



July 8, 2021

To whom it may concern

Corporate name: ONWARD HOLDINGS CO., LTD.

Representative: Michinobu Yasumoto

President and CEO

(Securities code: 8016 First Section of the Tokyo Stock Exchange and Nagoya Stock Exchange)

Inquiries: Osamu Sato

Director in charge of Finance, Accounting,

Investor relations

(TEL: +81-3-4512-1030)

### Summary of Monthly Net Sales for June 2021

Compared to the previous fiscal year

(Unit: %)

	FY2021							
	1Q				2Q			
	March	April	May		June	July	August	
Total								
Like-for-like stores	116.1	198.7	127.8	137.6	95.5			
All stores	99.9	187.2	117.7	123.0	79.4			
Store net sales								
Like-for-like stores	121.7	514.2	205.6	183.1	94.4			
All stores	95.9	342.6	147.0	138.1	70.8			
E-commerce net sales								
Like-for-like stores	106.0	101.3	94.7	100.3	97.3			
All stores	110.7	104.9	98.3	105.1	99.0			

(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) Starting from June 2021, figures in the above table represent the total store and e-commerce net sales of 9 consolidated subsidiaries, with the addition of YAMATO CO., LTD., (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.). As a result of this change, the above figures have been revised retroactively to March 2021.

#### [Summary]

In the month under review, net sales at like-for-like stores (total) were 95.5% of the same month of the previous fiscal year, and net sales at all stores (total) were 79.4% of the same month of the previous fiscal year.

At stores, net sales were largely affected by the shortened business hours and weekend closures of department stores and other large commercial facilities in major prefectures including Tokyo and Osaka due to the government's redeclaration of a state of emergency, which continued until June 20. As a result, net sales for like-for-like stores were 94.4% of the same month of the previous year. Meanwhile, net sales at all stores were 70.8% of the same month of the previous fiscal year partly due to the impact of the closure of unprofitable stores.

E-commerce net sales were 97.3% for like-for-like stores and 99.0% for all stores, respectively compared to the same month of the previous fiscal year. These results were mainly due to the planned reduction of customer traffic to the website in the current spring and summer season, in order to stabilize system operations following the complete replacement of the company's e-commerce system at the end of February this year, which was partly offset by higher net sales of TIACLASSE, CHACOTT and others for both like-for-like stores and all stores than those of the same month of the previous fiscal year