



# FY2026 First Quarter Financial Results Briefing

TSI HOLDINGS CO., LTD.

Stock Code: 3608 (Tokyo Stock Exchange Prime Market)

July 15, 2025





# AGENDA

- 1 Q1 FY2026 Overview
- 2 Sales Performance by Channel
- 3 Business Highlights
- 4 Growth Strategy
- 5 Financial and Capital Policy
- 6 Appendix

Note: “FY” refers to the fiscal year that ends in February of the year indicated.  
For example, FY2026 refers to the period from March 1, 2025, to February 28, 2026.

Next Agenda

# Q1 FY2026 Overview

(March 1–May 31, 2025)



# Executive Summary



During the first quarter, Japan saw several positive developments, including wage increases and a continued rise in inbound tourism. Meanwhile, concerns over a potential economic slowdown intensified due to ongoing inflation, U.S. tariff policies, and international conflicts.



In the apparel market, no significant slowdown was observed, although consumer sentiment remained unstable under the influence of the broader macroeconomic environment.



Revenue for the quarter declined year-on-year, primarily due to the impact of business withdrawals in the previous fiscal year. However, structural profitability reforms began to yield tangible results, leading to profit growth from operating income and below.



# Financial Highlights

The structural profitability reforms outlined in the medium-term management plan continued to progress as planned. Although revenue was negatively affected, beyond the impact from the prior-year business withdrawals, operating income still increased, supported by improvements in cost efficiency and overall profitability.

(Millions of yen)

Q1  
Net Sales  
**35,605**  
vs Q1 FY2025  
-3,680 (90.6%)

Q1  
Operating Income  
**1,514**  
vs Q1 FY2025  
+496 (148.7%)

Q1  
Net Income  
**1,966**  
vs Q1 FY2025  
+1,420 (360.1%)

- Revenue declined due to the impact of business withdrawals in the previous fiscal year, as well as ongoing challenges in the U.S. market and delays in the membership migration process.
- Sales to inbound tourists continued to grow, although the growth rate showed signs of slowing down.
- The gross profit margin and SG&A expense ratio improved, primarily driven by structural reform initiatives, resulting in higher operating income.
- Pre-tax income was influenced by factors such as subsidiary divestiture and improved earnings from overseas equity-method affiliates.
- Quarterly net income increased substantially, reflecting tax adjustments related to impairment losses recorded in the previous fiscal year as part of structural reforms.

# Q1 FY2026 Overview

## Financial Highlights

Q1

Net Sales

35,605

vs Q1 FY2025

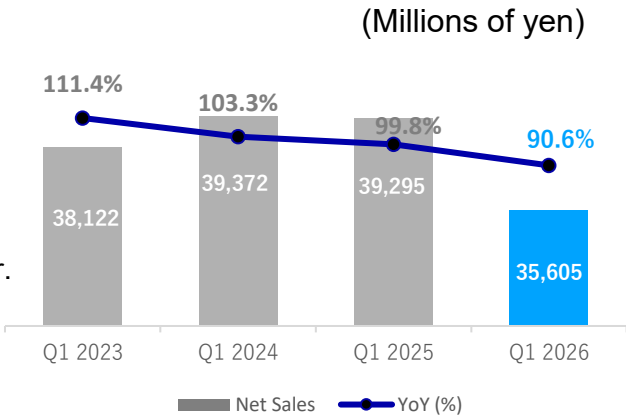
-3,690 (90.6%)

Positive Factors

- Some women's brands, including *Arpege story*, showed signs of recovery.
- Sales of men's casual brands such as *AVIREX* and *Schott* remained strong.

Negative Factors

- Revenue decreased due to business withdrawals and divestitures in the previous fiscal year.
- Sales from the *HUF* business in the U.S. decreased.
- Delays in membership migration during the launch of *mix.tokyo* negatively affected key brands.



Q1

Gross Profit

20,478

vs Q1 FY2025

-1,555 (92.9%)

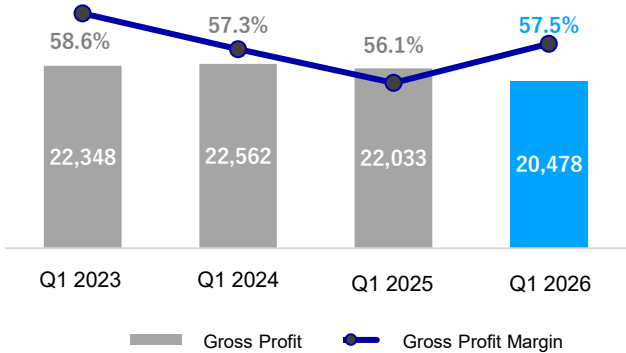
Positive Factors

- The procurement cost ratio improved due to pricing initiatives and lower purchasing costs.
- Inventory valuation losses declined as much of the aged inventory from previous fiscal years was mostly cleared out.

➡ Gross profit margin improved by 1.4 percentage points year on year.

Negative Factors

- Procurement costs remain elevated.



Q1

SG&A Expenses

18,964

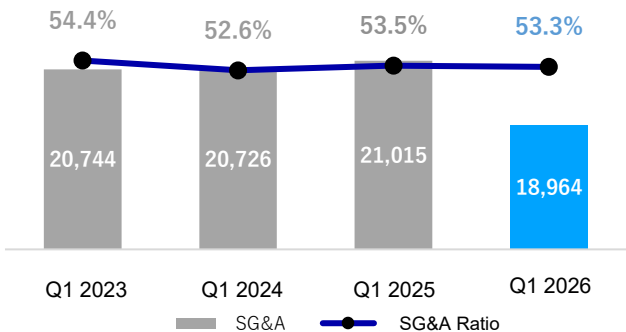
vs Q1 FY2025

-2,050 (90.2%)

Positive Factors

- Advertising and promotional expenses declined by 0.5 percentage points as a percentage of sales, due to the implementation of a cost control framework.
- Personnel expenses decreased due to workforce streamlining carried out in the previous fiscal year.

➡ Despite a significant decline in revenue, the SG&A-to-sales ratio improved by 0.2 percentage points year on year.



