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To whom it may concern

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Summary of Monthly Net Sales for July 2024

Compared to the previous fiscal year

(Unit: %)

	FY2024								
				1Q				2Q	1H
	Mar.	Apr.	May		Jun.	Jul.	Aug.		
Total									
Existing stores	102.7	107.4	102.6	104.1	110.4	102.5		106.5	105.0
All stores	103.7	108.6	104.5	105.5	111.4	102.9		107.2	106.1
Store net sales									
Existing stores	101.9	104.4	102.7	102.9	113.0	98.6		105.9	104.0
All stores	103.6	106.1	105.2	104.9	114.1	100.5		107.4	105.7
E-commerce net sales									
Existing stores	104.7	114.5	102.6	106.8	105.5	109.8		107.6	107.1
All stores	104.1	115.0	103.0	107.1	105.9	107.7		106.8	107.0

(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 102.5% and those of all stores (total) were 102.9 %, respectively, compared with the same month of the previous year.

As temperatures trended higher than normal throughout the month, sales of mid-summer clothing such as shirts, knitwear and others made of functional materials including cool touch fabric performed well. In particular, e-commerce sales of full-price items expanded. At Onward Personal Style, which operates the made-to-order brand "KASHIYAMA," sales continued to increase.

Due to the fact that there were two fewer holidays during the month than in the same month of the previous year, we estimate that this had a negative impact of 8.4pt on store net sales at existing stores and 6.6pt on net sales at existing stores (total). As there were two more holidays in the previous month (June) than the same month of the previous year, net sales at existing stores (physical stores) and net sales at existing stores (total) for June and July combined were 105.9% and 106.5%, respectively, compared with the same months of the previous year.

[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