

【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 | 全社  | 合計    | 98.4%  | 100.8% |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    | 99.7% |        |
|     |     | 実店舗   | 105.7% | 110.3% |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 108.5% |
|     |     | EC    | 58.5%  | 70.5%  |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 64.9%  |
|     | 日本  | 合計    | 102.0% | 105.3% |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 103.8% |
|     |     | 実店舗   | 113.7% | 118.5% |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 116.6% |
|     |     | EC    | 58.5%  | 70.5%  |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 64.9%  |
|     | 海外  | 合計    | 75.8%  | 71.4%  |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 73.4%  |
|     |     | 実店舗   | 75.8%  | 71.4%  |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 73.4%  |
|     |     | EC    |        |        |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       |        |
|     | 既存店 | 合計    | 97.2%  | 103.9% |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 100.0% |
|     |     | 実店舗   | 114.4% | 115.2% |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 113.3% |
|     |     | EC    | 58.5%  | 70.5%  |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 64.9%  |
|     | 日本  | 合計    | 98.1%  | 104.5% |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 100.7% |
|     |     | 実店舗   | 119.0% | 117.5% |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 116.1% |
|     |     | EC    | 58.5%  | 70.5%  |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 64.9%  |
| 海外  | 合計  | 90.3% | 96.0%  |        |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    | 92.4% |        |
|     | 実店舗 | 90.3% | 96.0%  |        |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    | 92.4% |        |
|     | EC  |       |        |        |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       |        |
| 店舗数 | 全社  | 合計    | 81     | 81     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    | 81    |        |
|     |     | 実店舗   | 70     | 70     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    | 70    |        |
|     |     | EC    | 11     | 11     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    | 11    |        |
|     | 日本  | 合計    | 68     | 69     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 69     |
|     |     | 実店舗   | 57     | 58     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 58     |
|     |     | EC    | 11     | 11     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 11     |
|     | 海外  | 合計    | 13     | 12     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 12     |
|     |     | 実店舗   | 13     | 12     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 12     |
|     |     | EC    |        |        |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       |        |
|     | 既存店 | 合計    | 79     | 79     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 79     |
|     |     | 実店舗   | 68     | 68     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 68     |
|     |     | EC    | 11     | 11     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 11     |
|     | 日本  | 合計    | 66     | 68     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 68     |
|     |     | 実店舗   | 55     | 57     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 57     |
|     |     | EC    | 11     | 11     |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       | 11     |
| 海外  | 合計  | 13    | 11     |        |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    | 11    |        |
|     | 実店舗 | 13    | 11     |        |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    | 11    |        |
|     | EC  |       |        |        |    |    |    |    |    |    |     |    |    |     |    |     |     |    |    |     |    |       |        |

【2】単月概況

・3月度の全社前年対比は100.8%、既存店前年対比は103.9%となりました。(海外を含む)

①実店舗

・既存店前年対比の日本は、中旬以降の気温の上昇に伴い春物の売上が伸長した結果、117.5%となりました。  
 海外は、中国本土においても春物の動き出しに伴い回復傾向が見受けられ、96.0%となりました。  
 ・日本の売上伸長と中国本土の退店による規模縮小との増減の結果、全社前年対比は110.3%となりました。(日本 118.5%、海外 71.4%)

②EC

・売上高総利益率を向上させるため、政策的にタイムセールやクーポンによる値引き及びEC向けの低価格帯商品の廃止により、既存店前年対比は70.5%となりました。

【3】出退店および改装情報

①出店：2店舗 UNITED TOKYO なんばシティ店  
 STUDIOUS 香港店 (3月移転リニューアルオープン)

②退店：2店舗 (実店舗) STUDIOUS 北京西単店  
 UNITED TOKYO 上海新天地店  
 ※PUBLIC TOKYO 上海新天地店 (4月からSTUDIOUS 2nd上海新天地店へ業態変更)

