



### Monthly Sales Flash Report for March 2026

#### 1. Summary

- (1) Sales of All Company-Operated Stores: 9,288 million yen (YoY:98.7%)
- (2) Sales of Existing Company-Operated Stores: 8,942 million yen (YoY:97.9%)

#### 2. Monthly Sales of Company-Operated Stores

|                    | All Stores     |              |                     |              |                    |              | Existing Stores |              |                     |             |                    |              |
|--------------------|----------------|--------------|---------------------|--------------|--------------------|--------------|-----------------|--------------|---------------------|-------------|--------------------|--------------|
|                    | Sales          |              | Number of Customers |              | Sales per Customer |              | Sales           |              | Number of Customers |             | Sales per Customer |              |
|                    | Amount         | YoY          | Number              | YoY          | Amount             | YoY          | Amount          | YoY          | Number              | YoY         | Amount             | YoY          |
|                    | Million yen    | %            | Thousand            | %            | Yen                | %            | Million yen     | %            | Thousand            | %           | Yen                | %            |
| Apr-2025           | 9,105          | 116.0        | 7,080               | 103.8        | 1,286              | 111.7        | 8,823           | 113.7        | 6,844               | 101.8       | 1,289              | 111.7        |
| May-2025           | 9,437          | 114.3        | 7,295               | 101.4        | 1,293              | 112.7        | 9,101           | 112.3        | 7,031               | 99.6        | 1,294              | 112.7        |
| Jun-2025           | 8,576          | 107.2        | 6,839               | 98.5         | 1,254              | 108.8        | 8,315           | 106.3        | 6,633               | 97.7        | 1,254              | 108.8        |
| <b>1Q Total</b>    | <b>27,120</b>  | <b>112.5</b> | <b>21,215</b>       | <b>101.2</b> | <b>1,278</b>       | <b>111.1</b> | <b>26,234</b>   | <b>110.8</b> | <b>20,509</b>       | <b>99.7</b> | <b>1,279</b>       | <b>111.1</b> |
| Jul-2025           | 8,621          | 105.2        | 6,866               | 100.5        | 1,256              | 104.7        | 8,319           | 104.4        | 6,626               | 99.8        | 1,256              | 104.7        |
| Aug-2025           | 9,506          | 107.1        | 7,453               | 102.2        | 1,275              | 104.8        | 9,232           | 105.9        | 7,241               | 101.6       | 1,275              | 104.3        |
| Sep-2025           | 8,244          | 103.0        | 6,501               | 98.1         | 1,268              | 104.9        | 8,029           | 102.4        | 6,333               | 97.6        | 1,268              | 104.9        |
| <b>2Q Total</b>    | <b>26,373</b>  | <b>105.2</b> | <b>20,821</b>       | <b>100.3</b> | <b>1,267</b>       | <b>104.8</b> | <b>25,637</b>   | <b>104.5</b> | <b>20,197</b>       | <b>99.7</b> | <b>1,269</b>       | <b>104.8</b> |
| <b>1Q-2Q Total</b> | <b>53,495</b>  | <b>108.7</b> | <b>42,037</b>       | <b>100.8</b> | <b>1,273</b>       | <b>107.9</b> | <b>51,873</b>   | <b>107.6</b> | <b>40,707</b>       | <b>99.7</b> | <b>1,274</b>       | <b>107.9</b> |
| Oct-2025           | 8,428          | 103.6        | 6,677               | 98.3         | 1,262              | 105.4        | 8,231           | 103.0        | 6,521               | 97.7        | 1,262              | 105.4        |
| Nov-2025           | 8,840          | 107.0        | 6,934               | 100.8        | 1,275              | 106.1        | 8,640           | 106.4        | 6,777               | 100.3       | 1,275              | 106.1        |
| Dec-2025           | 8,898          | 102.3        | 7,317               | 101.2        | 1,216              | 101.1        | 8,692           | 102.0        | 7,135               | 100.8       | 1,218              | 101.1        |
| <b>3Q Total</b>    | <b>26,165</b>  | <b>104.3</b> | <b>20,929</b>       | <b>100.2</b> | <b>1,250</b>       | <b>104.1</b> | <b>25,563</b>   | <b>103.8</b> | <b>20,434</b>       | <b>99.6</b> | <b>1,251</b>       | <b>104.1</b> |
| <b>1Q-3Q Total</b> | <b>79,662</b>  | <b>107.2</b> | <b>62,966</b>       | <b>100.6</b> | <b>1,265</b>       | <b>106.6</b> | <b>77,437</b>   | <b>106.3</b> | <b>61,142</b>       | <b>99.7</b> | <b>1,267</b>       | <b>106.6</b> |
| Jan-2026           | 9,470          | 100.2        | 7,458               | 95.9         | 1,270              | 104.5        | 9,181           | 99.9         | 7,208               | 95.6        | 1,274              | 104.6        |
| Feb-2026           | 8,251          | 100.4        | 6,364               | 98.1         | 1,296              | 102.4        | 8,001           | 99.5         | 6,173               | 97.2        | 1,296              | 102.4        |
| Mar-2026           | 9,287          | 98.7         | 7,365               | 101.1        | 1,261              | 97.7         | 8,941           | 97.9         | 7,089               | 100.5       | 1,261              | 97.4         |
| <b>4Q Total</b>    | <b>27,008</b>  | <b>99.8</b>  | <b>21,188</b>       | <b>98.3</b>  | <b>1,275</b>       | <b>101.5</b> | <b>26,123</b>   | <b>99.1</b>  | <b>20,471</b>       | <b>97.7</b> | <b>1,276</b>       | <b>101.4</b> |
| <b>3Q-4Q Total</b> | <b>53,174</b>  | <b>101.9</b> | <b>42,117</b>       | <b>99.2</b>  | <b>1,263</b>       | <b>102.7</b> | <b>51,687</b>   | <b>101.3</b> | <b>40,906</b>       | <b>98.7</b> | <b>1,264</b>       | <b>102.7</b> |
| <b>1Q-4Q Total</b> | <b>106,672</b> | <b>105.2</b> | <b>84,155</b>       | <b>100.0</b> | <b>1,268</b>       | <b>105.2</b> | <b>103,562</b>  | <b>104.4</b> | <b>81,613</b>       | <b>99.2</b> | <b>1,269</b>       | <b>105.2</b> |