# Net Income Impact – Itemized Breakdown

Non-operating income and loss — including dividends received, real estate income, equity in earnings of affiliates, and foreign exchange losses — totaled 401 million yen, resulting in ordinary income of 1,916 million yen. Pre-tax income was 2,025 million yen, mainly driven by gains and losses from the divestment of subsidiaries. Quarterly net income was 1,966 million yen, with a net income margin of 5.5%.

Non-operating Income

- Dividends Received . . . . . ¥70 million
- Equity in Earnings of Affiliates . . . . . ¥270 million
- Real Estate Income . . . . . ¥80 million

Non-operating Expenses

- Foreign Exchange Losses . . . . . ¥100 million

Extraordinary Income

- Gain on Sale of Affiliated Company . . ¥100 million
- Gain on Sale of Investment Securities . ¥250 million

Extraordinary Losses

- Loss on Sale of Affiliated Company . . ¥160 million

Income Taxes

- Corporate, Inhabitant, and Enterprise Taxes ¥150 million
- Deferred Tax Adjustments . . . . . -¥70 million

Note: Only major items are shown.

# Balance Sheet (as of May 31, 2025)

	Cumulative Q1ST 2025 Ended Feb.		Cumulative Q1ST 2026 Ending Feb.			
	Results	Composition Rate (%)	Results	Composition Rate (%)	Y/Y Change	Y/Y (%)
<b>Current Assets</b>	68,588	52.0%	72,822	56.4%	4,234	106.2%
(of Cash and Deposits)	24,425	18.5%	32,025	24.8%	7,600	131.1%
(of which, Inventory)	28,859	21.9%	26,088	20.2%	-2,771	90.4%
<b>Non-current Assets</b>	63,428	48.0%	56,201	43.6%	-7,227	88.6%
(of Investment Securities)	25,816	19.6%	24,472	19.0%	-1,344	94.8%
(of Investment Real estate)	4,886	3.7%	2,245	1.7%	-2,641	45.9%
<b>Total Assets</b>	<b>132,016</b>	<b>100.0%</b>	<b>129,024</b>	<b>100.0%</b>	<b>-2,993</b>	<b>97.7%</b>
<b>Current Liabilities</b>	27,529	20.9%	18,251	14.1%	-9,278	66.3%
(of Short-term borrowings)	5,000	3.8%	92	0.1%	-4,908	1.8%
(of Current portion of long-term borrowings)	2,759	2.1%	1,160	0.9%	-1,599	42.0%
<b>Non-current Liabilities</b>	7,449	5.6%	5,424	4.2%	-2,025	72.8%
(of Long-term borrowings)	1,345	1.0%	102	0.1%	-1,243	7.6%
<b>Total Liabilities</b>	<b>34,979</b>	<b>26.5%</b>	<b>23,676</b>	<b>18.4%</b>	<b>-11,303</b>	<b>67.7%</b>
<b>Total Net Assets</b>	<b>97,037</b>	<b>73.5%</b>	<b>105,348</b>	<b>81.6%</b>	<b>8,311</b>	<b>108.6%</b>
(of Treasury stock(-))	-4,052	-3.1%	-4,137	-3.2%	-85	102.1%
<b>Total Liabilities and Net Assets</b>	<b>132,016</b>	<b>100.0%</b>	<b>129,024</b>	<b>100.0%</b>	<b>-2,992</b>	<b>97.7%</b>

## Cash and Deposits

- A significant cash inflow was recorded from the divestment of real estate at the end of the previous fiscal year.
- Cash outflows included loan repayments and increased dividend payments.
- Balance is at 131% compared to the Q1 FY2025.

## Inventories

- Decreased by approximately 10%, reflecting the impact of prior-year efforts to clear aged inventory from previous fiscal years.
- Ongoing efforts to improve inventory efficiency continue.

## Investment Securities

- Continued sale of cross-shareholdings and other securities

## Treasury Shares

- Approximately ¥6.0 billion worth of treasury shares have been repurchased over the past 12 months.
- All shares acquired through March 2025 were cancelled in April.



Next Agenda

# Sales Performance by Channel



# Q1 FY2026 Sales Performance by Channel

## Sales by Channel

Department store sales declined to 80.6% YoY, due to low-profit store closures and soft core-brand performance. Sales of stores in commercial facilities were nearly flat at 99.9% YoY, excluding the impact of business withdrawals. As a result, domestic physical store sales declined to 92.6% YoY, down 1,778 million yen. Including e-commerce, total sales across all channels fell below the previous year. Overseas sales were 80.5% YoY, impacted by a soft U.S. market and the absence of collaboration projects that boosted sales in the same period last year.

(Millions of yen)

		Q1 FY2024※ 3		Q1 FY2025※ 3		Q1 FY2026	YoY
Domestic Retail	Department Store (% of total sales)	5,453 (13.8%)	▶	5,253 (13.4%)	▶	4,233 (11.9%)	80.6%
	Commercial Facilities ※ 1 (% of total sales)	17,789 (45.2%)	▶	18,776 (47.8%)	▶	18,018 (50.6%)	96.0%
	E-commerce (% of total domestic retail sales)	8,758 (27.4%)	▶	8,038 (25.1%)	▶	6,840 (23.5%)	85.1%
	Domestic Misc. ※ 2 (% of total sales)	4,459 (11.3%)	▶	4,254 (10.8%)	▶	4,118 (11.6%)	96.8%
	Overseas (% of total sales)	2,913 (7.4%)	▶	2,973 (7.6%)	▶	2,393 (6.7%)	80.5%

※1 Commercial Facilities: Stores located in shopping centers, outlet malls, etc.  
※2 Domestic Misc.: Wholesale sales, sales to the employees, and other sales by TSI Group's apparel-related business, as well as non-apparel business  
※3 Some misstatements under the new revenue standard have been corrected (Domestic EC, Domestic -Misc, and Overseas).  
These corrections do not affect consolidated revenue.



## Q1 FY2026 Sales Performance by Channel

# E-commerce Sales

Domestic in-house e-commerce revenue was 75.6% YoY, a decline of ¥845 million. Third-party marketplace sales remained slightly below the prior year at 97.3% YoY (excluding the impact of business withdrawals).

As a result, total domestic e-commerce revenue was 85.1% YoY, down ¥1,198 million.

Overseas e-commerce also fell to 76.9% YoY, reflecting a slowdown in the U.S. market.

