

[FY12/25] Preliminary Monthly Sales Report of Directly Managed Stores for October 2025

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1.Overview

In October 2025, as the golf season got into full swing, we rolled out various measures, including opening pop-up stores at Shinjuku Takashimaya and Daimaru Tokyo to acquire new customers, and holding a first-anniversary renewal event at Daimaru Shinsaibashi centered on our loyal customers. As a result, total sales across physical stores and e-commerce remained strong, reaching 106.5% YoY. From November onward, we aim to further grow our business and enhance our brand value by launching new autumn/winter collections and implementing measures for loyal customers. We plan to announce the financial results for the third quarter on Friday, November 14. Please note that we are unable to respond to inquiries regarding our business performance until the announcement.

2.FY12/25 Sales of Directly Managed Stores (YoY)

|                 |                | Jan-2025 | Feb-2025 | Mar-2025 | Apr-2025 | May-2025 | Jun-2025 | First half | Jul-2025 | Aug-2025 | Sep-2025 | Oct-2025 | Nov-2025 | Dec-2025 | Second half | Full year |
|-----------------|----------------|----------|----------|----------|----------|----------|----------|------------|----------|----------|----------|----------|----------|----------|-------------|-----------|
| All stores      | Physical store | 126.5%   | 104.8%   | 110.7%   | 111.8%   | 118.0%   | 118.0%   | 114.6%     | 108.9%   | 138.2%   | 119.8%   | 117.3%   |          |          | 120.0%      | 116.8%    |
|                 | EC             | 79.8%    | 79.8%    | 106.2%   | 88.8%    | 98.9%    | 91.6%    | 91.1%      | 80.5%    | 111.4%   | 94.0%    | 84.9%    |          |          | 91.0%       | 91.1%     |
|                 | Total          | 105.3%   | 95.3%    | 109.3%   | 103.5%   | 111.0%   | 108.4%   | 105.9%     | 97.8%    | 128.7%   | 111.8%   | 106.5%   |          |          | 110.0%      | 107.5%    |
| Existing stores | Physical store | 99.2%    | 102.2%   | 108.3%   | 104.6%   | 109.2%   | 100.4%   | 104.5%     | 94.8%    | 106.7%   | 114.3%   | 103.2%   |          |          | 105.2%      | 104.8%    |
|                 | EC             | 78.5%    | 78.1%    | 104.2%   | 87.3%    | 97.7%    | 90.7%    | 89.7%      | 79.2%    | 109.3%   | 93.5%    | 84.4%    |          |          | 90.0%       | 89.8%     |
|                 | Total          | 89.8%    | 92.8%    | 106.9%   | 98.2%    | 104.9%   | 96.8%    | 98.8%      | 88.5%    | 107.7%   | 107.6%   | 96.8%    |          |          | 99.8%       | 99.2%     |

3.(Reference) FY12/24 Sales of Directly Managed Stores (YoY)

|                 |                | Jan-2024 | Feb-2024 | Mar-2024 | Apr-2024 | May-2024 | Jun-2024 | First half | Jul-2024 | Aug-2024 | Sep-2024 | Oct-2024 | Nov-2024 | Dec-2024 | Second half | Full year |
|-----------------|----------------|----------|----------|----------|----------|----------|----------|------------|----------|----------|----------|----------|----------|----------|-------------|-----------|
| All stores      | Physical store | 109.9%   | 118.6%   | 117.1%   | 100.9%   | 100.3%   | 123.9%   | 110.3%     | 100.4%   | 96.4%    | 110.1%   | 112.6%   | 112.5%   | 119.9%   | 109.5%      | 109.9%    |
|                 | EC             | 109.5%   | 100.8%   | 75.2%    | 90.3%    | 93.0%    | 100.7%   | 93.3%      | 76.1%    | 79.2%    | 86.6%    | 96.1%    | 105.6%   | 125.7%   | 93.6%       | 93.5%     |
|                 | Total          | 109.7%   | 111.2%   | 99.3%    | 96.8%    | 97.5%    | 114.4%   | 103.4%     | 89.3%    | 89.5%    | 101.5%   | 106.5%   | 110.3%   | 122.0%   | 103.5%      | 103.5%    |
| Existing stores | Physical store | 92.2%    | 92.1%    | 97.2%    | 95.4%    | 95.4%    | 120.0%   | 98.6%      | 97.0%    | 92.4%    | 92.5%    | 98.8%    | 99.8%    | 102.4%   | 97.4%       | 97.9%     |
|                 | EC             | 109.5%   | 100.8%   | 75.2%    | 90.3%    | 93.0%    | 100.7%   | 93.3%      | 76.1%    | 79.2%    | 86.0%    | 95.1%    | 103.5%   | 123.2%   | 92.6%       | 93.0%     |
|                 | Total          | 100.4%   | 95.8%    | 87.8%    | 93.5%    | 94.5%    | 112.1%   | 96.4%      | 87.4%    | 87.1%    | 90.1%    | 97.4%    | 101.0%   | 109.7%   | 95.6%       | 96.0%     |

1. The above data are based on sales (retail prices) in the company's directly operated domestic stores and online stores, which are aggregated on a monthly basis.
2. The information provided in this monthly sales relates to 'Domestic Retail', 'Domestic EC' and 'Overseas EC' of the Company's sales channels.
3. Same-store sales are calculated on the basis of sales in stores that were open both in the month under review and in the same month of the previous year.
4. Monthly sales (YoY) are calculated on the basis of retail price, so there is no impact from the change in revenue recognition standard.
5. The above data are as at the date of publication. Any differences from the final figures will be revised and reported in the following month's publication.