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To Whom It May Concern

### Monthly trends for the fiscal year ending March 2026 (January)

The monthly performance of the retail business in January 2026 is as follows:

Fiscal year ending March 2025 compared to the same month last year

|                 |                           | Apr   | May   | Jun   | Jul   | Aug   | Sep   | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Total |
|-----------------|---------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| All stores      | Sales                     | 98.9  | 97.8  | 100.0 | 97.2  | 105.7 | 101.7 | 99.6  | 103.2 | 104.2 | 99.7  | 99.1  | 99.5  | 100.5 |
|                 | Number of customers       | 97.1  | 96.6  | 100.5 | 95.5  | 100.7 | 98.0  | 91.8  | 95.4  | 95.8  | 95.8  | 95.3  | 96.3  | 96.5  |
|                 | Average customer spending | 101.9 | 101.3 | 99.5  | 101.9 | 105.0 | 103.8 | 108.5 | 108.2 | 108.9 | 104.1 | 104.0 | 103.3 | 104.1 |
| Existing stores | Sales                     | 99.3  | 98.8  | 100.2 | 97.5  | 105.9 | 101.9 | 99.7  | 104.2 | 105.2 | 99.9  | 99.2  | 99.5  | 101.0 |
|                 | Number of customers       | 97.5  | 95.1  | 100.9 | 95.8  | 101.0 | 98.4  | 92.1  | 98.2  | 98.7  | 96.1  | 95.6  | 96.3  | 96.2  |
|                 | Average customer spending | 101.8 | 103.9 | 99.3  | 101.7 | 104.8 | 103.6 | 108.3 | 106.1 | 106.6 | 103.9 | 103.8 | 103.3 | 105.0 |

Fiscal year ending March 2026 compared to the same month last year

|                 |                           | Apr   | May   | Jun   | Jul   | Aug   | Sep   | Oct   | Nov   | Dec   | Jan   | Feb | Mar | Total |
|-----------------|---------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|-----|-------|
| All stores      | Sales                     | 100.4 | 101.9 | 99.1  | 99.6  | 98.1  | 96.4  | 95.8  | 98.2  | 93.3  | 96.4  |     |     | 97.8  |
|                 | Number of customers       | 96.5  | 97.0  | 95.7  | 98.0  | 94.8  | 94.1  | 95.0  | 96.3  | 93.2  | 96.1  |     |     | 95.6  |
|                 | Average customer spending | 104.0 | 105.0 | 103.6 | 101.6 | 103.4 | 102.5 | 100.9 | 102.0 | 100.1 | 100.4 |     |     | 102.3 |
| Existing stores | Sales                     | 100.4 | 101.9 | 99.1  | 99.6  | 98.1  | 96.4  | 95.7  | 98.2  | 93.3  | 96.7  |     |     | 97.8  |
|                 | Number of customers       | 96.5  | 97.0  | 95.7  | 98.0  | 94.8  | 94.0  | 94.7  | 96.0  | 93.0  | 96.5  |     |     | 95.6  |
|                 | Average customer spending | 104.0 | 105.0 | 103.6 | 101.6 | 103.4 | 102.5 | 101.1 | 102.2 | 100.3 | 100.1 |     |     | 102.3 |

※The above data is a simple combination of preliminary figures for retail store and e-commerce sales and may be subject to revision at a later date.

※Existing stores are defined as stores that have been in business for 13 months or more.

※Stores that have closed are excluded from existing store data from the month they closed.

#### ■ January Overview

In January, seasonal products performed well thanks to aggressive promotions, but e-commerce sales were sluggish, resulting in sales and customer numbers lower than the previous year.

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