

ONWARD

FY02/25 (FY2024) Q1

Results Presentation Material



July 4, 2024

ONWARD HOLDINGS CO., LTD.

The Onward Group's Mission Statement

Enriching and Adding Color to People's Lives while Caring for the Planet

Keep moving forward as a “lifestyle and culture creation company” that contributes to creating lifestyles with richness and colors in harmony with the planet through “customer-centric management leveraging employees’ diverse strengths”



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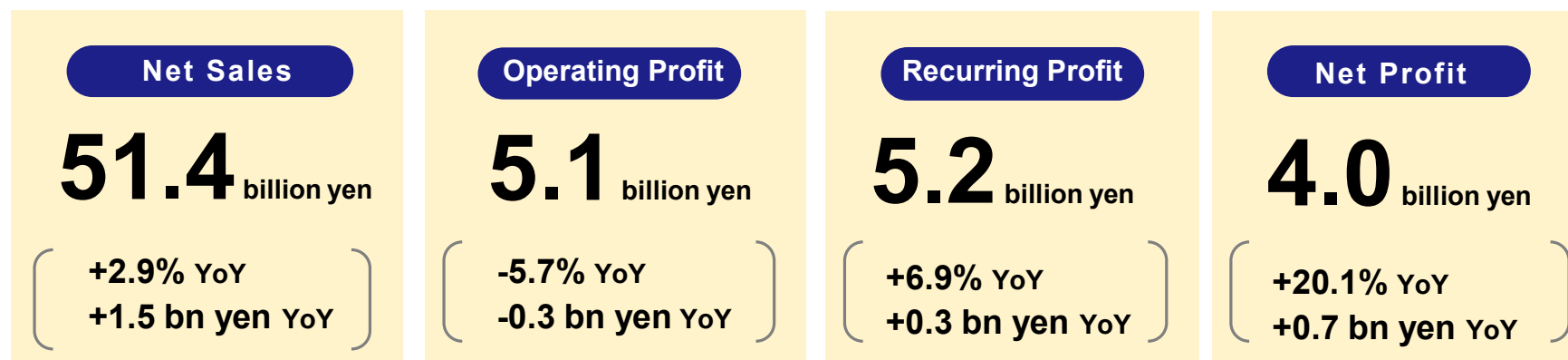
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01

Consolidated Financial Results and Performance Forecasts Highlights

FY2024 Q1 : Consolidated Financial Results Highlights



- Net sales for Q1 were up 2.9% YoY due to strong sales of newly planned products in response to climate change and continued growth in the use of the "Click & Try" OMO service.
- In particular, new brands businesses UNFILO, KASHIYAMA, and Chacott COSMETICS posted significant sales growth, with net sales up 74.2%, 37.4%, and 17.6%, respectively. Key brands businesses also continued to perform well, with net sales of Nijyusanku rising 2.6% and J.PRESS up 6.4%, and PET PARADISE up 10.3%.
- The gross profit margin for Q1 declined by 1.4 pp, reflecting the planned optimization of merchandise inventory levels. The SG&A ratio improved by 0.4 pp, as the streamlining of store operations through the expansion of multi-brand stores offset higher personnel costs accompanying wage hikes and increased promotion and advertising expenses.
- Operating profit for Q1 declined 5.7%, due in part to the temporary impact of the change in accounting standards of Yamato and the struggles of the European business' centered on the wholesale business. Despite this, recurring profit rose 6.9% and net profit climbed a substantial 20.1%, thanks mainly to the strong performance of equity-method affiliates.

FY2024 1H / Full-Year : Performance Forecasts Highlights



	Net Sales	Operating Profit	Recurring Profit	Net Profit
First Half	94.9 billion yen (+5.0% YoY +4.5 bn yen YoY)	5.5 billion yen (+9.5% YoY +0.5 bn yen YoY)	5.5 billion yen (+24.7% YoY +1.1 bn yen YoY)	4.1 billion yen (+41.5% YoY +1.2 bn yen YoY)
Full Year	200.0 billion yen (+5.5% YoY +10.4 bn yen YoY)	12.5 billion yen (+11.0% YoY +1.2 bn yen YoY)	12.2 billion yen (+20.5% YoY +2.1 bn yen YoY)	8.3 billion yen (+24.8% YoY +1.6 bn yen YoY)

- For Q2, we forecast a YoY increase in net sales and a return to profitability at all levels of profit, mainly due to a flexible product strategy that responds to climate change and the continuation of a customer-oriented sales strategy leveraging OMO services. For 1H cumulative, we forecast a 5.0% increase in net sales and a 9.5% increase in operating profit. (The initial forecast remains unchanged.) We forecast recurring profit and net profit to increase significantly, by 24.7% and 41.5%, respectively. (Initial forecasts were revised up.)
- For the full year, combining the upwardly revised 1H forecast with the initial 2H forecast, we expect a 5.5% increase in net sales, an 11.0% rise in operating profit, a 20.5% growth in recurring profit, and a significant 24.8% increase in net profit.



