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To whom it may concern

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Summary of Monthly Net Sales for January 2022

Compared to the previous fiscal year

(Unit: %)

	FY2021								
	1Q			2Q			1H		
	March	April	May	June	July	August			
Total									
Like-for-like stores	116.1	198.7	127.8	137.6	95.4	106.9	91.7	98.3	116.0
All stores	99.9	187.2	117.7	123.0	79.4	88.9	74.8	81.4	99.7
Store net sales									
Like-for-like stores	121.7	514.2	205.6	183.1	94.4	109.5	83.5	96.7	129.8
All stores	95.9	342.6	147.0	138.1	70.8	80.3	60.1	71.1	97.1
E-commerce net sales									
Like-for-like stores	106.0	101.3	94.7	100.3	96.9	103.1	103.0	100.7	100.5
All stores	110.7	104.9	98.3	105.1	99.1	106.6	107.2	103.9	104.1

	3Q			4Q			2H	Full Year
	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.		
Total								
Like-for-like stores	97.6	104.4	112.7	105.8	112.3	116.1		
All stores	92.5	100.3	107.0	100.7	106.2	110.4		
Store net sales								
Like-for-like stores	89.9	104.5	115.5	104.6	119.5	125.6		
All stores	83.1	97.2	105.7	96.5	107.9	113.4		
E-commerce net sales								
Like-for-like stores	112.4	104.2	107.9	108.0	100.7	105.1		
All stores	114.0	107.8	109.7	110.2	103.2	106.3		

(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., ISLAND CO., LTD., ONWARD PERSONAL STYLE CO., LTD., TIACLASSE CO., LTD., YAMATO CO., LTD., CHACOTT CO., LTD., INTIMATES 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, although the number of customers visiting physical stores started off well at the new year's first sale, due to the spread of Omicron variant and the subsequent implementation of priority measures such as for prevention of the spread of disease, the number of customers visiting physical stores decreased sharply after the middle of the month. As a result, net sales at like-for-like stores (total) were 116.1% of the same month of the previous year. Net sales at all stores (total) were 110.4% of the same month of the previous year due to the impact of the closure of unprofitable stores, implemented in the previous fiscal year as part of the global business reforms.

In the apparel business segment, sales of winter clothing such as knitwear and coats were brisk thanks to the decline in temperature, while those of suits increased for job-hunting, entrance and graduation ceremonies. In the lifestyle business segment, sales of pet-related products and comfort goods grew at Creative Yoko, while KOKOBUY, which is engaged in the beauty and cosmetics business, continued to see an upward trend in sales.