

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		
				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	
				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									
Total	1Q			2Q			1H		
	Mar.	Apr.	May						
	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	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									
Total	3Q			4Q			2H		Full Year
	Sept.	Oct.	Nov.						
	Existing stores	106.0	95.2	107.9	102.7	107.2	103.4	98.7	103.4
All stores	106.2	117.7	129.1	119.2	136.6	126.3	118.5	127.7	123.3
Store net sales									
Existing stores	106.9	94.5	108.1	102.6	107.1	105.4	98.2	104.1	103.3
All stores	106.7	117.3	132.6	120.4	140.7	134.0	123.5	133.6	126.6
E-commerce net sales									
Existing stores	104.2	96.7	107.6	102.9	107.5	99.8	99.5	102.3	102.1
All stores	105.0	118.6	121.5	116.4	127.4	111.5	110.2	116.3	116.3