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To whom it may concern

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Summary of Monthly Net Sales for September 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	105.4
All stores	103.7	108.6	104.5	105.5	111.4	102.9	109.0	107.7	106.5
Store net sales									
Existing stores	101.9	104.4	102.7	102.9	113.0	98.6	107.6	106.3	104.4
All stores	103.6	106.1	105.2	104.9	114.1	100.5	109.1	107.9	106.1
E-commerce net sales									
Existing stores	104.7	114.5	102.6	106.8	105.5	109.9	108.7	108.0	107.4
All stores	104.1	115.0	103.0	107.1	105.9	107.7	108.9	107.4	107.3

	FY2024									
				3Q				4Q	2H	Full Year
	Sept.	Oct.	Nov.		Dec.	Jan.	Feb.			
Total										
Existing stores	105.8			105.8					105.8	105.4
All stores	106.1			106.1					106.1	106.4
Store net sales										
Existing stores	106.7			106.7					106.7	104.7
All stores	106.8			106.8					106.8	106.2
E-commerce net sales										
Existing stores	104.0			104.0					104.0	106.9
All stores	104.3			104.3					104.3	106.9

(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 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 105.8% and those of all stores (total) were 106.1%, respectively, compared with the same month of the previous year.

Sales of late summer items in immediate demand such as blouses, knitwear and shirts were strong due to the lingering summer heat, which was more intense than usual. On the other hand, sales of autumn items were weak in the first half of the month, but gradually became vibrant in the second half of the month as temperatures dropped.

At Onward Personal Style, which offers the made-to-order brand KASHIYAMA, ongoing digital marketing initiatives contributed to an increase in the number of customers visiting stores, while price hikes implemented at the end of the previous month led to a significant growth in the average spending per customer. As a result, sales expanded substantially.

Chacott saw a sharp increase in sales, driven by a new product, pressed powder.

[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