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December 22, 2025

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## Monthly Sales Reports for December 2025, FY2/2026

YoY changes in Net sales, Number of customers, and Sales per customer

(February 21, 2025 ~February 20, 2026)

(%)

		Mar	Apr	May	1Q	Jun	Jul	Aug	2Q	1H
All Stores	Net sales	102.2	103.3	103.0	103.0	105.1	107.0	101.2	104.6	103.7
	No. of customers	99.6	101.6	100.2	100.7	102.0	103.3	99.6	101.7	101.2
	Sales per customer	102.6	101.6	102.9	102.3	103.0	103.7	101.6	102.8	102.5
Existing Stores	Net sales	98.9	100.0	99.4	99.5	101.2	103.3	96.4	100.5	100.0
	No. of customers	96.0	98.2	96.6	97.0	98.3	99.4	94.7	97.5	97.3
	Sales per customer	103.0	101.9	102.9	102.6	103.0	104.0	101.8	103.0	102.8

		Sep	Oct	Nov	3Q	Dec	Jan	Feb	4Q	2H	FY
All Stores	Net sales	105.1	100.2	110.1	105.2	101.3			101.3	104.2	103.9
	No. of customers	104.0	102.0	108.0	104.8	105.4			105.4	104.9	102.7
	Sales per customer	101.1	98.2	102.0	100.4	96.2			96.2	99.4	101.2
Existing Stores	Net sales	100.1	95.6	106.2	100.9	96.7			96.7	99.8	100.0
	No. of customers	98.8	97.1	103.5	100.0	100.5			100.5	100.1	98.5
	Sales per customer	101.3	98.5	102.6	100.9	96.3			96.3	99.7	101.5

(Note) 1. The above figures are preliminary and are subject to slight revision.

2. All Stores consist of Existing Stores, new stores, and the online store.

Stores Opened: 11 Stores for this month, 56 Stores for FY2/2026

Stores Closed: 1 Store for this month, 19 Stores for FY2/2026

Number of Stores: 1,182 Stores at December 20, 2025

Comments:

In the month under review, net sales of winter clothing were down year on year, but net sales of childcare and fashion items were strong.