

September 7, 2021

Notice Regarding August 2021 Monthly YoY Change in Sales and Number of Shops

Watts Co., Ltd. announces YoY change in monthly sales and number of shops for the fiscal year ending August 31, 2021 (September 1, 2020 – August 31, 2021) as follows.

【1st half】

(YoY change in sales)

(%)

| | | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | 1 st half total |
|--------------------------------------|---------------|-------|-------|-------|-------|-------|-------|----------------------------|
| Directly-managed 100-Yen shops | Same-store | 96.7 | 105.3 | 103.2 | 103.6 | 102.6 | 88.5 | 99.8 |
| | Previous year | 104.7 | 96.6 | 100.4 | 100.2 | 102.8 | 117.0 | 103.5 |
| | All-store | 98.1 | 105.7 | 104.1 | 104.1 | 103.0 | 89.4 | 100.7 |
| Company total | | 94.5 | 103.7 | 103.6 | 101.4 | 102.7 | 88.8 | 99.1 |

(Number of 100-Yen shops)

(Shops)

| | | | | | | | |
|----------------------------|------------|------------|------------|------------|------------|------------|------------|
| # of shops opened | 19 (-) | 14 (-) | 9 (-) | 10 (-) | 10 (-) | 12 (-) | 74 (-) |
| # of shops closed | 7 (-) | 3 (-) | 3 (-) | 3 (-) | 3 (-) | 2 (-) | 21 (-) |
| # of shops at end of month | 1,252 (25) | 1,263 (25) | 1,269 (25) | 1,276 (25) | 1,283 (25) | 1,293 (25) | 1,293 (25) |

【2nd half】

(YoY change in sales)

(%)

| | | Mar. | Apr. | May | Jun. | Jul. | Aug. | 2 nd half total | Full-year |
|--------------------------------------|---------------|-------|-------|-------|-------|-------|-------|----------------------------|-----------|
| Directly-managed 100-Yen shops | Same-store | 91.3 | 87.2 | 89.7 | 91.0 | 93.9 | 93.5 | 91.1 | 95.2 |
| | Previous year | 108.9 | 116.0 | 116.0 | 110.0 | 106.2 | 105.0 | 110.2 | 107.0 |
| | All-store | 92.3 | 92.4 | 93.7 | 93.8 | 96.9 | 97.1 | 94.3 | 97.4 |
| Company total | | 93.1 | 92.8 | 94.5 | 91.8 | 94.6 | 93.1 | 93.3 | 96.1 |

(Number of 100-Yen shops)

(Shops)

| | | | | | | | | |
|----------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| # of shops opened | 16 (-) | 20 (-) | 13 (-) | 17 (-) | 18 (-) | 7 (-) | 91 (-) | 165 (-) |
| # of shops closed | 3 (-) | - (-) | 9 (2) | 3 (-) | - (-) | 5 (-) | 20 (2) | 41 (2) |
| # of shops at end of month | 1,306 (25) | 1,326 (25) | 1,330 (23) | 1,344 (23) | 1,362 (23) | 1,364 (23) | 1,364 (23) | 1,364 (23) |

(Notes) 1. Sales have not been audited by the independent public accountant. Moreover, preliminary figures may be revised retroactively.

2. “100-Yen shops same-stores” are shops that are in operation for at least 13 months from the following month of opening.

3. “Number of 100-Yen shops” is the sum of directly managed shops and franchised shops, and figures in parentheses represent the number of franchised shops, which are included in the total.