August 7, 2024

(Translation)

To Whom It May Concern

Company	TSI Holdings Co., Ltd.
Representative	Tsuyoshi Shimoji, Representative Director & President
Stock Listing	Tokyo Stock Exchange Prime Market (Code: 3608)
Inquiry	Shunsuke Hasegawa, Public & Investor Relations
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Monthly Sales Report (Year-on-Year Comparison)

Monthly Retail Sales (YoY) of July 2024 (Unit:%)

		Mar	Apr	May	Jun	Jul	Aug	1H Total
All Retail Channels	Physical stores	100.8	103.7	106.1	113.4	103.3		105.2
	E-commerce	88.4	96.8	98.7	103.4	102.9		97.8
	Total	97.5	101.9	104.2	110.6	103.2		103.2
Existing Retail Channels	Physical stores	100.8	104.4	106.3	115.0	103.9		105.8
	E-commerce	90.2	98.7	101.9	106.5	103.5		99.9
	Total	98.0	102.8	105.2	112.6	103.8		104.2

		Sep	Oct	Nov	Dec	Jan	Feb	2H Total	Full Year
All Retail Channels	Physical stores								105.2
	E-commerce								97.8
	Total								103.2
Existing Retail Channels	Physical stores								105.8
	E-commerce								99.9
	Total								104.2

<Remarks>

1. The above data is based on sales (retail price basis) at the group's own retail stores and e-commerce sales channels in Japan, which is available to be aggregated on a monthly basis.
2. Sales of the Existing Retail Channels are calculated pursuant to sales at stores that were open for at least twenty days during the same months of the previous year and this year.
3. Monthly Retail Sales (YoY) is calculated on a retail price basis. Hence, there is no impact from the change in revenue recognition standard.
4. The figures for the latest month are preliminary that are subject to revision and are not considered final until they appear on the Monthly Sales Report for the following month.
5. If there is a significant variance between preliminary and finalized figures, we will release the corrected information immediately.

<July Overview>

The sales results for this month were 103.2% and 103.8% year-on-year for All Retail Channels and Existing Retail Channels, respectively. We estimate that the fact there were two fewer days off compared to the same month last year had a negative impact of approximately 3.9% on Existing Retail Channel sales. In the physical stores, we strategically emphasized the sale of mid-summer products at regular prices to align with prevailing market demand. Simultaneously, our e-commerce sales experienced robust performance attributed to the deployment of discounted promotions and an escalation in the discount rate from mid-month onward.