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To whom it may concern

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[Delayed] Summary of Monthly Net Sales for June 2022

Compared to the previous fiscal year

(Unit: %)

	FY2022									
	1Q			2Q	1H					
	March	April	May			June	July	August		
Total										
Like-for-like stores	108.7	123.5	139.6	122.1	106.2					
All stores	102.0	117.3	135.5	115.8	102.1					
Store net sales										
Like-for-like stores	106.2	135.3	190.1	134.0	111.1					
All stores	96.5	122.3	174.4	121.5	103.3					
E-commerce net sales										
Like-for-like stores	114.1	105.8	95.4	104.6	99.0					
All stores	114.6	108.6	97.0	106.4	100.1					

(Note 1) The above figures are preliminary figures announced in principle by the fifth business day of each month. In the event that final figures differ from preliminary ones, revisions will be made when the preliminary figures for the following month are announced.

(Note 2) The above figures are the total store and e-commerce net sales of 9 consolidated subsidiaries (ONWARD KASHIYAMA CO., LTD., ISLAND CO., LTD., ONWARD PERSONAL STYLE CO., LTD., TIACLASSE CO., LTD., YAMATO CO., LTD., CHACOTT CO., LTD., INTIMATES CO., LTD., CREATIVE YOKO CO., LTD., KOKOBUY CO., LTD.).

(Note 3) The above figures do not reflect point discounts, etc., and therefore may not match those in other disclosure documents.

[Summary]

In the month under review, despite the lingering impacts of delayed delivery of some products due to the Shanghai lockdown, which continued from the previous month, net sales at like-for-like stores (total) were 106.2% and those of all stores (total) were 102.1%, respectively, compared with the same month of the previous year.

In the apparel business segment, sales of mid-summer clothing centering on blouses trended favorably, and those of relatively high-priced products such as business suits and jackets also increased. In addition, sales at Onward Personal Style, which operates the made-to-order KASHIYAMA brand, expanded sharply due largely to successful sales promotion measures.

In the lifestyle business segment, Chacott, which develops the wellness business, saw a steady sales expansion of ballet goods, and Yamato, which conducts the gift catalogue business, boosted sales led by demand for wedding use, while Creative Yoko, which is engaged in the pet & home life business, increased sales of comfort goods,

[Reference: Results for FY2021]

(Unit: %)

		FY2021								
		1Q			2Q			1H		
		March	April	May	June	July	August			
Total										
Like-for-like stores		116.1	198.7	127.8	137.6	95.4	106.9	91.7	98.3	116.0
All stores		99.9	187.2	117.7	123.0	79.4	88.9	74.8	81.4	99.7
Store net sales										
Like-for-like stores		121.7	514.2	205.6	183.1	94.4	109.5	83.5	96.7	129.8
All stores		95.9	342.6	147.0	138.1	70.8	80.3	60.1	71.1	97.1
E-commerce net sales										
Like-for-like stores		106.0	101.3	94.7	100.3	96.9	103.1	103.0	100.7	100.5
All stores		110.7	104.9	98.3	105.1	99.1	106.6	107.2	103.9	104.1

		3Q			4Q			2H	Full Year		
		Sept.	Oct.	Nov.	Dec.	Jan.	Feb.				
Total											
Like-for-like stores		97.6	104.4	112.7	105.8	112.3	116.1	98.1	109.8	107.6	111.3
All stores		92.5	100.3	107.0	100.7	106.2	110.3	93.8	104.2	102.3	101.1
Store net sales											
Like-for-like stores		89.9	104.5	115.5	104.6	119.5	125.3	90.8	113.4	108.5	117.1
All stores		83.1	97.2	105.7	96.5	107.9	113.1	83.8	102.8	99.2	98.3
E-commerce net sales											
Like-for-like stores		112.4	104.2	107.9	108.0	100.7	105.4	108.9	104.6	106.2	103.4
All stores		114.0	107.8	109.7	110.2	103.2	106.5	111.5	106.6	108.3	106.2