



FY02/13 Interim Results Presentation



The global staff of Onward presents a highly sensitive international brand for contemporary fashion-loving women.



Results Overview

Earnings Forecast

JIL SANDER NAVY 2012 A/W

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DATA BOOK

1H FY02/13 Consolidated Results Summary



Sales

120.9 billion yen
(+6.3% YoY and -1.7% vs. forecast)

Operating Profit

3.2 billion yen
(+97.5% YoY and +21.4% vs. forecast)

Recurring Profit

3.7 billion yen
(+50.6% YoY and +6.3% vs. forecast)

Domestic performance improved, with profits exceeding forecasts thanks to aggressive policies for expansion.
Overseas performance was weaker YoY and vs. forecasts, with some issues lingering in management of operations.

1H FY02/13 Consolidated Income Statement

(Million Yen)

| | 1H Results | | | | 1H Forecasts | | |
|-----------------------------|------------|---------|--------|---------|-------------------|--------|---------|
| | FY02/13 | FY02/12 | Change | YoY (%) | FY02/13 Forecasts | Change | YoY (%) |
| Sales | 120,886 | 113,693 | 7,193 | 6.3% | 123,000 | -2,114 | -1.7% |
| Gross Profit | 57,749 | 53,532 | 4,217 | 7.9% | 58,400 | -651 | -1.1% |
| Gross Profit Margin (%) | 47.8% | 47.1% | | 0.7% | 47.5% | | 0.3% |
| SG&A Expenses | 54,592 | 51,933 | 2,659 | 5.1% | 55,800 | -1,208 | -2.2% |
| SG&A-to-Sales Ratio (%) | 45.2% | 45.7% | | -0.5% | 45.4% | | -0.2% |
| Operating Profit | 3,157 | 1,599 | 1,558 | 97.5% | 2,600 | 557 | 21.4% |
| Operating Profit Margin (%) | 2.6% | 1.4% | | 1.2% | 2.1% | | 0.5% |
| Recurring Profit | 3,722 | 2,471 | 1,251 | 50.6% | 3,500 | 222 | 6.3% |
| Recurring Profit Margin (%) | 3.1% | 2.2% | | 0.9% | 2.8% | | 0.3% |
| Extraordinary Gains | 7 | 1,068 | -1,061 | | 0 | 7 | |
| Extraordinary Losses | 157 | 1,319 | -1,162 | | 400 | -243 | |
| Net Income | 522 | 76 | 446 | 586.8% | 500 | 22 | 4.4% |
| Net Profit Margin (%) | 0.4% | 0.1% | | 0.3% | 0.4% | | |

1H FY02/13 Segment Results

Simple Aggregate Totals (Before Eliminations)

(Million Yen)

| Sales | 1H Results | | | 1H Forecasts | |
|---------------------|------------|---------|--------|-------------------|-------------------|
| | FY02/13 | FY02/12 | YoY(%) | FY02/13 Forecasts | Vs. Forecasts (%) |
| HD+Onward Kashiyama | 73,201 | 68,455 | 6.9% | 74,600 | -1.9% |
| Other Domestic | 34,676 | 31,036 | 11.7% | 35,454 | -2.2% |
| Domestic Total | 107,877 | 99,491 | 8.4% | 110,054 | -2.0% |
| Europe | 15,278 | 16,879 | -9.5% | 16,733 | -8.7% |
| Asia | 3,101 | 3,036 | 2.1% | 3,272 | -5.2% |
| US | 1,758 | 1,431 | 22.9% | 1,588 | 10.7% |
| Overseas Total | 20,137 | 21,346 | -5.7% | 21,593 | -6.7% |
| Total Sales | 128,014 | 120,837 | 5.9% | 131,647 | -2.8% |

| Operating Profit | 1H Results | | | 1H Forecasts | |
|------------------------|------------|---------|--------|-------------------|-------------------|
| | FY02/13 | FY02/12 | YoY(%) | FY02/13 Forecasts | Vs. Forecasts (%) |
| HD+Onward Kashiyama | 2,985 | 1,819 | 64.1% | 2,200 | 35.7% |
| Other Domestic | 1,945 | 1,529 | 27.2% | 1,912 | 1.7% |
| Domestic Total | 4,930 | 3,348 | 47.3% | 4,112 | 19.9% |
| Europe | -685 | -457 | ↘ | -248 | ↘ |
| Asia | 164 | 150 | 9.3% | 284 | -42.3% |
| US | 0 | -102 | ↗ | -86 | ↗ |
| Overseas Total | -521 | -409 | ↘ | -50 | ↘ |
| Total Operating Profit | 4,409 | 2,939 | 50.0% | 4,062 | 8.5% |

