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To whom it may concern

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Summary of Monthly Net Sales for October 2022

Compared to the previous fiscal year

(Unit: %)

	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	121.3						
All stores	117.8	114.8						
Store net sales								
Like-for-like stores	133.9	124.2						
All stores	122.3	114.5						
E-commerce net sales								
Like-for-like stores	110.2	115.6						
All stores	110.3	115.5						

(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 like-for-like stores (total) were 121.3% and those of all stores (total) were 114.8%, respectively, compared with the same month of the previous year.

Both store and e-commerce net sales steadily grew due to a continued increase in the number of people going out. In particular, sales of fall/winter clothing were brisk as temperatures dropped in the first half of the month.

At Onward Kashiwama, the number of customers using "Click & Try" OMO service, where almost all of ONWARD brand items in its official fashion online shopping site can be delivered to a physical store to be tried on before purchasing, significantly exceeded that of the previous month, contributing to an increase in the number of customers visiting physical stores.

Chacott, which is engaged in the wellness business, saw a continued steady sales growth, while Creative Yoko, which conducts the pet and home life business, enjoyed sales expansion led by pet products. Yamato, which develops the gift business, continued to recover rapidly in sales for wedding use.

[Reference: Results for FY2021]

(Unit: %, YoY)

		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	98.1	109.8	107.6	111.3
All stores		92.5	100.3	107.0	100.7	106.2	110.3	93.8	104.2	102.3	101.1
Store net sales											
Like-for-like stores		89.9	104.5	115.5	104.6	119.5	125.3	90.8	113.4	108.5	117.1
All stores		83.1	97.2	105.7	96.5	107.9	113.1	83.8	102.8	99.2	98.3
E-commerce net sales											
Like-for-like stores		112.4	104.2	107.9	108.0	100.7	105.4	108.9	104.6	106.2	103.4
All stores		114.0	107.8	109.7	110.2	103.2	106.5	111.5	106.6	108.3	106.2