2	8	1	5	1	29
Montana	MT	3	-	3	-	-	-	6
Nebraska	NE	3	1	3	1	2	-	10
Nevada	NV	6	2	7	1	5	-	21
New Hampshire	NH	1	2	2	1	-	-	6
New Jersey	NJ	19	4	18	2	7	1	51
New Mexico	NM	4	-	2	-	1	-	7
New York	NY	23	7	16	2	10	-	58
North Carolina	NC	19	5	12	2	10	-	48
North Dakota	ND	4	-	1	-	-	-	5
Ohio	OH	19	3	15	1	9	-	47
Oklahoma	OK	5	1	5	-	3	1	15
Oregon	OR	8	2	4	1	2	-	17
Pennsylvania	PA	25	7	18	6	13	-	69
Rhode Island	RI	1	-	2	-	1	-	4
South Carolina	SC	13	5	6	3	6	2	35
South Dakota	SD	2	-	1	-	1	-	4
Tennessee	TN	13	2	8	2	8	-	33
Texas	TX	50	8	38	6	32	2	136
Utah	UT	6	1	3	1	-	-	11
Vermont	VT	-	1	-	-	-	-	1
Virginia	VA	21	3	13	2	6	1	46
Washington	WA	13	2	6	1	7	-	29
West Virginia	WV	3	-	1	-	-	-	4
Wisconsin	WI	7	1	4	2	3	-	17
U.S. Virgin Islands	VI	-	-	1	-	-	-	1
Puerto Rico	PR	3	-	3	-	2	-	8
Ontario, Canada	ON	3	1	5	1	-	-	10
Total		<u>579</u>	<u>118</u>	<u>417</u>	<u>70</u>	<u>271</u>	<u>19</u>	<u>1,474</u>