Note: To approximate the operating profit of each segment, goodwill has been excluded from some subsidiaries for both this year and last. As a result, goodwill has not been included for any subsidiaries.

Sales

- Onward Kashiyama: Sales came in below forecast due to weak sales of autumn apparel, caused by lingering summer heat in August, as well as to lower seasonal bargain sales.
- Other domestic: Strategic store closures, such as at Creative Yoko, led to lower sales.
- Europe: Negative impact of 2.5 billion yen due to FX rate fluctuations.

Gross Profit

- Onward Kashiyama: Robust performance of core brands; gross profit margin improved thanks to higher sales of full-price items.
- Other domestic: Onward Trading's gross profit margin improved on the back of increased Asian production
- Europe/Asia: Gross profit margin fell due to higher inventory write-downs.

SG&A Expenses

- Came in below forecast levels thanks to thorough cost controls, both within Japan and overseas.

Operating Profit

- Exceeded forecast as domestic results more than made up for sluggish overseas performance.

1H FY02/13 Domestic Business Summary

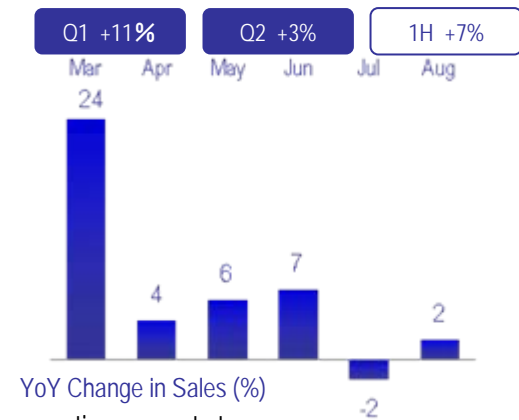
Sales 107.9 billion yen (+8.4% YoY and -2.0% vs. forecast)

Operating Profit 4.9 billion yen (+47.3% YoY and +19.9% vs. forecast)

Onward Kashiyama

Sales: 73.2 billion yen (+6.9% YoY) Operating Profit: 3.0 billion yen (+64.1% YoY)

| | Q1 | | | Q2 | | | 1H Total | | |
|------------------------|---------|--------|--------|---------|--------|--------|----------|--------|--------|
| | Results | YoY | | Results | YoY | | Results | YoY | |
| | | Change | (%) | | Change | (%) | | Change | (%) |
| Sales | 40.9 | +3.9 | +10.6 | 32.3 | +0.8 | +2.6 | 73.2 | +4.7 | +6.9 |
| Gross Profit | 21.7 | +2.4 | +12.4 | 14.7 | +0.7 | +5.3 | 36.4 | +3.1 | +9.5 |
| Gross Profit Margin(%) | 53.0% | | (+0.8) | 45.6% | | (+1.2) | 49.7% | | (+1.1) |
| SG&A Expenses | 16.7 | +1.2 | +7.5 | 16.7 | +0.8 | +5.1 | 33.4 | +2.0 | +6.3 |
| Operating Profit | 5.0 | +1.2 | +33.0 | -2.0 | -0.1 | | 3.0 | +1.2 | +64.2 |



Q1

Both sales and profits came in ahead of forecasts. Improved product planning and aggressive promotions meant strong sales of core brands' strategic products, e.g., spring coats and "Cool Biz" items, and a higher gross profit margin thanks to higher sales of full-price items.

Q2

While the gross profit margin was better than expected thanks to significantly higher sales of full-price items, sales came in below forecast due to weak sales of autumn apparel, caused by lingering summer heat in August, as well as to lower seasonal bargain sales.

