

To whom it may concern

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[Delayed] Summary of Monthly Net Sales for September 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	109.1	122.0	111.1	116.9
All stores	102.0	117.3	135.5	115.8	102.0	105.6	119.6	107.7	112.1
Store net sales									
Like-for-like stores	106.2	135.3	190.1	134.0	111.1	109.5	134.7	115.6	125.6
All stores	96.5	122.3	174.4	121.5	103.3	102.8	126.6	108.3	115.6
E-commerce net sales									
Like-for-like stores	114.1	105.8	95.4	104.6	99.0	108.5	108.2	105.0	104.7
All stores	114.6	108.6	97.0	106.4	100.1	110.1	111.0	106.7	106.5

	3Q			4Q			2H	Full Year
	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.		
Total								
Like-for-like stores	124.2							
All stores	117.8							
Store net sales								
Like-for-like stores	133.9							
All stores	122.3							
E-commerce net sales								
Like-for-like stores	110.1							
All stores	110.2							

(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 month under review, net sales at like-for-like stores (total) were 124.2% and those of all stores (total) were 117.8%, respectively, compared with the same month of the previous year.

Despite the impact of typhoons in the middle of the month, which caused stores to close mainly in western Japan, the number of customers visiting physical stores increased significantly as a result of the absence of COVID-19 movement restrictions that implemented in the same month of the previous year. By item, sales were strong mainly for knitwear, blouses, and other tops, and sales of slip-on knitwear and light outerwear also grew in the second half of the month when temperatures dropped.

At Onward Kashiwazaki, sales at physical stores were strong, mainly due to a sharp increase in the use of the "Click & Try" OMO service, where any ONWARD brand item in its official fashion online shopping site, can be delivered to a physical store to be tried on and purchased.

Chacott, which develops the wellness business, grew sales centering on ballet goods, while Creative Yoko, which is engaged in the pet & home life business, expanded sales of pet-related products. Yamato, which conducts the gift catalogue business, continued to enjoy a sharp recovery in sales for wedding use.