



July 6, 2023

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

Managing Director in charge of Finance,

Accounting, Investor Relations

(TEL: +81-3-4512-1030)

### Summary of Monthly Net Sales for June 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 | 112.5 |        | 112.5 | 113.1 |  |
| All stores           | 111.5  | 109.8 | 106.1 | 109.3 | 110.0 |        | 110.0 | 109.4 |  |
| Store net sales      |        |       |       |       |       |        |       |       |  |
| Existing stores      | 121.7  | 118.4 | 111.4 | 117.4 | 112.9 |        | 112.9 | 116.4 |  |
| All stores           | 113.3  | 112.9 | 105.9 | 110.9 | 109.1 |        | 109.1 | 110.5 |  |
| E-commerce net sales |        |       |       |       |       |        |       |       |  |
| Existing stores      | 105.8  | 103.6 | 106.0 | 105.2 | 111.6 |        | 111.6 | 106.7 |  |
| All stores           | 107.3  | 102.6 | 106.6 | 105.6 | 111.7 |        | 111.7 | 107.0 |  |

(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 112.5% and those of all stores (total) were 110.0%, respectively, compared with the same month of the previous year.

Both store and e-commerce net sales expanded due to steady growth in the number of customers visiting physical and online stores, reflecting higher-than-normal temperatures nationwide and the continuous sharp increase in the number of customers using “Click & Try” OMO service, provided by Onward Kashiyama, compared to the same month of the previous year. By item, mid-summer clothing including tops made of functional materials such as protecting skins from ultraviolet rays and cool touch fabric performed well.

In addition, at Creative Yoko, new store sales continued to trend favorably to drive sales growth.

**[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 |