E-commerce business: Expanded brands and items on offer meant better-than-expected performance vs. full-year sales forecast of 3.5 billion yen.

Despite steady implementation of the "retail brand business system" at six core brands, actual benefits are to be seen from 2H and thereafter.

In-Store Sales in Q2

(In-store sales comprise around 85% of total sales)

| | Q2 | % of Total |
|------------|-----|------------|
| Full Price | +4% | +2% |
| Discounted | -4% | -2% |

Domestic Subsidiaries

Sales: 34.7 billion yen (+11.7% YoY) Operating Profit: 1.9 billion yen (+27.2% YoY)

Onward Trading (uniforms, sales promotion goods, etc.)

New large-scale orders meant higher sales. In addition, accelerated Asian production resulted in higher gross profit margins, leading to above-forecast sales and profit in all business categories (e.g., uniforms, sales promotion goods, and others). In addition, a new business got off to a strong start in Shanghai, China.

Chacott (dancewear and costumes)

Sales and profits were higher thanks to the launch of visiting sales activities and collaborative campaigns with the K-BALLET Company.

Creative Yoko (pet fashion, etc.)

Sales were down YoY due to strategic store closures. Expanded Internet retailing meant better-than-expected gross profit margin and overall profitability.

Bus Stop (select imported apparel and accessories)

Sales grew as planned at the flagship store and strategic stores (e.g., one in Shibuya Hikarie), resulting in a return to profitability.

Island (women's apparel, accessories, etc.)

While sales grew alongside aggressive new store openings, the gross profit margin fell due to higher write-offs from inventory adjustments at the end of the period.

ACROSS Transport (logistics and transport of apparel)

Both sales and profits beat forecast due to the opening of a new distribution warehouse, which led to higher profitability and orders from new and existing clients.

Onward Creative Center (planning, design, and operation of commercial facilities)

Expanded construction business for group companies and steady growth of a new dental clinic design business (external transaction) led to a return to profitability.

1H FY02/13 Overseas Business Summary

■ Sales 20.1 billion yen (-5.7% YoY and -6.7% vs. forecast)

■ Operating Loss 500 million yen (↘ YoY and ↘ vs. forecast)

Europe

GIBO'CO

Despite higher orders for shoes, higher costs in connection with new-brand sample production and showrooms resulted in a YoY decrease in sales and profits.

Jil Sander

Both retail and wholesale performance at Jil Sander Navy was better than expected. However, retail sales of the Collection Line were weak in Europe, resulting in a YoY decrease in sales, and Jil Sander subsidiary did not return to profitability in 1H.

JOSEPH

The merchandising failure led to weak sales and higher end-of-period inventory write-downs of JOSEPH-branded items (70% of subsidiary sales), resulting in a substantially lower gross profit margin and, consequently, lower sales and profits.

Asia

- Slowdown of the Chinese economy and deterioration of Japan-China relations led to a large decrease in sales of full-price items as well as higher inventories, resulting in a lower gross profit margin.
- Sales grew higher than expected in Asia ex-China, with sales and profits in Asia as a whole increasing YoY.

US

- Retail (J. Press): Despite growth in e-commerce, sales were down YoY as sales fell at directly-managed stores.
- ICB NY Collection: Preparations were completed for the launch in the autumn-winter of 2012.
- Resort business (Guam): Successful efforts to attract customers from Japan and Asia pushed expansion beyond market levels, driving an improved occupancy rate and return to profitability, and resulting in increased sales and profits.

2H FY02/13 Consolidated Forecast Summary



Jil Sander
2013 S/S

Sales

145.7 billion yen
(+13.2% YoY)

Operating
Profit

10.6 billion yen
(+13.8% YoY)

Recurring
Profit

11.7 billion yen
(+7.6% YoY)

Continue to grow sales and profits in Japan,
and get back on track with plan overseas.

