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FOR IMMEDIATE RELEASE

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To Whom It May Concern

Monthly trends for the fiscal year ending March 2025 (March)

The monthly performance of the retail business in March 2025 is as follows:

Fiscal year ending March 2024 compared to the same month last year

		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
All stores	Sales	106.0	103.4	104.4	108.6	100.2	101.6	96.6	100.4	96.4	98.3	104.0 (100.4)	104.1	101.6
	Number of customers	103.3	99.5	100.0	104.2	99.0	100.9	96.8	99.9	97.8	97.3	100.7 (97.2)	99.2	99.9
	Average customer spending	102.7	103.9	104.4	104.3	101.3	100.6	99.7	100.6	98.6	101.0	103.2 (103.2)	104.9	101.7
Existing stores	Sales	102.5	99.9	101.0	104.8	99.4	99.9	97.5	100.8	96.8	98.6	104.3 (100.7)	104.3	100.7
	Number of customers	98.0	94.4	94.4	98.2	96.7	97.8	98.2	100.5	98.5	98.0	101.4 (97.9)	99.6	97.9
	Average customer spending	104.6	105.8	106.9	106.7	102.8	102.2	99.2	100.2	98.2	100.6	102.9 (102.9)	104.7	102.8

※The figures in parentheses for February 2024 are calculated based on 28 days due to the leap year.

Fiscal year ending March 2025 compared to the same month last year

		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
All stores	Sales	98.9	97.8	100.0	97.2	105.7	101.7	99.6	103.2	104.2	99.7	99.1 (102.9)	99.5	100.5
	Number of customers	97.1	96.6	100.5	95.5	100.7	98.0	91.8	95.4	95.8	95.8	95.3 (98.7)	96.3	96.5
	Average customer spending	101.9	101.3	99.5	101.9	105.0	103.8	108.5	108.2	108.9	104.1	104.0 (103.9)	103.3	104.1
Existing stores	Sales	99.3	98.8	100.2	97.5	105.9	101.9	99.7	104.2	105.2	99.9	99.2 (103.1)	99.5	101.0
	Number of customers	97.5	95.1	100.9	95.8	101.0	98.4	92.1	98.2	98.7	96.1	95.6 (99.0)	96.3	96.2
	Average customer spending	101.8	103.9	99.3	101.7	104.8	103.6	108.3	106.1	106.6	103.9	103.8 (104.1)	103.3	105.0

※The above data is a simple combination of preliminary figures for retail store and e-commerce sales and may be subject to revision at a later date.
※Existing stores are defined as stores that have been in business for 13 months or more.
※Stores that have closed are excluded from existing store data from the month they closed.
※The figures in parentheses for February 2025 are calculated based on 28 days because the previous year was a leap year.

■March Overview

In March, due to aggressive promotional activities, sales of gardening supplies and gardening equipment were strong, but sales of heating oil and seasonal home appliances were sluggish due to warmer temperatures than the previous year, resulting in sales and customer numbers falling below the previous year.

Note : This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.