

## Monthly Reports [FY2025]

\*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    | FY2025 |
|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| Consumer Electronics Segment | 102.4 | 99.3  | 110.9 | 104.3 | 98.7  | 101.5 | 104.3 | 101.3 | 102.7 | 97.5  | 104.5 | 102.8 | 101.8 | 108.6 | 105.5 | 106.7 | 107.0 | 104.4 | 103.6  |
| Housing Segment              | 110.1 | 87.5  | 102.9 | 100.0 | 110.2 | 113.5 | 108.3 | 110.7 | 105.2 | 107.9 | 99.1  | 119.9 | 108.7 | 120.6 | 104.1 | 112.1 | 111.2 | 110.0 | 107.6  |
| Finance Segment              | 106.3 | 114.7 | 120.5 | 113.9 | 128.3 | 108.3 | 110.0 | 115.3 | 114.6 | 117.9 | 97.9  | 104.8 | 106.0 | 106.2 | 90.1  | 101.1 | 98.6  | 102.3 | 108.0  |
| Environment Segment          | 97.5  | 101.4 | 101.1 | 100.0 | 101.0 | 101.0 | 100.3 | 100.8 | 100.4 | 103.8 | 108.7 | 121.4 | 111.6 | 118.9 | 120.5 | 107.4 | 115.2 | 113.5 | 107.0  |

(%)

- 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

| This Year (Previous Year)                                     | Apr.      | May       | Jun.      | 1Q        | Jul.      | Aug.      | Sep.      | 2Q        | H1        | Oct.      | Nov.      | Dec.      | 3Q        | Jan.      | Feb.      | Mar.      | 4Q        | H2        | Total     |
|---------------------------------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Number of New Stores                                          | 1 (6)     | 1 (2)     | 2 (5)     | 4 (13)    | 3 (2)     | 1 (0)     | 1 (1)     | 5 (3)     | 9 (16)    | 2 (2)     | 2 (2)     | 0 (0)     | 4 (4)     | 0 (0)     | 3 (0)     | 3 (2)     | 6 (2)     | 10 (6)    | 19 (22)   |
| Number of Closed Stores                                       | 2 (2)     | 4 (4)     | 5 (5)     | 11 (11)   | 2 (1)     | 5 (3)     | 3 (7)     | 10 (11)   | 21 (22)   | 7 (4)     | 2 (3)     | 0 (6)     | 9 (13)    | 6 (9)     | 4 (1)     | 5 (1)     | 15 (11)   | 24 (24)   | 45 (46)   |
| Number of Remodelling Stores                                  | 2 (2)     | 4 (2)     | 5 (0)     | 11 (4)    | 2 (4)     | 0 (6)     | 2 (2)     | 4 (12)    | 15 (16)   | 2 (5)     | 3 (2)     | 0 (10)    | 5 (17)    | 0 (0)     | 0 (4)     | 0 (2)     | 0 (6)     | 5 (23)    | 20 (39)   |
| Number of Stores                                              | 974       | 971       | 968       | 968       | 969       | 965       | 963       | 963       | 963       | 958       | 958       | 958       | 958       | 952       | 951       | 949       | 949       | 949       | 949       |
| Sales Floor (㎡)                                               | 2,851,951 | 2,851,473 | 2,855,196 | 2,855,196 | 2,867,475 | 2,869,322 | 2,874,199 | 2,874,199 | 2,874,199 | 2,881,375 | 2,883,317 | 2,881,736 | 2,881,736 | 2,872,415 | 2,871,799 | 2,872,818 | 2,872,818 | 2,872,818 | 2,872,818 |
| Area increase/decrease (㎡)<br>(Compared to the previous year) | 24,769    | 25,736    | ▲ 8,630   | ▲ 8,630   | 69        | 4,395     | 12,449    | 12,449    | 12,449    | 19,626    | 16,711    | 25,394    | 25,394    | 32,250    | 33,092    | 24,618    | 24,618    | 24,618    | 24,618    |
| Area increase/decrease (%)<br>(Compared to the previous year) | 100.9%    | 100.9%    | 99.7%     | 99.7%     | 100.0%    | 100.2%    | 100.4%    | 100.4%    | 100.4%    | 100.7%    | 100.6%    | 100.9%    | 100.9%    | 101.1%    | 101.2%    | 100.9%    | 100.9%    | 100.9%    | 100.9%    |

#### Area increase/decrease (Compared to the end of the previous fiscal year)

| This Year (㎡ / %)     | 3,751<br>(100.1%)  | 3,273<br>(100.1%)  | 6,996<br>(100.2%)  | 6,996<br>(100.2%)  | 19,275<br>(100.7%) | 21,122<br>(100.7%) | 25,999<br>(100.9%) | 25,999<br>(100.9%) | 25,999<br>(100.9%) | 33,175<br>(101.2%) | 35,117<br>(101.2%) | 33,536<br>(101.2%) | 33,536<br>(101.2%) | 24,215<br>(100.9%) | 23,599<br>(100.8%) | 24,618<br>(100.9%) | 24,618<br>(100.9%) | 24,618<br>(100.9%) | 24,618<br>(100.9%) |
|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Previous Year (㎡ / %) | 23,589<br>(100.8%) | 22,144<br>(100.8%) | 60,233<br>(102.1%) | 60,233<br>(102.1%) | 63,813<br>(102.3%) | 61,334<br>(102.2%) | 58,157<br>(102.1%) | 58,157<br>(102.1%) | 58,157<br>(102.1%) | 58,157<br>(102.1%) | 63,013<br>(102.2%) | 52,749<br>(101.9%) | 52,749<br>(101.9%) | 36,572<br>(101.3%) | 35,114<br>(101.3%) | 44,607<br>(101.6%) | 44,607<br>(101.6%) | 44,607<br>(101.6%) | 44,607<br>(101.6%) |

\*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.

\*Number of Remodelling Stores are figures for store remodelling involving a change in business type.