(Note) Existing stores exclude stores open less than 15 months and stores under renovation.

#### 3. Number of Stores

|                | Company-Operated Stores |          |            | Franchise Stores |          |            | All Stores |          |            |
|----------------|-------------------------|----------|------------|------------------|----------|------------|------------|----------|------------|
|                | Opening                 | Closure  | Total      | Opening          | Closure  | Total      | Opening    | Closure  | Total      |
| End of Last FY |                         |          | 549        |                  |          | 177        |            |          | 726        |
| Apr-2025       |                         | 1        | 548        |                  | 1        | 176        |            | 2        | 724        |
| May-2025       | 1                       |          | 549        |                  |          | 176        | 1          |          | 725        |
| Jun-2025       |                         |          | 549        |                  | 3        | 173        |            | 3        | 722        |
| Jul-2025       |                         |          | 549        | 1                |          | 174        | 1          |          | 723        |
| Aug-2025       |                         | 1        | 548        | 2                |          | 176        | 2          | 1        | 724        |
| Sep-2025       |                         |          | 548        |                  |          | 176        |            |          | 724        |
| Oct-2025       |                         |          | 548        | 1                |          | 177        | 1          |          | 725        |
| Nov-2025       | 1                       |          | 549        | 1                |          | 178        | 2          |          | 727        |
| Dec-2025       |                         |          | 549        | 1                | 1        | 178        | 1          | 1        | 727        |
| Jan-2026       |                         |          | 549        |                  |          | 178        |            |          | 727        |
| Feb-2026       |                         |          | 549        |                  |          | 178        |            |          | 727        |
| Mar-2026       |                         |          | 549        |                  | 1        | 177        |            | 1        | 726        |
| <b>Total</b>   | <b>2</b>                | <b>2</b> | <b>549</b> | <b>6</b>         | <b>6</b> | <b>177</b> | <b>8</b>   | <b>8</b> | <b>726</b> |