

(Translation)

To Whom It May Concern

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Stock Listing	Tokyo Stock Exchange Prime Market (Code: 3608)
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Monthly Sales Report (Year-on-Year Comparison)

Monthly Retail Sales (YoY) of April 2025

(Unit: %)

		Mar	Apr	May	Jun	Jul	Aug	1H Total
All Retail Channels	Physical stores	92.0	91.7					91.9
	E-commerce	92.1	82.9					87.5
	Total	92.1	89.5					90.8
Existing Retail Channels	Physical stores	95.3	96.1					95.7
	E-commerce	94.4	84.7					89.6
	Total	95.1	93.1					94.1

		Sep	Oct	Nov	Dec	Jan	Feb	2H Total	Full Year
All Retail Channels	Physical stores								91.9
	E-commerce								87.5
	Total								90.8
Existing Retail Channels	Physical stores								95.7
	E-commerce								89.6
	Total								94.1

<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 standards.
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.

< April Overview >

The sales results for this month were 89.5% and 93.1% year-on-year for the All Retail Channels and the Existing Retail Channels, respectively.

Although we implemented promotions such as “Buy 2, Get 10% Off” and distributed coupons, demand for early summer items was sluggish due to unseasonably low temperatures in the first half of the month. In addition, overall sales fell short of the previous year’s results, primarily due to weak performance at physical stores, including outlet locations, especially in women’s wear brands, as well as delays in transitioning existing members to the newly integrated e-commerce platform.

There was no impact from differences in the number of holidays compared to the previous year.