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To whom it may concern

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Summary of Monthly Net Sales for August 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	108.0	106.9	105.3
	All stores	103.7	108.6	104.5	105.5	111.4	102.9	109.2	107.7	106.5
	Store net sales									
	Existing stores	101.9	104.4	102.7	102.9	113.0	98.6	107.7	106.4	104.4
	All stores	103.6	106.1	105.2	104.9	114.1	100.5	109.4	107.9	106.1
	E-commerce net sales									
	Existing stores	104.7	114.5	102.6	106.8	105.5	109.9	108.5	107.9	107.3
	All stores	104.1	115.0	103.0	107.1	105.9	107.7	108.8	107.4	107.2

(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 108.0% and those of all stores (total) were 109.2%, respectively, compared with the same month of the previous year.

As temperatures remained higher than normal throughout the month, sales of items in immediate demand (shirts, knitwear, dresses, etc.) using functional materials such as cool touch fabric and protecting skins from ultraviolet rays performed well. At the end of the month, however, the impact of a large typhoon caused a drop in sales, mainly at stores in western Japan area.

At Onward Personal Style, which offers the made-to-order brand KASHIYAMA, the effects of digital marketing continued, and sales increased significantly.

[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