02

**FY2024 Q1 Consolidated
Financial Results**

FY2024 Q1 : Consolidated Financial Results

- Net sales increased to 51.4 billion yen, up 2.9% (+1.5 billion yen) YoY.
- Operating profit decreased to 5.1 billion, down 5.7% (-0.3 billion yen) YoY.
- Net profit increased to 4.0 billion yen, up 20.1% (+0.7 billion yen) YoY.
- EBITDA decreased to 6.2 billion yen, down 4.6% (-0.3 billion yen) YoY.

(Million yen)		Q1 Results			
		FY2024	FY2023	Change	% of Change
1	Net Sales	51,376	49,907	+1,469	+2.9%
2	Gross Profit	29,144	28,979	+165	+0.6%
	(% of Net Sales)	(56.7%)	(58.1%)		(- 1.4%pt)
3	SG&A Expenses	24,070	23,599	+471	+2.0%
	(% of Net Sales)	(46.9%)	(47.3%)		(- 0.4%pt)
4	Operating Profit	5,074	5,380	- 306	- 5.7%
	(% of Net Sales)	(9.9%)	(10.8%)		(- 0.9%pt)
5	Recurring Profit	5,195	4,861	+334	+6.9%
	(% of Net Sales)	(10.1%)	(9.7%)		(+0.4%pt)
6	Net Profit	4,019	3,348	+671	+20.1%
	(% of Net Sales)	(7.8%)	(6.7%)		(+1.1%pt)
7	EBITDA[※]	6,247	6,545	- 298	- 4.6%
	(% of Net Sales)	(12.2%)	(13.1%)		(- 0.9%pt)

*Note: EBITDA = operating profit + depreciation and amortization.

FY2024 Q1 : Results by Company

(Million yen)			Q1 Results			
			FY2024	FY2023	Change	% of Change
1	Onward Kashiya+HD	Net Sales	30,523	29,174	+1,349	+4.6%
		Operating Profit	3,387	3,696	- 309	- 8.4%
2	Onward	Net Sales	5,201	4,984	+217	+4.4%
		Corporate Design	Operating Profit	710	744	- 34
3	Island	Net Sales	1,432	1,521	- 89	- 5.9%
		Operating Profit	47	17	+30	+176.5%
4	Chacott	Net Sales	2,607	2,440	+167	+6.8%
		Operating Profit	290	279	+11	+3.9%
5	Creative Yoko	Net Sales	1,564	1,473	+91	+6.2%
		Operating Profit	172	121	+51	+42.1%
6	Yamato	Net Sales	5,356	5,628	- 272	- 4.8%
		Operating Profit	554	698	- 144	- 20.6%
7	Domestic Subtotal	Net Sales	19,433	18,925	+508	+2.7%
		Operating Profit	2,173	2,164	+9	+0.4%
8	Europe	Net Sales	2,638	2,615	+23	+0.9%
		Operating Profit	- 313	- 164	- 149	↘
9	America	Net Sales	535	441	+94	+21.3%
		Operating Profit	- 62	- 92	+30	↗
10	Asia	Net Sales	1,622	1,440	+182	+12.6%
		Operating Profit	11	5	+6	+120.0%
11	Overseas Subtotal	Net Sales	4,795	4,496	+299	+6.7%
		Operating Profit	- 364	- 251	- 113	↘
12	Consolidated Total	Net Sales	51,376	49,907	+1,469	+2.9%
		Operating Profit	5,074	5,380	- 306	- 5.7%

Note: The group breakdown is calculated using simple sums. Consolidated totals are after eliminating intergroup transactions.

Onward Corporate Design's previous year figures include Onward Creative Center's results in addition to Onward Trading results.

FY2024 Q1 : Net Sales by Channel

- Net sales at physical stores total (department stores, shopping centers and other) increased by 3.6% YoY.
- E-commerce net sales increased by 5.2% YoY. The e-commerce ratio and the directly managed e-commerce ratio remained at a high level at 28.0% and 85.3%, respectively.

