

To whom it may concern

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Summary of Monthly Net Sales for December 2025

Compared to the previous fiscal year

(Unit: %)

		FY2025							
		1Q			2Q			1H	
		Mar.	Apr.	May	Jun.	Jul.	Aug.		
Total									
Existing stores		100.0	97.3	102.8	100.0	95.2	98.7	104.5	98.9
All stores		123.1	119.8	129.4	123.8	120.1	130.4	148.2	131.3
Store net sales									
Existing stores		98.9	95.9	101.5	98.7	93.9	98.7	106.9	98.9
All stores		125.0	120.7	132.7	125.7	123.4	140.1	165.5	140.3
E-commerce net sales									
Existing stores		102.5	100.2	105.4	102.7	97.9	98.8	100.4	98.9
All stores		118.2	117.9	122.1	119.3	113.0	112.5	116.9	113.9

		FY2025							
		3Q			4Q			2H	Full Year
		Sept.	Oct.	Nov.	Dec.	Jan.	Feb.		
Total									
Existing stores		96.3	103.1	108.2	103.7	96.4		101.6	100.5
All stores		124.7	105.7	111.6	112.3	100.3		108.9	118.6
Store net sales									
Existing stores		92.9	102.3	109.4	103.2	97.4		101.5	100.1
All stores		126.3	106.0	113.8	113.7	102.7		110.6	121.7
E-commerce net sales									
Existing stores		103.8	104.9	105.7	105.0	93.9		101.9	101.4
All stores		120.8	104.9	106.2	109.0	94.3		104.9	111.4

(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., LTD., 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.

[Summary]

In the month under review, net sales at existing stores (total) were 96.4% compared with the same month of the previous year, and net sales at all stores (total) were 100.3% compared with the same month of the previous year.

The sales of winter items did not perform well due to more days with higher-than-usual temperatures compared to the previous year. We estimate that having one less holiday compared to last year had a negative impact of 2.5 points on existing store sales.

Onward Personal Style, which operates the made-to-order brand “KASHIYAMA”, saw a significant increase in the number of customers visiting stores thanks to the effects of digital marketing. Sales at new stores opened mainly in suburban shopping centers also performed well. At WEGO, sales of collaboration items particularly performed well.

[Reference: Results for FY2024]

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	Full
		Sept.	Oct.	Nov.		Dec.	Jan.	Feb.		Year	
Total											
	Existing stores	106.0	95.2	107.9	102.7	107.2	103.4	98.7	103.4	102.9	104.1
	All stores	106.2	117.7	129.1	119.2	136.6	126.3	118.5	127.7	123.3	115.3
	Store net sales										
	Existing stores	106.9	94.5	108.1	102.6	107.1	105.4	98.2	104.1	103.3	103.8
	All stores	106.7	117.3	132.6	120.4	140.7	134.0	123.5	133.6	126.6	116.8
	E-commerce net sales										
	Existing stores	104.2	96.7	107.6	102.9	107.5	99.8	99.5	102.3	102.1	104.5
	All stores	105.0	118.6	121.5	116.4	127.4	111.5	110.2	116.3	116.3	112.1