

(Translation)

To Whom It May Concern

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Stock Listing	Tokyo Stock Exchange Prime Market (Code: 3608)
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Monthly Sales Report (Year-on-Year Comparison)

Monthly Retail Sales (YoY) of January 2025

(Unit:%)

		Mar	Apr	May	Jun	Jul	Aug	1H Total
All Retail Channels	Physical stores	100.8	103.7	106.1	113.4	103.3	105.7	105.2
	E-commerce	88.5	96.8	98.7	103.4	102.9	92.1	97.0
	Total	97.6	101.9	104.2	110.6	103.2	101.8	103.0
Existing Retail Channels	Physical stores	100.8	104.4	106.3	115.0	103.9	105.8	105.8
	E-commerce	90.2	98.7	101.9	106.5	103.5	92.8	98.8
	Total	98.0	102.8	105.2	112.6	103.8	101.9	103.9

		Sep	Oct	Nov	Dec	Jan	Feb	2H Total	Full Year
All Retail Channels	Physical stores	104.1	92.7	104.1	103.1	104.1		101.4	103.3
	E-commerce	100.1	94.4	103.1	103.9	93.3		98.8	97.9
	Total	103.1	93.1	103.8	103.3	100.6		100.7	101.9
Existing Retail Channels	Physical stores	105.4	93.8	104.2	102.9	103.5		101.7	103.8
	E-commerce	99.9	94.7	103.4	104.6	93.7		99.1	99.0
	Total	104.0	94.0	104.0	103.4	100.3		101.0	102.4

<Remarks>

1. The above data is based on sales (retail price basis) at the group's own retail stores and e-commerce sales channels in Japan, which is available to be aggregated on a monthly basis.
2. Sales of the Existing Retail Channels are calculated pursuant to sales at stores that were open for at least twenty days during the same months of the previous year and this year.
3. Monthly Retail Sales (YoY) is calculated on a retail price basis. Hence, there is no impact from the change in revenue recognition standards.
4. The figures for the latest month are preliminary that are subject to revision and are not considered final until they appear on the Monthly Sales Report for the following month.
5. If there is a significant variance between preliminary and finalized figures, we will release the corrected information immediately.

< **January Overview** >

The sales results for this month were 100.6% year-on-year for All Retail Channels and 100.3% for Existing Retail Channels.

Colder temperatures drove strong sales of winter apparel in the first half of the month. However, as the clearance of past-year inventory for some brands was completed in the latter half, sales remained on par with the previous year for January.

The difference in the number of holidays had no impact on overall sales.