

【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 | 108.9% | 105.6% | 114.9% | 109.7% | 125.6% | 119.6% | 126.2% | 123.8% | 116.7% | 131.9% | 121.2% | 130.3% | 127.9% | 130.4% | | | 121.7% | |
| | | 実店舗 | 112.5% | 109.3% | 120.2% | 113.9% | 126.3% | 117.2% | 132.0% | 124.9% | 119.4% | 132.2% | 120.6% | 127.7% | 126.7% | 131.1% | | | 123.0% | |
| | | EC | 92.6% | 88.9% | 91.7% | 91.1% | 125.0% | 136.7% | 106.8% | 121.9% | 106.0% | 130.6% | 124.7% | 144.3% | 134.5% | 130.4% | | | 116.8% | |
| | 日本 | 合計 | 114.1% | 106.9% | 116.0% | 112.1% | 126.9% | 121.9% | 125.9% | 124.9% | 118.4% | 131.9% | 119.3% | 130.5% | 127.2% | 131.1% | | | 122.6% | |
| | | 実店舗 | 119.7% | 110.8% | 121.5% | 116.9% | 127.3% | 119.0% | 131.0% | 125.6% | 121.2% | 132.2% | 118.4% | 127.6% | 125.8% | 131.3% | | | 123.9% | |
| | | EC | 92.6% | 88.9% | 91.7% | 91.1% | 125.0% | 136.7% | 106.8% | 121.9% | 106.0% | 130.6% | 124.7% | 144.3% | 134.5% | 130.4% | | | 116.8% | |
| | 海外 | 合計 | 71.6% | 97.3% | 109.2% | 91.7% | 118.8% | 103.7% | 140.6% | 119.9% | 106.0% | 132.1% | 143.1% | 128.7% | 134.5% | 129.7% | | | 116.4% | |
| | | 実店舗 | 71.6% | 97.3% | 109.2% | 91.7% | 118.8% | 103.7% | 140.6% | 119.9% | 106.0% | 132.1% | 143.1% | 128.7% | 134.5% | 129.7% | | | 116.4% | |
| | | 合計 | 102.2% | 101.2% | 108.2% | 105.1% | 119.2% | 109.2% | 114.3% | 114.3% | 109.5% | 117.7% | 107.0% | 116.1% | 113.7% | 115.5% | | | 111.4% | |
| | 既存店 | 実店舗 | 105.2% | 104.5% | 112.3% | 108.8% | 118.9% | 106.0% | 117.2% | 114.0% | 111.2% | 116.2% | 104.2% | 110.8% | 110.2% | 112.8% | | | 111.1% | |
| | | EC | 89.4% | 85.5% | 88.3% | 87.7% | 120.8% | 135.0% | 104.9% | 119.3% | 102.9% | 125.8% | 122.8% | 142.4% | 131.8% | 128.5% | | | 114.0% | |
| | | 日本 | 合計 | 103.8% | 99.9% | 108.9% | 105.4% | 120.1% | 111.9% | 113.9% | 115.4% | 110.2% | 116.9% | 105.8% | 116.0% | 112.9% | 115.4% | | | 111.6% |