③改装：2店舗 (実店舗) STUDIOUS WOMENS 新宿店  
 STUDIOUS WOMENS 有楽町店

【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日時点で存在している店舗  
 ・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) 2024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 | 全社  | 合計  | 123.4% | 105.0% | 109.1% | 111.3% | 109.8% | 101.3% | 104.5% | 105.1% | 108.1% | 126.4% | 95.4%  | 98.2%  | 104.7% | 96.8%  | 100.8% | 91.6%  | 96.7%  | 100.2% | 103.8% |
|     |     | 実店舗 | 107.6% | 106.0% | 112.5% | 108.7% | 110.0% | 106.1% | 115.3% | 110.3% | 109.5% | 124.4% | 98.6%  | 102.5% | 106.7% | 106.6% | 113.4% | 97.1%  | 106.3% | 106.5% | 107.9% |
|     |     | EC  | 125.5% | 102.1% | 99.0%  | 107.3% | 109.3% | 89.8%  | 91.8%  | 96.2%  | 101.1% | 84.3%  | 86.2%  | 86.0%  | 85.6%  | 72.1%  | 72.4%  | 80.0%  | 74.9%  | 79.2%  | 88.8%  |
|     | 日本  | 合計  | 129.5% | 102.6% | 106.6% | 110.8% | 107.7% | 102.9% | 110.7% | 107.0% | 108.8% | 141.0% | 96.8%  | 102.6% | 110.2% | 94.4%  | 96.1%  | 92.1%  | 94.3%  | 100.9% | 104.5% |
|     |     | 実店舗 | 111.6% | 102.7% | 109.7% | 107.4% | 107.1% | 109.7% | 129.1% | 114.4% | 110.9% | 147.2% | 101.3% | 110.0% | 115.4% | 104.4% | 107.6% | 99.3%  | 104.2% | 108.9% | 109.8% |
|     |     | EC  | 125.5% | 102.1% | 99.0%  | 107.3% | 109.3% | 89.8%  | 91.8%  | 96.2%  | 101.1% | 84.3%  | 86.2%  | 86.0%  | 85.6%  | 72.1%  | 72.4%  | 80.0%  | 74.9%  | 79.2%  | 88.8%  |
|     | 海外  | 合計  | 94.9%  | 124.8% | 129.0% | 115.1% | 127.0% | 91.8%  | 71.1%  | 93.1%  | 103.2% | 67.6%  | 86.5%  | 74.9%  | 75.8%  | 122.9% | 170.8% | 87.8%  | 120.6% | 94.7%  | 98.8%  |
|     |     | 実店舗 | 94.9%  | 124.8% | 129.0% | 115.1% | 127.0% | 91.8%  | 71.1%  | 93.1%  | 103.2% | 67.6%  | 86.5%  | 74.9%  | 75.8%  | 122.9% | 170.8% | 87.8%  | 120.6% | 94.7%  | 98.8%  |
|     |     | EC  | 121.3% | 99.0%  | 97.2%  | 104.0% | 107.5% | 88.4%  | 89.8%  | 94.4%  | 98.0%  | 81.4%  | 82.4%  | 83.0%  | 82.3%  | 69.9%  | 72.6%  | 80.1%  | 72.5%  | 76.5%  | 85.6%  |
|     | 既存店 | 合計  | 108.0% | 102.6% | 106.2% | 105.0% | 107.3% | 100.8% | 105.6% | 105.2% | 104.4% | 106.5% | 97.5%  | 100.2% | 102.4% | 97.8%  | 101.9% | 95.6%  | 98.0%  | 99.3%  | 101.0% |
|     |     | 実店舗 | 103.2% | 103.8% | 109.3% | 105.3% | 107.3% | 106.3% | 113.7% | 109.8% | 107.1% | 118.4% | 103.6% | 106.6% | 110.5% | 109.0% | 115.5% | 104.2% | 109.7% | 109.4% | 107.7% |
|     |     | EC  | 121.3% | 99.0%  | 97.2%  | 104.0% | 107.5% | 88.4%  | 89.8%  | 94.4%  | 98.0%  | 81.4%  | 82.4%  | 83.0%  | 82.3%  | 69.9%  | 72.6%  | 80.1%  | 72.5%  | 76.5%  | 85.6%  |
|     | 日本  | 合計  | 110.5% | 100.5% | 104.3% | 103.8% | 105.5% | 101.2% | 109.8% | 106.2% | 104.2% | 113.2% | 97.7%  | 102.2% | 104.5% | 94.2%  | 96.3%  | 93.1%  | 93.9%  | 98.2%  | 100.2% |
|     |     | 実店舗 | 105.6% | 101.1% | 107.1% | 103.7% | 104.8% | 108.0% | 122.6% | 112.2% | 107.2% | 132.9% | 105.1% | 110.9% | 115.3% | 105.2% | 108.2% | 101.6% | 104.9% | 109.3% | 107.5% |
|     |     | EC  | 121.3% | 99.0%  | 97.2%  | 104.0% | 107.5% | 88.4%  | 89.8%  | 94.4%  | 98.0%  | 81.4%  | 82.4%  | 83.0%  | 82.3%  | 69.9%  | 72.6%  | 80.1%  | 72.5%  | 76.5%  | 85.6%  |
|     | 海外  | 合計  | 94.0%  | 121.4% | 124.5% | 114.3% | 124.4% | 97.4%  | 77.2%  | 97.0%  | 106.5% | 72.0%  | 96.1%  | 86.9%  | 86.8%  | 142.0% | 203.5% | 118.1% | 150.9% | 110.6% | 109.2% |
|     |     | 実店舗 | 94.0%  | 121.4% | 124.5% | 114.3% | 124.4% | 97.4%  | 77.2%  | 97.0%  | 106.5% | 72.0%  | 96.1%  | 86.9%  | 86.8%  | 142.0% | 203.5% | 118.1% | 150.9% | 110.6% | 109.2% |