2H FY02/13 Consolidated Forecast

(Million Yen)

| | 1H Results | | | 2H Forecasts | | | Full-Year Forecasts | | | |
|-----------------------------|------------|---------|--------|--------------|---------|--------|---------------------|---------|--------|--------|
| | FY02/13 | FY02/12 | YoY(%) | FY02/13 | FY02/12 | YoY(%) | FY02/13 | FY02/12 | Change | YoY(%) |
| Sales | 120,886 | 113,693 | 6.3% | 145,714 | 128,709 | 13.2% | 266,600 | 242,402 | 24,198 | 10.0% |
| Gross Profit | 57,749 | 53,532 | 7.9% | 70,051 | 61,581 | 13.8% | 127,800 | 115,113 | 12,687 | 11.0% |
| Gross Profit Margin (%) | 47.8% | 47.1% | 0.7% | 48.1% | 47.8% | 0.3% | 47.9% | 47.5% | | 0.4% |
| SG&A Expenses | 54,592 | 51,933 | 5.1% | 59,408 | 52,227 | 13.7% | 114,000 | 104,160 | 9,840 | 9.4% |
| SG&A-to-Sales Ratio (%) | 45.2% | 45.7% | -0.5% | 40.8% | 40.6% | 0.2% | 42.8% | 43.0% | | -0.2% |
| Operating Profit | 3,157 | 1,599 | 97.5% | 10,643 | 9,354 | 13.8% | 13,800 | 10,953 | 2,847 | 26.0% |
| Operating Profit Margin (%) | 2.6% | 1.4% | 1.2% | 7.3% | 7.3% | | 5.2% | 4.5% | | 0.7% |
| Recurring Profit | 3,722 | 2,471 | 50.6% | 11,678 | 10,858 | 7.6% | 15,400 | 13,329 | 2,071 | 15.5% |
| Recurring Profit Margin (%) | 3.1% | 2.2% | 0.9% | 8.0% | 8.4% | -0.4% | 5.8% | 5.5% | | 0.3% |
| Net Income | 522 | 76 | 586.8% | 4,478 | 3,453 | 29.7% | 5,000 | 3,529 | 1,471 | 41.7% |
| Net Profit Margin (%) | 0.4% | 0.1% | 0.3% | 3.1% | 2.7% | 0.4% | 1.9% | 1.5% | | 0.4% |

2H FY02/13 Segment Forecasts

Simple Aggregate Totals (Before Eliminations)

(Million Yen)

| Sales | 1H Results | | 2H Forecasts | | Full-Year Forecasts | | |
|-----------------------|----------------|--------------|----------------|-------------|---------------------|----------------|-------------|
| | FY02/13 | YoY (%) | FY02/13 | YoY (%) | FY02/13 | FY02/12 | YoY (%) |
| HD+Onward Kashiyama | 73,201 | 6.9% | 85,999 | 5.5% | 159,200 | 149,985 | 6.1% |
| Other Domestic | 34,676 | 11.7% | 38,804 | 18.6% | 73,480 | 63,745 | 15.3% |
| Domestic Total | 107,877 | 8.4% | 124,803 | 9.2% | 232,680 | 213,730 | 8.9% |
| Europe | 15,278 | -9.5% | 19,123 | 10.6% | 34,401 | 34,170 | 0.7% |
| Asia | 3,101 | 2.1% | 3,649 | -5.4% | 6,750 | 6,895 | -2.1% |
| US | 1,758 | 22.9% | 1,838 | 26.0% | 3,596 | 2,890 | 24.4% |
| Overseas Total | 20,137 | -5.7% | 24,610 | 8.9% | 44,747 | 43,955 | 1.8% |
| Total Sales | 128,014 | 5.9% | 149,413 | 9.2% | 277,427 | 257,685 | 7.7% |

| Operating Profit | 1H Results | | 2H Forecasts | | Full-Year Forecasts | | |
|-------------------------------|--------------|--------------|---------------|---------------|---------------------|---------------|---------------|
| | FY02/13 | YoY (%) | FY02/13 | YoY (%) | FY02/13 | FY02/12 | YoY (%) |
| HD+Onward Kashiyama | 2,985 | 64.1% | 8,615 | 11.8% | 11,600 | 9,525 | 21.8% |
| Other Domestic | 1,945 | 27.2% | 2,706 | 38.7% | 4,651 | 3,480 | 33.6% |
| Domestic Total | 4,930 | 47.3% | 11,321 | 17.2% | 16,251 | 13,005 | 25.0% |
| Europe | -685 | ↘ | 1,352 | -6.4% | 667 | 987 | -32.4% |
| Asia | 164 | 9.3% | 90 | -50.8% | 254 | 333 | -23.7% |
| US | 0 | ↗ | -84 | ↗ | -84 | -207 | ↗ |
| Overseas Total | -521 | ↘ | 1,358 | -10.8% | 837 | 1,113 | -24.8% |
| Total Operating Profit | 4,409 | 50.0% | 12,679 | 13.4% | 17,088 | 14,118 | 21.0% |

