

To whom it may concern

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Summary of Monthly Net Sales for November 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	119.6	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	111.0	106.7	106.5

	3Q			4Q			2H	Full Year
	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.		
Total								
Like-for-like stores	124.2	121.4	107.6	116.6				
All stores	117.8	114.9	102.5	110.7				
Store net sales								
Like-for-like stores	133.9	124.2	107.1	119.6				
All stores	122.3	114.5	99.2	110.2				
E-commerce net sales								
Like-for-like stores	110.2	116.0	108.5	111.4				
All stores	110.3	115.8	108.9	111.5				

(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 107.6% and those of all stores (total) were 102.5%, respectively, compared with the same month of the previous year.

Although temperatures remained high nationwide during the month, sales of medium-lightweight apparel such as blouses, dresses and bottoms, and general merchandise increased from early to mid-November, and from late in the month, winter clothing began to take off in earnest, resulting in a steady increase in sales.

The number of customers using "Click & Try" OMO service offered by Onward Kashiya, where almost all of its brand items in its official fashion online shopping site can be delivered to a physical store to be tried on before purchasing, remained at a high level as in the previous month, contributing to an increase in the number of customers visiting physical stores.

[Reference: Results for FY2021]

(Unit: %, YoY)

	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