



August 4, 2022

To whom it may concern

Corporate name: ONWARD HOLDINGS CO., LTD.

Representative: Michinobu Yasumoto

President and CEO

(Securities code: 8016 Prime Market of
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 July 2022

Compared to the previous fiscal year

(Unit: %)

	FY2022							
	1Q			2Q	1H			
	March	April	May			June	July	August
Total								
Like-for-like stores	108.7	123.5	139.6	122.1	106.2	108.8		
All stores	102.0	117.3	135.5	115.8	102.0	105.4		
Store net sales								
Like-for-like stores	106.2	135.3	190.1	134.0	111.1	109.5		
All stores	96.5	122.3	174.4	121.5	103.3	102.8		
E-commerce net sales								
Like-for-like stores	114.1	105.8	95.4	104.6	99.0	107.9		
All stores	114.6	108.6	97.0	106.4	100.1	109.5		

(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 first half of the month under review, the number of customers visiting commercial facilities increased steadily due partly to rise in demand for summer items thanks to higher temperatures. However, the customer traffic declined in the second half against the backdrop of the spread of COVID-19. As a result, net sales at like-for-like stores (total) were 108.8% and those of all stores (total) were 105.4%, respectively, compared with the same month of the previous year.

In the apparel business segment, sales of mid-summer clothing such as blouses and dresses continued to trend favorably from the previous month, and those of high-priced business suits expanded. In addition, Onward Kashiwajima focused on sale at fixed prices, resulting in higher average sale per customer.

In the lifestyle business segment, Chacott, which develops the wellness business, grew sales of ballet goods and fitness wear products favorably, and Yamato, which conducts the gift catalogue business, continuously increased sales for wedding use, while Creative Yoko, which is engaged in the pet & home life business, boosted sales of pet-related products and comfort goods.

[Reference: Results for FY2021]

(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	112.3	116.1	98.1	109.8	107.6	111.3
	All stores	92.5	100.3	107.0	100.7	106.2	110.3	93.8	104.2	102.3	101.1
	Store net sales										
	Like-for-like stores	89.9	104.5	115.5	104.6	119.5	125.3	90.8	113.4	108.5	117.1
	All stores	83.1	97.2	105.7	96.5	107.9	113.1	83.8	102.8	99.2	98.3
	E-commerce net sales										
	Like-for-like stores	112.4	104.2	107.9	108.0	100.7	105.4	108.9	104.6	106.2	103.4
	All stores	114.0	107.8	109.7	110.2	103.2	106.5	111.5	106.6	108.3	106.2