Sales

- Onward Kashiyama: Forecasts growth at core brands (Nijyusanku and Kumikyoku) as well as at global brands (e.g., JOSEPH and J. Press Red Label).
- Other domestic: Forecasts +5.8% sales growth at existing subsidiaries and 4.2 billion yen sales growth at new subsidiary Birz Group.
- Europe: Expects recovery at JOSEPH, which suffered a substantial sales decline (-15.4%) in 2H FY02/12, and expansion of Jil Sander Navy sales.
- Asia: Anticipates negative effects from a slowdown of the Chinese economy and deterioration of Japan-China relations.

Gross Profit

- Onward Kashiyama: Aims for growth of profitable core brands and a greater ratio of full-price item sales.
- Other domestic: Expects a higher gross profit margin for Onward Trading and other existing subsidiaries as well as contributions from Birz Group.

SG&A Expenses

- While investments will be made with medium-term growth in mind, thorough cost controls in line with sales will be implemented.
- New Birz Group: Forecast of +1.8 billion yen.

Operating Profit

- Expects continued sales and profit growth domestically and improvement overseas.

2H FY02/13 Domestic Business Plan

■ Sales 124.8 billion yen (+9.2% YoY)

■ Operating Profit 11.3 billion yen (+17.2% YoY)

Onward Kashiya Sales: 86.0 billion yen (+5.5% YoY) Operating Profit: 8.6 billion yen (+11.8% YoY)

● Restructuring of Current Organization

Promote companywide organizational reform and new business creation with an eye to future growth and expansion

2H Reform Overview

- Clarify sales staff's duties, streamline personnel allocation, and reallocate personnel to new and high-growth businesses
- Select area managers from the sales staff, and establish a new store management/operation structure more closely tied to each store
- While utilizing Onward Kashiya's brand power and accumulated know-how, promote the creation of new business models
(Note: Details of each strategy can be found in a separate presentation, "Our Strategy Going Forward.")

● Retail space openings, refurbishment, and closures (2H "Rainbow Strategy")

(+) Openings and refurbishments: 115 stores. Note: including "retail brand business" (15 stores).

(-) Closures: 143 stores. Note: including terminated brands (10 stores) and those located in closing department stores (55 stores).

● Revitalization of Kumikyoku

Launched the brand's first TV commercial in 10 years featuring popular actress Satomi Ishihara. Rebuild a product strategy and promote retail space refurbishments.

Domestic Subsidiaries

Sales: 38.8 billion yen (+18.6% YoY)

Operating Profit: 2.7 billion yen (+38.7% YoY)

Onward Trading (uniforms, sales promotion goods, etc.)

Promote in-house production/procurement in China and Southeast Asia, thereby continuing to improve the gross profit margin. Secure new large-scale orders for uniforms and sales promotion goods with an eye to expanding these businesses from FY02/14 onward.

Chacott (dance wear and costumes)

Expand sales by opening new stores and refurbishing existing stores in Japan. Move ahead with overseas strategy, including the opening (December) of a directly-managed store in New York (joint venture with Creative Yoko).

Creative Yoko (pet fashion, etc.)

Plans to accelerate the opening of new large-scale shops in train-station buildings and shopping malls and the opening of new retail spaces at such venues as fashion malls and highway rest areas. Open a directly-managed store (joint venture with Chacott) in New York (December).

Bus Stop (select imported apparel and accessories)

Draw in new customers and further differentiate the brand by holding events and collaborating with designers.

Island (women's apparel, accessories, etc.)

Expand sales floor space, centered on a new large-scale store ("The Banquet"), and strengthen inventory controls, to increase sales and profits.

