

【1】 Monthly Trends

			Feb.	Mar.	Apr.	1Q	May	Jun.	Jul.	2Q	1H	Aug.	Sep.	Oct.	3Q	Nov.	Dec.	Jan.	4Q	2H	Full-year	
Sales	Total	Total	138.0%	123.0%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
		Physical Stores	135.0%	120.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	154.3%	139.3%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Japan	Total	136.9%	120.7%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		Physical Stores	133.0%	117.3%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	157.0%	139.3%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Overseas	Total	148.7%	147.9%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		Physical Stores	148.7%	147.9%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Existing stores	Total	127.3%	105.2%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		Physical Stores	121.4%	99.1%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	158.2%	140.3%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Japan	Total	120.7%	103.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		Physical Stores	113.3%	96.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	159.0%	140.3%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Overseas	Total	110.3%	133.2%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		Physical Stores	110.3%	133.2%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Number of Stores	Total	Total	106	113	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
		Physical Stores	94	101	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	12	12	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Japan	Total	90	98	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		Physical Stores	78	86	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	12	12	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Overseas	Total	16	15	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		Physical Stores	16	15	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Existing stores	Total	78	79	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		Physical Stores	67	68	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	11	11	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Japan	Total	72	72	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		Physical Stores	61	61	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	11	11	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Overseas	Total	6	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		Physical Stores	6	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
		EC	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

【2】 Monthly Overview

Driven by the launch of the new business category KEY TIMEZ and new store openings, total company sales increasing to 123.0% YoY, with physical stores at 120.4%, and e-commerce at 139.3%. For existing stores, physical stores stood at 99.1% and e-commerce at 140.3%. While physical stores fell below the prior year level, this was due to temporary staffing shortages resulting from the large-scale opening of 8 new stores.

By business categories, CONZ continued its significant growth at 245.1% YoY, while RITAN and JAPAN EDITION, launched last year, also expanded at 170.0% and 173.7%, with each new categories performing well. Although inbound sales from Chinese visitors continued to decline at 55.0% YoY, inbound sales from Europe, the U.S., and Australia surpassed 200% growth, and total inbound sales continued to grow at 142.6%.

As CITY pursues its goal of becoming a global brand focused on high added value, e-commerce operations will be temporarily suspended in order to concentrate resources on physical stores.

From mid-March, the new business KEY TIMEZ opened stores sequentially in Omotesando, Shinjuku, and Osaka. By entering the casual select market, we have been able to reach a customer base different from our previous one. We will continue to work toward the success of this new business and the expansion of store openings.

【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 : 9 (Physical Stores) KEY TIMEZ MENS Omotesando STUDIOUS WOMENS Kyoto Sanjo
 KEY TIMEZ WOMENS Omotesando STUDIOUS WOMENS Kita-senju
 KEY TIMEZ Shinjuku STUDIOUS WOMENS Roppongi
 KEY TIMEZ Osaka STUDIOUS MENS Shinsaibashi
 (EC) KEY TIMEZ EC
- ②Closings : 2 (Physical Stores) STUDIOUS WOMENS Shanghai Fumin Road (Consolidated into a single store as a combined men's and women's)
 (EC) CITY EC
- ③Renovations : 4 (Physical Stores) STUDIOUS MENS Kyoto Sanjo PUBLIC TOKYO Ikebukuro
 STUDIOUS WOMENS Shinsaibashi CITY TOKYO Ikebukuro

