



October 7, 2021

To whom it may concern

Corporate name: ONWARD HOLDINGS CO., LTD.
 Representative: Michinobu Yasumoto
 President and CEO
 (Securities code: 8016 First Section of the 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 September 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	97.9							
All stores	92.4							
Store net sales								
Like-for-like stores	89.9							
All stores	83.0							
E-commerce net sales								
Like-for-like stores	113.3							
All stores	113.9							

(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.).

[Summary]

In the month under review, as the number of customers visiting stores declined due to the extension of the state of the emergency declarations issued for 19 prefectures until the end of the month, net sales at like-for-like stores (total) were 97.9% of the same month of the previous year. Meanwhile, net sales at all stores (total) were 92.4% of the same month of the previous year due to the impact of the closure of unprofitable stores implemented in the previous fiscal year as part of the global business reforms.

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

In the apparel business segment, sales of some autumn/winter clothing such as outerwear were strong in the first half of the month due to a drop in temperature, but sales failed to grow in the second half of the month due to a rise in temperature. As such, overall net sales were lower than those of the same month of the previous year.

In the lifestyle business segment, sales of pet-related products grew at Creative Yoko, while sales of new products such as collaborative products were strong at KOKOBUY, which is engaged in the beauty and cosmetics business.