ACROSS Transport (logistics and transport of apparel)

Take on more orders for apparel logistics and transport services. Invest in facility expansion to expand operations further.

Onward Creative Center (planning, design, and operation of commercial facilities)

Increase orders for the design of new Onward Group stores and expand new businesses (dental clinic design) to grow sales and return to profitability in 2H and full-year.

2H FY02/13 Overseas Business Plan

■ Sales 24.6 billion yen (+8.9% YoY)

■ Operating Profit 1.4 billion yen (-10.8% YoY)

Europe

Note: Financial year in Europe closes at end-November.

GIBO'CO

- Despite a decrease in orders for autumn-winter 2012 collections (shipped from May to October 2012), orders for spring-summer 2013 collections (to be shipped from November 2012) are likely to increase again.
- Secure profitability by pushing forward the shipment of spring-summer 2013 collections within November 2012.

Jil Sander

- Expects higher retail and wholesale sales at Jil Sander Navy thanks to greater brand recognition.
- A change of designers (to Ms. Jil Sander) caused a delay in design work on the Collection Line, resulting in delayed product launches, and related sales will now be recorded in FY02/14.

JOSEPH

- Grow sales and profits by strengthening design capabilities for the Essentials Line items and accurately adjusting production output.
- Expects higher 2H sales and profits thanks to opening six new stores, clearing inventories from past seasons, and reducing costs.

Note: Financial year in Asia and the US closes at end-December.

Asia

- In China, slow down the pace of new store openings and run profitability-focused operations.
- With a focus on Southeast Asia, begin to push sales of casual brands for young customers.
- Utilize the Shanghai Waigaoqiao Bonded Logistics Zone (WBLZ) to expand drop shipping and low-cost production.

US

- Retail (J. Press): Increase sales of full-price items by strengthening sales structure and brand events.
- ICB NY Collection: Enhance brand recognition through accelerated e-commerce and promotions.
- Resort business: Maintain high occupancy rates by improving services (e.g., online reservations) and target increased sales and profits for the full year.

Opening of New DKNY Concept Shop

HEART of DKNY

Including Lines New to Japan

DONNA KARAN JAPAN K.K launched two new “HEART of DKNY” concept stores under the umbrella of the DKNY brand, a staple of New York fashion. The first location opened in Terrace Mall Shonan on September 22, followed by the unveiling of the second location at Aeon LakeTown a week later on the 29th.

This marked the first time in Japan that a DKNY-brand store has opened inside a shopping mall. The core concept behind “HEART of DKNY” is “Manhattan weekend life.” This is also the first time in Japan the DKNY C and DKNY KIDS lines will be offered in-store.

In addition, activewear, centered on DKNY JEANS, watches, eyewear, accessories, underwear, and more are available. The shop’s men’s, women’s, and kids’ offerings suggest a kind of lifestyle that is distinct from previous DKNY shops.

The store’s interior is based on the look and feel of High Line linear park, and images of New York are streamed on screens, giving the impression of walking through the city.

With final touches of music and fragrances, customers can get a feel for New York while having a truly enjoyable shopping experience.



DATA BOOK

Main Subsidiaries' Results, Forecasts, Capex, and Depreciation

Sales for Main Subsidiaries (simple aggregate totals, before eliminations)