|     |     | EC  | 121.3% | 99.0%  | 97.2%  | 104.0% | 107.5% | 88.4%  | 89.8%  | 94.4%  | 98.0%  | 81.4%  | 82.4%  | 83.0%  | 82.3%  | 69.9%  | 72.6%  | 80.1%  | 72.5%  | 76.5%  | 85.6%  |
|     | 店舗数 | 全社  | 合計     | 94     | 94     | 93     | 93     | 92     | 88     | 88     | 88     | 88     | 86     | 86     | 86     | 85     | 83     | 83     | 83     | 83     | 83     |
|     |     |     | 実店舗    | 83     | 83     | 82     | 82     | 81     | 77     | 77     | 77     | 77     | 75     | 75     | 75     | 74     | 72     | 72     | 72     | 72     | 72     |
|     |     |     | EC     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     |
| 日本  |     | 合計  | 69     | 69     | 69     | 69     | 68     | 68     | 68     | 68     | 68     | 68     | 68     | 68     | 68     | 68     | 68     | 68     | 68     | 68     |        |
|     |     | 実店舗 | 58     | 58     | 58     | 58     | 57     | 57     | 57     | 57     | 57     | 57     | 57     | 57     | 57     | 57     | 57     | 57     | 57     | 57     |        |
|     |     | EC  | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     |        |        |
| 海外  |     | 合計  | 25     | 25     | 24     | 24     | 24     | 20     | 20     | 20     | 20     | 18     | 18     | 18     | 17     | 15     | 15     | 15     | 15     | 15     |        |
|     |     | 実店舗 | 25     | 25     | 24     | 24     | 24     | 20     | 20     | 20     | 20     | 18     | 18     | 18     | 17     | 15     | 15     | 15     | 15     | 15     |        |
|     |     | EC  | 9      | 9      | 10     | 9      | 10     | 10     | 9      | 10     | 10     | 10     | 10     | 10     | 9      | 10     | 11     | 9      | 9      |        |        |
| 既存店 |     | 合計  | 81     | 81     | 84     | 80     | 84     | 80     | 78     | 80     | 75     | 76     | 77     | 84     | 79     | 84     | 83     | 81     | 82     | 77     |        |
|     |     | 実店舗 | 72     | 72     | 74     | 71     | 74     | 70     | 68     | 71     | 66     | 66     | 67     | 74     | 70     | 74     | 72     | 70     | 73     | 68     |        |
|     |     | EC  | 9      | 9      | 10     | 9      | 10     | 10     | 10     | 9      | 10     | 10     | 10     | 10     | 9      | 10     | 11     | 9      | 9      |        |        |
| 日本  |     | 合計  | 62     | 62     | 66     | 62     | 65     | 65     | 63     | 65     | 61     | 61     | 62     | 67     | 65     | 67     | 68     | 66     | 67     | 65     |        |
|     |     | 実店舗 | 53     | 53     | 56     | 53     | 55     | 55     | 53     | 56     | 52     | 51     | 52     | 57     | 56     | 57     | 57     | 55     | 58     | 56     |        |
|     |     | EC  | 9      | 9      | 10     | 9      | 10     | 10     | 10     | 9      | 9      | 10     | 10     | 10     | 9      | 10     | 11     | 11     | 9      |        |        |
| 海外  |     | 合計  | 19     | 19     | 18     | 18     | 19     | 15     | 15     | 15     | 14     | 15     | 15     | 17     | 14     | 17     | 15     | 15     | 15     | 12     |        |
|     |     | 実店舗 | 19     | 19     | 18     | 18     | 19     | 15     | 15     | 15     | 14     | 15     | 15     | 17     | 14     | 17     | 15     | 15     | 15     | 12     |        |
|     |     | EC  | 9      | 9      | 10     | 9      | 10     | 10     | 10     | 9      | 9      | 10     | 10     | 10     | 9      | 10     | 11     | 9      | 9      |        |        |