



September 6, 2022

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

Director in charge of Finance, Accounting,
Investor relations

(TEL: +81-3-4512-1030)

Summary of Monthly Net Sales for August 2022

Compared to the previous fiscal year

(Unit: %)

	FY2022								
	1Q							2Q	1H
	March	April	May		June	July	August		
Total									
Like-for-like 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	119.5	107.7	112.1
Store net sales									
Like-for-like 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									
Like-for-like 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	110.9	106.7	106.5

(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 like-for-like stores (total) were 122.0% and those of all stores (total) were 119.5%, respectively, compared with the same month of the previous year.

The number of customers visiting physical stores during the month increased substantially as a result of the absence of COVID-19 movement restrictions that implemented in the same month of the previous year. By item, sales of blouses and shirts made of autumn-colored summer materials performed strong, and autumn products such as gilets, jacket-centered outfits, and knitwear started to show steady sales in the latter half of the month.

At Onward Kashiwajima, strong sales of products at list prices along with strictly controlled discounting measures contributed to increased average sales per customer.

Chacott, which develops the wellness business, saw steady sales of ballet goods and fitness wear products, while Creative Yoko, which is engaged in the pet & home life business, expanded sales centering on pet-related products. Yamato, which conducts the gift catalogue business, continued to increase sales for wedding use.

[Reference: Results for FY2021]

(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	93.8	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	90.8	113.4	108.5	117.1
All stores		83.1	97.2	105.7	96.5	107.9	113.1	83.8	102.8	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