(Millions of yen)

		Q1 FY2024※3		Q1 FY2025※3		Q1 FY 2026	YoY
Domestic	<b>In-house</b> (% of total domestic E-comm)	<b>3,995</b> (45.6%)	▶	<b>3,466</b> (43.1%)	▶	<b>2,621</b> (38.3%)	<b>75.6%</b>
	<b>3rd Party</b> (% of total domestic E-comm)	<b>4,763</b> (54.4%)	▶	<b>4,571</b> (56.9%)	▶	<b>4,218</b> (61.7%)	<b>92.3%</b>
	<b>Total Domestic</b> (% of total domestic retail sales)	<b>8,758</b> (27.4%)	▶	<b>8,038</b> (25.1%)	▶	<b>6,840</b> (20.6%)	<b>85.1%</b>
<b>Overseas E-Comm</b> (% of total overseas retail sales)		<b>919</b> (31.6%)	▶	<b>965</b> (32.5%)	▶	<b>742</b> (31.0%)	<b>76.9%</b>
<b>Total E-Comm Sales</b> (% of total retail sales)※1		<b>9,677</b> (27.7%)	▶	<b>9,003</b> (25.7%)	▶	<b>7,583</b> (24.1%)	<b>84.2%</b>

※1 The e-comm sales ratio is calculated excluding other domestic sales (such as wholesale and employee sales).

※2 The exchange rate reference date has been partially adjusted. There is no impact on consolidated revenue.

※3 Corrections were made to some figures under the new revenue recognition standard (Domestic and Overseas E-comm, etc.).

These corrections do not affect consolidated revenue.

Next Agenda

# Business Highlights





# Q1 FY2026 Business Highlights

## Core Brands

The men's core brand *AVIREX* marked its 50th anniversary with a special campaign, helping it maintain strong performance. On the other hand, delays in membership migration during the launch of *mix.tokyo* had a broad impact on core brands, leading to sluggish sales both in stores and online.

### AVIREX®

108.5% YoY

- Sales remained strong, especially in physical stores.
- Trend-aligned core items performed well, with the Daily Collection particularly popular.
- Celebrating its 50th anniversary this year, the brand will launch special items from Q2 onward.



### N A N O universe

92.2% YoY

- Sales are impacted by the weak performance of suits.
- Recovery trend seen since June, mainly in e-commerce.
- “Power of Music” theme driving culture-based campaigns and events.



Launched new music program Beat Reaction on YouTube

### MARGARET HOWELL

86.3% YoY

- Sales struggled due to store closures and limited responsiveness to weather conditions
- Opened two large-format stores in Osaka and Fukuoka as part of store consolidation strategy
- *MHL*. selected as the design partner for the Fuji Rock Collection 2025

### NATURAL BEAUTY BASIC

83.4% YoY

- Sales impacted by limited response to early-spring demand and underperformance of key items
- New concept store *NATURAL BEAUTY BASIC+* opened in Nagoya
- New digitally driven line set to debut this fall

### PEARLY GATES

82.0% YoY

- Sales were sluggish due to the reaction to inventory clearance sales conducted last year
- Continued to strengthen customer engagement, including expanding community events from flagship stores to nationwide locations

# Q1 FY2026 Business Highlights

## Emerging Growth Brands

Men's casual brands continued to perform well, driven by strong sales from inbound tourists and successful collaborations. Some women's brands also showed signs of recovery compared to the previous fiscal year.

**Schott**  
N.Y.C.

133.4% YoY

- Social media-driven promotions have steadily boosted sales through new customer acquisition and stronger brand loyalty.
- Renewed core denim series performing well.
- Collaboration with *LEE* received strong response.



**LAZY HAZY PLANET**  
Lazy Hazy Planet

117.2% YoY

- Unique product selection resonated particularly with inbound tourists, contributing to sales.
- Store and app member-exclusive events were actively held and well received.



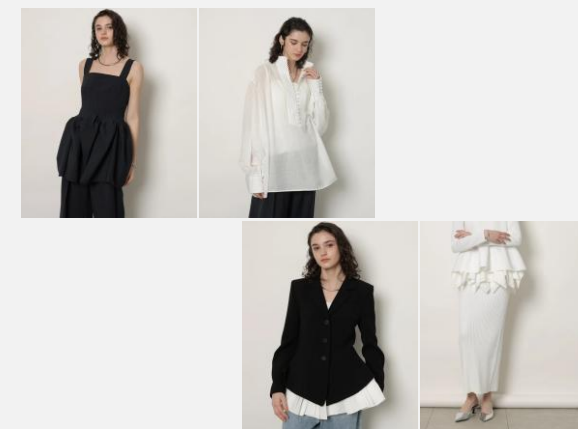
The original brand performed well, with bottoms showing double-digit growth.



The exclusive *NEEDLES* collection was well received and highly popular among international customers.

**Arpege story** 107.9% YoY

- Strengthened coordination between physical stores and e-commerce led to sales growth. To further expand this approach, the brand is leveraging store-based Instagram Live to enhance communication and customer engagement.
- A collaboration project with Megumi Kanzaki, featured on *CADUNE* and *Arpege story Online*, was well received.





# Q1 FY2026 Business Highlights

## Sustainability Initiatives

### TSI Holdings Selected as a Supplier Engagement Leader

- In the 2024 Supplier Engagement Rating, TSI Holdings received the highest score of “A” and was recognized as a Supplier Engagement Leader. Additionally, TSI Holdings received a score of “B” in both the Climate Change and Water Security categories of the 2024 CDP Questionnaire.



### TSI Inc. Becomes First Major Japanese Apparel Company to Earn OCS Certification

- To ensure transparency in the production process and the responsible sourcing of environmentally friendly materials, TSI Inc. has obtained OCS (Organic Content Standard) certification<sup>1</sup>, a trusted global standard.
- TSI Inc. is expected to become the first major Japanese apparel company<sup>2</sup> to launch OCS-certified products.



\*(一財)ケケン試験認証センター様資料をもとに自社で作成



In Development: TSI Inc.'s First OCS-Certified Item by NANO universe.

<sup>1</sup> OCS (Organic Content Standard): An international certification system established by Textile Exchange (U.S.), which verifies the processing and distribution of materials based on global organic standards.

