

To whom it may concern

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Summary of Monthly Net Sales for November 2021

Compared to the previous fiscal year

(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				
All stores	92.5	100.3	107.1	100.7				
Store net sales								
Like-for-like stores	89.9	104.5	115.6	104.7				
All stores	83.1	97.2	105.7	96.5				
E-commerce net sales								
Like-for-like stores	112.4	104.2	107.8	107.9				
All stores	114.0	107.8	109.8	110.2				

(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, the number of customers visiting stores grew as occasions to go out increased. As a result, net sales at like-for-like stores (total) were 112.7% of the same month of the previous year. Net sales at all stores (total) were 107.1% of the same month of the previous year, despite the impact of the closure of unprofitable stores, implemented in the previous fiscal year as part of the global business reforms.

In the apparel business segment, sales of some autumn/winter clothing such as outerwear and knit goods were strong due to a drop in temperature in the second half of the month. In the lifestyle business segment, sales of pet-related products did well at Creative Yoko, while sales at KOKOBUY, which is engaged in the beauty and cosmetics business, expanded.

By sales channel, both store and e-commerce net sales exceeded those of the same month of the previous year for both like-for-like stores and all stores.