To whom it may concern

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## Summary of Monthly Net Sales for May 2021

Compared to the previous fiscal year

|  | (Unit: \%) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2021 |  |  |  |  |  |  |  |
|  | March | April | May | 1Q |  |  |  | 2Q |
|  |  |  |  |  | June | July | August |  |
| Total |  |  |  |  |  |  |  |  |
| Like-for-like stores | 114.9 | 198.0 | 125.5 | 135.8 |  |  |  |  |
| All stores | 98.3 | 185.7 | 114.6 | 120.6 |  |  |  |  |
| Store net sales |  |  |  |  |  |  |  |  |
| Like-for-like stores | 121.7 | 514.2 | 208.9 | 183.6 |  |  |  |  |
| All stores | 95.9 | 342.6 | 146.6 | 138.0 |  |  |  |  |
| E-commerce net sales |  |  |  |  |  |  |  |  |
| Like-for-like stores | 100.4 | 87.7 | 88.5 | 91.8 |  |  |  |  |
| All stores | 106.1 | 92.2 | 90.9 | 95.9 |  |  |  |  |

(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 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 $125.5 \%$ of the same month of the previous fiscal year, and net sales at all stores (total) were $114.6 \%$ of the same month of the previous fiscal year.

At stores, net sales were significantly affected by the extension to the government's declaration of a state of
emergency and the expansion of the areas covered by the state of emergency in the first half of the month. However, net sales recovered substantially from the middle of the month as more commercial facilities resumed sales of clothes. By item, net sales of early summer and summer wear such as blouses made of linen, centering on Nijyusanku brand, and ballet costumes for ballet recitals were strong. As a result, net sales were $208.9 \%$ for like-for-like stores and $146.6 \%$ for all stores, respectively compared to the same month of the previous fiscal year.

E-commerce net sales were $88.5 \%$ for like-for-like stores and $90.9 \%$ for all stores, respectively compared to the same month of the previous fiscal year, mainly due to the continued planned reduction of customer traffic to the website in the current spring and summer season, in order to stabilize system operations following the complete replacement of the company's e-commerce system at the end of February this year.