(Million yen)	(1) Onward Kashiyama				(2) Seven Domestic Subsidiaries Using E-Commerce*				Total ((1) + (2))			
	FY2024	FY2023	Change	% of Change	FY2024	FY2023	Change	% of Change	FY2024	FY2023	Change	% of Change
1	Department Stores (Composition Ratio)	11,915 (39.0%)	12,009 (41.2%)	-94 (- 0.8%) (- 2.1%pt)	2,801 (20.8%)	2,504 (19.2%)	+297 (+11.9%) (+1.7%pt)	14,716 (33.5%)	14,513 (34.4%)	+203 (+1.4%) (- 0.9%pt)		
2	Shopping Centers and Other (Composition Ratio)	10,393 (34.0%)	9,642 (33.0%)	+751 (+7.8%) (+1.0%pt)	6,519 (48.5%)	6,364 (48.7%)	+155 (+2.4%) (- 0.2%pt)	16,912 (38.5%)	16,006 (37.9%)	+906 (+5.7%) (+0.6%pt)		
3	Physical Stores Total (Composition Ratio)	22,308 (73.1%)	21,651 (74.2%)	+657 (+3.0%) (- 1.1%pt)	9,320 (69.4%)	8,868 (67.9%)	+452 (+5.1%) (+1.5%pt)	31,628 (72.0%)	30,519 (72.3%)	+1,109 (+3.6%) (- 0.3%pt)		
4	Directly Managed E-Commerce (Composition Ratio)	7,019 (23.0%)	6,525 (22.4%)	+494 (+7.6%) (+0.6%pt)	3,501 (26.1%)	3,581 (27.4%)	-80 (-2.2%) (- 1.4%pt)	10,520 (23.9%)	10,106 (23.9%)	+414 (+4.1%) (+0.0%pt)		
5	Directly Managed E-Commerce Ratio	85.4%	86.7%	-1.3%	85.1%	85.4%	-0.3%	85.3%	86.3%	-0.9%		
6	Other E-Commerce Platforms (Composition Ratio)	1,196 (3.9%)	998 (3.4%)	+198 (+19.8%) (+0.5%pt)	614 (4.6%)	611 (4.7%)	+3 (+0.5%) (- 0.1%pt)	1,810 (4.1%)	1,609 (3.8%)	+201 (+12.5%) (+0.3%pt)		
7	E-Commerce Total (Composition Ratio)	8,215 (26.9%)	7,523 (25.8%)	+692 (+9.2%) (+1.1%pt)	4,115 (30.6%)	4,192 (32.1%)	-77 (-1.8%) (- 1.5%pt)	12,330 (28.0%)	11,715 (27.7%)	+615 (+5.2%) (+0.3%pt)		
8	Total Sales (Composition Ratio)	30,523 (100.0%)	29,174 (100.0%)	+1,349 (+4.6%)	13,435 (100.0%)	13,060 (100.0%)	+375 (+2.9%)	43,958 (100.0%)	42,234 (100.0%)	+1,724 (+4.1%)		

*Note: Total of seven domestic subsidiaries using e-commerce
(Island, Tiaclass, Onward Personal Style, Chacott, Creative Yoko, Yamato, KOKOBUY)



03

FY2024 First Half and Full Year Consolidated Performance Forecasts

FY2024 1H / Full-Year : Consolidated Performance Forecast ONWARD

- 1H net sales and operating profit forecasts remain unchanged from the initial forecasts, while the recurring profit and net profit forecasts have been revised up, reflecting improved performance of equity-method affiliates.
- Recurring profit is expected to increase 24.7% (+1.1 billion yen) to 5.5 billion yen, up 0.2 billion yen from the initial forecast. Net profit is expected to increase 41.5% (+1.2 billion yen) to 4.1 billion yen, up 0.25 billion yen from the initial forecast.
- The full-year forecast is the sum of the upwardly revised 1H forecast and the 2H forecast set at the beginning of the fiscal year.

(Million yen)	First Half				Full-Year				
	FY2024	FY2023	Change	% of Change	FY2024	FY2023	Change	% of Change	
1	Net Sales	94,900	90,411	+4,489	+5.0%	200,000	189,629	+10,371	+5.5%
2	Gross Profit	52,950	51,152	+1,798	+3.5%	111,150	105,782	+5,368	+5.1%
	(% of Net Sales)	(55.8%)	(56.6%)		(- 0.8%pt)	(55.6%)	(55.8%)		(- 0.2%pt)
3	SG&A Expenses	47,450	46,130	+1,320	+2.9%	98,650	94,522	+4,128	+4.4%
	(% of Net Sales)	(50.0%)	(51.0%)		(- 1.0%pt)	(49.3%)	(49.8%)		(- 0.5%pt)
4	Operating Profit	5,500	5,022	+478	+9.5%	12,500	11,260	+1,240	+11.0%
	(% of Net Sales)	(5.8%)	(5.6%)		(+0.2%pt)	(6.3%)	(5.9%)		(+0.4%pt)
5	Recurring Profit	5,500	4,412	+1,088	+24.7%	12,200	10,126	+2,074	+20.5%
	(% of Net Sales)	(5.8%)	(4.9%)		(+0.9%pt)	(6.1%)	(5.3%)		(+0.8%pt)
6	Net Profit	4,050	2,862	+1,188	+41.5%	8,250	6,611	+1,639	+24.8%
	(% of Net Sales)	(4.3%)	(3.2%)		(+1.1%pt)	(4.1%)	(3.5%)		(+0.6%pt)
7	EBITDA*	8,000	7,390	+610	+8.3%	17,700	16,052	+1,648	+10.3%
	(% of Net Sales)	(8.4%)	(8.2%)		(+0.2%pt)	(8.9%)	(8.5%)		(+0.4%pt)

*Note: EBITDA = operating profit + depreciation and amortization.

