

To whom it may concern

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Summary of Monthly Net Sales for August 2025

Compared to the previous fiscal year

(Unit: %)

| | FY2025 | | | | | | | | |
|----------------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|
| | 1Q | | | | 2Q | | | 1H | |
| | Mar. | Apr. | May | | Jun. | Jul. | Aug. | | |
| Total | | | | | | | | | |
| Existing stores | 100.0 | 97.3 | 102.8 | 100.0 | 95.2 | 98.7 | 104.3 | 98.9 | 99.5 |
| All stores | 123.1 | 119.8 | 129.4 | 123.8 | 120.1 | 130.4 | 148.4 | 131.4 | 127.2 |
| Store net sales | | | | | | | | | |
| Existing stores | 98.9 | 95.9 | 101.5 | 98.7 | 93.9 | 98.7 | 106.7 | 98.9 | 98.8 |
| All stores | 125.0 | 120.7 | 132.7 | 125.7 | 123.4 | 140.1 | 166.0 | 140.4 | 132.0 |
| E-commerce net sales | | | | | | | | | |
| Existing stores | 102.5 | 100.2 | 105.4 | 102.7 | 97.9 | 98.8 | 100.2 | 98.9 | 100.9 |
| All stores | 118.2 | 117.9 | 122.1 | 119.3 | 113.0 | 112.5 | 116.5 | 113.8 | 116.7 |

(Note 1) The above figures are preliminary figures announced in principle within 5 business days 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.

(Note 5) The impact of WEGO in August 2025, which became consolidated in October 2024, is +42.8%pt on net sales at all stores (total), +57.9%pt on store net sales (all stores), and + 15.3%pt on e-commerce net sales (all stores).

[Summary]

For the month review, net sales at existing stores (total) were 104.3% compared to the same month of the previous year. Net sales at all stores (total) were 148.4%, including WEGO, which has been affiliated since October 2024.

Sales at existing stores exceeded the previous year, driven by strong demand for seasonless items such as bottoms, which were reinforced as countermeasures for the hot and long summer, along with steady sales of blouses and jackets.

Onward Personal Style, which operates the made-to-order brand “KASHIYAMA”, achieved strong sales driven by the success of multiple campaigns. Creative Yoko generated positive customer response with its “Sirotan” pop-up event at Tokyo Station. At WEGO, both peak summer items and collaboration products performed well.

[Reference: Results for FY2024]

Compared to the previous fiscal year

(Unit: %)

| | | FY2024 | | | | | | | | |
|-------|----------------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|
| | | 1Q | | | | 2Q | | | 1H | |
| | | Mar. | Apr. | May | | Jun. | Jul. | Aug. | | |
| Total | | | | | | | | | | |
| | Existing stores | 102.7 | 107.4 | 102.6 | 104.1 | 110.4 | 102.5 | 108.0 | 106.9 | 105.4 |
| | 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 | | | | | | | | | |
|-------|----------------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| | | 3Q | | | | 4Q | | | | 2H | Full |
| | | Sept. | Oct. | Nov. | | Dec. | Jan. | Feb. | | Year | |
| Total | | | | | | | | | | | |
| | Existing stores | 106.0 | 95.2 | 107.9 | 102.7 | 107.2 | 103.4 | 98.7 | 103.4 | 102.9 | 104.1 |
| | All stores | 106.2 | 117.7 | 129.1 | 119.2 | 136.6 | 126.3 | 118.5 | 127.7 | 123.3 | 115.3 |
| | Store net sales | | | | | | | | | | |
| | Existing stores | 106.9 | 94.5 | 108.1 | 102.6 | 107.1 | 105.4 | 98.2 | 104.1 | 103.3 | 103.8 |
| | All stores | 106.7 | 117.3 | 132.6 | 120.4 | 140.7 | 134.0 | 123.5 | 133.6 | 126.6 | 116.8 |
| | E-commerce net sales | | | | | | | | | | |
| | Existing stores | 104.2 | 96.7 | 107.6 | 102.9 | 107.5 | 99.8 | 99.5 | 102.3 | 102.1 | 104.5 |
| | All stores | 105.0 | 118.6 | 121.5 | 116.4 | 127.4 | 111.5 | 110.2 | 116.3 | 116.3 | 112.1 |