May 8, 2024

To whom it may concern

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Summary of Monthly Net Sales for April 2024

Compared to the previous fiscal year

(Unit: %)

	FY2024								
				1Q				2Q	1H
	Mar.	Apr.	May		Jun.	Jul.	Aug.		
Total									
Existing stores	102.7	108.6		105.8					105.8
All stores	103.7	108.6		106.0					106.0
Store net sales									
Existing stores	101.9	104.4		103.1					103.1
All stores	103.6	106.1		104.8					104.8
E-commerce net sales									
Existing stores	104.7	118.6		112.5					112.5
All stores	104.1	115.1		109.2					109.2

(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 108.6% and those of all stores (total) were 108.6%, respectively, compared with the same month of the previous year.

Sales of spring items such as outwear remained strong in the first half of the month as in the previous month. Due to a rise in temperature, early summer items centered on tops such as shirts and knitwear enjoyed brisk sales in the second half of the month. In particular, e-commerce net sales saw a substantial increase in sale items as well as full-price sale items thanks to advertising.

Onward Personal Style, which operates the made-to-order brand KASHIYAMA, saw a significant increase in the number of customers visiting stores and sales, thanks to the continued sales promotion measures.

[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