April 3, 2025

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Monthly Sales Flash Report for March 2025

1.Summary

(1)Sales of All Company-Operated Stores: 9,411 million yen (YoY:113.0%)

(2)Sales of Existing Company-Operated Stores: 9,020 million yen (YoY:111.7%)

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-2024	7,853	104.2	6,820	102.2	1,151	102.0	7,594	103.3	6,590	101.4	1,152	101.9
May-2024	8,260	106.7	7,197	104.4	1,148	102.1	7,991	105.5	6,957	103.4	1,149	102.1
Jun-2024	8,001	111.2	6,942	106.5	1,152	104.5	7,705	109.5	6,681	104.8	1,153	104.5
1Q Total	**24,114**	**107.3**	**20,961**	**104.3**	**1,150**	**102.8**	**23,303**	**106.1**	**20,230**	**103.2**	**1,152**	**102.8**
Jul-2024	8,198	105.8	6,834	99.0	1,200	106.9	7,850	104.4	6,535	97.6	1,201	106.9
Aug-2024	8,873	112.9	7,292	105.1	1,217	107.4	8,513	111.4	6,957	103.6	1,224	107.6
Sep-2024	8,008	108.8	6,625	101.3	1,209	107.4	7,624	107.4	6,303	100.0	1,210	107.3
2Q Total	**25,080**	**109.2**	**20,751**	**101.8**	**1,209**	**107.2**	**23,988**	**107.7**	**19,796**	**100.4**	**1,212**	**107.3**
1Q-2Q Total	**49,194**	**108.3**	**41,713**	**103.1**	**1,179**	**105.0**	**47,292**	**106.9**	**40,026**	**101.8**	**1,182**	**105.0**
Oct-2024	8,132	105.3	6,791	99.2	1,197	106.1	7,786	104.1	6,496	98.1	1,199	106.2
Nov-2024	8,263	106.2	6,876	101.6	1,202	104.5	7,950	105.0	6,610	100.5	1,203	104.5
Dec-2024	8,695	109.2	7,228	103.2	1,203	105.9	8,396	107.6	6,966	101.6	1,205	105.9
3Q Total	**25,091**	**106.9**	**20,895**	**101.3**	**1,201**	**105.5**	**24,133**	**105.6**	**20,073**	**100.1**	**1,202**	**105.5**
1Q-3Q Total	**74,286**	**107.8**	**62,608**	**102.5**	**1,187**	**105.2**	**71,424**	**106.5**	**60,099**	**101.2**	**1,188**	**105.2**
Jan-2025	9,447	118.6	7,774	110.0	1,215	107.8	9,072	116.8	7,440	108.2	1,219	107.9
Feb-2025	8,218	111.9	6,490	102.1	1,266	109.5	7,908	110.8	6,238	101.1	1,268	109.6
Mar-2025	**9,411**	**113.0**	**7,287**	**100.9**	**1,291**	**112.0**	**9,020**	**111.7**	**6,977**	**99.9**	**1,293**	**111.8**
4Q Total	**27,077**	**114.5**	**21,553**	**104.4**	**1,256**	**109.7**	**26,015**	**113.1**	**20,668**	**103.1**	**1,259**	**109.7**
3Q-4Q Total	**52,168**	**110.7**	**42,448**	**102.9**	**1,229**	**107.6**	**50,148**	**109.4**	**40,742**	**101.6**	**1,231**	**107.7**
1Q-4Q Total	**101,362**	**109.5**	**84,162**	**103.0**	**1,204**	**106.4**	**97,439**	**108.2**	**80,768**	**101.7**	**1,206**	**106.4**

(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			**543**			**186**			**729**
Apr-2024		1	542			186		1	728
May-2024	1		543			186	1		729
Jun-2024	1	1	543	1	1	186	2	2	729
Jul-2024	1	1	543			186	1	1	729
Aug-2024	1		544		4	182	1	4	726
Sep-2024			544			182			726
Oct-2024	1	1	544		1	181	1	2	725
Nov-2024	1		545	1	1	181	2	1	726
Dec-2024	2		547		4	177	2	4	724
Jan-2025		1	546			177		1	723
Feb-2025			546			177			723
Mar-2025	3		549			177	3		726
Total	**11**	**5**	**549**	**2**	**11**	**177**	**13**	**16**	**726**