

## Financial Results Briefing for FY02/25 Q3

### - Q&A Summary -

Date: January 10, 2025, Friday, 10:00-11:00 (JST)

Presenter: Shohei Yoshida, Director in charge of Finance, Accounting, Investor Relations

**Q1. How do you assess the progress in Q3 cumulative results against the plan, and based on that, how confident are you about achieving the full-year plan?**

A1. During the Q3 period, the mild winter delayed the start-up of winter products, leading to a higher proportion of sales items and a slightly lower-than-anticipated gross profit margin. However, this indicates that demand for winter clothing shifted from Q3 to Q4, which is also reflected in the monthly sales figures for December 2024, announced on January 8, 2025. For an evaluation of budget progress, we are evaluating the overall progress for the entire fiscal year, including the second half. As sales of winter apparel have been continuing to perform well into the new year, we believe that the full-year targets are well within reach.