

Monthly Sales Report Feb. 2024

			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 (301店舗) Same Store Sales (301stores)	売上高 Sales	109.2%	105.1%	105.4%	106.6%	101.0%	108.5%	110.5%	106.6%	93.7%	99.2%	106.4%	104.3%	101.5%	105.5%	104.3%	104.1%
		客数 Number of Customers	102.0%	100.3%	100.5%	100.9%	96.1%	105.2%	107.8%	102.1%	89.8%	96.7%	110.7%	101.2%	105.9%	105.4%	108.2%	102.4%
		客単価 Average Sales per Customer	107.0%	104.8%	104.8%	105.6%	105.1%	103.2%	102.5%	104.4%	104.3%	102.6%	96.1%	103.1%	95.8%	100.1%	96.3%	101.6%
	全店 (361店舗) All Store Sales (361stores)	売上高 Sales	109.4%	106.4%	105.5%	107.1%	101.3%	108.7%	110.7%	107.0%	94.8%	98.5%	104.8%	104.3%	100.2%	106.1%	106.8%	104.1%
		客数 Number of Customers	101.7%	101.9%	100.4%	101.3%	96.1%	104.7%	107.9%	102.3%	90.3%	95.5%	108.3%	100.9%	103.9%	104.6%	109.6%	102.1%
		客単価 Average Sales per Customer	107.5%	104.4%	105.1%	105.7%	105.3%	103.7%	102.6%	104.6%	105.0%	103.2%	96.7%	103.3%	96.4%	101.5%	97.5%	102.0%
海外 Overseas			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
	中国卸売上 China Wholesale		86.1%	64.0%	105.4%	80.8%	277.8%	317.2%	79.2%	112.9%	96.5%	154.7%	131.9%	117.9%	75.8%	47.5%	100.2%	104.2%

Overview

【Japan】 In February, Same Store Sales became 104.3% and All Store Sales became 106.8%. In February, as temperatures were higher than usual for the season, sales increased mainly in spring items. As a result, Same Store Sales, Number of customers were exceeded the previous year. EC sales were 107.2% year-on-year.	
【China】 In December, while sales in the same period last year were affected by the explosion in the number of infected patients following the sudden relaxation of the Zero-Covid policy, sales conditions recovered this year. As a result, the wholsale of China was 100.2% year-on-year.	

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 EC: Online stores operated by our company and third parties. * Normally, when calculating Same stores, stores that are closed for 3 days or more during the month are excluded, but as an exception, the same month of the previous year is not excluded.
	【Overseas】 China Wholesales are those made by our consolidated subsidiary, 巴罗克(上海)企业发展有限公司 in China. These are the preliminary result we usually announce on every 2nd 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.