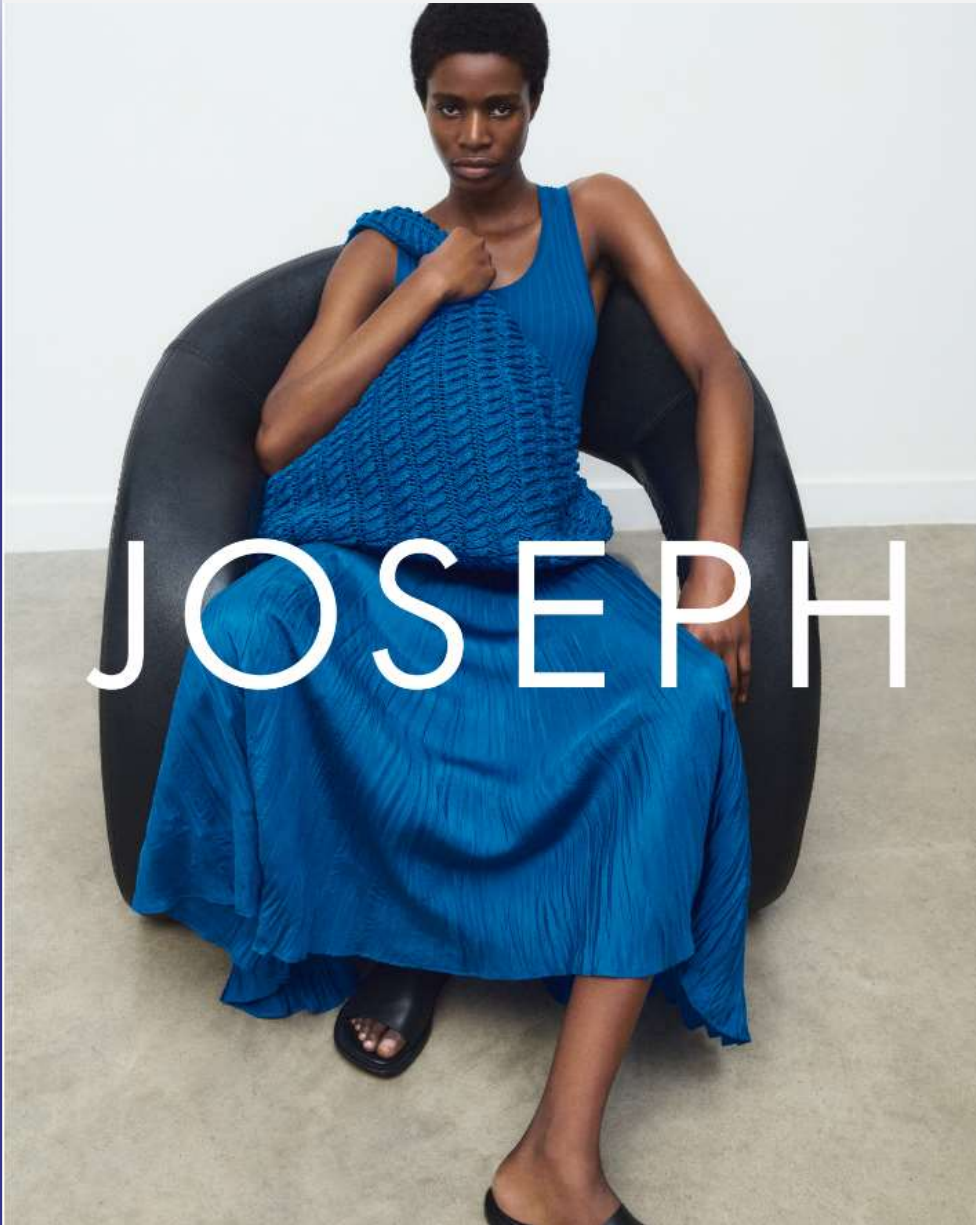
FY2024 1H / Full-Year : Performance Forecast by Segment



- In the domestic business, 1H net sales are forecast to increase 5.4% YoY (+4.6 billion yen), and operating profit is forecast to increase 6.9% (+0.4 billion yen). For the full year, net sales are forecast to increase 5.7% YoY (+10.3 billion yen), and operating profit is expected to increase 9.5% YoY (+1.3 billion yen).
- In the overseas business, 1H net sales are forecast to increase 12.8% YoY (+1.2 billion yen), and operating profit / loss is expected to improve by 0.6 billion yen. For the full year, net sales are forecast to increase 10.2% YoY (+2.0 billion yen) and operating profit / loss to improve by 0.5 billion yen YoY, returning to positive territory.

