開示日:2023年6月5日 株式会社TOKYO BASE

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# 【1】月別推移

|     |     |     | 2月     | 3月     | 4月     | 1Q     | 5月     | 6月 | 7月 | 2Q | 上半期 | 8月 | 9月 | 10月 | 3Q | 11月 | 12月 | 1月 | 4Q | 下半期 | 通期     |
|-----|-----|-----|--------|--------|--------|--------|--------|----|----|----|-----|----|----|-----|----|-----|-----|----|----|-----|--------|
| 売上高 |     | 合計  | 123.4% | 105.0% | 109.1% | 111.3% | 108.8% |    |    |    |     |    |    |     |    |     |     |    |    |     | 110.6% |
|     | 全社  | 実店舗 | 107.6% | 106.0% | 112.5% | 108.7% | 109.0% |    |    |    |     |    |    |     |    |     |     |    |    |     | 108.8% |
|     |     | EC  | 125.5% | 102.1% | 99.0%  | 107.3% | 108.0% |    |    |    |     |    |    |     |    |     |     |    |    |     | 107.5% |
|     | 国内  | 合計  | 129.5% | 102.6% | 106.6% | 110.8% | 107.4% |    | İ  |    |     |    |    |     |    |     |     |    |    |     | 109.9% |
|     |     | 実店舗 | 111.6% | 102.7% | 109.7% | 107.4% | 107.1% |    |    |    |     |    |    |     |    |     |     |    |    |     | 107.3% |
|     |     | EC  | 125.5% | 102.1% | 99.0%  | 107.3% | 108.0% |    |    |    |     |    |    |     |    |     |     |    |    |     | 107.5% |
|     | 海外  | 合計  | 94.9%  | 124.8% | 129.0% | 115.1% | 120.2% |    |    |    |     |    |    |     |    |     |     |    |    |     | 116.3% |
|     |     | 実店舗 | 94.9%  | 124.8% | 129.0% | 115.1% | 120.2% |    |    |    |     |    |    |     |    |     |     |    |    |     | 116.3% |
|     |     | 合計  | 108.0% | 102.6% | 106.2% | 105.0% | 106.5% |    |    |    |     |    |    |     |    |     |     |    |    |     | 105.1% |
|     | 既存店 | 実店舗 | 103.2% | 103.8% | 109.3% | 105.3% | 106.6% |    |    |    |     |    |    |     |    |     |     |    |    |     | 105.4% |
|     |     | EC  | 121.3% | 99.0%  | 97.2%  | 104.0% | 106.2% |    |    |    |     |    |    |     |    |     |     |    |    |     | 104.3% |
|     | 国内  | 合計  | 110.5% | 100.5% | 104.3% | 103.8% | 105.2% |    |    |    |     |    |    |     |    |     |     |    |    |     | 104.0% |
|     |     | 実店舗 | 105.6% | 101.1% | 107.1% | 103.7% | 104.8% |    |    |    |     |    |    |     |    |     |     |    |    |     | 103.8% |
|     |     | EC  | 121.3% | 99.0%  | 97.2%  | 104.0% | 106.2% |    |    |    |     |    |    |     |    |     |     |    |    |     | 104.3% |
|     | 海外  | 合計  | 94.0%  | 121.4% | 124.5% | 114.3% | 119.1% |    |    |    |     |    |    |     |    |     |     |    |    |     | 115.1% |
|     |     | 実店舗 | 94.0%  | 121.4% | 124.5% | 114.3% | 119.1% |    |    |    |     |    |    |     |    |     |     |    |    |     | 115.1% |
| 店舗数 | ·   | 合計  | 94     | 94     | 93     | 93     | 92     |    |    |    |     |    |    |     |    |     |     |    |    |     | 92     |
|     | 全社  | 実店舗 | 83     | 83     | 82     | 82     | 81     |    |    |    |     |    |    |     |    |     |     |    |    |     | 81     |
|     |     | EC  | 11     | 11     | 11     | 11     | 11     |    |    |    |     |    |    |     |    |     |     |    |    |     | 11     |
|     | 国内  | 合計  | 69     | 69     | 69     | 69     | 68     |    |    |    |     |    |    |     |    |     |     |    |    |     | 68     |
|     |     | 実店舗 | 58     | 58     | 58     | 58     | 57     |    |    |    |     |    |    |     |    |     |     |    |    |     | 57     |
|     |     | EC  | 11     | 11     | 11     | 11     | 11     |    |    |    |     |    |    |     |    |     |     |    |    |     | 11     |
|     | 海外  | 合計  | 25     | 25     | 24     | 24     | 24     |    |    |    |     |    |    |     |    |     |     |    |    |     | 24     |
|     |     | 実店舗 | 25     | 25     | 24     | 24     | 24     |    |    |    |     |    |    |     |    |     |     |    |    |     | 24     |
|     | ·   | 合計  | 81     | 81     | 84     | 80     | 84     |    |    |    |     |    |    |     |    |     |     |    |    |     | 79     |
|     | 既存店 | 実店舗 | 72     | 72     | 74     | 71     | 74     |    |    |    |     |    |    |     |    |     |     |    |    |     | 70     |
|     |     | EC  | 9      | 9      | 10     | 9      | 10     |    |    |    |     |    |    |     |    |     |     |    |    |     | 9      |
|     | 国内  | 合計  | 62     | 62     | 66     | 62     | 65     |    | İ  | İ  |     |    |    |     | İ  |     |     |    |    | İ   | 61     |
| 1   |     | 実店舗 | 53     | 53     | 56     | 53     | 55     |    |    |    |     |    |    |     |    |     |     |    |    |     | 52     |
|     |     | EC  | 9      | 9      | 10     | 9      | 10     |    |    |    |     |    |    |     |    |     |     |    |    |     | 9      |
|     | 海外  | 合計  | 19     | 19     | 18     | 18     | 19     |    |    |    |     |    |    |     |    |     |     |    |    |     | 18     |
|     |     | 実店舗 | 19     | 19     | 18     | 18     | 19     |    |    |    |     |    |    |     |    |     |     |    |    |     | 18     |