<sup>2</sup> Refers to apparel companies listed on the Tokyo Stock Exchange Prime Market with annual sales exceeding ¥100 billion.

Next Agenda

# Growth Strategy

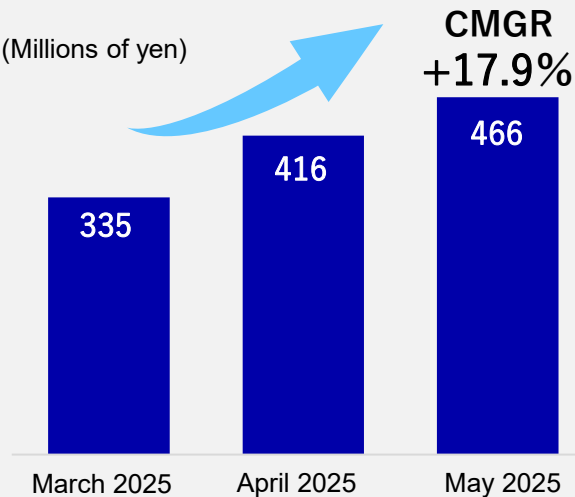




# Progress on E-commerce Integration

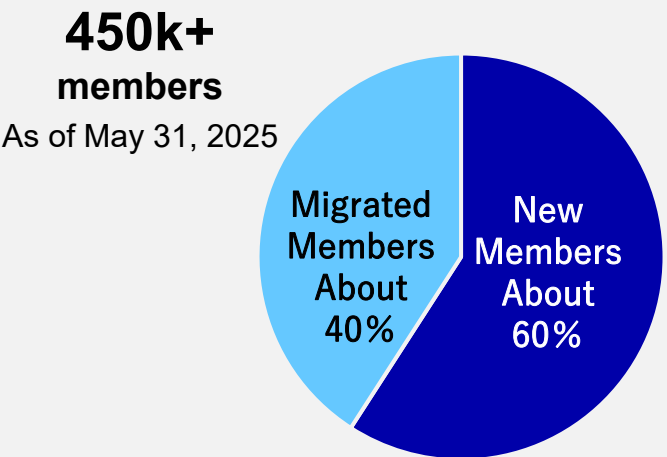
*mix.tokyo* launched as scheduled in February 2025. Although the transition of existing members was delayed at launch—resulting in a significant sales drop—Compound Monthly Growth Rate (CMGR) since April has been 17.9%, indicating a recovery trend. As of the end of May, *mix.tokyo* had gained approximately 450,000 members. Among former top-tier members, 80% have successfully migrated to the new system. Going forward, the focus will shift toward acquiring new members.

## *mix.tokyo* Sales Trend



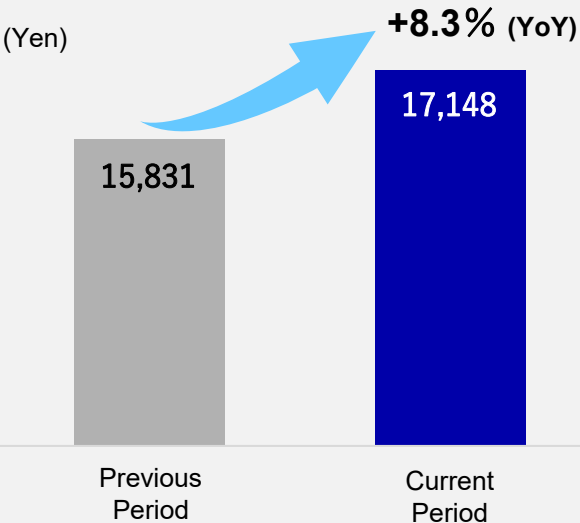
- Sales have continued to grow steadily on a monthly basis.
- In March and April, operations remained stable, and Golden Week promotions contributed to sales.
- June saw strong performance due to the early start of seasonal sales.
- Men's casual continued to perform well, with sales approaching year-over-year levels above 100%.

## *mix.tokyo* Membership Growth



- Over 80% of top-tier members from the previous membership program have migrated, nearing completion.
- EC and store teams are working in coordination to drive mutual traffic, with OMO initiatives contributing to an approximately 4% uplift in e-commerce sales.

## Average Spend per Customer



- Average order value rose by 8.3% year over year.
- The site's design effectively meets the needs of highly motivated buyers, leading to a cart addition rate above last year's level.
- Moving forward, site development and initiatives will strategically focus on strengthening cross-brand purchasing behavior.

# Q1 FY2026 Growth Strategy: OMO Initiatives

## Enhancing Customer Touchpoints

*mix.tokyo* has entered a new growth phase following its stable launch. While the early part of Q1 focused on ensuring platform stability, cross-brand promotional efforts were ramped up starting in Golden Week. Ongoing enhancements to UI/UX, along with the launch of *mix.TV*, are designed to further strengthen user engagement and brand experience.

### Video Promotion to Boost Brand Awareness



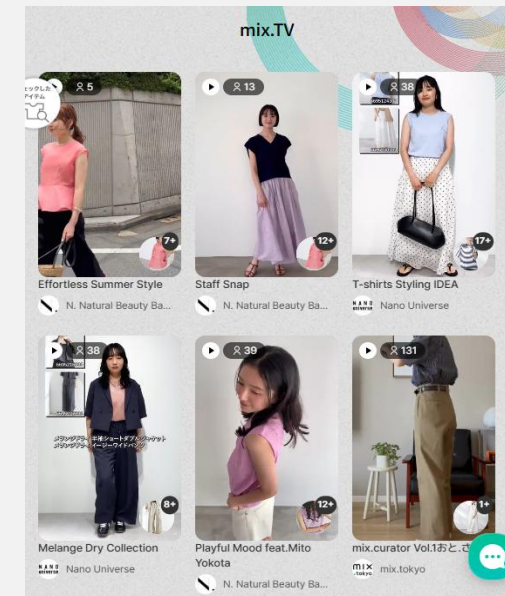
- Short-form videos were released during Golden Week to raise awareness of *mix.tokyo*, with concentrated distribution on YouTube and Instagram contributing to sales.
- The campaign was also featured on outdoor screens in Shibuya this summer.

### Member-Focused Approach



- Promotional initiatives under the *mix.tokyo* banner were gradually ramped up starting in Golden Week.
- In June, anticipating extreme heat, a cross-brand early sale was implemented, contributing to increased sales.