(Million yen)		First Half				Full-Year			
		FY2024	FY2023	Change	% of Change	FY2024	FY2023	Change	% of Change
1	Domestic Total								
	Net Sales	90,934	86,311	+4,623	+5.4%	190,332	180,058	+10,274	+5.7%
	Operating Profit	6,402	5,990	+412	+6.9%	14,410	13,159	+1,251	+9.5%
2	Overseas Total								
	Net Sales	10,158	9,002	+1,156	+12.8%	21,966	19,927	+2,039	+10.2%
	Operating Profit	- 78	- 640	+562	↗	321	- 211	+532	↗
3	Consolidated Total								
	Net Sales	94,900	90,411	+4,489	+5.0%	200,000	189,629	+10,371	+5.5%
	Operating Profit	5,500	5,022	+478	+9.5%	12,500	11,260	+1,240	+11.0%

Note: The group breakdown is calculated using simple sums. Consolidated totals are after eliminating intergroup transactions.



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TOPICS

Brand Businesses

UNFILO 【Onward Kashiya】

In addition to product lines using standard materials, newly developed products drove sales.



Q1 Net Sales
(YoY) + **74.2%**

Nijyusanku 【Onward Kashiya】

Highly trendy items are enjoying strong demand.



Q1 Net Sales
(YoY) + **2.6%**

KASHIYAMA 【Onward Personal Style】

Ongoing promotional measures through digital advertising have led to an increase in new customers, including the younger demographic and women.



Q1 Net Sales
(YoY) + **37.4%**

J.PRESS 【Onward Kashiya】

Both physical and online stores performed well due to strengthened introduction of key products.



Q1 Net Sales
(YoY) + **6.4%**

Chacott COSMETICS 【Chacott】

The Cool Series seasonal line is selling well.



Q1 Net Sales
(YoY) + **17.6%**

PET PARADISE 【Creative Yoko】

Pet carts and other newly developed products are seeing good turnover. Sales to inbound visitors were also strong.



Q1 Net Sales
(YoY) + **10.3%**

OMO Service “Click & Try”

- The number of stores offering the "Click & Try" service increased by 44 stores from the end of the same period of the previous fiscal year to 404 stores, and the adoption rate increased to 60%.
- The number of reservations increased by 2.2x YoY to 82,000.
- The net sales growth rate (YoY) at existing stores that introduced the service was 17%pt higher than that at the stores not offering the service.

Changes in the number of stores that offered and the number of reservations

	FY2024 Q1	FY2023 Q1	Change
Number of Stores	404	360	+44
Adoption rate	60%	51%	+9%pt
Number of reservations (in thousands)	82	37	+45

Comparison of net sales between stores that offered and have not offered (Q1 YoY)

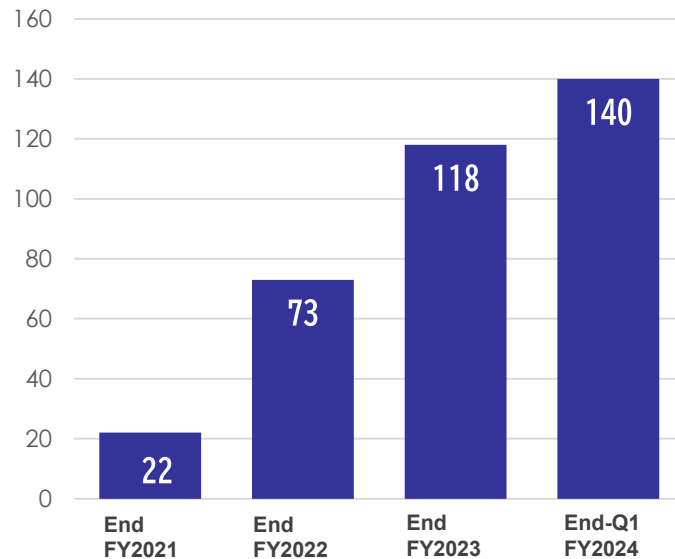
	FY2024/FY2023 Q1	FY2024/FY2022 Q1	FY2024/FY2021 Q1
Stores that introduced the service	112%	146%	202%
Stores that have not introduced the service	95%	115%	165%
Difference	+17%pt	+31%pt	+37%pt

“ONWARD CROSSET / SELECT (OCS)”



- Implemented the "Click & Try" OMO service, offering an assortment of Onward Kashiyama's multiple brands across their boundaries.
- The YoY growth of Q1 sales at OCS stores was 13%pt higher than that of existing stores excluding OCS stores.
- 140 OCS stores nationwide were opened within 3 years from 2021 (at Q1 FY2024).

