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To whom it may concern

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Summary of Monthly Net Sales for May 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	139.3	122.0				
All stores	102.0	117.3	135.2	115.8				
Store net sales								
Like-for-like stores	106.2	135.3	190.1	134.1				
All stores	96.5	122.3	174.4	121.5				
E-commerce net sales								
Like-for-like stores	114.1	105.8	94.9	104.4				
All stores	114.6	108.6	96.6	106.3				

(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, despite the impact of a delay in delivery of some products caused by the Shanghai lockdown, store net sales at like-for-like stores were 190.1% and those of all stores were 174.4%, respectively, compared with the same month of the previous year. These performances were due to a significant increase in the number of customers visiting stores as a result of the lifting of COVID-19 movement restrictions.

In reaction to this, however, e-commerce net sales at like-for-like stores were 94.9% and those of all stores were 96.6%, respectively, compared with the same month of the previous year, as the number of customers visiting the online store was slow. Consequently, net sales at like-for-like stores (total) were 139.3% and those of all stores (total) were 135.2%, respectively, compared with the same month of the previous year.

In the apparel business segment, continuing from the previous month, sales of early summer clothing such as blouses, shirts and pants grew steadily due to a rise in temperature in the second half of the month, while sales of business suits trended favorably thanks to a recovery in demand for business dresses.

In the lifestyle business segment, strong bridal demand led to healthy sales at Yamato, which conducts the gift catalogue business, while Creative Yoko, which is engaged in the pet & home life business, and Chacott, which develops the wellness business, experienced sales expansion, respectively.

[Reference: Results for FY2021]

(Unit: %)

		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