



April 4, 2024

To whom it may concern

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Summary of Monthly Net Sales for March 2024

Compared to the previous fiscal year

(Unit: %)

| | FY2024 | | | | | | | |
|----------------------|--------|------|-----|-------|------|------|----|-------|
| | 1Q | | | 2Q | | | 1H | |
| | Mar. | Apr. | May | Jun. | Jul. | Aug. | | |
| Total | | | | | | | | |
| Existing stores | 102.7 | | | 102.7 | | | | 102.7 |
| All stores | 103.7 | | | 103.7 | | | | 103.7 |
| Store net sales | | | | | | | | |
| Existing stores | 101.9 | | | 101.9 | | | | 101.9 |
| All stores | 103.5 | | | 103.5 | | | | 103.5 |
| E-commerce net sales | | | | | | | | |
| Existing stores | 104.6 | | | 104.6 | | | | 104.6 |
| All stores | 104.1 | | | 104.1 | | | | 104.1 |

(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 8 consolidated subsidiaries (ONWARD KASHIYAMA CO., LTD., ISLAND CO., LTD., ONWARD PERSONAL STYLE CO., LTD., TIACLASSE CO., LTD., YAMATO CO., LTD., CHACOTT 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 102.7% and those of all stores (total) were 103.7%, respectively, compared with the same month of the previous year.

While sales of spring items were slow in the first half of the month due to lower than normal average temperature, sales of spring outerwear, pants, etc. trended steadily in the second half of the month as temperature rose.

Onward Personal Style, which operates the made-to-order brand KASHIYAMA, continued to strengthen sales promotion measures, resulting in significant increases in the number of customers visiting stores and sales.

[Reference: Results for FY2023]

Compared to the previous fiscal year

(Unit: %)

| | | FY2023 | | | | | | | | |
|----------------------|-------|--------|-------|-------|-------|-------|-------|-------|-------|--|
| | | 1Q | | | 2Q | | | 1H | | |
| | | Mar. | Apr. | May | Jun. | Jul. | Aug. | | | |
| Total | | | | | | | | | | |
| Existing stores | 116.2 | 113.4 | 109.3 | 113.1 | 112.1 | 112.4 | 113.0 | 112.5 | 112.8 | |
| All stores | 111.5 | 109.8 | 106.1 | 109.3 | 110.0 | 109.0 | 108.5 | 109.2 | 109.3 | |
| Store net sales | | | | | | | | | | |
| Existing stores | 121.3 | 118.2 | 111.1 | 117.1 | 112.4 | 119.0 | 117.0 | 115.9 | 116.6 | |
| All stores | 113.3 | 112.9 | 105.9 | 110.9 | 109.1 | 114.3 | 110.4 | 111.3 | 111.0 | |
| E-commerce net sales | | | | | | | | | | |
| Existing stores | 105.8 | 103.7 | 105.9 | 105.2 | 111.7 | 102.2 | 107.2 | 106.8 | 106.0 | |
| All stores | 107.3 | 102.7 | 106.6 | 105.6 | 111.7 | 100.0 | 105.3 | 105.4 | 105.5 | |

| | | FY2023 | | | | | | | | | |
|----------------------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|--|
| | | 3Q | | | 4Q | | | 2H | Full | | |
| | | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | | | Year | |
| Total | | | | | | | | | | | |
| Existing stores | 102.5 | 104.4 | 111.5 | 106.5 | 109.4 | 105.5 | 117.1 | 110.1 | 108.3 | 110.4 | |
| All stores | 99.4 | 101.8 | 107.1 | 103.1 | 105.0 | 99.6 | 113.3 | 105.3 | 104.1 | 106.5 | |
| Store net sales | | | | | | | | | | | |
| Existing stores | 104.9 | 103.3 | 112.5 | 107.0 | 106.8 | 104.8 | 114.4 | 108.1 | 107.5 | 111.6 | |
| All stores | 100.6 | 100.3 | 107.3 | 102.8 | 102.9 | 98.9 | 111.2 | 103.6 | 103.2 | 106.8 | |
| E-commerce net sales | | | | | | | | | | | |
| Existing stores | 97.9 | 106.9 | 109.6 | 105.6 | 115.1 | 106.6 | 121.2 | 113.8 | 109.7 | 108.0 | |
| All stores | 96.8 | 105.6 | 106.6 | 103.7 | 109.8 | 101.0 | 116.9 | 108.7 | 106.2 | 105.9 | |