			Feb.	Mar.	Apr.	1Q	May	Jun.	Jul.	2Q	1H	Aug.	Sep.	Oct.	3Q	Nov.	Dec.	Jan.	4Q	2H	Full-year	
Sales	Total		Total	108.9%	105.6%	114.9%	109.7%	125.6%	119.6%	126.2%	123.8%	116.7%	131.9%	121.2%	130.3%	127.9%	130.4%	118.6%	114.1%	121.5%	124.0%	120.7%
			Physical Stores	112.5%	109.3%	120.2%	113.9%	126.3%	117.2%	132.0%	124.9%	119.4%	132.2%	120.6%	127.7%	126.7%	131.1%	116.6%	109.2%	119.2%	122.2%	120.9%
			EC	92.6%	88.9%	91.7%	91.1%	125.0%	136.7%	106.8%	121.9%	106.0%	130.6%	124.7%	144.3%	134.5%	130.4%	131.4%	134.0%	132.0%	132.9%	120.8%
	Japan		Total	114.1%	106.9%	116.0%	112.1%	126.9%	121.9%	125.9%	124.9%	118.4%	131.9%	119.3%	130.5%	127.2%	131.1%	119.8%	112.3%	121.2%	123.6%	121.3%
			Physical Stores	119.7%	110.8%	121.5%	116.9%	127.3%	119.0%	131.0%	125.6%	121.2%	132.2%	118.4%	127.6%	125.8%	131.3%	116.9%	106.2%	118.6%	121.5%	121.4%
			EC	92.6%	88.9%	91.7%	91.1%	125.0%	136.7%	106.8%	121.9%	106.0%	130.6%	124.7%	144.3%	134.5%	130.4%	131.4%	134.0%	132.0%	132.9%	120.8%
	Overseas		Total	71.6%	97.3%	109.2%	91.7%	118.8%	103.7%	140.6%	119.9%	106.0%	132.1%	143.1%	128.7%	134.5%	129.7%	113.9%	132.5%	124.4%	128.3%	117.6%
			Physical Stores	71.6%	97.3%	109.2%	91.7%	118.8%	103.7%	140.6%	119.9%	106.0%	132.1%	143.1%	128.7%	134.5%	129.7%	113.9%	132.5%	124.4%	128.3%	117.6%
	Existing stores		Total	102.2%	101.2%	108.2%	105.1%	119.2%	109.2%	114.3%	114.3%	109.5%	117.7%	107.0%	116.1%	113.7%	115.5%	111.0%	100.5%	109.2%	111.0%	110.3%
			Physical Stores	105.2%	104.5%	112.3%	108.8%	118.9%	106.0%	117.2%	114.0%	111.2%	116.2%	104.2%	110.8%	110.2%	112.8%	105.5%	91.1%	102.6%	105.6%	108.1%
			EC	89.4%	85.5%	88.3%	87.7%	120.8%	135.0%	104.9%	119.3%	102.9%	125.8%	122.8%	142.4%	131.8%	128.5%	126.0%	137.0%	133.3%	132.8%	119.3%
	Japan		Total	103.8%	99.9%	108.9%	105.4%	120.1%	111.9%	113.9%	115.4%	110.2%	116.9%	105.8%	116.0%	112.9%	115.4%	110.3%	99.8%	108.8%	110.4%	110.3%
			Physical Stores	107.7%	103.2%	113.7%	109.7%	120.0%	107.3%	117.0%	114.7%	112.0%	115.1%	102.6%	110.4%	109.1%	112.5%	101.4%	89.5%	101.5%	104.6%	107.9%
			EC	89.4%	85.5%	88.3%	87.7%	120.8%	135.0%	104.9%	119.3%	102.9%	125.8%	122.8%	142.4%	131.8%	128.5%	133.8%	137.0%	133.3%	132.8%	119.3%
	Overseas		Total	83.9%	117.4%	100.7%	101.1%	111.2%	94.2%	118.9%	107.4%	104.1%	132.5%	134.6%	117.4%	127.8%	118.2%	126.0%	109.6%	117.6%	121.1%	111.3%
Physical Stores			83.9%	117.4%	100.7%	101.1%	111.2%	94.2%	118.9%	107.4%	104.1%	132.5%	134.6%	117.4%	127.8%	118.2%	126.0%	109.6%	117.6%	121.1%	111.3%	
Number of Stores	Total		Total	89	90	91	91	90	93	95	95	95	96	100	105	106	106	107	106	106	106	
			Physical Stores	75	76	77	77	77	80	82	82	84	88	93	93	93	94	95	94	94	94	
			EC	14	14	14	14	13	13	13	13	13	12	12	12	12	12	12	12	12	12	
	Japan		Total	79	79	79	79	78	81	82	82	83	87	90	90	91	91	90	90	90	90	
			Physical Stores	65	65	65	65	65	68	69	69	69	71	75	78	78	79	79	78	78	78	
			EC	14	14	14	14	13	13	13	13	13	12	12	12	12	12	12	12	12		
	Overseas		Total	10	11	12	12	12	13	13	13	13	13	13	15	15	15	16	16	16	16	
			Physical Stores	10	11	12	12	12	12	13	13	13	13	13	13	15	15	15	16	16	16	
	Existing stores		Total	75	76	76	76	75	74	73	73	73	72	75	78	78	78	78	78	78	78	
			Physical Stores	64	65	65	65	65	64	63	63	63	62	64	67	67	67	67	67	67	67	
			EC	11	11	11	11	10	10	10	10	10	10	10	11	11	11	11	11	11	11	
	Japan		Total	66	67	67	67	66	66	66	66	66	66	70	72	72	72	72	72	72	72	
			Physical Stores	55	56	56	56	56	56	56	56	56	56	59	61	61	61	61	61	61	61	
			EC	11	11	11	11	10	10	10	10	10	10	11	11	11	11	11	11	11	11	
	Overseas		Total	9	9	9	9	9	8	7	7	7	6	5	6	6	6	6	6	6	6	
Physical Stores			9	9	9	9	9	8	7	7	7	6	5	6	6	6	6	6	6	6		