| | 日本 | 実店舗 | 107.7% | 103.2% | 113.7% | 109.7% | 120.0% | 107.3% | 117.0% | 114.7% | 112.0% | 115.1% | 102.6% | 110.4% | 109.1% | 112.5% | | | 111.2% | |
| | | EC | 89.4% | 85.5% | 88.3% | 87.7% | 120.8% | 135.0% | 104.9% | 119.3% | 102.9% | 125.8% | 122.8% | 142.4% | 131.8% | 128.5% | | | 114.0% | |
| | | 海外 | 合計 | 83.9% | 117.4% | 100.7% | 101.1% | 111.2% | 94.2% | 118.9% | 107.4% | 104.1% | 132.5% | 134.6% | 117.4% | 127.8% | 118.2% | | | 110.0% |
| | 店舗数 | 実店舗 | 83.9% | 117.4% | 100.7% | 101.1% | 111.2% | 94.2% | 118.9% | 107.4% | 104.1% | 132.5% | 134.6% | 117.4% | 127.8% | 118.2% | | | 110.0% | |
| | | 合計 | 89 | 90 | 91 | 91 | 90 | 93 | 95 | 95 | 95 | 96 | 100 | 105 | 105 | 105 | 106 | | 106 | |
| | | 実店舗 | 75 | 76 | 77 | 77 | 77 | 80 | 82 | 82 | 82 | 84 | 88 | 93 | 93 | 94 | | | 94 | |
| | 海外 | EC | 14 | 14 | 14 | 14 | 13 | 13 | 13 | 13 | 13 | 12 | 12 | 12 | 12 | 12 | | | 12 | |
| | | 日本 | 合計 | 79 | 79 | 79 | 79 | 78 | 81 | 82 | 82 | 82 | 83 | 87 | 90 | 90 | 91 | | | 91 |
| | | 実店舗 | 65 | 65 | 65 | 65 | 65 | 68 | 69 | 69 | 69 | 71 | 75 | 78 | 78 | 79 | | | 79 | |
| | 既存店 | EC | 14 | 14 | 14 | 14 | 13 | 13 | 13 | 13 | 13 | 12 | 12 | 12 | 12 | 12 | | | 12 | |
| | | 合計 | 10 | 11 | 12 | 12 | 12 | 12 | 13 | 13 | 13 | 13 | 13 | 15 | 15 | 15 | | | 15 | |
| | | 実店舗 | 10 | 11 | 12 | 12 | 12 | 12 | 13 | 13 | 13 | 13 | 13 | 15 | 15 | 15 | | | 15 | |
| | 日本 | 合計 | 75 | 76 | 76 | 76 | 75 | 74 | 73 | 73 | 73 | 72 | 75 | 78 | 78 | 78 | | | 78 | |
| | | 実店舗 | 64 | 65 | 65 | 65 | 65 | 64 | 63 | 63 | 63 | 62 | 64 | 67 | 67 | 67 | | | 67 | |
| | | EC | 11 | 11 | 11 | 11 | 10 | 10 | 10 | 10 | 10 | 10 | 11 | 11 | 11 | 11 | | | 11 | |
| | 海外 | 合計 | 66 | 67 | 67 | 67 | 66 | 66 | 66 | 66 | 66 | 66 | 70 | 72 | 72 | 72 | | | 72 | |
| | | 実店舗 | 55 | 56 | 56 | 56 | 56 | 56 | 56 | 56 | 56 | 56 | 59 | 61 | 61 | 61 | | | 61 | |
| | | EC | 11 | 11 | 11 | 11 | 10 | 10 | 10 | 10 | 10 | 10 | 11 | 11 | 11 | 11 | | | 11 | |