| Main Subsidiaries | Business Outline | Sales | | | | | | | Operating Profit | | | |
|--------------------------------------|-------------------------------|--------------------|---------|----------------------|---------|-----------------------------|--------|---------|--------------------|---------|----------------------|---------|
| | | 1H FY02/13 Results | | 2H FY02/13 Forecasts | | Full-Year FY02/13 Forecasts | | | 1H FY02/13 Results | | 2H FY02/13 Forecasts | |
| | | Amount | YoY (%) | Amount | YoY (%) | Amount | Change | YoY (%) | Amount | YoY (%) | Amount | YoY (%) |
| J a p a n | Onward HD Onward Kashiyama | 73,201 | 6.9% | 85,999 | 5.5% | 159,200 | 9,215 | 6.1% | 2,985 | 64.1% | 8,615 | 11.8% |
| | Onward Trading | 7,799 | 4.9% | 7,229 | 3.5% | 15,028 | 610 | 4.2% | 678 | 78.4% | 432 | 30.9% |
| | Chacoit | 5,407 | 6.8% | 5,280 | 4.2% | 10,687 | 560 | 5.5% | 442 | 8.1% | 329 | 15.8% |
| | Creative Yoko | 3,360 | -0.5% | 4,402 | 1.8% | 7,762 | 63 | 0.8% | 149 | 50.5% | 608 | -2.9% |
| | Island | 4,064 | 4.9% | 4,636 | 7.5% | 8,700 | 512 | 6.3% | 656 | -4.4% | 944 | 10.3% |
| | ACROSS Transport | 5,647 | 1.8% | 5,853 | 1.2% | 11,500 | 170 | 1.5% | 89 | 34.8% | 93 | -7.9% |
| | Onward Creative Center | 1,797 | 28.4% | 1,920 | 15.3% | 3,717 | 653 | 21.3% | 20 | ↗ | 22 | 175.0% |
| O v e r s e a s | Onward Resort Group | 1,932 | 20.5% | 1,948 | 14.4% | 3,880 | 574 | 17.4% | 102 | ↗ | 32 | ↗ |
| | Joseph | 3,808 | -10.3% | 4,954 | 21.7% | 8,762 | 450 | 5.4% | -482 | ↘ | 480 | 34.1% |
| | GIBO'CO | 6,529 | -9.1% | 7,964 | 2.9% | 14,493 | -425 | -2.8% | 311 | -18.8% | 870 | -2.6% |
| | Jil Sander | 4,409 | -10.0% | 5,585 | 12.2% | 9,994 | 118 | 1.2% | -517 | ↗ | -44 | ↘ |

Note: To approximate the operating profit of each segment, goodwill has been excluded from some subsidiaries for both this year and last. As a result, goodwill has not been included for any subsidiaries

Capital Expenditures

| | FY02/07 | FY02/08 | FY02/09 | FY02/10 | FY02/11 | FY02/12 | 1H FY02/13 | Full-Year FY02/13 Forecasts |
|-------------------|---------|---------|---------|---------|---------|---------|------------|-----------------------------------|
| Cons. | 10,506 | 9,566 | 4,178 | 5,794 | 5,405 | 6,230 | 3,179 | 7,900 |
| HD + Kashiyama | 8,046 | 5,255 | 2,470 | 3,273 | 3,232 | 3,320 | 1,614 | 4,700 |

Depreciation

| | FY02/07 | FY02/08 | FY02/09 | FY02/10 | FY02/11 | FY02/12 | 1H FY02/13 | Full-Year FY02/13 Forecasts |
|-------------------|---------|---------|---------|---------|---------|---------|------------|-----------------------------------|
| Cons. | 6,697 | 7,340 | 5,986 | 5,747 | 5,642 | 5,478 | 2,652 | 5,800 |
| HD + Kashiyama | 4,890 | 5,109 | 4,639 | 3,764 | 3,590 | 3,374 | 1,573 | 3,500 |

Onward Kashiya: Results and Forecasts by Apparel Type and Distribution Channel

By Apparel Type

(Million Yen)

| | 1H FY02/13 Results | | | 2H FY02/13 Forecasts | | | Full-Year FY02/13 Forecasts | | | |
|------------|--------------------|---------------|---------|----------------------|---------------|---------|-----------------------------|---------------|---------|------------|
| | Amount | Previous Year | YoY (%) | Amount | Previous Year | YoY (%) | Amount | Previous Year | YoY (%) | % of Total |
| Men's | 16,779 | 15,767 | 6.4% | 20,981 | 20,549 | 2.1% | 37,760 | 36,316 | 4.0% | 23.7% |
| Women's | 50,234 | 46,861 | 7.2% | 58,336 | 54,629 | 6.8% | 108,570 | 101,490 | 7.0% | 68.2% |
| Children's | 3,002 | 2,791 | 7.6% | 3,848 | 3,578 | 7.5% | 6,850 | 6,369 | 7.6% | 4.3% |
| Kimonos | 877 | 846 | 3.7% | 853 | 749 | 13.9% | 1,730 | 1,595 | 8.5% | 1.1% |
| Others | 2,309 | 2,190 | 5.4% | 1,981 | 2,025 | -2.2% | 4,290 | 4,215 | 1.8% | 2.7% |
| Total | 73,201 | 68,455 | 6.9% | 85,999 | 81,530 | 5.5% | 159,200 | 149,985 | 6.1% | 100.0% |