### Content Creation



- Content development and feature enhancements for *mix.tokyo* are being carried out continuously.
- In July, *mix.TV* was launched to showcase video content—one of the company's key strengths.



# Q1 FY2026 Growth Strategy: New Business Development and M&A

## Daytona International Joining the TSI Group

As part of the growth strategy outlined in the medium-term management plan, a new business initiative will be launched through the full acquisition of Daytona International Co., Ltd., operator of FREAK’S STORE.

Overview

DAYTONA INTERNATIONAL

Company:

Daytona International Co., Ltd.

Head Office:

Shibuya, Tokyo

Established:

April 1990

Representative:

Akira Sasaki, Representative Director


Operates an OMO platform business and a SaaS-based DX retail solutions business, with annual sales of approximately ¥40 billion and a store network of around 60 locations.

Under the vision of “LIFE TO BE FREAK — Inspiring the world through the joy of living with passion,” the company delivers exciting, emotionally engaging experiences to customers. The core fashion retail business is FREAK’S STORE.


\*Details of the share acquisition, as well as its impact on current fiscal results and the medium-term management plan, will be disclosed promptly after the transaction is closed.

Core Competencies


Retail Excellence of FREAK’S STORE




Broad Generational Support Including Younger Consumers



High E-comm Conversion Rate: Over 50%



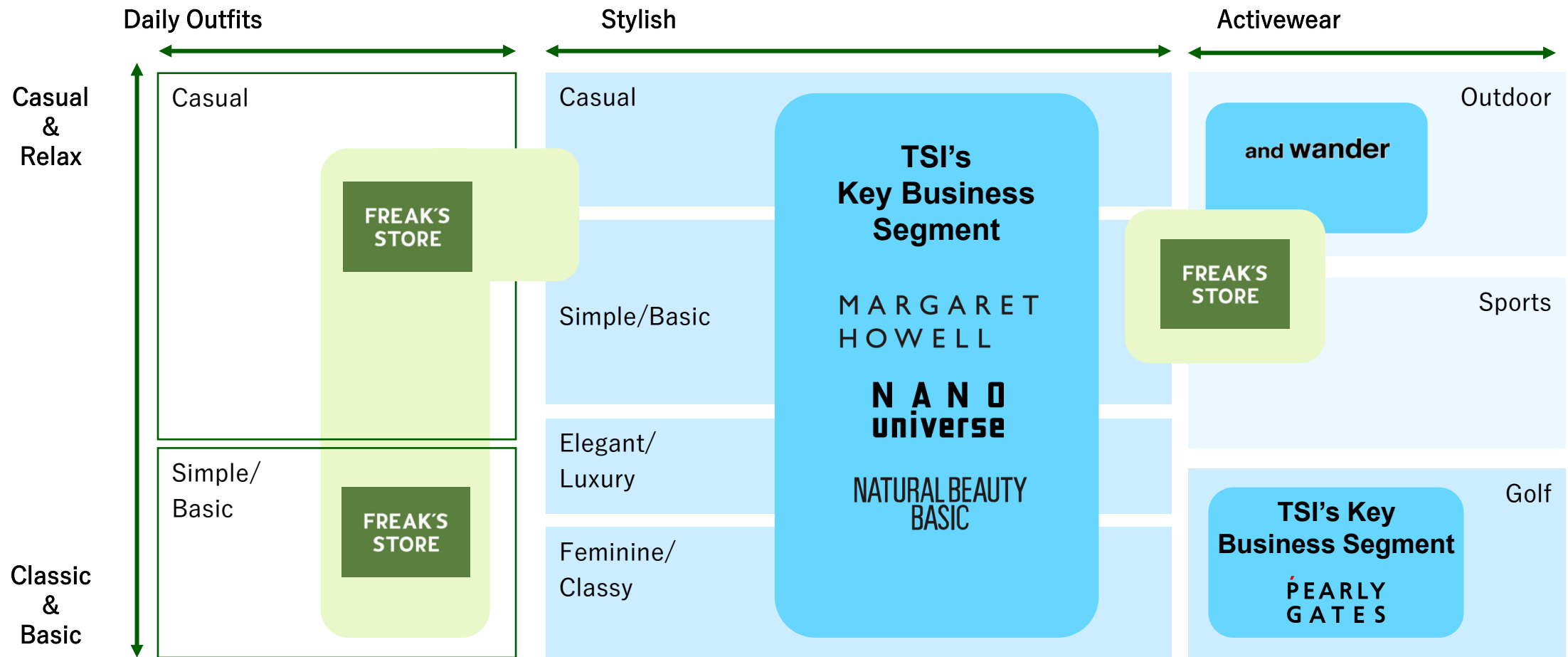
Extensive Store Network Covering All Regions of Japan



# Q1 FY2026 Growth Strategy: New Business Development and M&A

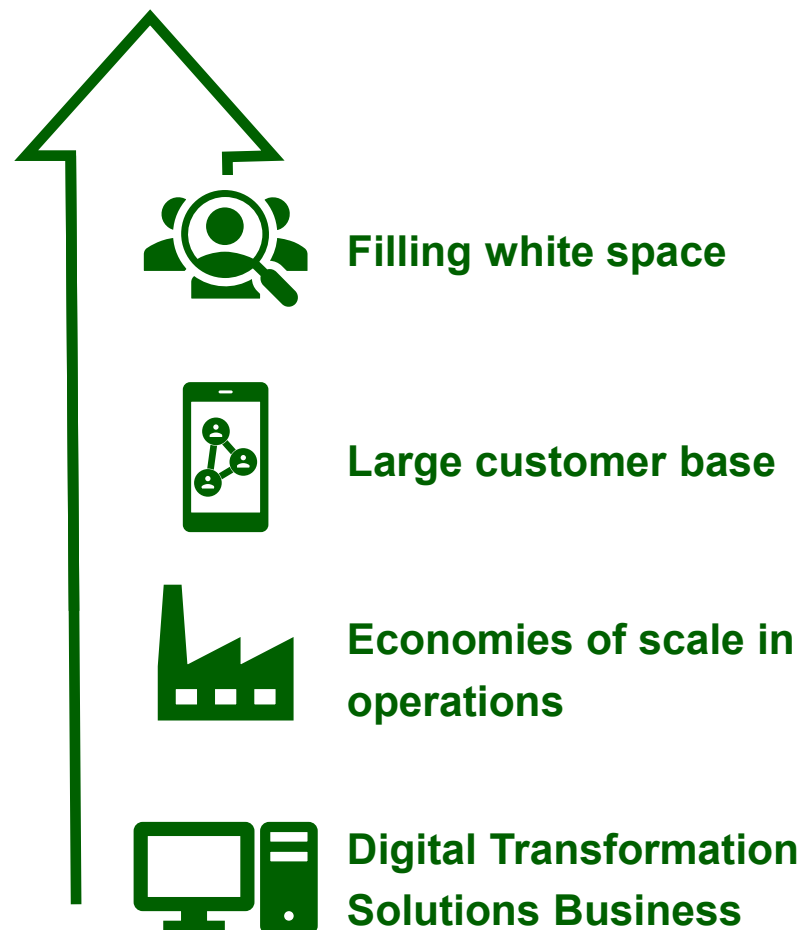
## Strategic Reinforcement of the Brand Portfolio

