

To whom it may concern

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[Delayed] Summary of Monthly Net Sales for October 2023

Compared to the previous fiscal year

(Unit: %)

	FY2023								
	1Q			2Q			1H		
	March	April	May	June	July	August			
Total									
Existing stores	116.5	113.5	109.5	113.3	112.5	112.7	112.9	112.7	113.0
All stores	111.5	109.8	106.1	109.3	110.0	109.0	108.4	109.2	109.2
Store net sales									
Existing stores	121.7	118.4	111.4	117.4	112.9	119.4	117.0	116.3	116.9
All stores	113.3	112.9	105.9	110.9	109.1	114.3	110.3	111.3	111.0
E-commerce net sales									
Existing stores	105.8	103.6	105.9	105.2	111.7	102.2	107.0	106.8	105.9
All stores	107.3	102.6	106.6	105.6	111.7	99.9	105.2	105.3	105.5

	FY2023									
	3Q			4Q			2H	Full Year		
	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.				
Total										
Existing stores	102.5	104.4		103.6				103.6	110.3	
All stores	99.4	101.8		100.8				100.8	106.9	
Store net sales										
Existing stores	104.9	103.3		103.9				103.9	112.9	
All stores	100.6	100.3		100.4				100.4	108.0	
E-commerce net sales										
Existing stores	97.9	106.9		103.0				103.0	105.2	
All stores	96.8	105.6		101.8				101.8	104.6	

(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, net sales at existing stores (total) were 104.4% and those of all stores (total) were 101.8%, respectively, compared with the same month of the previous year.

In the first half of the month, sales of fall and winter items were slow as the temperature remained high as in the previous month. Whereas, as the temperature dropped in the second half, sales began to take off centering around knit tops and bottoms.

In addition, Yamato continued to see growing sales for wedding use, while Creative Yoko enjoyed strong sales at newly established stores, contributing to net sales expansion. At Chacott, new cosmetics and other products performed well.

[Reference: Results for FY2022]

Compared to the previous fiscal year

(Unit: %)

	FY2022								
	1Q			2Q			1H		
	March	April	May	June	July	August			
Total									
Existing stores	108.7	123.5	139.6	122.1	106.2	109.1	122.0	111.1	116.9
All stores	102.0	117.3	135.5	115.8	102.0	105.6	119.6	107.7	112.1
Store net sales									
Existing stores	106.2	135.3	190.1	134.0	111.1	109.5	134.7	115.6	125.6
All stores	96.5	122.3	174.4	121.5	103.3	102.8	126.6	108.3	115.6
E-commerce net sales									
Existing stores	114.1	105.8	95.4	104.6	99.0	108.5	108.2	105.0	104.7
All stores	114.6	108.6	97.0	106.4	100.1	110.1	111.0	106.7	106.5

	FY2022									
	3Q			4Q			2H	Full Year		
	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.				
Total										
Existing stores	124.2	121.4	107.7	116.6	107.5	122.5	134.7	119.9	118.2	117.5
All stores	117.8	114.9	102.5	110.7	102.4	117.9	130.0	115.0	112.7	112.4
Store net sales										
Existing stores	133.9	124.2	107.1	119.6	109.3	134.2	143.3	125.2	122.2	123.7
All stores	122.3	114.5	99.2	110.2	101.9	124.0	134.6	116.6	113.1	114.3
E-commerce net sales										
Existing stores	110.2	116.0	108.7	111.5	104.3	107.5	124.7	112.3	111.9	108.2
All stores	110.3	115.8	109.0	111.6	103.6	109.1	124.0	112.4	112.0	109.3