

Onward at a Glance

(Fiscal year ended February 28, 2018)

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, and others.

Founding

1927

Number of Employees

4,530 people

Number of Stores

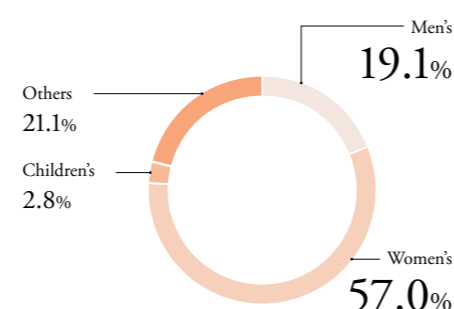
3,127 stores
in 25 countries and regions

Main CSR Activities

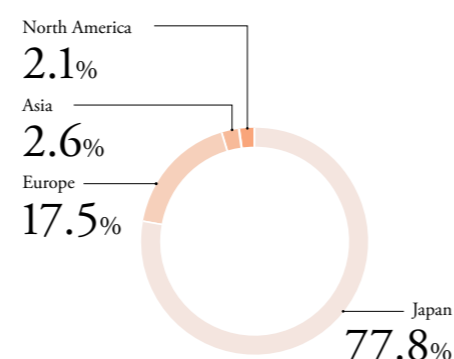
- ▶ Item collection for recycling and reuse via Onward Green Campaign
(See pages 41–42 for details)
- ▶ Factory auditing through the Onward-Approved Factory System
(See pages 38–39 for details)

Sales Breakdown

By Clothing Type in the Apparel Business

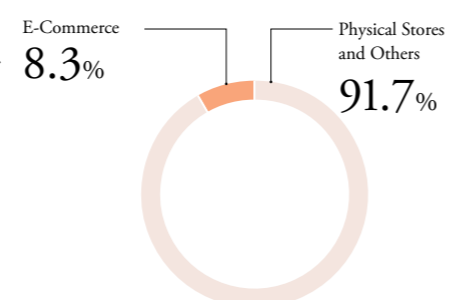


By Geographic Region



By Sales Channel

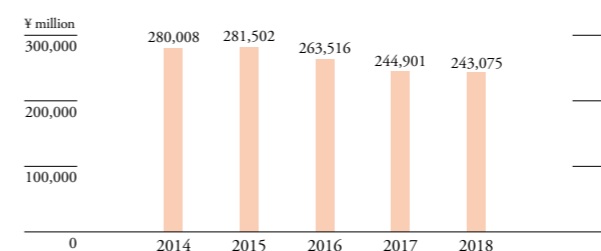
The ratio of sales conducted through directly operated online stores



Basis	Percentage
Groupwide basis	75%
Onward Kashiyama	85%

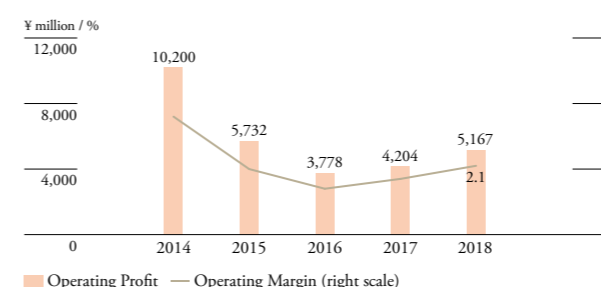
Financial Figures

Net Sales



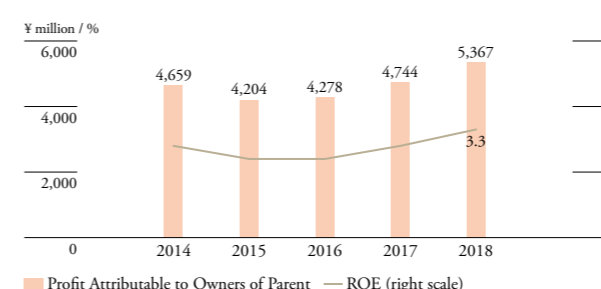
¥ 243,075 million
(−0.7% YoY)

Operating Profit and Operating Margin



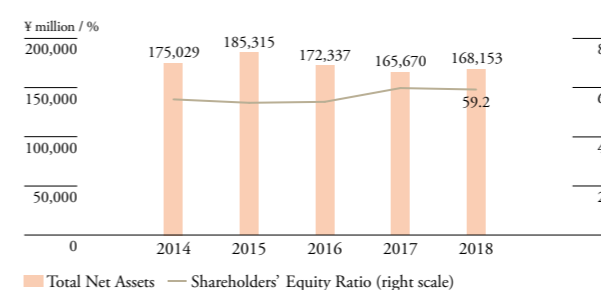
¥ 5,167 million
(+22.9% YoY)

Profit Attributable to Owners of Parent and ROE



¥ 5,367 million
(+13.1% YoY)

Total Net Assets and Shareholders' Equity Ratio



Cash Dividends per Share and Payout Ratio