The addition of Daytona International to the Group will significantly enhance the brand portfolio. For TSI, whose existing brand development is relatively concentrated in a limited market segment, this acquisition effectively fills multiple white spaces and aligns well with its overall growth strategy.



# Expected Synergies from the Addition of Daytona International

Daytona International offers not only a complementary brand portfolio but also strengths in areas currently lacking within the TSI Group, creating a mutually reinforcing relationship and offering strong potential for synergy.



## Key Synergy Effects

- Broad market coverage, including casual, sports, and outdoor segments
  - Strong presence among younger consumers, particularly in their 20s
  - Nationwide store network, including shopping centers in regional cities
- Approximately 800,000 active users
  - Synergies to be pursued between the E-commerce sites *Daytona Park* and *mix.tokyo*
- Consolidated procurement volume expected to increase by approx. 30%
  - Potential to further expand scale-driven benefits from structural reforms in procurement costs
- High growth potential expected in the Digital Transformation (DX) solutions business
  - TSI aims to actively apply these solutions across its existing businesses



Next Agenda

# Financial and Capital Policy



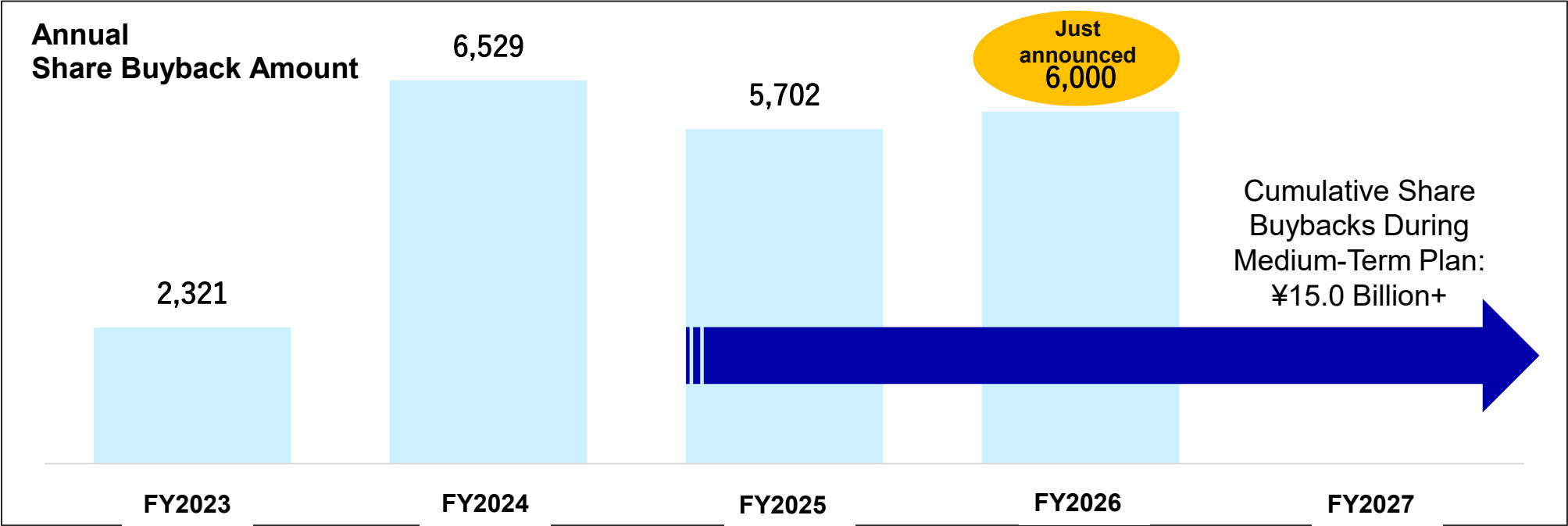
# Q1 FY2026 Financial and Capital Policy

## Shareholder Returns

We announced a share buyback of up to 6.0 billion yen to be executed by the end of December 2025. Under the current medium-term management plan, we aim to repurchase a total of over 15.0 billion yen, including 6.0 billion yen already repurchased and cancelled in the previous fiscal year. Alongside enhanced dividends, we will continue to expand shareholder returns on a sustainable basis.

