

(Translation)

To Whom It May Concern

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Monthly Sales Report (Year-on-Year Comparison)

Monthly Retail Sales (YoY) of June 2024

(Unit: %)

		Mar	Apr	May	Jun	Jul	Aug	1H Total
All Retail Channels	Physical stores	100.8	103.7	106.1	113.4			105.6
	E-commerce	88.4	96.8	98.7	103.4			96.5
	Total	97.5	101.9	104.2	110.6			103.2
Existing Retail Channels	Physical stores	100.8	104.4	106.3	115.0			106.2
	E-commerce	90.2	98.7	101.9	106.5			98.9
	Total	98.0	102.8	105.2	112.6			104.3

		Sep	Oct	Nov	Dec	Jan	Feb	2H Total	Full Year
All Retail Channels	Physical stores								105.6
	E-commerce								96.5
	Total								103.2
Existing Retail Channels	Physical stores								106.2
	E-commerce								98.9
	Total								104.3

<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 standard.
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 April 2024 Year-on-Year (YoY) figure for Existing Sales Channels has been revised from 104.1% to 104.4%. Consequently, the total for April 2024 has been adjusted from 102.6% to 102.8%. Please refer to the underlined figures.

<June Overview>

The sales results for this month were 110.6% and 112.6% year-on-year for All Retail Channels and Existing Retail Channels, respectively. Due to the late onset of the rainy season and high temperatures, the sales of summer items boomed, significantly surpassing those of the previous year. Compared to the same month the previous year, there were two additional days off, which we estimate had a positive impact of approximately 4.4% on the year-on-year sales for existing retail channels. Sales in EC channels surpassed the previous year as the Summer Sale began in mid-month.