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To whom it may concern

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Summary of Monthly Net Sales for July 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	106.9		
All stores	99.9	187.2	117.7	123.0	79.4	88.9		
Store net sales								
Like-for-like stores	121.7	514.2	205.6	183.1	94.4	109.5		
All stores	95.9	342.6	147.0	138.1	70.8	80.3		
E-commerce net sales								
Like-for-like stores	106.0	101.3	94.7	100.3	97.3	103.1		
All stores	110.7	104.9	98.3	105.1	99.0	106.6		

(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., 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.).

[Summary]

In the month under review, as the rainy season ended earlier than usual and temperatures remained high, in the apparel segment, measures to strengthen sales of light clothing such as T-shirts for leading brands including Onward Kashiya's "Nijyusanku" were successful.

In the lifestyle segment, Chacott, which is engaged in the wellness business, enjoyed strong sales of general merchandise, including collaborative products and character-based products, in addition to cosmetics.

Creative Yoko, which operates pet & home life businesses, saw a sharp increase in sales of pet-related products to meet the stay-at-home demand.

As a result of the above, net sales at like-for-like stores (total) were 106.9% of the same month of the previous fiscal year, and net sales at all stores (total) were 88.9% of the same month of the previous fiscal year.