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To whom it may concern

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Summary of Monthly Net Sales for January 2024

Compared to the previous fiscal year

(Unit: %)

	FY2023								
	1Q			2Q			1H		
	March	April	May	June	July	August			
Total									
Existing stores	116.5	113.5	109.5	113.3	112.5	112.7	112.9	112.7	113.0
All stores	111.5	109.8	106.1	109.3	110.0	109.0	108.4	109.2	109.2
Store net sales									
Existing stores	121.7	118.4	111.4	117.4	112.9	119.4	117.0	116.3	116.9
All stores	113.3	112.9	105.9	110.9	109.1	114.3	110.3	111.3	111.0
E-commerce net sales									
Existing stores	105.8	103.6	105.9	105.2	111.7	102.2	107.0	106.8	105.9
All stores	107.3	102.6	106.6	105.6	111.7	99.9	105.2	105.3	105.5

	FY2023									
	3Q			4Q			2H	Full Year		
	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.				
Total										
Existing stores	102.5	104.4	111.5	106.5	109.4	105.4		107.4	106.9	109.8
All stores	99.4	101.8	107.1	103.1	105.0	99.6		102.3	102.8	106.0
Store net sales										
Existing stores	104.9	103.3	112.5	107.0	106.8	104.9		105.9	106.6	111.4
All stores	100.6	100.3	107.3	102.8	102.9	98.9		100.9	102.1	106.5
E-commerce net sales										
Existing stores	97.9	106.9	109.6	105.6	115.1	106.4		110.4	107.6	106.8
All stores	96.8	105.6	106.6	103.7	109.8	100.8		105.0	104.2	104.9

(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 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, net sales at existing stores (total) were 105.4% and those of all stores (total) were 99.6%, respectively, compared with the same month of the previous year.

As the monthly average temperatures remained high nationwide, full-price products took off steadily, centered on new spring items and items for occasions. In addition, use of Onward Kashiwama's "Click & Try" OMO service continued to grow, contributing to higher sales.

[Reference: Results for FY2022]

Compared to the previous fiscal year

(Unit: %)

		FY2022								
		1Q			2Q			1H		
		March	April	May	June	July	August			
Total										
	Existing stores	108.7	123.5	139.6	122.1	106.2	109.1	122.0	111.1	116.9
	All stores	102.0	117.3	135.5	115.8	102.0	105.6	119.6	107.7	112.1
	Store net sales									
	Existing stores	106.2	135.3	190.1	134.0	111.1	109.5	134.7	115.6	125.6
	All stores	96.5	122.3	174.4	121.5	103.3	102.8	126.6	108.3	115.6
	E-commerce net sales									
	Existing stores	114.1	105.8	95.4	104.6	99.0	108.5	108.2	105.0	104.7
	All stores	114.6	108.6	97.0	106.4	100.1	110.1	111.0	106.7	106.5

		FY2022									
		3Q			4Q			2H		Full Year	
		Sept.	Oct.	Nov.	Dec.	Jan.	Feb.				
Total											
	Existing stores	124.2	121.4	107.7	116.6	107.5	122.5	134.7	119.9	118.2	117.5
	All stores	117.8	114.9	102.5	110.7	102.4	117.9	130.0	115.0	112.7	112.4
	Store net sales										
	Existing stores	133.9	124.2	107.1	119.6	109.3	134.2	143.3	125.2	122.2	123.7
	All stores	122.3	114.5	99.2	110.2	101.9	124.0	134.6	116.6	113.1	114.3
	E-commerce net sales										
	Existing stores	110.2	116.0	108.7	111.5	104.3	107.5	124.7	112.3	111.9	108.2
	All stores	110.3	115.8	109.0	111.6	103.6	109.1	124.0	112.4	112.0	109.3