で参考)2019年5月度との単月対比:全社145.2%(実店舗 172.6%、EC 99.4%)、既存店 106.7%(実店舗 106.3%、EC 107.1%)

国内:全社 130.2% (実店舗 149.2%、EC 99.4%)、既存店 106.7% (実店舗 106.3%、EC 107.1%)

#### 【2】単月概況

・5月度の全社前年対比は108.8%、既存店前年対比は106.5%となりました。(海外を含む)

## ①実店舗

・既存店前年対比の国内は、GW期間中の好調とインパウンド客数が増加した結果、104.8%となりました。

海外は人流の増加により、119.1%となりました。

・上記を踏まえ、全社前年対比は109.0%となりました。(国内107.1%、海外120.2%)

### ②EC

・自社オンラインストアで春物セールを開催した結果、既存店前年対比は106.2%となりました。

・上記を踏まえ、全社前年対比は108.0%となりました。

#### 【3】出退店および改装情報

①出店:なし

②退店:1店舗

(実店舗) STUDIOUS WOMENS 二子玉川店

③改装:なし

## 【補足】

- ・売上高の数値は、前年対比推移で開示しております。
- ・開示日時点の速報版です。確定数値との差異が生じた場合は翌月の速報版開示時点で修正してお知らせいたします。
- ・店頭売上速報値であるため、収益認識基準適用の影響を除外、前年対比も決算短信等の開示とは合致いたしません。
  (注)連結対象の中国現地法人の決算期末は12月であり、当社決算期末とは異なりますが、月次売上速報については同月で集計しております。

#### 【既存店の定義】

- ・単月:出店月の翌月より13ヵ月を経過した店舗
- ・各四半期、各半期、通期:前年、当年ともに各該当期間の初月の1日時点に存在している店舗
- ・月中1日以上休業した店舗は既存店から除外
- ・新型コロナウイルス感染症の影響による臨時休業や時短店舗は除外しない