【2】単月概況

全社売上高合計は前年比130.4%、実店舗同131.1%、EC同130.4%、既存店前年比115.5%と、前年ハーフドールが高い月ではありましたが対前年二桁増収となりました。

国内・海外、既存店・新規店、既存業態・新規業態の全てにおいて好調に推移した結果、過去最高売上を更新いたしました。

国内実店舗の月前半(1~15日)の売上構成比49.9%、月後半(16~30日)が同50.1%、同じくインバウンド売上の月売上構成比も同じく前半49.9%、後半50.1%となり、インバウンド売上の落ち込みはございません。中国事業においても全店舗好調に推移しており、当社においては日中関係悪化による影響は特に見受けられません。

なかでも国内事業においては、既存店前年比比較で、CONZ業態352.0%、THE TOKYO業態168.9%、CITY TOKYO業態151.2%と勢いをついております。

国内EC事業においても、自社ECで前年比114.5%、ZOZO前年比137.2%と各販路とも対前年二桁増収となっております。

海外事業では、香港事業を成長フェーズと捉えて出店強化しておりますが、当月も香港事業の前年比は150.9%、同既存店前年比135.0%と順調に推移しております。

【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ヶ月を経過した店舗

・各四半期、各半期、通期：前年、当年と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

【3】出退店および改装情報

①出店：1店舗

(実店舗) THE TOKYO横浜店

②退店：なし

③改装：なし

(ご参考) 2025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 | 92.3% | 100.8% | 98.9% | 97.8% | 91.2% | 89.1% | 84.7% | 88.4% | 92.9% | 91.0% | 96.1% | 96.0% | 94.6% | 114.5% | 112.2% | 113.1% | 113.2% | 104.9% | 99.1% |
| | | 実店舗 | 105.7% | 110.6% | 106.9% | 108.0% | 103.6% | 102.9% | 94.1% | 100.3% | 104.1% | 100.6% | 107.6% | 104.9% | 104.5% | 121.7% | 119.1% | 127.3% | 122.2% | 114.3% | 109.4% |
| | | EC | 58.5% | 69.4% | 72.1% | 66.9% | 55.4% | 50.3% | 59.5% | 55.1% | 60.6% | 59.1% | 58.5% | 66.0% | 61.6% | 87.5% | 88.4% | 78.5% | 84.6% | 74.6% | 67.6% |
| | | 日本 | 合計 | 95.3% | 105.2% | 103.5% | 101.9% | 94.0% | 92.1% | 86.4% | 90.8% | 96.1% | 92.8% | 100.8% | 99.2% | 97.9% | 118.5% | 114.9% | 116.9% | 116.6% | 108.3% |
| | 海外 | 実店舗 | 113.7% | 118.8% | 114.7% | 116.0% | 110.0% | 110.2% | 98.2% | 106.2% | 110.9% | 104.7% | 116.2% | 110.9% | 110.7% | 128.1% | 123.9% | 135.9% | 128.5% | 120.6% | 116.1% |
| | | EC | 58.5% | 69.4% | 72.1% | 66.9% | 55.4% | 50.3% | 59.5% | 55.1% | 60.6% | 59.1% | 58.5% | 66.0% | 61.6% | 87.5% | 88.4% | 78.5% | 84.6% | 74.6% | 67.6% |
| | | 合計 | 75.8% | 71.3% | 67.9% | 71.5% | 67.4% | 64.8% | 65.8% | 66.0% | 68.8% | 73.0% | 56.6% | 67.8% | 65.7% | 76.5% | 83.6% | 80.6% | 80.5% | 73.6% | 71.2% |
| | | 実店舗 | 75.8% | 71.3% | 67.9% | 71.5% | 67.4% | 64.8% | 65.8% | 66.0% | 68.8% | 73.0% | 56.6% | 67.8% | 65.7% | 76.5% | 83.6% | 80.6% | 80.5% | 73.6% | 71.2% |
| | 既存店 | 合計 | 97.2% | 104.5% | 103.9% | 101.3% | 95.1% | 91.8% | 87.8% | 91.8% | 96.8% | 93.4% | 96.1% | 95.4% | 95.4% | 110.6% | 108.5% | 110.2% | 108.8% | 102.7% | 99.6% |
| | | 実店舗 | 114.4% | 116.3% | 114.3% | 113.7% | 110.2% | 107.8% | 99.2% | 106.3% | 110.5% | 104.5% | 108.5% | 104.9% | 106.4% | 117.3% | 114.9% | 125.0% | 117.5% | 112.4% | 111.3% |
