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MEMBERSHIP
September 3, 2026

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Notice Regarding Preliminary Sales Trends for August of the Fiscal Year Ending March 2027

The preliminary sales figures for directly managed stores for the month of August in the fiscal year ending March 31, 2027, are as follows.

YoY comparison of directly managed existing stores (domestic)

			Apr.	May	Jun.	Jul.	Aug.	Sep.	First half cumulative
Sales	%	Change	107.4	114.8	107.9	110.4	106.7		109.4
No. of customers	%	Change	105.3	112.9	107.0	107.8	105.0		107.5
Average customer spending	%	Change	102.0	101.7	100.9	102.5	101.7		101.7
No. of stores at end of month	Stores		336	337	333	335	338		

			Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Second half cumulative	Annual cumulative
Sales	%	Change								109.4
No. of customers	%	Change								107.5
Average customer spending	%	Change								101.7
No. of stores at end of month	Stores									

Notes: 1. Existing stores are defined as stores that have been in operation for 13 months or more since the month they opened.
2. Sales and average customer spending are calculated based on sales before deducting discounts.
3. 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	107.1	114.4	108.2	110.8	107.0		109.5
No. of customers	%	Change	105.0	112.6	107.3	108.2	105.3		107.6
Average customer spending	%	Change	101.9	101.6	100.8	102.4	101.7		101.7
No. of stores at end of month	Stores	Previous FY	346	346	346	347	347		
		Current FY	345	345	346	347	346		
	%	Change	99.7	99.7	100.0	100.0	99.7		

			Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Second half Cumulative	Annual cumulative
Sales	%	Change								109.5
No. of customers	%	Change								107.6
Average customer spending	%	Change								101.7
No. of stores at end of month	Stores	Previous FY								
		Current FY								
	%	Change								

(Reference)

Preliminary sales trends of fiscal year ended March 2026

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		

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		

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 3. Ratios (%) are rounded to the nearest tenth.