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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 January 2023**

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	107.7	116.6	107.5	123.0				
All stores	117.8	114.9	102.5	110.7	102.4	117.9				
Store net sales										
Like-for-like stores	133.9	124.2	107.1	119.6	109.3	134.2				
All stores	122.3	114.5	99.2	110.2	101.9	124.0				
E-commerce net sales										
Like-for-like stores	110.2	116.0	108.7	111.5	104.3	108.6				
All stores	110.3	115.8	109.0	111.6	103.6	109.1				

(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 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 123.0% and those of all stores (total) were 117.9%, respectively, compared with the same month of the previous year.

During the month, new year's first sales rose substantially at department stores, shopping centers etc. thanks to an increase in the number of customers visiting physical stores as a result of the absence of COVID-19 movement restrictions during the New Year for the first time in three years. In addition to the sale, in which we reduced discount rates, full-price sales were also strong. E-commerce sales were brisk, too.

By item, winter outerwear drove sales in the first half of the month, while spring items for occasions grew sales in the second half of the month. Sales of suits for new recruits and freshers were also favorable.

**[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