### (ご参考) 2023年1月期 月別推移

|     |     |     | 2月     | 3月     | 4月     | 1Q     | 5月     | 6月     | 7月     | 2Q     | 上半期    | 8月     | 9月     | 10月    | 3Q     | 11月    | 12月    | 1月     | 4Q     | 下半期    | 通期     |
|-----|-----|-----|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 売上高 |     | 合計  | 97.3%  | 106.8% | 119.6% | 108.1% | 111.3% | 105.9% | 104.1% | 107.0% | 107.5% | 114.2% | 103.0% | 95.3%  | 102.3% | 94.9%  | 98.6%  | 108.6% | 100.2% | 101.1% | 104.0% |
|     | 全社  | 実店舗 | 107.8% | 113.1% | 127.2% | 116.2% | 131.1% | 108.6% | 104.0% | 113.8% | 114.9% | 112.2% | 99.2%  | 93.5%  | 99.7%  | 89.2%  | 94.3%  | 111.4% | 97.0%  | 98.1%  | 105.4% |
|     |     | EC  | 76.1%  | 91.2%  | 103.7% | 90.3%  | 77.6%  | 100.2% | 108.0% | 94.6%  | 92.6%  | 119.0% | 115.6% | 101.3% | 110.5% | 113.3% | 107.9% | 110.6% | 110.3% | 110.4% | 101.8% |
|     | 国内  | 合計  | 96.8%  | 111.4% | 132.1% | 113.6% | 132.3% | 108.8% | 105.8% | 114.6% | 114.1% | 113.9% | 108.8% | 100.6% | 106.5% | 102.3% | 106.7% | 116.0% | 107.9% | 107.3% | 110.3% |
|     |     | 実店舗 | 110.6% | 121.6% | 149.9% | 127.3% | 185.6% | 113.9% | 106.8% | 129.7% | 128.5% | 110.7% | 106.0% | 100.4% | 104.6% | 97.6%  | 105.2% | 125.0% | 107.2% | 106.1% | 115.4% |
|     |     | EC  | 81.4%  | 91.2%  | 103.7% | 90.3%  | 77.6%  | 100.3% | 108.1% | 94.6%  | 92.7%  | 119.6% | 116.1% | 101.7% | 111.0% | 115.1% | 108.4% | 111.0% | 111.1% | 111.0% | 102.1% |
|     | 海外  | 合計  | 99.4%  | 80.4%  | 67.1%  | 81.2%  | 48.5%  | 91.5%  | 96.0%  | 75.4%  | 78.0%  | 115.3% | 76.6%  | 74.5%  | 84.9%  | 53.8%  | 46.4%  | 75.0%  | 58.4%  | 71.3%  | 74.4%  |
|     |     | 実店舗 | 99.7%  | 80.6%  | 67.1%  | 81.4%  | 48.5%  | 91.6%  | 96.2%  | 75.5%  | 78.1%  | 116.2% | 77.0%  | 74.8%  | 85.4%  | 55.1%  | 46.9%  | 75.5%  | 59.2%  | 72.0%  | 74.8%  |
|     |     | 合計  | 88.2%  | 97.0%  | 113.1% | 99.4%  | 104.6% | 95.2%  | 97.4%  | 100.1% | 101.3% | 107.5% | 100.2% | 92.2%  | 98.1%  | 95.5%  | 98.8%  | 111.0% | 101.7% | 100.2% | 102.1% |
|     | 既存店 | 実店舗 | 91.6%  | 97.7%  | 114.7% | 101.3% | 120.7% | 92.4%  | 91.7%  | 102.3% | 104.2% | 101.7% | 94.2%  | 88.6%  | 93.3%  | 89.3%  | 95.2%  | 112.0% | 98.1%  | 95.8%  | 101.5% |
|     |     | EC  | 81.4%  | 95.3%  | 109.5% | 95.4%  | 80.7%  | 101.0% | 108.5% | 96.3%  | 95.9%  | 119.0% | 115.5% | 102.3% | 109.6% | 113.6% | 107.4% | 109.3% | 109.7% | 109.7% | 103.1% |
|     | 国内  | 合計  | 93.9%  | 105.3% | 130.0% | 109.2% | 126.8% | 101.6% | 103.9% | 109.1% | 109.2% | 113.1% | 108.5% | 99.2%  | 104.3% | 102.4% | 105.5% | 119.4% | 108.3% | 106.4% | 107.9% |
|     |     | 実店舗 | 102.8% | 110.8% | 143.4% | 118.1% | 179.6% | 102.0% | 100.5% | 119.3% | 119.0% | 108.8% | 104.8% | 97.7%  | 101.4% | 97.8%  | 104.6% | 127.0% | 107.6% | 104.5% | 111.1% |
|     |     | EC  | 81.4%  | 95.3%  | 109.5% | 95.4%  | 80.7%  | 101.0% | 108.5% | 96.3%  | 95.9%  | 119.0% | 115.5% | 102.3% | 109.6% | 113.6% | 107.4% | 109.3% | 109.7% | 109.7% | 103.1% |
|     | 海外  | 合計  | 63.0%  | 55.9%  | 47.6%  | 55.4%  | 38.2%  | 66.3%  | 69.4%  | 60.3%  | 60.1%  | 85.9%  | 61.3%  | 61.7%  | 68.6%  | 51.1%  | 47.5%  | 71.2%  | 57.6%  | 63.4%  | 64.4%  |
