

To whom it may concern

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Summary of Monthly Net Sales for October 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	99.5
All stores	123.1	119.8	129.4	123.8	120.1	130.4	148.2	131.3	127.1
Store net sales									
Existing stores	98.9	95.9	101.5	98.7	93.9	98.7	106.9	98.9	98.8
All stores	125.0	120.7	132.7	125.7	123.4	140.1	165.5	140.3	131.9
E-commerce net sales									
Existing stores	102.5	100.2	105.4	102.7	97.9	98.8	100.4	98.9	100.9
All stores	118.2	117.9	122.1	119.3	113.0	112.5	116.9	113.9	116.8

	FY2025								
	3Q			4Q			2H	Full Year	
	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.			
Total									
Existing stores	96.3	104.1		101.2				101.2	100.0
All stores	124.7	105.7		112.8				112.8	123.2
Store net sales									
Existing stores	92.9	102.6		99.0				99.0	98.9
All stores	126.3	106.3		113.7				113.7	126.8
E-commerce net sales									
Existing stores	103.8	107.8		106.2				106.2	102.3
All stores	120.8	104.1		110.5				110.5	115.2

(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 104.1% compared with the same month of the previous year, and net sales at all stores (total) were 105.7% compared with the same month of the previous year.

From the middle of the month onward, sales of autumn and winter items, such as knitwear and outerwear, performed well due to nationwide temperature drops.

Onward Personal Style, which operates the made-to-order brand “KASHIYAMA”, has made a successful start with its new type store launched this month, “KASHIYAMA”, offering a lifestyle concept. At Chacott, sales of cosmetics, including the “Moist series”, 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	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 Year	
		Sept.	Oct.	Nov.	Dec.	Jan.	Feb.			
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