

February 5, 2024

[FY12/24] Preliminary Monthly Sales Report of Directly Managed Stores for January 2024

Company name: CUBE CO., LTD.  
 Representative: Tomoaki Matsumura, President  
 and Representative Director, CEO  
 Contact: Yuta Fukuoka, Executive Officer, CFO  
 (TEL: +81-3-6427-0791)

1. Overview

Monthly sales at directly managed stores in January 2024 were 109.7% YoY for all stores and 100.4% for existing stores.

In January, sales at all stores exceeded the previous year's result. The reason for this is that, with the spring/summer collection launch in 2024, sales of newly added products were off to a smooth start in physical stores and domestic and overseas e-commerce stores, and the effect of holding sales for members only.

Sales at all existing stores exceeded the previous year's result. Sales at physical stores of existing stores declined from the previous year's result mainly due to the temporary closure of the GINZA SIX store from mid-January for store renovation preparing for the reopening in March. However, sales at domestic and overseas e-commerce stores were favorable for new products of the spring/summer season in 2024.

In February, the Company will work to strengthen sales by opening a pop-up store in GINZA SIX (until March 19, before the reopens after renovation) and continuing to add new products for the spring/summer season in 2024.

The FY2023 financial results are scheduled to be announced on Wednesday, February 14. Please note that we are unable to respond to inquiries regarding our business performance until the announcement.

2. FY12/24 Sales of Directly Managed Stores (YoY)

		Jan-2024	Feb-2024	Mar-2024	Apr-2024	May-2024	Jun-2024	First half	Jul-2024	Aug-2024	Sep-2024	Oct-2024	Nov-2024	Dec-2024	Second half	Full year
All stores	EC	109.5%						109.5%						109.5%		
	Physical store	109.9%						109.9%						109.9%		
	Total	109.7%						109.7%						109.7%		
Existing stores	EC	109.5%						109.5%						109.5%		
	Physical store	92.2%						92.2%						92.2%		
	Total	100.4%						100.4%						100.4%		

3. (Reference) FY12/23 Sales of Directly Managed Stores (YoY)

		Jan-2023	Feb-2023	Mar-2023	Apr-2023	May-2023	Jun-2023	First half	Jul-2023	Aug-2023	Sep-2023	Oct-2023	Nov-2023	Dec-2023	Second half	Full year
All stores	EC	104.6%	88.3%	91.1%	97.6%	110.8%	114.0%	100.0%	114.5%	93.7%	101.2%	86.8%	92.2%	108.2%	98.6%	99.3%
	Physical store	100.6%	99.0%	82.3%	110.4%	125.8%	119.0%	104.6%	121.0%	116.4%	102.8%	98.5%	105.8%	113.7%	108.0%	106.4%
	Total	102.4%	94.2%	85.8%	105.1%	119.6%	116.9%	102.7%	117.9%	106.1%	102.2%	93.9%	101.1%	111.7%	104.3%	103.5%
Existing stores	EC	104.6%	88.3%	91.1%	97.6%	110.8%	114.0%	100.0%	114.5%	93.7%	101.2%	86.8%	92.2%	108.2%	98.6%	99.3%
	Physical store	93.3%	99.0%	80.0%	91.9%	103.6%	103.2%	93.5%	104.1%	97.9%	91.2%	80.9%	88.2%	95.8%	91.6%	92.5%
	Total	98.3%	94.2%	84.5%	94.2%	106.6%	107.7%	96.2%	109.0%	96.0%	95.0%	83.3%	89.6%	100.4%	94.4%	95.3%

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.