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To whom it may concern

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Summary of Monthly Net Sales for January 2025

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
	Sept.	Oct.	Nov.		Dec.	Jan.	Feb.			Year
Total										
Existing stores	106.0	95.2	107.9	102.7	107.2	103.4		105.2	103.6	104.5
All stores	106.2	117.7	129.1	119.2	136.6	126.2		131.4	124.1	115.1
Store net sales										
Existing stores	106.9	94.5	108.1	102.6	107.1	105.4		106.3	104.1	104.2
All stores	106.7	117.3	132.6	120.4	140.7	134.0		137.6	127.1	116.4
E-commerce net sales										
Existing stores	104.2	96.7	107.6	102.9	107.5	99.7		103.2	102.5	104.9
All stores	105.0	118.6	121.5	116.4	127.4	111.3		118.8	117.4	112.2

(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 9 consolidated subsidiaries (ONWARD KASHIYAMA CO., LTD., WEGO CO., LTD. (consolidated in October 2024), ISLAND CO., ONWARD PERSONAL STYLE CO., LTD., TIACLASSE CO., LTD., YAMATO CO., LTD., CHACOTT CO., LTD., CREATIVE YOKO CO., LTD., KOKOBUY CO., LTD.).
(Note 3) Existing stores are defined as stores that have been newly opened or newly consolidated for 12 full months or more.
(Note 4) The above figures do not reflect point discounts, etc., and therefore may not match those in other disclosure documents.
(Note 5) The impact of WEGO in January 2025, which became consolidated in October 2024, is +22.4%pt on net sales at all stores (total), +28.1%pt on store net sales (all stores), and + 11.5%pt on e-commerce net sales (all stores).

[Summary]

In the month under review, net sales at existing stores (total) were 103.4% compared with the same month of the previous year, and net sales at all stores (total), including those of WEGO, which has been newly consolidated since October 2024, were 126.2% compared with the same month of the previous year.

Sales trended steadily, with those of winter clothing, particularly non-wool coats, being strong due to cooler temperatures across the country. Sales of men's core branded suits were also brisk due to the effect of promotions. In e-commerce, sales of full-price items expanded as a result of strengthening their sales, while sales at reduced prices were slow.

At Onward Personal Style, which offers the made-to-order brand KASHIYAMA, sales grew substantially, thanks to effective digital marketing, that led to a significant increase in the number of new customers, and various sales activities, that resulted in an increase in sales per customer.

At WEGO, sales were steady mainly at physical stores, with strong sales of fashion goods such as “Ita-bag”, which is a plastic bag that can be used to display badges and photos of favorites, and various collaborative products attracting customers.

[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