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Notice Regarding Preliminary Sales Trends for March of the Fiscal Year Ending March 2026

The preliminary sales figures for directly managed stores for the month of March in the fiscal year ending March 31, 2026, are as follows.

YoY comparison of directly managed existing stores (domestic)

			Apr.	May	Jun.	Jul.	Aug.	Sep.	First half cumulative
Sales	%	Change	112.1	111.4	109.6	110.3	112.4	106.0	110.3
No. of customers	%	Change	111.3	112.6	108.6	107.9	110.6	107.8	109.8
Average customer spending	%	Change	100.8	98.9	100.9	102.2	101.6	98.3	100.5
No. of stores at end of month	Stores		342	342	338	339	342	339	

			Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Second half cumulative	Annual cumulative
Sales	%	Change	109.5	110.7	107.7	110.5	107.1	105.0	108.4	109.3
No. of customers	%	Change	108.6	109.9	106.3	109.4	106.0	106.0	107.7	108.7
Average customer spending	%	Change	100.8	100.7	101.3	101.0	101.0	99.0	100.7	100.6
No. of stores at end of month	Stores		341	334	337	342	340	342		

- Notes:
- Existing stores are defined as stores that have been in operation for 13 months or more since the month they opened.
 - Sales and average customer spending are calculated based on sales before deducting discounts.
 - Ratios (%) are rounded to the nearest tenth.

YoY comparison of all directly managed stores (domestic)

			Apr.	May	Jun.	Jul.	Aug.	Sep.	First half cumulative
Sales	%	Change	106.0	105.7	104.0	105.7	108.7	102.8	105.5
No. of customers	%	Change	106.6	108.2	104.4	104.7	108.2	105.5	106.3
Average customer spending	%	Change	99.5	97.6	99.7	100.9	100.4	97.5	99.3
No. of stores at end of month	Stores	Previous FY	362	362	360	358	357	354	
		Current FY	346	346	346	347	347	347	
	%	Change	95.6	95.6	96.1	96.9	97.2	98.0	

			Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Second half Cumulative	Annual cumulative
Sales	%	Change	106.3	107.4	104.7	108.1	105.3	103.6	105.9	105.7
No. of customers	%	Change	106.3	107.6	104.2	107.8	105.1	105.5	106.1	106.2
Average customer spending	%	Change	100.0	99.8	100.4	100.3	100.1	98.3	99.8	99.6
No. of stores at end of month	Stores	Previous FY	354	354	354	353	351	346		
		Current FY	348	348	347	347	346	346		
	%	Change	98.3	98.3	98.0	98.3	98.6	100.0		

(Reference)

Preliminary sales trends of fiscal year ended March 2025

YoY comparison of directly managed existing stores (domestic)

			Apr.	May	Jun.	Jul.	Aug.	Sep.	First half cumulative
Sales	%	Change	115.6	117.6	116.8	110.9	115.9	115.6	115.4
No. of customers	%	Change	110.6	114.8	115.8	111.4	115.9	112.3	113.5
Average customer spending	%	Change	104.5	102.4	100.8	99.6	100.0	103.0	101.6
No. of stores at end of month	Stores		357	358	358	357	356	353	

			Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Second half cumulative	Annual cumulative
Sales	%	Change	111.1	112.8	111.4	114.7	112.3	116.3	113.2	114.2
No. of customers	%	Change	108.4	110.3	111.0	108.6	110.8	111.8	110.2	111.8
Average customer spending	%	Change	102.5	102.3	100.4	105.7	101.4	104.1	102.8	102.2
No. of stores at end of month	Stores		352	351	351	350	347	343		

YoY comparison of all directly managed stores (domestic)

			Apr.	May	Jun.	Jul.	Aug.	Sep.	First half cumulative
Sales	%	Change	104.8	106.6	105.6	99.8	104.3	103.0	103.9
No. of customers	%	Change	101.8	105.6	106.3	101.8	105.9	101.7	103.9
Average customer spending	%	Change	102.9	100.9	99.4	98.1	98.5	101.2	100.1
No. of stores at end of month	Stores	Previous FY	410	406	405	404	404	403	
		Current FY	362	362	360	358	357	354	
	%	Change	88.3	89.2	88.9	88.6	88.4	87.8	

			Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Second half cumulative	Annual cumulative
Sales	%	Change	99.2	103.1	102.0	105.9	103.1	110.2	104.0	104.0
No. of customers	%	Change	98.6	102.4	103.2	101.2	103.0	106.5	102.5	103.2
Average customer spending	%	Change	100.7	100.6	98.9	104.7	100.1	103.4	101.5	100.8
No. of stores at end of month	Stores	Previous FY	388	385	385	382	376	369		
		Current FY	354	354	354	353	351	346		
	%	Change	91.2	91.9	91.9	92.4	93.4	93.8		

- Notes:
- Existing stores are defined as stores that have been in operation for 13 months or more since the month they opened.
 - Sales and average customer spending are calculated based on sales before deducting discounts.
 - Ratios (%) are rounded to the nearest tenth.
 - The comparison for February 2025 versus the previous fiscal year is based on 28 business days for the current fiscal year and 29 business days for the previous fiscal year. The comparison for the current fiscal year is therefore one business day less than the previous fiscal year.