

Onward at a Glance

Fiscal year ended February 28, 2019

The Onward Group is the apparel manufacturer and retailer that built the very foundations for the manufacture and sale of ready-made clothing in Japan. Today, we continue to be recognized as a leading company in the industry specializing in high-value-added products with outstanding quality, and we are more than able to compete in apparel markets around the world. Our business model encompasses all stages of the apparel value chain, including planning, design, production, and sales. The Onward Group also prides itself on its lineup of products and services that interconnect with various areas of people's lives. This fashion-oriented lineup includes men's, women's, and children's clothing and accessories as well as uniforms, dance wear, pet-fashion items, gift catalogs, and others.

Founding

1927

Number of Employees

4,643 people

Number of Stores

2,855 stores
in 21 countries and regions

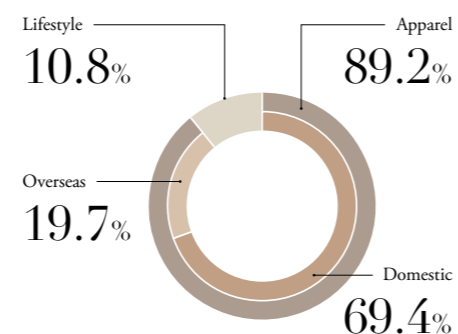
Main CSR Activities

▶ Item collection for recycling and reuse via the Onward Green Campaign
(See pages 41–42 for details)

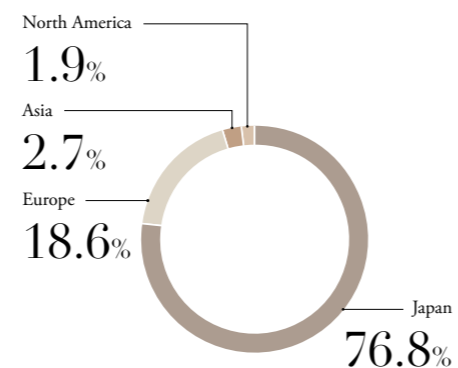
▶ Factory auditing through the Onward-Approved Factory System
(See pages 38–39 for details)

Sales Breakdown

By Business Segment

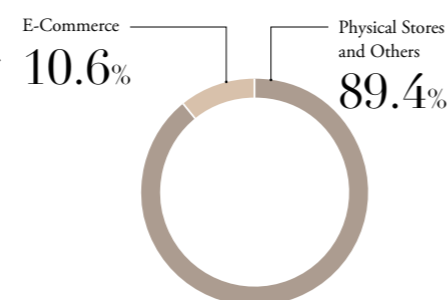


By Geographic Region



By Sales Channel

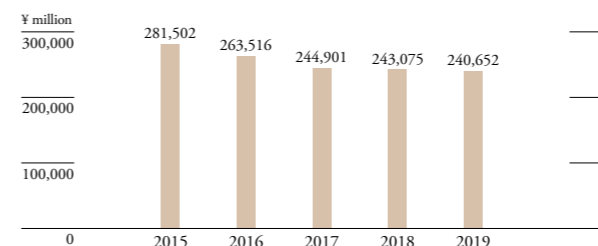
Ratio of sales conducted through directly operated e-commerce stores



Basis	Percentage
Groupwide basis	76%
Onward Kashiyama	85%

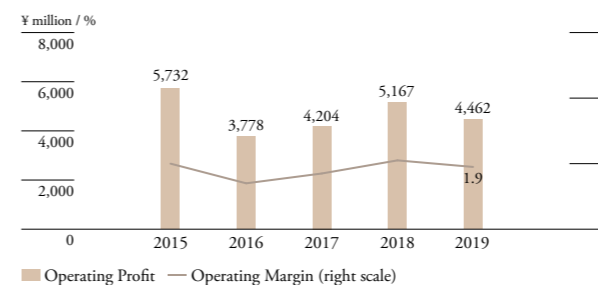
Financial Figures

Net Sales



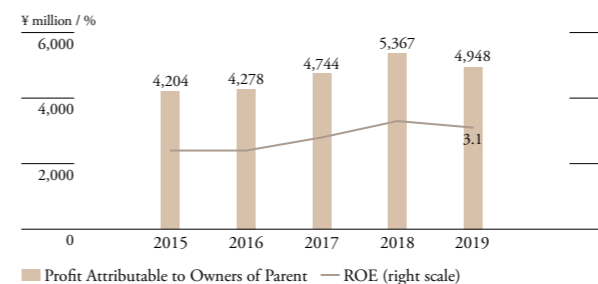
¥ 240,652 million
(-1.0% YoY)

Operating Profit and Operating Margin



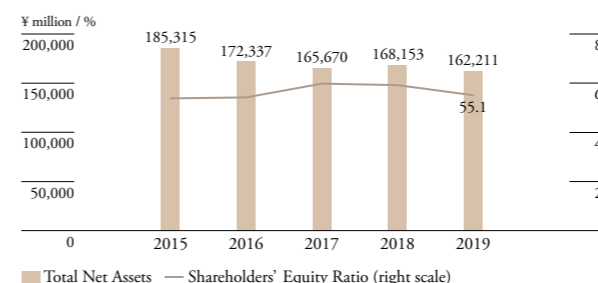
¥ 4,462 million
(-13.6% YoY)

Profit Attributable to Owners of Parent and ROE



¥ 4,948 million
(-7.8% YoY)

Total Net Assets and Shareholders' Equity Ratio



Cash Dividends per Share and Payout Ratio

