



(Translation)

To Whom It May Concern

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Monthly Sales Report (Year-on-Year Comparison)**Monthly Retail Sales (YoY) of November 2024**

(Unit: %)

		Mar	Apr	May	Jun	Jul	Aug	1H Total
All Retail Channels	Physical stores	100.8	103.7	106.1	113.4	103.3	105.7	105.2
	E-commerce	88.5	96.8	98.7	103.4	102.9	92.1	97.0
	Total	97.6	101.9	104.2	110.6	103.2	101.8	103.0
Existing Retail Channels	Physical stores	100.8	104.4	106.3	115.0	103.9	105.8	105.8
	E-commerce	90.2	98.7	101.9	106.5	103.5	92.8	98.8
	Total	98.0	102.8	105.2	112.6	103.8	101.9	103.9

		Sep	Oct	Nov	Dec	Jan	Feb	2H Total	Full Year
All Retail Channels	Physical stores	104.1	92.7	104.1				99.9	103.3
	E-commerce	100.1	94.4	103.1				99.1	97.7
	Total	103.1	93.1	103.8				99.7	101.8
Existing Retail Channels	Physical stores	105.4	93.8	104.2				100.7	103.9
	E-commerce	99.9	94.7	103.4				99.3	99.0
	Total	104.0	94.0	104.0				100.3	102.6

<Remarks>

1. The above data is based on sales (retail price basis) at the group's own retail stores and e-commerce sales channels in Japan, which is available to be aggregated on a monthly basis.
2. Sales of the Existing Retail Channels are calculated pursuant to sales at stores that were open for at least twenty days during the same months of the previous year and this year.
3. Monthly Retail Sales (YoY) is calculated on a retail price basis. Hence, there is no impact from the change in revenue recognition standards.
4. The figures for the latest month are preliminary that are subject to revision and are not considered final until they appear on the Monthly Sales Report for the following month.
5. If there is a significant variance between preliminary and finalized figures, we will release the corrected information immediately.

< November Overview >

The sales results for this month were 103.8% and 104.0% year-on-year for All Retail Channels and Existing Retail Channels, respectively. The year-on-year increase was driven by the success of the coupon promotion during the three-day holiday weekend and a rise in winter outerwear sales in the latter half of the month, driven by the drop in temperatures.

There was no difference in the number of day-offs compared to the previous year.