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To whom it may concern

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Summary of Monthly Net Sales for March 2023

Compared to the previous fiscal year

(Unit: %)

	FY2023							
	1Q			2Q	1H			
	March	April	May			June	July	August
Total								
Existing stores	116.5							
All stores	111.5							
Store net sales								
Existing stores	121.7							
All stores	113.3							
E-commerce net sales								
Existing stores	105.8							
All stores	107.3							

(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, net sales at existing stores (total) were 116.5% and those of all stores (total) were 111.5%, respectively, compared with the same month of the previous year.

Store net sales increased during the month due to higher-than-normal temperatures throughout the month and an increased demand for outing. In particular, items such as jackets and dresses for occasions enjoyed strong sales. In addition, Onward Personal Style continued to expand sales of made-to-order suits under the KASHIYAMA brand.

At Onward Kashiyama, the number of items reserved for Click & Try service hit a record high in the month, which allows customers to have items from its official online store delivered to a physical store to be tried on before purchasing.

[Reference: Results for FY2021]

(Unit: %, YoY)

		FY2022								
		1Q			2Q			1H		
		March	April	May	June	July	August			
Total										
	Like-for-like 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										
	Like-for-like 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										
	Like-for-like 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

		3Q			4Q			2H	Full Year		
		Sept.	Oct.	Nov.	Dec.	Jan.	Feb.				
Total											
	Like-for-like 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											
	Like-for-like 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											
	Like-for-like 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