| | | EC | 58.5% | 69.4% | 72.1% | 66.9% | 55.4% | 50.3% | 59.5% | 55.1% | 60.6% | 59.3% | 58.2% | 65.7% | 61.4% | 87.0% | 87.8% | 77.2% | 83.8% | 74.1% | 67.3% |
| | | 日本 | 合計 | 98.1% | 104.5% | 102.9% | 101.5% | 93.2% | 90.9% | 85.8% | 89.9% | 95.4% | 91.0% | 96.2% | 94.5% | 94.3% | 111.2% | 108.1% | 110.4% | 108.9% | 102.1% |
| | 海外 | 実店舗 | 119.0% | 117.8% | 114.0% | 115.4% | 108.9% | 108.5% | 97.4% | 104.8% | 110.0% | 102.3% | 110.1% | 104.6% | 106.0% | 118.8% | 115.0% | 127.3% | 118.5% | 112.7% | 111.1% |
| | | EC | 58.5% | 69.4% | 72.1% | 66.9% | 55.4% | 50.3% | 59.5% | 55.1% | 60.6% | 59.3% | 58.2% | 65.7% | 61.4% | 87.0% | 87.8% | 77.2% | 83.8% | 74.1% | 67.3% |
| | | 合計 | 90.3% | 105.1% | 117.9% | 99.7% | 122.5% | 102.4% | 120.7% | 121.9% | 116.1% | 126.6% | 93.7% | 108.3% | 110.5% | 102.7% | 114.1% | 107.8% | 108.6% | 109.4% | 113.5% |
| | | 実店舗 | 90.3% | 105.1% | 117.9% | 99.7% | 122.5% | 102.4% | 120.7% | 121.9% | 116.1% | 126.6% | 93.7% | 108.3% | 110.5% | 102.7% | 114.1% | 107.8% | 108.6% | 109.4% | 113.5% |
| 店舗数 | 全社 | 合計 | 81 | 83 | 81 | 81 | 82 | 82 | 79 | 79 | 79 | 78 | 83 | 86 | 86 | 86 | 86 | 84 | 84 | 84 | |
| | | 実店舗 | 70 | 72 | 70 | 70 | 71 | 71 | 68 | 68 | 68 | 71 | 74 | 74 | 74 | 73 | 71 | 71 | 71 | 71 | |
| | | EC | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 12 | 12 | 12 | 12 | 13 | 13 | 13 | 13 | 13 | |
| | | 日本 | 合計 | 68 | 69 | 69 | 69 | 69 | 68 | 68 | 68 | 73 | 75 | 75 | 75 | 75 | 76 | 74 | 74 | 74 | |
| | 海外 | 実店舗 | 57 | 58 | 58 | 58 | 58 | 58 | 57 | 57 | 57 | 61 | 63 | 63 | 63 | 63 | 61 | 61 | 61 | 61 | |
| | | EC | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 12 | 12 | 12 | 12 | 13 | 13 | 13 | 13 | 13 | |
| | | 合計 | 13 | 14 | 12 | 12 | 13 | 13 | 11 | 11 | 11 | 10 | 10 | 11 | 11 | 10 | 10 | 10 | 10 | 10 | |
| | | 実店舗 | 13 | 14 | 12 | 12 | 13 | 13 | 11 | 11 | 11 | 10 | 10 | 11 | 11 | 10 | 10 | 10 | 10 | 10 | |
| | 既存店 | 合計 | 79 | 81 | 78 | 78 | 78 | 78 | 75 | 76 | 76 | 73 | 76 | 75 | 75 | 75 | 75 | 73 | 73 | 73 | |
| | | 実店舗 | 68 | 70 | 67 | 67 | 67 | 67 | 64 | 65 | 65 | 62 | 65 | 64 | 64 | 64 | 62 | 62 | 62 | 62 | |
| | | EC | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | |
| | | 日本 | 合計 | 66 | 68 | 68 | 68 | 68 | 67 | 68 | 68 | 65 | 68 | 68 | 68 | 68 | 66 | 66 | 66 | 66 | |
| | 海外 | 実店舗 | 55 | 57 | 57 | 57 | 57 | 57 | 56 | 57 | 57 | 54 | 57 | 57 | 57 | 55 | 55 | 55 | 55 | 55 | |
| | | EC | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | |
| | | 合計 | 13 | 13 | 10 | 10 | 10 | 10 | 8 | 8 | 8 | 8 | 8 | 7 | 7 | 7 | 7 | 7 | 7 | | |
| | | 実店舗 | 13 | 13 | 10 | 10 | 10 | 10 | 8 | 8 | 8 | 8 | 8 | 7 | 7 | 7 | 7 | 7 | 7 | | |