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To whom it may concern

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Summary of Monthly Net Sales for March 2021

Compared to the previous fiscal year

(Unit: %)

		FY2021					
		March	April	May	June	July	August
Store net sales							
	Like-for-like stores	121.7					
	All stores	94.3					
E-commerce net sales							
	Like-for-like stores	100.3					
	All stores	106.1					
Total							
	Like-for-like stores	114.8					
	All stores	97.2					

(Note 1) The above figures are preliminary figures announced in principle by the fifth business day of each month.

(Note 2) The above figures are the total store and e-commerce net sales of 8 consolidated subsidiaries (ONWARD KASHIYAMA CO., LTD., ISLAND CO., LTD., ONWARD PERSONAL STYLE CO., LTD., TIACLASSE CO., LTD., CHACOTT CO., LTD., INTIMATES CO., LTD., CREATIVE YOKO CO., LTD., KOKOBUY CO., LTD.).

[Summary]

In the month under review, net sales at like-for-like stores (total) were 114.8% of the same month of the previous fiscal year, and net sales at all stores (total) were 97.2% of the same month of the previous fiscal year.

Store net sales at like-for-like stores were 121.7% compared with the same month of the previous fiscal year due to strong sales of spring clothes such as blouses and cut-and-sewn clothes, tailor-made suits for job hunting and ballet-related goods. Meanwhile, net sales at all stores were 94.3% of the same month of the previous fiscal year due to the impact of the closure of stores as a result of global business reforms implemented in the previous fiscal year.

E-commerce net sales were 100.3% for like-for-like stores and 106.1% for all stores, respectively compared

to the same month of the previous fiscal year, mainly due to the planned reduction of customer traffic to the website in order to stabilize system operations following the complete replacement of the company's e-commerce system at the end of February this year.