

(Translation)

To Whom It May Concern

Company	TSI Holdings Co., Ltd.
Representative	Tsuyoshi Shimoji, Representative Director & President
Stock Listing	Tokyo Stock Exchange Prime Market (Code: 3608)
Inquiry	Shunsuke Hasegawa, Public & Investor Relations +81 (0)3 5785 6400

### **Monthly Sales Report (Year-on-Year Comparison)**

#### **Monthly Retail Sales (YoY) of August 2025**

(Unit: %)

		Mar	Apr	May	Jun	Jul	Aug	1H Total
All Retail Channels	Physical stores	92.0	91.7	94.8	89.6	92.0	99.3	93.0
	E-commerce	92.1	82.9	86.0	80.6	85.9	84.0	85.3
	Total	92.1	89.5	92.6	87.3	90.3	95.3	91.1
Existing Retail Channels	Physical stores	95.3	96.1	99.4	93.8	97.4	104.8	97.5
	E-commerce	94.4	84.7	90.0	84.9	89.9	88.3	88.7
	Total	95.1	93.1	97.0	91.4	95.2	100.3	95.2

		Sep	Oct	Nov	Dec	Jan	Feb	2H Total	Full Year
All Retail Channels	Physical stores								93.0
	E-commerce								85.3
	Total								91.1
Existing Retail Channels	Physical stores								97.5
	E-commerce								88.7
	Total								95.2

#### **<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.

### < August Overview>

The sales results for this month were 95.3% and 100.3% year-on-year for the All Retail Channels and the Existing Retail Channels, respectively.

For physical stores, summer sales performed well, and sales for existing stores came in at the same level as the previous year, supported by strong sales of new products for late summer and early autumn.

It is estimated that having one more holiday compared to the same month the previous year had a positive impact of approximately 1.4% on the year-on-year sales.

<p>Note: This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.</p>
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