



June 6, 2024

To whom it may concern

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Summary of Monthly Net Sales for May 2024

Compared to the previous fiscal year

(Unit: %)

| | FY2024 | | | | | | | | |
|----------------------|--------|-------|-------|-------|------|------|------|----|-------|
| | 1Q | | | | 2Q | | | 1H | |
| | Mar. | Apr. | May | | Jun. | Jul. | Aug. | | |
| Total | | | | | | | | | |
| Existing stores | 102.7 | 107.4 | 102.7 | 104.1 | | | | | 104.1 |
| All stores | 103.7 | 108.6 | 104.5 | 105.5 | | | | | 105.5 |
| Store net sales | | | | | | | | | |
| Existing stores | 101.9 | 104.4 | 102.7 | 102.9 | | | | | 102.9 |
| All stores | 103.6 | 106.1 | 105.1 | 104.9 | | | | | 104.9 |
| E-commerce net sales | | | | | | | | | |
| Existing stores | 104.7 | 114.5 | 102.7 | 106.8 | | | | | 106.8 |
| All stores | 104.1 | 115.0 | 103.0 | 107.1 | | | | | 107.1 |

(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 8 consolidated subsidiaries (ONWARD KASHIYAMA CO., LTD., ISLAND CO., LTD., ONWARD PERSONAL STYLE CO., LTD., TIACLASSE CO., LTD., YAMATO CO., LTD., CHACOTT 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 102.7% and those of all stores (total) were 104.5%, respectively, compared with the same month of the previous year.

As temperatures remained above normal mainly in the Tokyo metropolitan area, sales of summer items such as knitwear and other short-sleeved tops and loose-fitting pants with an elastic or drawcord waist were strong. Onward Kashiwama's "Click & Try" OMO service continued to see a significant increase in the number of users, contributing to sales growth.

At Onward Personal Style, sales of made-to-order suits under the KASHIYAMA brand expanded significantly thanks to ongoing sales promotion measures.

[Reference: Results for FY2023]

Compared to the previous fiscal year

(Unit: %)

| | | FY2023 | | | | | | | | |
|----------------------|--|--------|-------|-------|-------|-------|-------|-------|-------|-------|
| | | 1Q | | | | 2Q | | | 1H | |
| | | Mar. | Apr. | May | | Jun. | Jul. | Aug. | | |
| Total | | | | | | | | | | |
| Existing stores | | 116.2 | 113.4 | 109.3 | 113.1 | 112.1 | 112.4 | 113.0 | 112.5 | 112.8 |
| All stores | | 111.5 | 109.8 | 106.1 | 109.3 | 110.0 | 109.0 | 108.5 | 109.2 | 109.3 |
| Store net sales | | | | | | | | | | |
| Existing stores | | 121.3 | 118.2 | 111.1 | 117.1 | 112.4 | 119.0 | 117.0 | 115.9 | 116.6 |
| All stores | | 113.3 | 112.9 | 105.9 | 110.9 | 109.1 | 114.3 | 110.4 | 111.3 | 111.0 |
| E-commerce net sales | | | | | | | | | | |
| Existing stores | | 105.8 | 103.7 | 105.9 | 105.2 | 111.7 | 102.2 | 107.2 | 106.8 | 106.0 |
| All stores | | 107.3 | 102.7 | 106.6 | 105.6 | 111.7 | 100.0 | 105.3 | 105.4 | 105.5 |

| | | FY2023 | | | | | | | | | |
|----------------------|--|--------|-------|-------|-------|-------|-------|-------|-------|-----------|-------|
| | | 3Q | | | | 4Q | | | 2H | Full Year | |
| | | Sep. | Oct. | Nov. | | Dec. | Jan. | Feb. | | | |
| Total | | | | | | | | | | | |
| Existing stores | | 102.5 | 104.4 | 111.5 | 106.5 | 109.4 | 105.5 | 117.1 | 110.1 | 108.3 | 110.4 |
| All stores | | 99.4 | 101.8 | 107.1 | 103.1 | 105.0 | 99.6 | 113.3 | 105.3 | 104.1 | 106.5 |
| Store net sales | | | | | | | | | | | |
| Existing stores | | 104.9 | 103.3 | 112.5 | 107.0 | 106.8 | 104.8 | 114.4 | 108.1 | 107.5 | 111.6 |
| All stores | | 100.6 | 100.3 | 107.3 | 102.8 | 102.9 | 98.9 | 111.2 | 103.6 | 103.2 | 106.8 |
| E-commerce net sales | | | | | | | | | | | |
| Existing stores | | 97.9 | 106.9 | 109.6 | 105.6 | 115.1 | 106.6 | 121.2 | 113.8 | 109.7 | 108.0 |
| All stores | | 96.8 | 105.6 | 106.6 | 103.7 | 109.8 | 101.0 | 116.9 | 108.7 | 106.2 | 105.9 |