



March 4, 2022

To whom it may concern

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Summary of Monthly Net Sales for February 2022

Compared to the previous fiscal year

(Unit: %)

	FY2021								
	1Q			2Q			1H		
	March	April	May	June	July	August			
Total									
Like-for-like stores	116.1	198.7	127.8	137.6	95.4	106.9	91.7	98.3	116.0
All stores	99.9	187.2	117.7	123.0	79.4	88.9	74.8	81.4	99.7
Store net sales									
Like-for-like stores	121.7	514.2	205.6	183.1	94.4	109.5	83.5	96.7	129.8
All stores	95.9	342.6	147.0	138.1	70.8	80.3	60.1	71.1	97.1
E-commerce net sales									
Like-for-like stores	106.0	101.3	94.7	100.3	96.9	103.1	103.0	100.7	100.5
All stores	110.7	104.9	98.3	105.1	99.1	106.6	107.2	103.9	104.1

	3Q			4Q			2H	Full Year		
	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.				
Total										
Like-for-like stores	97.6	104.4	112.7	105.8	112.3	116.1	98.1	109.8	107.6	111.3
All stores	92.5	100.3	107.0	100.7	106.2	110.3	93.7	104.2	102.3	101.1
Store net sales										
Like-for-like stores	89.9	104.5	115.5	104.6	119.5	125.3	90.9	113.4	108.5	117.1
All stores	83.1	97.2	105.7	96.5	107.9	113.1	83.7	102.7	99.2	98.3
E-commerce net sales										
Like-for-like stores	112.4	104.2	107.9	108.0	100.7	105.4	108.9	104.6	106.2	103.4
All stores	114.0	107.8	109.7	110.2	103.2	106.5	111.5	106.6	108.3	106.2

(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., 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, the number of customers visiting physical stores stagnated due to continued spread of Omicron variant from the previous month. Although demand for spring clothing started to rise in the second half of the month owing to an increase in temperature, net sales at like-for-like stores (total) were 98.1% of the same month of the previous year. Net sales at all stores (total) were 93.7% of the same month of the previous year due to the impact of the closure of unprofitable stores, implemented in the previous fiscal year as part of the global business reforms.

In the apparel business segment, sales of winter clothing such as coats were strong thanks to a low temperature from early to mid-February. Those of men's and women's suits continued to grow from the previous month for job-hunting, entrance and graduation ceremonies.

In the lifestyle business segment, sales of Creative Yoko's comfort goods and KOKOBUY's organic haircare and skincare products saw a continued upward trend.

By sales channel, e-commerce net sales exceeded the level of the same month of the previous year for the eighth consecutive month.