

Chico's FAS, Inc. Store Count and Selling Square Footage Growth Fiscal 2016 - 2019

	1st Quarter 2019	2nd Quarter 2019	Full Year 2019	1st Quarter 2018	2nd Quarter 2018	3rd Quarter 2018	4th Quarter 2018	Full Year 2018	1st Quarter 2017	2nd Quarter 2017	3rd Quarter 2017	4th Quarter 2017	Full Year 2017	1st Quarter 2016	2nd Quarter 2016	3rd Quarter 2016	4th Quarter 2016	Full Year 2016
Total net sales (\$000)	\$517,728	\$508,356	\$1,026,084	\$561,815	\$544,720	\$499,877	\$524,728	\$2,131,140	\$583,728	\$578,581	\$532,287	\$587,783	\$2,282,379	\$642,977	\$635,732	\$596,912	\$600,789	\$2,476,410
Comparable sales ⁽¹⁾ :																		
Chico's	-7.8%	-5.6%	-6.8%	-5.5%	-3.8%	-10.2%	-7.6%	-6.8%	-10.0%	-9.0%	-5.8%	-3.2%	-7.2%	-5.4%	-5.1%	-5.6%	-4.8%	-5.3%
Soma	3.4%	10.9%	7.4%	-5.8%	-0.9%	2.4%	6.2%	0.6%	0.2%	-1.8%	-1.7%	-2.3%	-1.5%	0.5%	0.7%	0.4%	0.4%	0.5%
White House Black Market	-10.0%	-16.1%	-13.0%	-6.6%	-3.5%	-5.1%	-2.9%	-4.6%	-9.7%	-10.6%	-14.1%	-9.3%	-10.9%	-3.8%	-1.3%	-5.5%	-0.6%	-2.8%
Total Chico's FAS	-7.0%	-6.1%	-6.6%	-5.9%	-3.2%	-6.8%	-3.8%	-4.9%	-8.7%	-8.4%	-8.2%	-5.2%	-7.7%	-4.2%	-3.1%	-4.9%	-2.5%	-3.7%
Store counts and selling square footage by brand:																		
Chico's brand																		
Beginning stores	680	677	680	692	688	685	683	692	707	703	699	697	707	725	721	720	715	725
New stores	-	-	-	-	-	4	1	5	1	-	-	4	5	1	1	1	1	4
Closed stores	(3)	(12)	(15)	(4)	(3)	(6)	(4)	(17)	(5)	(4)	(2)	(9)	(20)	(5)	(2)	(6)	(9)	(22)
Ending stores	677	665	665	688	685	683	680	680	703	699	697	692	692	721	720	715	707	707
Ending square footage	1,817,922	1,785,466	0	1,854,392	1,841,257	1,834,820	1,827,783	1,827,783	1,897,806	1,885,340	1,881,801	1,867,454	1,867,454	1,943,037	1,941,412	1,927,573	1,907,880	1,907,880
White House Black Market																		
Beginning stores	461	457	461	479	478	471	467	479	500	496	491	487	500	506	505	504	502	506
New stores	-	-	-	-	-	-	-	-	-	-	-	-	-	2	1	-	1	4
Closed stores	(4)	(8)	(12)	(1)	(7)	(4)	(6)	(18)	(4)	(5)	(4)	(8)	(21)	(3)	(2)	(2)	(3)	(10)
Ending stores	457	449	449	478	471	467	461	461	496	491	487	479	479	505	504	502	500	500
Ending square footage	1,051,610	1,034,125	0	1,096,785	1,082,567	1,073,614	1,060,603	1,060,603	1,139,542	1,127,799	1,116,839	1,098,460	1,098,460	1,153,402	1,156,668	1,153,617	1,148,102	1,148,102
Soma Intimates																		
Beginning stores	277	276	277	289	285	284	281	289	294	293	292	290	294	287	291	293	293	287
New stores	-	0	-	-	-	-	-	-	1	-	-	1	2	4	3	-	2	9
Closed stores	(1)	(3)	(4)	(4)	(1)	(3)	(4)	(12)	(2)	(1)	(2)	(2)	(7)	-	(1)	-	(1)	(2)
Ending stores**	276	273	273	285	284	281	277	277	293	292	290	289	289	291	293	293	294	294
Ending square footage	522,235	516,144	0	540,195	538,254	532,047	524,283	524,283	554,815	552,891	549,089	547,530	547,530	550,155	553,631	553,631	555,582	555,582
Total Chico's FAS																		
Beginning stores	1,418	1,410	1,418	1,460	1,451	1,440	1,431	1,460	1,501	1,492	1,482	1,474	1,501	1,518	1,517	1,517	1,510	1,518
New stores	0	0	-	-	-	4	1	5	2	-	-	5	7	7	5	1	4	17
Closed stores	(8)	(23)	(31)	(9)	(11)	(13)	(14)	(47)	(11)	(10)	(8)	(19)	(48)	(8)	(5)	(8)	(13)	(34)
Ending stores	1,410	1,387	1,387	1,451	1,440	1,431	1,418	1,418	1,492	1,482	1,474	1,460	1,460	1,517	1,517	1,510	1,501	1,501
Ending square footage	3,391,767	3,335,735	0	3,491,372	3,462,078	3,440,481	3,412,669	3,412,669	3,592,163	3,566,030	3,547,729	3,513,444	3,513,444	3,646,594	3,651,711	3,634,821	3,611,564	3,611,564
⁽¹⁾ Comp sales include direct-to-consumer (DTC) sales and exclude Boston Proper and International. In addition, the 53rd week is excluded from the comparable sales calculations for Q4 Fiscal 2017.																		
** Additional detail for Soma stores:																		
FAST stores	7	7	7	7	7	7	7	7	7	6	6	6	6	9	8	8	7	7
Full frontline stores	250	247	247	260	259	256	251	251	267	267	265	264	265	263	266	266	268	268
Outlets	19	19	19	18	18	18	19	19	19	19	19	19	19	19	19	19	19	19
Total	276	273	273	285	284	281	277	277	293	292	290	289	290	291	293	293	294	294