

Consolidated Monthly Sales Growth (year-on-year)

In December, in the hotel business, some hotels in the Hokkaido area experienced sluggish sales YoY due to the earthquake that occurred in early December. In Kyoto, the voluntary travel restraint of Chinese tourists caused a price collapse in the entire area, resulting in a decline in ADR but an increase in occupancy rates. In the hotel business as a whole, the acquisition of "Hotel Zuiho" and "Akiu Grand Hotel" had a significant push-up effect, resulting in sales of 3,509 million yen, up 45% from the same month of the previous year.

In the Wine business, the acquisition of new customers through the EC channel was strong, resulting in sales of 1,232 million yen, up 19% from the same month of the previous year.

As a result, consolidated group sales for December totaled 24,702 million yen, up 4% from the same month of the previous year.

[FY ending March 31, 2026] From April 2025 to March 2026 (Unit: million yen)

		December 2025 (single month)				December 2025 (cumulative total)			
		Current year results	Previous year results	YoY Change		Current year results	Previous year results		YoY Change
G r o w t h	Hotels	3,509	2,427	+1,082	+45%	27,051	19,506	+7,545	+39%
	Income, Solar	658	506	+152	+30%	8,935	4,640	+4,295	+93%
	Property Subtotal	4,167	2,933	+1,234	+42%	35,986	24,146	+11,840	+49%
	Cosmetics & Health Food	817	1,033	-215	-21%	7,201	8,548	-1,347	-16%
	Gourmet	6,419	6,385	+33	+1%	18,357	18,049	+308	+2%
	Wine	1,232	1,034	+198	+19%	7,685	6,894	+791	+11%
	Nurse-related	795	829	-34	-4%	8,137	8,352	-215	-3%
	Specialty mail-order Subtotal	9,263	9,281	-18	-0%	41,381	41,843	-462	-1%
	Growth Subtotal	13,430	12,214	+1,216	+10%	77,367	65,989	+11,378	+17%
S u s t a i n a b i l i t y	Kimono-related	1,672	1,609	+63	+4%	13,758	14,176	-418	-3%
	Apparel & Goods	7,663	8,045	-382	-5%	54,510	59,419	-4,909	-8%
	Other	232	350	-119	-34%	2,436	2,423	+14	+1%
	Sustainability Subtotal	9,567	10,005	-438	-4%	70,704	76,017	-5,313	-7%
Database Utilization		1,705	1,495	+210	+14%	14,352	13,581	+771	+6%
Consolidated Total		24,702	23,714	+988	+4%	162,423	155,586	+6,837	+4%

(NOTE)

1. This data is calculated on basis before adjustment.

2. Overseas hotels sales are not included in the Property segment.

3. Sales of Ozio's overseas subsidiary are not included in the Cosmetics & Health Food segment.

4. Sales of JOB STUDIO, an overseas subsidiary are not included in the Nurse-related segment.

5. Sales of Aging Beef Co., Ltd. are included in Hotels segment from October 2024.

6. Sales of SAPPORO HOTEL by GRANBELL are included in Hotels segment from March 2025.

7. Sales of OTARU GRANBELL HOTEL are included in Hotels segment from July 2025.

8. Sales of Hotel Zuiho and Akiu Grand Hotel are included in Hotels segment from October 2025.

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