



June 6, 2024

To whom it may concern

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### Summary of Monthly Net Sales for May 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	102.7	104.1				104.1
	All stores	103.7	108.6	104.5	105.5				105.5
	Store net sales								
	Existing stores	101.9	104.4	102.7	102.9				102.9
	All stores	103.6	106.1	105.1	104.9				104.9
	E-commerce net sales								
	Existing stores	104.7	114.5	102.7	106.8				106.8
	All stores	104.1	115.0	103.0	107.1				107.1

(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 8 consolidated subsidiaries (ONWARD KASHIYAMA CO., LTD., ISLAND CO., LTD., ONWARD PERSONAL STYLE CO., LTD., TIACLASSE CO., LTD., YAMATO CO., LTD., CHACOTT 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 102.7% and those of all stores (total) were 104.5%, respectively, compared with the same month of the previous year.

As temperatures remained above normal mainly in the Tokyo metropolitan area, sales of summer items such as knitwear and other short-sleeved tops and loose-fitting pants with an elastic or drawcord waist were strong. Onward Kashiya's "Click & Try" OMO service continued to see a significant increase in the number of users, contributing to sales growth.

At Onward Personal Style, sales of made-to-order suits under the KASHIYAMA brand expanded significantly thanks to ongoing sales promotion measures.

## [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
						Dec.	Jan.	Feb.			
		Sep.	Oct.	Nov.							
Total											
	Existing stores	102.5	104.4	111.5	106.5	109.4	105.5	117.1	110.1	108.3	110.4
	All stores	99.4	101.8	107.1	103.1	105.0	99.6	113.3	105.3	104.1	106.5
	Store net sales										
	Existing stores	104.9	103.3	112.5	107.0	106.8	104.8	114.4	108.1	107.5	111.6
	All stores	100.6	100.3	107.3	102.8	102.9	98.9	111.2	103.6	103.2	106.8
	E-commerce net sales										
	Existing stores	97.9	106.9	109.6	105.6	115.1	106.6	121.2	113.8	109.7	108.0
	All stores	96.8	105.6	106.6	103.7	109.8	101.0	116.9	108.7	106.2	105.9