

【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	135.0%	120.4%	120.9%	124.1%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	EC	154.3%	139.3%	137.3%	143.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Japan	Total	136.9%	120.7%	120.4%	124.7%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
		Physical Stores	133.0%	117.3%	117.6%	121.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
		EC	157.0%	139.3%	137.3%	143.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
	Overseas	Total	148.7%	147.9%	151.9%	149.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
			Physical Stores	148.7%	147.9%	151.9%	149.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			EC	158.2%	140.3%	142.7%	146.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Existing stores	Total	127.3%	105.2%	103.0%	108.2%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
		Physical Stores	121.4%	99.1%	97.1%	101.9%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
		EC	158.2%	140.3%	142.7%	146.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Japan	Total	120.7%	103.4%	101.6%	107.2%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
		Physical Stores	113.3%	96.6%	95.1%	100.3%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
		EC	159.0%	140.3%	142.7%	146.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
	Overseas	Total	110.3%	133.2%	126.8%	124.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
			Physical Stores	110.3%	133.2%	126.8%	124.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			EC	159.0%	140.3%	142.7%	146.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Number of Stores	Total	Total	106	113	115	115	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
		Physical Stores	94	101	102	102	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
		EC	12	12	13	13	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
	Japan	Total	90	98	99	99	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
			Physical Stores	78	86	86	86	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			EC	12	12	13	13	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
		Overseas	Total	16	15	16	16	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
				Physical Stores	16	15	16	16	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
				EC	11	11	11	11	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Existing stores	Total	78	79	83	83	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
			Physical Stores	67	68	72	72	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			EC	11	11	11	11	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Japan	Total	72	72	76	76	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
			Physical Stores	61	61	65	65	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			EC	11	11	11	11	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
		Overseas	Total	6	7	7	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
				Physical Stores	6	7	7	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
				EC	11	11	11	11	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

【2】 Monthly Overview

In April, total company-wide net sales grew to 123.1% YoY, with physical stores at 120.9% and e-commerce at 137.3%, and Q1 total company-wide net sales landed at 126.8% YoY.

Existing physical stores came in at 97.1%, falling below the prior year level for the second consecutive month. This was due to the fact that, in the original format, in order to strengthen the success cases from the previous fiscal period, from May onward, the product mix ratio for the summer and peak summer demand season was increased, resulting in a shortage of spring merchandise inventory, which caused existing store sales to come in at 88.9% YoY.

By format, CONZ continued its strong growth at 295.8%, while JAPAN EDITION grew to 255.4% and THE TOKYO to 153.5%, with select formats performing favorably overall.

Inbound sales maintained strong performance at 161.5%. The breakdown is as follows: the United States at 301.8%, France at 263.4%, Canada at 240.4%, the United Kingdom at 192.9%, and Australia at 188.0%, with inbound sales from visitors from the United States, Europe, and Australia continuing to perform strongly, offsetting the decline in inbound sales from Chinese visitors (83.7% YoY).

【3】 Store Openings, Closings, and Renovations

①Openings : 3 (Physical Stores) UNITED TOKYO HongKong Fashionwalk  
PUBLIC TOKYO HongKong Fashionwalk

(EC) KEY TIMEZ ZOZO

②Closings : 1 (Physical Stores) STUDIOUS HongKong Fashionwalk (Change of Business Format to UNITED TOKYO and PUBLIC TOKYO)

③Renovations : None

【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