Number of OCS stores



OCS sales YoY comparison

	Q1 FY2024
ONWARD CROSSET / SELECT (OCS)	114%
Stores excluding OCS	101%
Difference	+13%pt



Parc Avenue Kawatoku, which opened on March 20, 2024, surpassed 0.1 billion yen in sales within one month of its opening.

steppi Knit Shoes Brand



New Multifunctional Knit Shoes for Medical Professionals

(Onward Kashiyama, May 2024)

About two years have passed since the release of the knit shoe steppi, which won the Good Design Award for 2022.

We have developed “steppi medical” for medical professionals in collaboration with orthopedic surgeons. Augmenting the original features of lightweight, fatigue-resistant, water-repellent (repels dirt), breathable, and machine washable, these are knit shoes that can be put on and taken off without using one's hands. They also feature a strong-grip sole that does not slip even on wet floors.



<https://steppi.jp/steppimedical/>

Creation of New Uniforms for FANCL and Upcycling of Previous Model Uniforms "Supporting the Creation of Stores that People Want to Visit"

(Onward Corporate Design, May 2024)

We have produced new uniforms that are worn by staff at all directly-managed FANCL stores starting from May 2024. Furthermore, some of the previous model uniforms that are no longer in use will be collected and upcycled into store fixtures. We also produce gifts for in-store campaigns to support FANCL's goal of creating stores that people want to visit.



<https://onward-cd.co.jp/news/1266/>

steppi

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05

Appendix

FY2024 1H / Full-Year : Performance Forecast by Company



(Million yen)			First Half				Full-Year			
			FY2024	FY2023	Change	% of Change	FY2024	FY2023	Change	% of Change
1	Onward Kashiya+HD	Net Sales	54,144	51,566	+2,578	+5.0%	114,966	109,491	+5,475	+5.0%
		Operating Profit	3,412	3,210	+202	+6.3%	8,741	8,189	+552	+6.7%
2	Onward	Net Sales	8,634	8,209	+425	+5.2%	18,346	17,188	+1,158	+6.7%
		Operating Profit	858	825	+33	+4.0%	1,593	1,485	+108	+7.3%
3	Island	Net Sales	2,922	2,844	+78	-2.7%	6,002	5,716	+286	+5.0%
		Operating Profit	57	-23	+80	↗	99	-83	+182	↗
4	Chacott	Net Sales	5,460	5,059	+401	+7.9%	10,500	9,613	+887	+9.2%
		Operating Profit	591	565	+26	+4.6%	719	649	+70	+10.8%
5	Creative Yoko	Net Sales	3,201	2,969	+232	+7.8%	6,902	6,486	+416	+6.4%
		Operating Profit	283	235	+48	+20.4%	706	660	+46	+7.0%
6	Yamato	Net Sales	11,429	10,592	+837	+7.9%	22,583	21,037	+1,546	+7.3%
		Operating Profit	843	999	-156	-15.6%	1,756	1,728	+28	+1.6%
7	Domestic Subtotal	Net Sales	36,790	34,745	+2,045	+5.9%	75,366	70,567	+4,799	+6.8%
		Operating Profit	2,990	2,780	+210	+7.6%	5,669	4,970	+699	+14.1%
8	Europe	Net Sales	5,632	4,832	+800	+16.6%	12,499	11,355	+1,144	+10.1%
		Operating Profit	4	-449	+453	↗	366	156	+210	+134.6%
9	America	Net Sales	1,179	936	+243	+26.0%	2,330	1,890	+440	+23.3%
		Operating Profit	-126	-231	+105	↗	-145	-414	+269	↗
10	Asia	Net Sales	3,347	3,234	+113	+3.5%	7,137	6,682	+455	+6.8%
		Operating Profit	44	40	+4	+10.0%	100	47	+53	+112.8%
11	Overseas Subtotal	Net Sales	10,158	9,002	+1,156	+12.8%	21,966	19,927	+2,039	+10.2%
		Operating Profit	-78	-640	+562	↗	321	-211	+532	↗
12	Consolidated Total	Net Sales	94,900	90,411	+4,489	+5.0%	200,000	189,629	+10,371	+5.5%
		Operating Profit	5,500	5,022	+478	+9.5%	12,500	11,260	+1,240	+11.0%

Note: The group breakdown is calculated using simple sums. Consolidated totals are after eliminating intergroup transactions.

Onward Corporate Design's previous year figures include Onward Creative Center's results in addition to Onward Trading results.

