November 5, 2026

[FY12/26] Preliminary Monthly Sales Report of Directly Managed Stores for October 2026

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1.Overview

Company-wide sales (combined physical stores and e-commerce) for October 2026 were 91.5% of the figure for the same month the previous year.
This was due in part to a pullback following the intensified sales promotions—such as pop-up stores and individual store initiatives—implemented the previous year, as well as a partial mismatch between customer needs driven by seasonal changes and our product offerings.
In November, we will launch new products timed to coincide with the peak of the fall golf season and implement loyalty programs. Through these efforts, we aim to expand brand awareness and deepen our customer base, with the goal of recovering our business performance and further enhancing brand value.
We plan to announce our third-quarter financial results on Monday, November 16, 2026. In the interest of fair disclosure, we will refrain from responding individually to inquiries regarding our financial performance during the period leading up to the announcement (the "quiet period"). We appreciate your understanding.

2.FY12/26 Sales of Directly Managed Stores (YoY)

		Jan-2026	Feb-2026	Mar-2026	Apr-2026	May-2026	Jun-2026	First half	Jul-2026	Aug-2026	Sep-2026	Oct-2026	Nov-2026	Dec-2026	Second half	Full year
All stores	Physical store	119.4%	121.2%	117.1%	118.7%	132.0%	100.7%	118.2%	124.4%	99.8%	95.6%	93.5%			101.3%	111.1%
	EC	85.3%	102.5%	95.9%	96.8%	81.5%	94.6%	92.3%	101.2%	75.4%	76.4%	86.2%			84.7%	89.4%
	Total	107.7%	115.3%	110.5%	111.9%	115.6%	98.8%	110.0%	116.9%	92.3%	90.6%	91.5%			96.6%	104.5%
Existing stores	Physical store	104.9%	104.7%	101.9%	104.1%	117.7%	97.6%	105.3%	117.6%	98.9%	92.9%	93.1%			98.8%	102.6%
	EC	85.3%	102.5%	95.9%	96.8%	81.5%	94.6%	92.3%	101.2%	75.4%	76.4%	86.2%			84.7%	89.4%
	Total	97.6%	104.0%	100.0%	101.8%	105.6%	96.6%	101.0%	112.0%	91.3%	88.5%	91.2%			94.6%	98.4%

3.(Reference) FY12/25 Sales of Directly Managed Stores (YoY)

		Jan-2025	Feb-2025	Mar-2025	Apr-2025	May-2025	Jun-2025	First half	Jul-2025	Aug-2025	Sep-2025	Oct-2025	Nov-2025	Dec-2025	Second half	Full year
All stores	Physical store	126.5%	104.8%	110.7%	111.8%	118.0%	118.0%	114.6%	108.9%	138.2%	119.8%	117.3%	126.2%	121.7%	121.6%	118.3%
	EC	79.8%	79.8%	106.2%	88.8%	98.9%	91.6%	91.1%	80.5%	111.4%	94.0%	84.9%	93.1%	92.5%	91.6%	91.4%
	Total	105.3%	95.3%	109.3%	103.5%	111.0%	108.4%	105.9%	97.8%	128.7%	111.8%	106.5%	116.1%	111.2%	111.4%	108.8%
Existing stores	Physical store	99.2%	102.2%	108.3%	104.6%	109.2%	100.4%	104.5%	94.8%	106.7%	114.3%	103.2%	114.0%	112.3%	108.2%	106.4%
	EC	78.5%	78.1%	104.2%	87.3%	97.7%	90.7%	89.7%	79.2%	109.3%	93.5%	84.4%	92.5%	92.0%	90.8%	90.2%
	Total	89.8%	92.8%	106.9%	98.2%	104.9%	96.8%	98.8%	88.5%	107.7%	107.6%	96.8%	107.1%	104.5%	102.0%	100.5%

1. The above data are based on sales (retail prices) in the company's directly operated domestic stores and online stores, which are aggregated on a monthly basis.

2. The information provided in this monthly sales relates to 'Domestic Retail', 'Domestic EC' and 'Overseas EC' of the Company's sales channels.

3. Same-store sales are calculated on the basis of sales in stores that were open both in the month under review and in the same month of the previous year.

4. Monthly sales (YoY) are calculated on the basis of retail price, so there is no impact from the change in revenue recognition standard.

5. The above data are as at the date of publication. Any differences from the final figures will be revised and reported in the following month's publication.