

Monthly Sales Report Feb. 2022

| | | 前年比(%) Year over Year | | | | | | | | | | | | | | | | |
|----------------|---|--------------------------------------|------------|------------|----------------------|------------|------------|------------|-------------------|------------|-------------|-------------|---------------------|-------------|-------------|-------------|----------------------|--------|
| | | 3月 Mar. | 4月 Apr. | 5月 May. | 1Q累計 Three months | 6月 Jun. | 7月 Jul. | 8月 Aug. | 上期計 Six months | 9月 Sep. | 10月 Oct. | 11月 Nov. | 3Q累計 Nine months | 12月 Dec. | 1月 Jan. | 2月 Feb. | 当期累計 Year to Date | |
| 国内 Japan | 既存店 (308店舗) Same Store Sales (308stores) | 売上高 Sales | 111.2% | 300.0% | 171.5% | 161.2% | 87.8% | 113.0% | 100.6% | 123.0% | 100.9% | 98.9% | 109.4% | 114.8% | 115.5% | 112.5% | 91.5% | 113.1% |
| | | 客数 Number of Customers | 102.8% | 263.7% | 159.3% | 148.8% | 89.0% | 116.4% | 99.0% | 117.9% | 98.8% | 96.1% | 105.0% | 111.3% | 106.5% | 102.2% | 80.3% | 108.0% |
| | | 客単価 Average Sales per Customer | 108.1% | 113.8% | 107.6% | 108.4% | 98.6% | 97.1% | 101.6% | 104.4% | 102.1% | 102.9% | 104.2% | 103.2% | 108.5% | 110.2% | 113.9% | 104.8% |
| | 全店 (367店舗) All Store Sales (367stores) | 売上高 Sales | 113.3% | 324.8% | 181.0% | 167.8% | 88.7% | 115.1% | 102.2% | 126.1% | 102.4% | 100.6% | 110.9% | 117.2% | 117.6% | 114.8% | 92.0% | 115.3% |
| | | 客数 Number of Customers | 105.5% | 285.3% | 169.1% | 155.7% | 89.8% | 118.5% | 100.8% | 121.0% | 100.2% | 98.3% | 107.0% | 113.9% | 109.4% | 105.3% | 82.1% | 110.6% |
| | | 客単価 Average Sales per Customer | 107.4% | 113.9% | 107.0% | 107.8% | 98.8% | 97.2% | 101.3% | 104.2% | 102.2% | 102.4% | 103.7% | 102.8% | 107.5% | 109.0% | 112.2% | 104.3% |
| 海外 Overseas | 中国卸売上 China Wholesale | 1月 Jan. | 2月 Feb. | 3月 Mar. | 1Q累計 Three months | 4月 Apr. | 5月 May. | 6月 Jun. | 上期計 Six months | 7月 Jul. | 8月 Aug. | 9月 Sep. | 3Q累計 Nine months | 10月 Oct. | 11月 Nov. | 12月 Dec. | 当期累計 Year to Date | |
| | | 133.0% | 208.2% | 79.1% | 119.0% | 107.8% | 221.3% | 363.4% | 137.4% | 111.3% | 119.3% | 96.9% | 122.4% | 105.8% | 75.2% | 76.0% | 110.4% | |

Overview

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| <p>【Japan】 In February, Same Store Sales became 91.5% and All Store Sales became 92.0%. In February, although the number of customers decreased due to the rapid expansion of the Omicron variant, heavy clothing sold well due to the low temperature, and the average sales per customer increased by 113.9% year-on-year. EC sales were 99.1% due to the site closure for the renewal of in-house EC site.</p> <p>【China】 Due to the influence of COVID-19 epidemic in some areas and the restraint of purchasing, the wholesale sales of China in December was 76.0% year-on-year.</p> |
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Notes

【Japan】

Same Store : Stores and online stores operated fully through the previous year, excluding stores which closed more than 3 days in a month due to the renovation and other reasons.
 All stores : Stores and online stores
 Online Stores: Online stores operated by our company and third parties.

【Overseas】

China Wholesales are those made by our consolidated subsidiary, 巴洛克(上海)企业发展有限公司 in China.

These are the preliminary result we usually announce on every 5th business day* of the succeeding month.

In case of discrepancy between the preliminary result and the official result, we announce the revised figure together with the preliminary result of the next month.

* Due to consolidated accounting reasons, China Wholesales are disclosed two month behind.