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To whom it may concern

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Summary of Monthly Net Sales for May 2023

Compared to the previous fiscal year

(Unit: %)

	FY2023							
	1Q			2Q	1H			
	March	April	May			June	July	August
Total								
Existing stores	116.5	113.5	109.5	113.3				
All stores	111.5	109.8	106.1	109.3				
Store net sales								
Existing stores	121.7	118.4	111.4	117.4				
All stores	113.3	112.9	105.9	110.9				
E-commerce net sales								
Existing stores	105.8	103.6	106.0	105.2				
All stores	107.3	102.6	106.6	105.6				

(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 existing stores (total) were 109.5% and those of all stores (total) were 106.1%, respectively, compared with the same month of the previous year.

Both store and e-commerce net sales were strong during the month due to higher-than-normal temperatures nationwide and the continuous sharp increase in the number of customers using “Click & Try” OMO service, provided by Onward Kashiyama, from the same month of the previous year. By item, tops such as cardigans and blouses and dresses made of recycled materials and functional materials such as protecting skins from ultraviolet rays performed well.

In addition, store and e-commerce net sales expanded at Creative Yoko, which is engaged in the pet & home life business, mainly driven by clothing and sundries for pets with cool touch fabric function.

[Reference: Results for FY2022]

(Unit: %, YoY)

		FY2022								
		1Q			2Q			1H		
		March	April	May	June	July	August			
Total										
Existing 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										
Existing 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										
Existing 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	121.4	107.7	116.6	107.5	122.5	134.7	119.9	118.2	117.5
All stores		117.8	114.9	102.5	110.7	102.4	117.9	130.0	115.0	112.7	112.4
Store net sales											
Existing stores		133.9	124.2	107.1	119.6	109.3	134.2	143.3	125.2	122.2	123.7
All stores		122.3	114.5	99.2	110.2	101.9	124.0	134.6	116.6	113.1	114.3
E-commerce net sales											
Existing stores		110.2	116.0	108.7	111.5	104.3	107.5	124.7	112.3	111.9	108.2
All stores		110.3	115.8	109.0	111.6	103.6	109.1	124.0	112.4	112.0	109.3