

To whom it may concern

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Summary of Monthly Net Sales for July 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		96.8	98.8
All stores	123.1	119.8	129.4	123.8	120.1	130.3		125.0	124.3
Store net sales									
Existing stores	98.9	95.9	101.5	98.7	93.9	98.7		96.1	97.8
All stores	125.0	120.7	132.7	125.7	123.4	140.3		131.2	127.7
E-commerce net sales									
Existing stores	102.5	100.2	105.4	102.7	97.9	98.6		98.3	100.9
All stores	118.2	117.9	122.1	119.3	113.0	112.0		112.5	116.6

(Note 1) The above figures are preliminary figures announced in principle within 5 business days 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.

(Note 5) The impact of WEGO in July 2025, which became consolidated in October 2024, is +31.0%pt on net sales at all stores (total), +40.5%pt on store net sales (all stores), and + 13.5%pt on e-commerce net sales (all stores).

[Summary]

For the month review, net sales at existing stores (total) were 98.7% compared to the same month of the previous year. Net sales at all stores (total) were 130.3%, including WEGO, which has been affiliated since October 2024.

Sales at reducing prices were good, partly due to the postponement of sale events at certain commercial facilities from June to July. On the other hand, while full-price sales on e-commerce platforms steady, particularly for items such as dresses and blouses, but at physical stores underperformed due to a decline in the number of new customers, including inbound tourists.

Sales of Onward Personal Style, offers the made-to-order brand "KASHIYAMA", performed well as various sales promotional campaigns proved effective. At Chacott, sales of cosmetics, including the "Cool Series," performed well. At WEGO, overall sales were good, thanks to steady performance of high-summer items such as T-shirts and shorts.

[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	105.4
	All stores	103.7	108.6	104.5	105.5	111.4	102.9	109.0	107.7	106.5
	Store net sales									
	Existing stores	101.9	104.4	102.7	102.9	113.0	98.6	107.6	106.3	104.4
	All stores	103.6	106.1	105.2	104.9	114.1	100.5	109.1	107.9	106.1
	E-commerce net sales									
	Existing stores	104.7	114.5	102.6	106.8	105.5	109.9	108.7	108.0	107.4
	All stores	104.1	115.0	103.0	107.1	105.9	107.7	108.9	107.4	107.3

		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