

【1】 Monthly Trends

Sales	Total	Total	Feb.	Mar.	Apr.	1Q	May	Jun.	Jul.	2Q	1H	Aug.	Sep.	Oct.	3Q	Nov.	Dec.	Jan.	4Q	2H	Full-year
		Physical Stores	138.0%	123.0%	123.1%	126.8%	125.2%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
EC		135.0%	120.4%	120.9%	124.1%	125.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		154.3%	139.3%	137.3%	143.4%	122.9%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Japan	Total	Total	136.9%	120.7%	120.4%	124.7%	124.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		Physical Stores	133.0%	117.3%	117.6%	121.4%	124.9%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	157.0%	139.3%	137.3%	143.4%	122.9%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Overseas	Total	148.7%	147.9%	151.9%	149.6%	131.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		Physical Stores	148.7%	147.9%	151.9%	149.6%	131.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC						-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Existing stores	Total	127.3%	105.2%	103.0%	108.2%	106.3%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		Physical Stores	121.4%	99.1%	97.1%	101.9%	102.9%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	158.2%	140.3%	142.7%	146.4%	125.2%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Japan	Total	Total	120.7%	103.4%	101.6%	107.2%	105.8%	-	-	-	-	-	-	-	-	-	-	-	-	-
			Physical Stores	113.3%	96.6%	95.1%	100.3%	102.0%	-	-	-	-	-	-	-	-	-	-	-	-	-
			EC	159.0%	140.3%	142.7%	146.4%	125.2%	-	-	-	-	-	-	-	-	-	-	-	-	-
Overseas		Total	110.3%	133.2%	126.8%	124.6%	115.0%	-	-	-	-	-	-	-	-	-	-	-	-	-	
		Physical Stores	110.3%	133.2%	126.8%	124.6%	115.0%	-	-	-	-	-	-	-	-	-	-	-	-	-	
		EC						-	-	-	-	-	-	-	-	-	-	-	-	-	
Number of Stores	Total	Total	106	113	115	115	115	-	-	-	-	-	-	-	-	-	-	-	-		
		Physical Stores	94	101	102	102	102	-	-	-	-	-	-	-	-	-	-	-	-		
		EC	12	12	13	13	13	-	-	-	-	-	-	-	-	-	-	-			
	Japan	Total	Total	90	98	99	99	99	-	-	-	-	-	-	-	-	-	-	-		
			Physical Stores	78	86	86	86	86	-	-	-	-	-	-	-	-	-	-			
			EC	12	12	13	13	13	-	-	-	-	-	-	-	-	-				
		Overseas	Total	16	15	16	16	16	-	-	-	-	-	-	-	-	-	-			
			Physical Stores	16	15	16	16	16	-	-	-	-	-	-	-	-	-				
			EC						-	-	-	-	-	-	-	-					
	Existing stores	Total	78	79	83	83	83	-	-	-	-	-	-	-	-	-					
		Physical Stores	67	68	72	72	72	-	-	-	-	-	-	-	-						
		EC	11	11	11	11	11	-	-	-	-	-	-	-							
	Japan	Total	Total	72	72	76	76	76	-	-	-	-	-	-	-						
			Physical Stores	61	61	65	65	65	-	-	-	-	-	-							
			EC	11	11	11	11	11	-	-	-	-	-								
		Overseas	Total	6	7	7	7	7	-	-	-	-	-	-							
			Physical Stores	6	7	7	7	7	-	-	-	-	-								
			EC						-	-	-	-									

【2】 Monthly Overview

In May, total company-wide net sales grew to 125.2% YoY, with physical stores at 125.6% and EC at 122.9%, while existing physical stores recovered to 102.9%, surpassing the prior year level. By business format, CONZ and JAPAN EDITION continued to show significant growth at 242.9% and 260.6% YoY, respectively, while THE TOKYO achieved 178.0%, with the select-format businesses continuing to drive overall business growth.

In overseas operations as well, Hong Kong grew to 158.9% and South Korea to 220.6% YoY, while China and the United States also achieved double-digit growth compared to the prior year. Inbound sales remained strong at 167.6% YoY, with a breakdown showing France at 307.0%, United Kingdom at 257.4%, United States at 255.0%, Canada at 226.2%, and Australia at 213.4%, with inbound demand from Europe, the United States, and Australia continuing to perform well, absorbing the decline in Chinese inbound visitors (83.5% YoY). In addition, inbound demand from Asian regions excluding China also remained solid, with Singapore at 194.3%, Taiwan at 182.2%, and South Korea at 151.4%.

【Note】

- Revenue figures are disclosed on a year-over-year basis.
- This is a preliminary report as of the release date.
- Any discrepancies with the final figures will be corrected in the following month's report.
- These are preliminary in-store sales figures excluding revenue recognition impacts ; therefore, YoY comparisons differ from reported figures.
- Our consolidated Chinese subsidiaries have a December fiscal year-end ; however, monthly sales are aggregated monthly.

【Definition of an existing store】

- Monthly : Stores that have been open for 13 months as of the month following the month they opened
- Quarter, Half-year, and Full year: Stores in operation as of the first day of the first month of the relevant period in both the prior year and the current year
- Stores that were closed for one or more days during the month are excluded from the existing store count

【3】 Store Openings, Closings, and Renovations

①Openings : None (Physical Stores)

(EC)

②Closings : None (Physical Stores)

③Renovations : None