FY2024 Q1 : SG&A Expenses / Items that Affect Net Profit ONWARD

(Million yen)		FY2024 Q1	FY2023 Q1	YoY (% of Change)
1	Personnel	8,775	8,637	+1.6%
	(% of Net Sales)	(17.1%)	(17.3%)	(-0.2%pt)
2	Rent	6,998	6,881	+1.7%
	(% of Net Sales)	(13.6%)	(13.8%)	(-0.2%pt)
3	Transportation	1,618	1,622	- 0.2%
	(% of Net Sales)	(3.1%)	(3.2%)	(-0.1%pt)
4	Promotion and Advertising	1,667	1,482	+12.5%
	(% of Net Sales)	(3.2%)	(3.0%)	(+0.3%pt)
5	Depreciation	779	770	+1.2%
	(% of Net Sales)	(1.5%)	(1.5%)	(-0.0%pt)
6	Other	4,233	4,208	+0.6%
	(% of Net Sales)	(8.2%)	(8.4%)	(-0.2%pt)
7	Total SG&A Expenses	24,070	23,599	+2.0%
	(% of Net Sales)	(46.9%)	(47.3%)	(-0.4%pt)

【Items that Affect Net Profit】

- Non-operating income of 0.3 billion yen due to share of profit of entities accounted for using equity method, foreign exchange gains, etc.
- Non-operating expenses of 0.2 billion yen due to interest expenses, etc.
- Extraordinary loss of 1.5 billion yen due to loss on liquidation of subsidiaries and associates.
- The income tax ratio decreased because taxable income is expected to increase in the future due to better performance and deferred tax assets were recorded.
- As a result, net profit was 4.0 billion yen.

(Million yen)

	FY2024 Q1	FY2023 Q1	YoY (% of Change)
8 Operating Profit	5,074	5,380	- 5.7%
9 Non-Operating Profit	302	120	151.7%
10 Interest income	66	35	88.6%
11 Foreign exchange gains	71	-	-
12 Share of profit of entities accounted for using equity	131	-	-
13 Other	34	85	-60.0%
14 Non-Operating Loss	181	639	-71.7%
15 Interest expenses	83	176	-52.8%
16 Foreign exchange loss	-	352	-
17 Share of loss of entities accounted for using equity method	-	2	-
18 Other	98	109	-10.1%
19 Total Non-Operating Profit/Loss	121	-519	-
20 Recurring Profit	5,195	4,861	+6.9%
21 Extraordinary Profit	944	-	-
22 Gain on sales of non-current assets	944	-	-
23 Extraordinary Loss	1,482	152	875.0%
24 Impairment loss	31	152	-79.6%
25 Loss on liquidation of subsidiaries and associates	1,445	-	-
26 Other	6	-	-
27 Extraordinary Profit/Loss	-538	-152	-
28 Profit Before Income Taxes	4,657	4,709	- 1.1%
29 Income Taxes - Current	576	1,278	- 54.9%
30 Profit (loss) attributable to non-controlling interests	62	83	- 25.3%
31 Net Profit	4,019	3,348	+20.0%

FY2024 Q1 : Consolidated Balance Sheet

(Billion yen)	End-FY2024 Q1	End-FY2023	Change
1 Total Assets	172.8	171.3	+1.5
2 Current Assets	72.3	73.4	-1.1
3 Cash and Deposits	13.3	14.1	-0.8
4 Accounts Receivable-trade	16.2	15.9	+0.3
5 Inventory	38.0	38.9	-0.9
6 Non-current Assets	100.6	97.9	+2.7
7 Property, Plant and Equipment	50.4	50.4	+0
8 Intangible Assets	9.3	8.8	+0.5
9 Investments and Other Assets	40.8	38.6	+2.2
10 Total Liabilities	90.4	86.3	+4.1
11 Accounts Payable-trade	20.7	22.6	-1.9
12 Borrowings	44.1	37.6	+6.5
13 Other	25.6	26.1	-0.5
14 Total Net Assets	82.4	84.9	-2.5
15 Shareholder's Equity Ratio	47.7%	46.6%	+1.1%
16 Current Ratio	117.1%	117.7%	-0.6%

■ Inventory

Decreased by 0.9 billion yen (-2.5%) from the end of the previous fiscal year due to the planned optimization of inventory levels

■ Intangible Assets

Increase in software due to system investment

■ Borrowings

Increase due to new borrowings

■ Shareholder's Equity Ratio

Shareholder's Equity Ratio 47.7%
1.1 pp increase from the end of the previous fiscal year

■ Current ratio

Current Ratio 117.1%
Maintained above 100%, the benchmark level for safety

FY2024 Q1 : Cash Flows, Capital Expenditures, Depreciation and Amortization

Cash Flows

- Cash flows provided by operating activities amounted to 1.4 billion yen mainly due to a profit before income taxes and an increase in inventories.
- Net cash used in investing activities amounted to 0.3 billion yen, mainly due to the purchase of property, plant, and equipment.
- Cash flows provided by financing activities came to 0.2 billion yen mainly due to an increase in borrowings and the payment of dividends.

Capital Expenditures

- Capital expenditures were 1.8 billion yen, up 0.8 billion yen YoY.
- Carefully select investments such as those related to DX and OMO to make efficient investments.

(Million yen)

FY2024 Q1	FY203 Q1	Change	% of Change
1,848	1,075	+773	+71.9%

Depreciation and Amortization

- Depreciation and Amortization were 1.0 billion yen, the same level as the previous year.