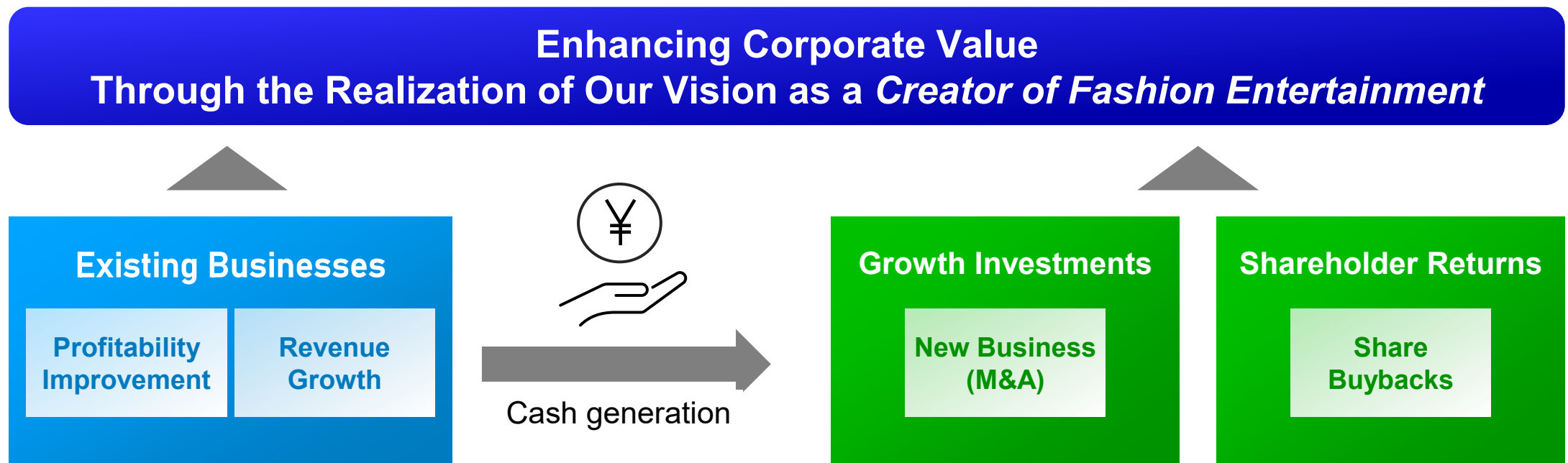
Acquisition Period	July 23-December 31, 2025
Maximum Number of Shares to be Acquired	4,500,000 shares

(Millions of yen)



# Outlook for Q2 and Beyond

- While the first quarter resulted in lower revenue but higher profit, indicating improved profitability, sales remained a challenge.
- From the second quarter onward, priority will be placed on driving revenue in existing businesses, particularly through physical stores and e-commerce.
- At the same time, both growth investments and shareholder returns will be actively pursued by leveraging available financial capacity.
- By reinforcing all three pillars—existing business performance, growth investments, and shareholder returns—corporate value enhancement will be targeted.







We create empathy and social value across the world  
through the power of fashion entertainment.

Creator of Fashion Entertainment  
TSI HOLDINGS GROUP

Next Agenda

# Appendix





# Financial Highlights for the 1Q FY2026

## Overview

(Revenue Recognition Standards)

(Millions of yen)

	Cumulative Q1ST 2025 Ended Feb.		Cumulative Q1ST 2026 Ending Feb.			
	Results	Composition Rate (%)	Results	Composition Rate (%)	Y/Y Change	Y/Y (%)
Net Sales	39,295	100.0	35,605	100.0	-3,689	90.6
Gross Profit	22,033	56.1	20,478	57.5	-1,554	92.9
SG&A Expenses	21,014	53.5	18,964	53.3	-2,050	90.2
SG&A Expenses (excl. Goodwill Amortization, Depreciation and Amortization)	20,149	51.3	18,128	50.9	-2,020	90.0
Goodwill Amortization	115	0.3	114	0.3	-1	99.0
Depreciation and Amortization	749	1.9	721	2.0	-28	96.2
Operating Income	1,018	2.6	1,514	4.3	496	148.7
Ordinary Income	1,108	2.8	1,916	5.4	807	172.9
Extraordinary Income	467	1.2	361	1.0	-105	77.3
Extraordinary Loss	164	0.4	252	0.7	88	153.8
Profit Before Taxes	1,411	3.6	2,025	5.7	613	143.5
Profit Attributable to Owners of Parent	546	1.4	1,966	5.5	1,420	360.1
EBITDA ※	1,883	4.8	2,350	6.6	466	124.8

\*EBITDA = Operating Income + Goodwill Amortization + Depreciation and Amortization



# Financial Highlights for the 1Q FY2026

## Net Sales Per Channel

(Revenue recognition standards)

(Sales amount in million JPY)

		Cumulative Q1ST 2025 Ended Feb.		Cumulative Q1ST 2026 Ending Feb.			
		Results (Million yen)	Composition Rate (%)	Results (Million yen)	Composition Rate (%)	Y/Y (%)	Composition Rate Y/Y Change(pt)
	Department Stores	5,253	13.4	4,233	11.9	80.6	-1.5pt
	Commercial Facilities(*1)	18,776	47.8	18,018	50.6	96.0	+2.8pt
	In-house EC	3,466	8.8	2,621	7.4	75.6	-1.5pt
	3rd Party	4,571	11.6	4,218	11.8	92.3	+0.2pt
	EC(E-Commerce)	8,038	20.5	6,840	19.2	85.1	-1.2pt
	Others(*2)	4,254	10.8	4,118	11.6	96.8	+0.7pt
	Domestic	36,321	92.4	33,212	93.3	91.4	+0.8pt
	EC(E-Commerce)	965	2.5	742	2.1	76.9	-0.4pt
	Overseas	2,973	7.6	2,393	6.7	80.5	-0.8pt
	EC(E-Commerce)	9,003	22.9	7,583	21.3	84.2	-1.6pt
TOTAL		39,295	100.0	35,605	100.0	90.6	-

\*1 Fashion buildings, shopping centers, railroad station buildings, individual stores, outlet shops etc. except for department stores.

\*2 Apparel businesses such as wholesale, intercompany sales and non-apparel businesses of the group companies.

\*3: Corrections have been made to the misstatement of the new revenue standards (Commercial Facilities, domestic e-commerce, total domestic e-commerce, domestic others, and total domestic and international ecommerce). There is no impact on consolidated sales.