|     |     | 実店舗 | 63.0%  | 55.9%  | 47.6%  | 55.4%  | 38.2%  | 66.3%  | 69.4%  | 60.3%  | 60.1%  | 85.9%  | 61.3%  | 61.7%  | 68.6%  | 51.1%  | 47.5%  | 71.2%  | 57.6%  | 63.4%  | 64.4%  |
| 店舗数 |     | 合計  | 88     | 91     | 92     | 92     | 94     | 94     | 93     | 93     | 93     | 94     | 95     | 96     | 96     | 97     | 98     | 97     | 97     | 97     | 97     |
|     | 全社  | 実店舗 | 78     | 80     | 81     | 81     | 83     | 83     | 82     | 82     | 82     | 83     | 84     | 85     | 85     | 85     | 86     | 86     | 86     | 86     | 86     |
|     |     | EC  | 10     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 12     | 12     | 11     | 11     | 11     | 11     |
|     | 国内  | 合計  | 64     | 67     | 67     | 67     | 67     | 67     | 67     | 67     | 67     | 67     | 69     | 69     | 69     | 70     | 70     | 69     | 69     | 69     | 69     |
|     |     | 実店舗 | 54     | 56     | 56     | 56     | 56     | 56     | 56     | 56     | 56     | 56     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     |
|     |     | EC  | 10     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 12     | 12     | 11     | 11     | 11     | 11     |
|     | 海外  | 合計  | 24     | 24     | 25     | 25     | 27     | 27     | 26     | 26     | 26     | 27     | 26     | 27     | 27     | 27     | 28     | 28     | 28     | 28     | 28     |
|     |     | 実店舗 | 24     | 24     | 25     | 25     | 27     | 27     | 26     | 26     | 26     | 27     | 26     | 27     | 27     | 27     | 28     | 28     | 28     | 28     | 28     |
|     |     | EC  | 0      |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        | 0      |
|     |     | 合計  | 57     | 59     | 59     | 56     | 60     | 63     | 60     | 59     | 55     | 58     | 59     | 75     | 61     | 76     | 79     | 82     | 76     | 61     | 54     |
|     | 既存店 | 実店舗 | 50     | 52     | 52     | 49     | 53     | 56     | 53     | 52     | 48     | 51     | 52     | 66     | 54     | 67     | 70     | 73     | 67     | 54     | 47     |
|     |     | EC  | 7      | 7      | 7      | 7      | 7      | 7      | 7      | 7      | 7      | 7      | 7      | 9      | 7      | 9      | 9      | 9      | 9      | 7      | 7      |
|     | 国内  | 合計  | 45     | 46     | 46     | 44     | 46     | 48     | 46     | 46     | 44     | 44     | 46     | 59     | 48     | 60     | 62     | 62     | 60     | 48     | 44     |
|     |     | 実店舗 | 38     | 39     | 39     | 37     | 39     | 41     | 39     | 39     | 37     | 37     | 39     | 50     | 41     | 51     | 53     | 53     | 51     | 41     | 37     |
|     |     | EC  | 7      | 7      | 7      | 7      | 7      | 7      | 7      | 7      | 7      | 7      | 7      | 9      | 7      | 9      | 9      | 9      | 9      | 7      | 7      |
|     | 海外  | 合計  | 12     | 13     | 13     | 12     | 14     | 15     | 14     | 13     | 11     | 14     | 13     | 16     | 13     | 16     | 17     | 20     | 16     | 13     | 10     |
|     |     | 実店舗 | 12     | 13     | 13     | 12     | 14     | 15     | 14     | 13     | 11     | 14     | 13     | 16     | 13     | 16     | 17     | 20     | 16     | 13     | 10     |