(Million yen)

FY2024 Q1	FY203 Q1	Change	% of Change
964	966	- 2	- 0.0%

FY2024 Q1 : Results by Group

		Q1 Results				
		FY2024	FY2023	Change	% of Change	
Onward Kashiyama + HD	1	Net Sales	30,523	29,174	+1,349	+4.6%
	2	Gross Profit (% of Net Sales)	18,134 (59.4%)	18,324 (62.8%)	- 190	- 1.0% (- 3.4%pt)
	3	SG&A Expenses (% of Net Sales)	14,747 (48.3%)	14,628 (50.1%)	+119	+0.8% (- 1.8%pt)
	4	Operating Profit (% of Net Sales)	3,387 (11.1%)	3,696 (12.7%)	- 309	- 8.4% (- 1.6%pt)
Domestic Subtotal	5	Net Sales	19,433	18,925	+508	+2.7%
	6	Gross Profit (% of Net Sales)	9,711 (50.0%)	9,573 (50.6%)	+138	+1.4% (- 0.6%pt)
	7	SG&A Expenses (% of Net Sales)	7,538 (38.8%)	7,409 (39.1%)	+129	+1.7% (- 0.3%pt)
	8	Operating Profit (% of Net Sales)	2,173 (11.2%)	2,164 (11.4%)	+9	+0.4% (- 0.2%pt)
Overseas Subtotal	9	Net Sales	4,795	4,496	+299	+6.7%
	10	Gross Profit (% of Net Sales)	2,150 (44.8%)	1,984 (44.1%)	+166	+8.4% (+0.7%pt)
	11	SG&A Expenses (% of Net Sales)	2,514 (52.4%)	2,235 (49.7%)	+279	+12.5% (+2.7%pt)
	12	Operating Profit (% of Net Sales)	- 364 -	- 251 -	- 113	-

Note: Calculated using simple sums.

FY2024 1H / Full-Year : Performance Forecasts by Group



(Million yen)		First Half				Full-Year				
		FY2024	FY2023	Change	% of Change	FY2024	FY2023	Change	% of Change	
Onward Kashiyama + HD	1	Net Sales	54,144	51,566	+2,578	+5.0%	114,966	109,491	+5,475	+5.0%
	2	Gross Profit (% of Net Sales)	32,002 (59.1%)	31,245 (60.6%)	+757	+2.4% (- 1.5%pt)	68,859 (59.9%)	65,428 (59.8%)	+3,431	+5.2% (+0.1%pt)
	3	SG&A Expenses (% of Net Sales)	28,590 (52.8%)	28,035 (54.4%)	+555	+2.0% (- 1.6%pt)	60,118 (52.3%)	57,239 (52.3%)	+2,879	+5.0% (+0.0%pt)
	4	Operating Profit (% of Net Sales)	3,412 (6.3%)	3,210 (6.2%)	+202	+6.3% (+0.1%pt)	8,741 (7.6%)	8,189 (7.5%)	+552	+6.7% (+0.1%pt)
Domestic Subtotal	5	Net Sales	36,790	34,745	+2,045	+5.9%	75,366	70,567	+4,799	+6.8%
	6	Gross Profit (% of Net Sales)	18,528 (50.4%)	17,626 (50.7%)	+902	+5.1% (- 0.4%pt)	37,351 (49.6%)	35,076 (49.7%)	+2,275	+6.5% (- 0.1%pt)
	7	SG&A Expenses (% of Net Sales)	15,538 (42.2%)	14,846 (42.7%)	+692	+4.7% (- 0.5%pt)	31,682 (42.0%)	30,106 (42.7%)	+1,576	+5.2% (- 0.7%pt)
	8	Operating Profit (% of Net Sales)	2,990 (8.1%)	2,780 (8.0%)	+210	+7.6% (+0.1%pt)	5,669 (7.5%)	4,970 (7.0%)	+699	+14.1% (+0.5%pt)
Overseas Subtotal	9	Net Sales	10,158	9,002	+1,156	+12.8%	21,966	19,927	+2,039	+10.2%
	10	Gross Profit (% of Net Sales)	4,678 (46.1%)	4,047 (45.0%)	+631	+15.6% (+1.1%pt)	10,174 (46.3%)	9,158 (46.0%)	+1,016	+11.1% (+0.3%pt)
	11	SG&A Expenses (% of Net Sales)	4,756 (46.8%)	4,687 (52.1%)	+69	+1.5% (- 5.3%pt)	9,853 (44.9%)	9,369 (47.0%)	+484	+5.2% (- 2.1%pt)
	12	Operating Profit (% of Net Sales)	- 78 -	- 640 -	+562	↗	321 (1.5%)	- 211 -	+532	↗

Note: Calculated using simple sums.

The logo features the word "ONWARD" in a bold, blue, serif font. Two horizontal yellow bars cross through the letters "O" and "A".

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ONWARD HOLDINGS CO., LTD.

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