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To whom it may concern

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Summary of Monthly Net Sales for February 2024

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	111.5	106.5	109.4	105.5	116.9	110.1	108.3	110.4
All stores	99.4	101.8	107.1	103.1	105.0	99.6	113.5	105.4	104.2	106.5
Store net sales										
Existing stores	104.9	103.3	112.5	107.0	106.8	104.8	114.6	108.2	107.6	111.7
All stores	100.6	100.3	107.3	102.8	102.9	98.9	111.4	103.7	103.2	106.8
E-commerce net sales										
Existing stores	97.9	106.9	109.6	105.6	115.1	106.6	120.5	113.6	109.6	107.9
All stores	96.8	105.6	106.6	103.7	109.8	101.0	116.9	108.7	106.2	105.9

(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 116.9% and those of all stores (total) were 113.5%, respectively, compared with the same month of the previous year.

As the monthly average temperatures remained higher than normal across the country, sales of spring outerwear, knitwear, pants and other medium/lightweight clothing, and items for occasions were strong, centered on main brands. In addition, Onward Kashiya's "Click & Try" OMO service continued to grow favorably in terms of both the number of customers using the service and unit purchase prices, contributing to higher sales.

At Onward Personal Style, which operates the made-to-order brand KASHIYAMA, the number of customers visiting stores and sales grew significantly due to enhanced online promotions.

[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