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To whom it may concern

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Summary of Monthly Net Sales for March 2024

Compared to the previous fiscal year

(Unit: %)

	FY2024							
	1Q			2Q			1H	
	Mar.	Apr.	May	Jun.	Jul.	Aug.		
Total								
Existing stores	102.7			102.7				102.7
All stores	103.7			103.7				103.7
Store net sales								
Existing stores	101.9			101.9				101.9
All stores	103.5			103.5				103.5
E-commerce net sales								
Existing stores	104.6			104.6				104.6
All stores	104.1			104.1				104.1

(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., YAMATO CO., LTD., CHACOTT 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 existing stores (total) were 102.7% and those of all stores (total) were 103.7%, respectively, compared with the same month of the previous year.

While sales of spring items were slow in the first half of the month due to lower than normal average temperature, sales of spring outerwear, pants, etc. trended steadily in the second half of the month as temperature rose.

Onward Personal Style, which operates the made-to-order brand KASHIYAMA, continued to strengthen sales promotion measures, resulting in significant increases in the number of customers visiting stores and sales.

[Reference: Results for FY2023]

Compared to the previous fiscal year

(Unit: %)

		FY2023								
		1Q			2Q			1H		
		Mar.	Apr.	May	Jun.	Jul.	Aug.			
Total										
	Existing stores	116.2	113.4	109.3	113.1	112.1	112.4	113.0	112.5	112.8
	All stores	111.5	109.8	106.1	109.3	110.0	109.0	108.5	109.2	109.3
	Store net sales									
	Existing stores	121.3	118.2	111.1	117.1	112.4	119.0	117.0	115.9	116.6
	All stores	113.3	112.9	105.9	110.9	109.1	114.3	110.4	111.3	111.0
	E-commerce net sales									
	Existing stores	105.8	103.7	105.9	105.2	111.7	102.2	107.2	106.8	106.0
	All stores	107.3	102.7	106.6	105.6	111.7	100.0	105.3	105.4	105.5

		FY2023									
		3Q			4Q			2H	Full Year		
		Sep.	Oct.	Nov.	Dec.	Jan.	Feb.				
Total											
	Existing stores	102.5	104.4	111.5	106.5	109.4	105.5	117.1	110.1	108.3	110.4
	All stores	99.4	101.8	107.1	103.1	105.0	99.6	113.3	105.3	104.1	106.5
	Store net sales										
	Existing stores	104.9	103.3	112.5	107.0	106.8	104.8	114.4	108.1	107.5	111.6
	All stores	100.6	100.3	107.3	102.8	102.9	98.9	111.2	103.6	103.2	106.8
	E-commerce net sales										
	Existing stores	97.9	106.9	109.6	105.6	115.1	106.6	121.2	113.8	109.7	108.0
	All stores	96.8	105.6	106.6	103.7	109.8	101.0	116.9	108.7	106.2	105.9