



(Translation)

To Whom It May Concern

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Monthly Sales Report (Year-on-Year Comparison)**Monthly Retail Sales (YoY) of February 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	91.8	100.3	102.6
	E-commerce	100.1	94.4	103.1	103.9	93.3	83.2	96.6	96.8
	Total	103.1	93.1	103.8	103.3	100.6	89.2	99.3	101.0
Existing Retail Channels	Physical stores	105.4	93.8	104.2	102.9	103.5	92.5	100.7	103.1
	E-commerce	99.9	94.7	103.4	104.6	93.7	99.0	99.1	99.0
	Total	104.0	94.0	104.0	103.4	100.3	94.0	100.2	102.0

<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.

6. The sales from the integrated e-commerce site, as well as the e-commerce platforms of the brands involved in the integration (“Pre-Integrated Sites”), have been excluded from the Existing Store Sales calculations because it operated for fewer than 20 days during the month.

< February Overview >

The sales results for this month were 89.2% and 94.0% year-on-year for the All Retail Channels and the Existing Retail Channels, respectively.

Total sales for the All Retail Channels declined year-on-year, mainly due to the temporary site closure before the launch of a new integrated e-commerce platform and the impacts of brand withdrawals. As mentioned in Remarks #6, sales from the integrated e-commerce site (including the Pre-Integrated Sites) are excluded from the existing store sales figures.

Furthermore, physical store sales dropped year-over-year, partly because some businesses experienced delays in their seasonal launches, which were pushed to March.

Additionally, since the previous year was a leap year, we estimate that having one less business day caused a negative impact of about 3.3%.