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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: Shohei Yoshida
 Director
 Finance, Accounting, Investor Relations
 (TEL: +81-3-4512-1030)

Summary of Monthly Net Sales for April 2025

Compared to the previous fiscal year

(Unit: %)

	FY2025							
	1Q			2Q			1H	
	Mar.	Apr.	May	Jun.	Jul.	Aug.		
Total								
Existing stores	100.0	97.2		98.7				98.7
All stores	123.1	119.8		121.5				121.5
Store net sales								
Existing stores	98.9	95.9		97.5				97.5
All stores	125.0	120.6		122.9				122.9
E-commerce net sales								
Existing stores	102.5	100.2		101.4				101.4
All stores	118.2	117.8		118.0				118.0

(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., WEGO CO., LTD. (consolidated in October 2024), ISLAND CO., ONWARD PERSONAL STYLE CO., LTD., TIACLASSE CO., LTD., YAMATO CO., LTD., CHACOTT CO., LTD., CREATIVE YOKO CO., LTD., KOKOBUY CO., LTD.).

(Note 3) Existing stores are defined as stores that have been newly opened or newly consolidated for 12 full months or more.

(Note 4) The above figures do not reflect point discounts, etc., and therefore may not match those in other disclosure documents.

(Note 5) The impact of WEGO in April 2025, which became consolidated in October 2024, is +22.4%pt on net sales at all stores (total), +25.3%pt on store net sales (all stores), and + 15.5%pt on e-commerce net sales (all stores).

[Summary]

For the month review, net sales at Same-stores (total) were 97.2% compared to the same month of the previous year. Net sales at all stores (total) were 119.8%, including WEGO, which has been affiliated since October 2024.

While Golden Week discounted sales were good at the end of this month, sales of early summer items were sluggish due to the lower temperatures compared to the same month last year.

Sales of Onward Personal Style, which offers the made-to-order brand "KASHIYAMA", performed well as the number of customers and the unit price per customer increased. WEGO also performed well, decorative items for bags and smartphones were good.

[Reference: Results for FY2024]

Compared to the previous fiscal year

(Unit: %)

		FY2024								
		1Q			2Q			1H		
		Mar.	Apr.	May	Jun.	Jul.	Aug.			
Total										
Existing stores		102.7	107.4	102.6	104.1	110.4	102.5	108.0	106.9	105.4
All stores		103.7	108.6	104.5	105.5	111.4	102.9	109.0	107.7	106.5
Store net sales										
Existing stores		101.9	104.4	102.7	102.9	113.0	98.6	107.6	106.3	104.4
All stores		103.6	106.1	105.2	104.9	114.1	100.5	109.1	107.9	106.1
E-commerce net sales										
Existing stores		104.7	114.5	102.6	106.8	105.5	109.9	108.7	108.0	107.4
All stores		104.1	115.0	103.0	107.1	105.9	107.7	108.9	107.4	107.3

		FY2024									
		3Q			4Q			2H	Full Year		
		Sept.	Oct.	Nov.	Dec.	Jan.	Feb.				
Total											
Existing stores		106.0	95.2	107.9	102.7	107.2	103.4	98.7	103.4	102.9	104.1
All stores		106.2	117.7	129.1	119.2	136.6	126.3	118.5	127.7	123.3	115.3
Store net sales											
Existing stores		106.9	94.5	108.1	102.6	107.1	105.4	98.2	104.1	103.3	103.8
All stores		106.7	117.3	132.6	120.4	140.7	134.0	123.5	133.6	126.6	116.8
E-commerce net sales											
Existing stores		104.2	96.7	107.6	102.9	107.5	99.8	99.5	102.3	102.1	104.5
All stores		105.0	118.6	121.5	116.4	127.4	111.5	110.2	116.3	116.3	112.1