By Distribution Channel

| | 1H FY02/13 Results | | | 2H FY02/13 Forecasts | | | Full-Year FY02/13 Forecasts | | | |
|---------------------------|--------------------|---------------|---------|----------------------|---------------|---------|-----------------------------|---------------|---------|------------|
| | Amount | Previous Year | YoY (%) | Amount | Previous Year | YoY (%) | Amount | Previous Year | YoY (%) | % of Total |
| Department Stores | 55,237 | 52,294 | 5.6% | 66,573 | 63,285 | 5.2% | 121,810 | 115,579 | 5.4% | 76.5% |
| New Distribution Channels | 14,084 | 12,174 | 15.7% | 15,636 | 14,187 | 10.2% | 29,720 | 26,361 | 12.7% | 18.7% |
| Specialty Stores | 2,119 | 1,963 | 7.9% | 2,501 | 2,374 | 5.3% | 4,620 | 4,337 | 6.5% | 2.9% |
| Chain Stores | 264 | 369 | -28.5% | 366 | 403 | -9.2% | 630 | 772 | -18.4% | 0.4% |
| Others | 1,497 | 1,655 | -9.5% | 923 | 1,281 | -27.9% | 2,420 | 2,936 | -17.6% | 1.5% |
| Total | 73,201 | 68,455 | 6.9% | 85,999 | 81,530 | 5.5% | 159,200 | 149,985 | 6.1% | 100.0% |

Sales / Floor Area

| | | FY02/06 | | FY02/07 | | FY02/08 | | FY02/09 | | FY02/10 | | FY02/11 | | FY02/12 | | 1H FY02/13 | | Full-Year FY02/13 Forecasts | |
|---------------------------|---------------------------|---------------------|---------|---------------------|---------|---------------------|---------|---------------------|---------|---------------------|---------|---------------------|---------|---------------------|---------|------------|---------|-----------------------------|---------|
| | | Sales (Million Yen) | YoY (%) | Sales (Million Yen) | YoY (%) | Sales (Million Yen) | YoY (%) | Sales (Million Yen) | YoY (%) | Sales (Million Yen) | YoY (%) | Sales (Million Yen) | YoY (%) | Sales (Million Yen) | YoY (%) | Amount | YoY (%) | Amount | YoY (%) |
| Department Stores | Sales (Million Yen) | 139,376 | 4.0% | 148,911 | 6.8% | 148,608 | -0.2% | 135,031 | -9.1% | 119,663 | -11.4% | 119,051 | -0.5% | 115,579 | -2.9% | 55,237 | 5.6% | 121,810 | 5.4% |
| | Sales Floor Area (sq. m.) | 174,310 | -0.4% | 182,480 | 4.7% | 175,200 | -4.0% | 173,500 | -1.0% | 165,800 | -4.4% | 162,105 | -2.2% | 159,682 | -1.5% | 164,760 | 3.6% | 158,702 | -0.6% |
| New Distribution Channels | Sales (Million Yen) | 30,064 | 2.5% | 32,138 | 6.9% | 33,263 | 3.5% | 32,066 | -3.6% | 28,218 | -12.0% | 27,160 | -3.7% | 26,361 | -2.9% | 14,084 | 15.7% | 29,720 | 12.7% |
| | Sales Floor Area (sq. m.) | 92,190 | 5.4% | 95,830 | 3.9% | 93,060 | -2.9% | 92,400 | -0.7% | 86,900 | -6.0% | 85,567 | -1.5% | 84,500 | -1.2% | 86,358 | 3.1% | 84,509 | 0.0% |

The logo for Onward Holdings Co., Ltd. features the word "ONWARD" in a large, blue, serif font. Two horizontal yellow bars cross the "O" and "D" respectively. Below "ONWARD" is the text "ONWARD HOLDINGS CO., LTD." in a smaller, black, sans-serif font.

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