



January 9, 2024

To whom it may concern

Corporate name: ONWARD HOLDINGS CO., LTD.
 Representative: Michinobu Yasumoto
 President and CEO
 (Securities code: 8016 Prime Market of Tokyo Stock Exchange)
 Inquiries: Osamu Sato
 Managing Director in charge of Finance, Accounting,
 Investor Relations
 (TEL: +81-3-4512-1030)

Summary of Monthly Net Sales for December 2023

Compared to the previous fiscal year

(Unit: %)

	FY2023								
	1Q			2Q			1H		
	March	April	May	June	July	August			
Total									
Existing stores	116.5	113.5	109.5	113.3	112.5	112.7	112.9	112.7	113.0
All stores	111.5	109.8	106.1	109.3	110.0	109.0	108.4	109.2	109.2
Store net sales									
Existing stores	121.7	118.4	111.4	117.4	112.9	119.4	117.0	116.3	116.9
All stores	113.3	112.9	105.9	110.9	109.1	114.3	110.3	111.3	111.0
E-commerce net sales									
Existing stores	105.8	103.6	105.9	105.2	111.7	102.2	107.0	106.8	105.9
All stores	107.3	102.6	106.6	105.6	111.7	99.9	105.2	105.3	105.5

	FY2023									
	3Q			4Q			2H	Full Year		
	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.				
Total										
Existing stores	102.5	104.4	111.5	106.5	109.4		109.4	107.3	110.3	
All stores	99.4	101.8	107.1	103.1	105.0		105.0	103.5	106.7	
Store net sales										
Existing stores	104.9	103.3	112.5	107.0	106.8		106.8	107.0	112.2	
All stores	100.6	100.3	107.3	102.8	102.9		102.9	102.8	107.3	
E-commerce net sales										
Existing stores	97.9	106.9	109.6	105.6	115.1		115.1	107.9	106.8	
All stores	96.8	105.6	106.6	103.7	109.9		109.9	105.2	105.4	

(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, net sales at existing stores (total) were 109.4% and those of all stores (total) were 105.0%, respectively, compared with the same month of the previous year.

As the monthly average temperature trended high nationwide, flexible product merchandising for a warm winter was successful, and sales of tops, bottoms and other items continued to grow significantly, centered on the main brands such as Nijyusanku and UNFILO. Sales on the company’s own e-commerce site “ONWARD CROSSET” were particularly strong. In addition, use of Onward Kashiyama’s “Click & Try” OMO service continued to expand, contributing to higher sales.

[Reference: Results for FY2022]

Compared to the previous fiscal year

(Unit: %)

		FY2022								
		1Q			2Q			1H		
		March	April	May	June	July	August			
Total										
Existing stores	108.7	123.5	139.6	122.1	106.2	109.1	122.0	111.1	116.9	
All stores	102.0	117.3	135.5	115.8	102.0	105.6	119.6	107.7	112.1	
Store net sales										
Existing stores	106.2	135.3	190.1	134.0	111.1	109.5	134.7	115.6	125.6	
All stores	96.5	122.3	174.4	121.5	103.3	102.8	126.6	108.3	115.6	
E-commerce net sales										
Existing stores	114.1	105.8	95.4	104.6	99.0	108.5	108.2	105.0	104.7	
All stores	114.6	108.6	97.0	106.4	100.1	110.1	111.0	106.7	106.5	

		FY2022								
		3Q			4Q			2H	Full Year	
		Sept.	Oct.	Nov.	Dec.	Jan.	Feb.			
Total										
Existing stores	124.2	121.4	107.7	116.6	107.5	122.5	134.7	119.9	118.2	117.5
All stores	117.8	114.9	102.5	110.7	102.4	117.9	130.0	115.0	112.7	112.4
Store net sales										
Existing stores	133.9	124.2	107.1	119.6	109.3	134.2	143.3	125.2	122.2	123.7
All stores	122.3	114.5	99.2	110.2	101.9	124.0	134.6	116.6	113.1	114.3
E-commerce net sales										
Existing stores	110.2	116.0	108.7	111.5	104.3	107.5	124.7	112.3	111.9	108.2
All stores	110.3	115.8	109.0	111.6	103.6	109.1	124.0	112.4	112.0	109.3