



September 6, 2023

To whom it may concern

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Summary of Monthly Net Sales for August 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	112.7	113.0	112.7	113.0
All stores	111.5	109.8	106.1	109.3	110.0	109.0	108.5	109.2	109.2
Store net sales									
Existing stores	121.7	118.4	111.4	117.4	112.9	119.4	117.0	116.3	116.9
All stores	113.3	112.9	105.9	110.9	109.1	114.3	110.3	111.3	111.0
E-commerce net sales									
Existing stores	105.8	103.6	105.9	105.2	111.7	102.2	107.1	106.8	105.9
All stores	107.3	102.6	106.6	105.6	111.7	99.9	105.3	105.4	105.5

(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 month under review, net sales at existing stores (total) were 113.0% and those of all stores (total) were 108.5%, respectively, compared with the same month of the previous year.

Net sales at existing stores expanded significantly owing to substantially higher-than-normal temperatures and an increased demand for outing, such as summer vacations, as well as the continuous sharp increase in the number of customers using “Click & Try” OMO service, provided by Onward Kashiyama.

By item, mid-summer clothing such as shirts, blouses and dresses moved well, while autumn items showed a smooth start.

At Creative Yoko, which is engaged in the pet & home life business, sales continued to trend favorably centering on items for pets with cool touch function. Chacott, which conducts the wellness business, grew sales driven by increased demand for ballet-related goods, reflecting the resumption of ballet events, and the expansion of the cosmetics business.

[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