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To whom it may concern

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Summary of Monthly Net Sales for April 2021

Compared to the previous fiscal year

(Unit: %)

		FY2021					
		March	April	May	June	July	August
Store net sales							
	Like-for-like stores	121.7	514.2				
	All stores	94.3	342.6				
E-commerce net sales							
	Like-for-like stores	100.3	87.7				
	All stores	106.1	92.2				
Total							
	Like-for-like stores	114.8	198.0				
	All stores	97.2	185.7				

(Note 1) The above figures are preliminary figures announced in principle by the fifth business day of each month.

(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., CHACOTT CO., LTD., INTIMATES CO., LTD., CREATIVE YOKO CO., LTD., KOKOBUY CO., LTD.).

[Summary]

In the month under review, net sales at like-for-like stores (total) were 198.0% of the same month of the previous fiscal year, and net sales at all stores (total) were 185.7% of the same month of the previous fiscal year.

At stores, net sales of spring and summer clothes trended steadily in the first half of the month partly because the temperature started to rise earlier than usual. However, in the second half of the month, net sales decreased significantly due to a gradually extended influence of the fourth wave of COVID-19, which was followed by a declaration of a state of emergency beginning on April 25 in the four prefectures including

Tokyo. As a result, net sales were 514.2% for like-for-like stores and 342.6% for all stores, respectively compared to the same month of the previous fiscal year.

E-commerce net sales were 87.7% for like-for-like stores and 92.2% for all stores, respectively compared to the same month of the previous fiscal year, mainly due to the continued planned reduction of customer traffic to the website in order to stabilize system operations following the complete replacement of the company's e-commerce system at the end of February this year, in addition to as a reaction to a sharp increase in sales of surgical masks in the same month of the previous fiscal year.