# Financial Highlights for the 1Q FY2026

(Sales amount in million JPY)

## Brands Overview (Revenue recognition standards)

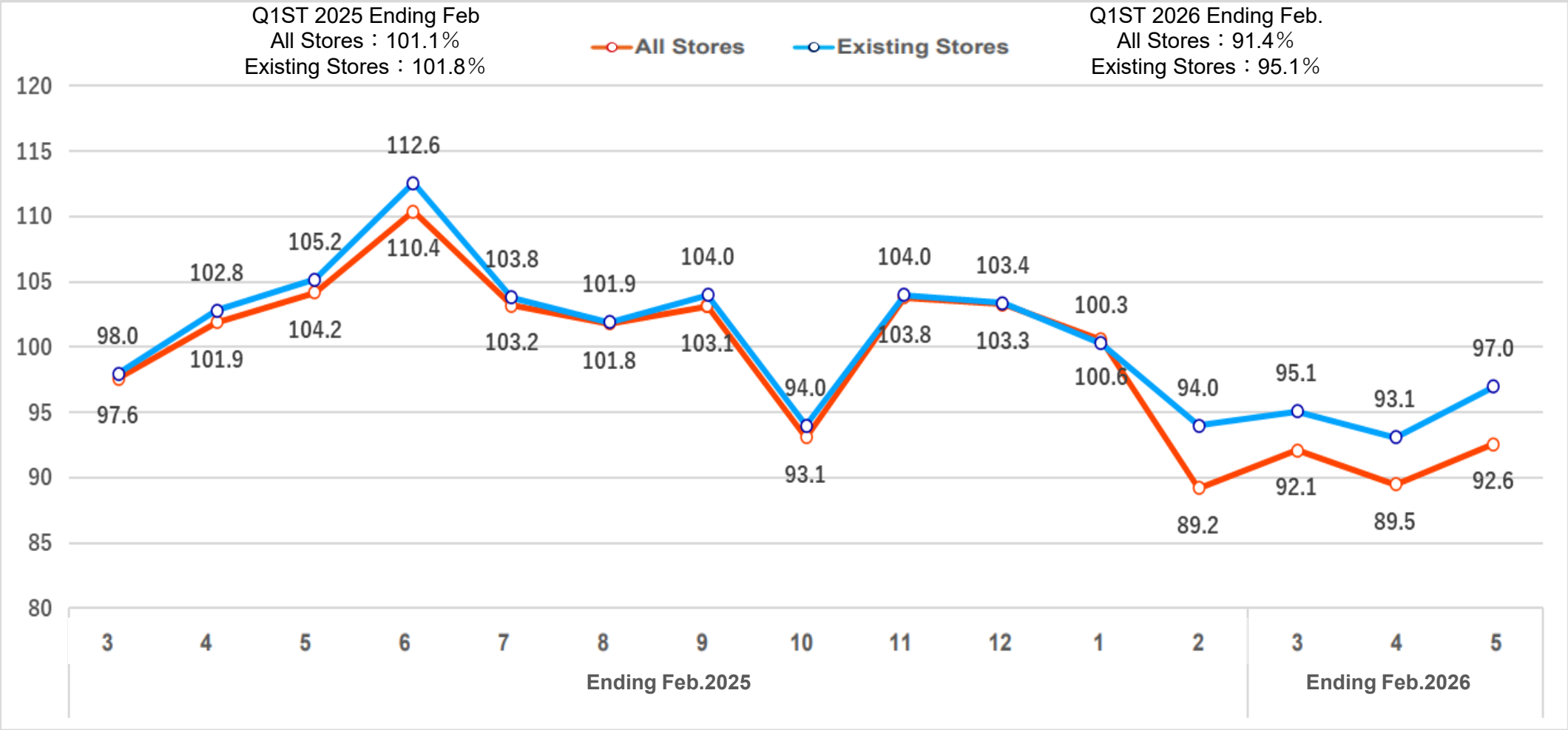
	Cumulative Q1ST 2025 Ended Feb.			Cumulative Q1ST 2026 Ending Feb.			YoY	
	Sales	Composition Rate (%)	Gross Profit Ratio (%)	Sales	Composition Rate (%)	Gross Profit Ratio (%)	Sales (%)	Gross Profit Ratio (%)
1. NANO universe	3,422	8.7	57.0	3,156	8.9	59.9	92.2	+2.9pt
2. MARGARET HOWELL	3,594	9.1	63.2	3,102	8.7	63.1	86.3	-0.1pt
3. PEARLY GATES※	3,170	8.1	54.7	2,599	7.3	55.9	82.0	+1.2pt
4. NATURAL BEAUTY BASIC	3,055	7.8	65.8	2,548	7.2	67.1	83.4	+1.4pt
5. AVIREX	1,868	4.8	50.9	2,027	5.7	61.5	108.5	+10.6pt
6. STUSSY	1,482	3.8	60.7	1,492	4.2	51.6	100.7	-9.2pt
7. HUF	1,946	5.0	50.2	1,377	3.9	57.5	70.8	+7.3pt
8. new balance golf	1,303	3.3	51.1	1,342	3.8	51.9	103.0	+0.8pt
9. human woman	1,136	2.9	64.7	874	2.5	65.8	77.0	+1.1pt
10. ROYAL FLASH	812	2.1	47.0	848	2.4	43.8	104.4	-3.2pt
TOP10	21,794	55.5	57.7	19,371	54.4	59.2	88.9	+1.5pt
Other Brands	16,241	41.3	54.3	16,207	45.5	55.5	99.8	+1.2pt
Continuing Brands	31,017	78.9	55.4	29,320	82.3	56.7	94.5	+1.3pt
Closed Brands	1,259	3.2	50.2	26	0.1	29.6	2.1	-20.6pt
TOTAL	39,295	100.0	56.1	35,605	100.0	57.5	90.6	+1.4pt

※Brand-level reporting has been revised.

Sales and gross profit from MASTER BUNNY EDITION have been excluded from PEARLY GATES figures for both the current and previous fiscal periods.

# Financial Highlights for the 1Q FY2026

## Trends in Sales for Domestic Existing and All Stores





# Financial Highlights for the 1Q FY2026

## The Number of Stores

		Cumulative Q1ST 2025 Ended Feb.	FY Ended Feb. 2025	Store Open	Store Close	Cumulative Q1ST 2026 Ending Feb.	Y/Y Change	Q1/Q4 Change
Apparel	Domestic	738	688	+21	-17	692	-46	4
	Overseas	31	18	+2	-4	16	-15	▲ 2
	Total	769	706	+23	-21	708	-61	2
Restaurant	Domestic	6	1	+3	-	4	-2	3
Cosmetics	Domestic	31	32	-	-1	31	0	▲ 1
Total		806	739	+26	-22	743	-63	4



This document comprises of forward-looking statements, including forecasts, outlooks, targets, and plans pertaining to the Company, its subsidiaries, and affiliates. The statements are based on the information available to the Company as of the date of this document and certain reasonable assumptions made by the Company.