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To whom it may concern

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Summary of Monthly Net Sales for March 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							
All stores	101.9							
Store net sales								
Like-for-like stores	106.3							
All stores	96.4							
E-commerce net sales								
Like-for-like stores	113.6							
All stores	114.4							

(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., 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, due to a rise in temperature in the latter half of the month and lifting the priority measures such as for prevention of the spread of disease, net sales at like-for-like stores (total) were 108.7% of the same month of the previous year. Meanwhile, net sales at all stores were 101.9% of the same month of the previous year due to the impact of the closure of unprofitable stores implemented as part of the global business reforms in the previous fiscal year.

In the apparel business segment, sales of spring clothing such as light overcoats grew. While the number of physical stores at Onward Kashiyama introducing our online merges with offline-style “click and try” service expanded that enables customers to have items, from any Onward Kashiyama brand, delivered to their desired store to try on and purchase, which contributed to an year-on-year sales growth of about 20% for the stores.

In the lifestyle business segment, sales remained steady at Creative Yoko, which is engaged in pet & home life business, and Chacott in the wellness business.

[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