

To whom it may concern

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

		FY2024							
		3Q				4Q			2H
		Sept.	Oct.	Nov.		Dec.	Jan.	Feb.	Full Year
Total									
Existing stores		106.0	95.2	107.9	102.7				102.7
All stores		106.2	117.7	128.6	118.9				118.9
Store net sales									
Existing stores		106.9	94.5	108.1	102.6				102.6
All stores		106.7	117.3	132.3	120.2				120.2
E-commerce net sales									
Existing stores		104.2	96.7	107.5	102.8				102.8
All stores		105.0	118.6	120.6	116.0				116.0

(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 November 2024, which became consolidated in October 2024, is +22.1%pt on net sales at all stores (total), +25.3%pt on store net sales (all stores), and + 15.2%pt on e-commerce net sales (all stores).

[Summary]

In the month under review, net sales at existing stores (total) were 107.9% 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 128.6% compared with the same month of the previous year.

As temperatures trended higher than normal in the first half of the month, sales of lightweight clothing such as shirts performed well. From the middle of the month onward, the demand for winter outerwear such as down and wool coats and knitwear sharply increased as the temperature dropped.

At Onward Personal Style, which offers the made-to-order brand KASHIYAMA, reported a significant increase in sales thanks to the strong performance of its new stores and the effects of ongoing digital marketing initiatives which led to an expansion in the number of new customers and increase in average spending per customer.

In addition, WEGO's sales were strong, mainly at physical stores, as newly launched outerwear such as blousons began to perform well.

[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
	All stores	111.5	109.8	106.1	109.3	110.0	109.0	108.5	109.2
	Store net sales								
	Existing stores	121.3	118.2	111.1	117.1	112.4	119.0	117.0	115.9
	All stores	113.3	112.9	105.9	110.9	109.1	114.3	110.4	111.3
	E-commerce net sales								
	Existing stores	105.8	103.7	105.9	105.2	111.7	102.2	107.2	106.8
	All stores	107.3	102.7	106.6	105.6	111.7	100.0	105.3	105.4

		FY2023								
		3Q				4Q			2H	Full Year
		Sep.	Oct.	Nov.		Dec.	Jan.	Feb.		
Total										
	Existing stores	102.5	104.4	111.5	106.5	109.4	105.5	117.1	110.1	108.3
	All stores	99.4	101.8	107.1	103.1	105.0	99.6	113.3	105.3	104.1
	Store net sales									
	Existing stores	104.9	103.3	112.5	107.0	106.8	104.8	114.4	108.1	107.5
	All stores	100.6	100.3	107.3	102.8	102.9	98.9	111.2	103.6	103.2
	E-commerce net sales									
	Existing stores	97.9	106.9	109.6	105.6	115.1	106.6	121.2	113.8	109.7
	All stores	96.8	105.6	106.6	103.7	109.8	101.0	116.9	108.7	106.2