

## Monthly Reports [FY2024]

\*These data are based on quick estimation. It may differ from the final figures.

### 1. Monthly Sales (Year on Year)

(%)

|                              | Apr.  | May   | Jun.  | 1Q    | Jul.  | Aug.  | Sep.  | 2Q    | H1    | Oct.  | Nov.  | Dec.  | 3Q    | Jan.  | Feb.  | Mar. | 4Q    | H2    | FY2024 |
|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|-------|-------|--------|
| Consumer Electronics Segment | 95.9  | 95.6  | 95.4  | 95.7  | 109.2 | 108.2 | 104.1 | 107.3 | 101.5 | 96.6  | 103.8 | 100.0 | 100.1 | 92.8  | 99.3  |      | 95.8  | 98.4  | 100.1  |
| Housing Segment              | 103.9 | 95.7  | 102.9 | 100.7 | 99.9  | 104.5 | 103.3 | 102.6 | 101.6 | 92.1  | 104.4 | 94.4  | 96.8  | 97.9  | 102.5 |      | 100.6 | 98.2  | 100.1  |
| Finance Segment              | 171.1 | 166.8 | 154.6 | 163.8 | 163.3 | 168.9 | 155.9 | 162.6 | 163.2 | 164.8 | 179.0 | 171.6 | 171.8 | 154.8 | 199.3 |      | 177.2 | 173.9 | 168.2  |
| Environment Segment          | 112.3 | 111.6 | 101.0 | 108.0 | 102.1 | 111.6 | 112.8 | 108.6 | 108.3 | 107.5 | 104.8 | 101.5 | 104.4 | 102.8 | 108.8 |      | 105.7 | 105.0 | 106.8  |

- Consumer Electronics Segment : POS sales
- Housing Segment : Orders and sales (\*This figure is the sum of orders received for housing and other sales, and sales from the sale and installation of other housing equipment).
- Finance Segment : Sales
- Environment Segment : Sales

### 2. Number of Directly Operated Shops and Sales Floor Area

|                              | Apr.      | May       | Jun.      | 1Q        | Jul.      | Aug.      | Sep.      | 2Q        | H1        | Oct.      | Nov.      | Dec.      | 3Q        | Jan.      | Feb.      | Mar. | 4Q        | H2        | Total     |
|------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------|-----------|-----------|-----------|
| Number of New Stores         | 6         | 2         | 5         | 13        | 2         | 0         | 1         | 3         | 16        | 2         | 2         | 0         | 4         | 0         | 0         |      | 0         | 4         | 20        |
| Number of Closed Stores      | 2         | 4         | 5         | 11        | 1         | 3         | 7         | 11        | 22        | 4         | 3         | 6         | 13        | 9         | 1         |      | 10        | 23        | 45        |
| Number of Remodelling Stores | 2         | 2         | 0         | 4         | 4         | 6         | 2         | 12        | 16        | 5         | 2         | 10        | 17        | 0         | 4         |      | 4         | 21        | 37        |
| Number of Stores             | 1,003     | 1,001     | 1,001     | 1,001     | 1,002     | 999       | 993       | 993       | 993       | 991       | 990       | 984       | 984       | 975       | 974       |      | 974       | 974       | 974       |
| Sales Floor (㎡)              | 2,827,182 | 2,825,737 | 2,863,826 | 2,863,826 | 2,867,406 | 2,864,927 | 2,861,750 | 2,861,750 | 2,861,750 | 2,861,750 | 2,866,606 | 2,856,342 | 2,856,342 | 2,840,165 | 2,838,707 |      | 2,838,707 | 2,838,707 | 2,838,707 |

\*Number of shops and sales floor area are all figures as of the end of the month.

\*Sales floor area is subject to change due to new store,remodelling, etc.

\*The increase in store closures is due to S&B with LIFE SELECT as the core store. Store development for increase sales floor area is progressing as planned.