November 6, 2024

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 October 2024

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
	Sept.	Oct.	Nov.		Dec.	Jan.	Feb.			Year
Total										
Existing stores	106.0	95.1		99.5					99.5	103.8
All stores	106.2	117.8		113.2					113.2	108.3
Store net sales										
Existing stores	106.9	94.5		99.4					99.4	103.1
All stores	106.7	117.7		113.3					113.3	108.1
E-commerce net sales										
Existing stores	104.2	96.7		99.8					99.8	105.5
All stores	105.0	118.2		112.7					112.7	108.6

(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., 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, which became consolidated in October 2024, is +23.4%pt on net sales at all stores (total), +24.2%pt on store net sales (all stores), and + 21.3%pt on e-commerce net sales (all stores).

[Summary]

In the month under review, net sales at existing stores (total) were 95.1% compared with the same month of the previous year, and net sales at all stores (total), including those of WEGO, which has been newly consolidated, were 117.8% compared with the same month of the previous year.

As temperatures trended higher than normal throughout the month, sales of lightweight clothing such as shirts and blouses performed well, but sales of autumn/winter items including outerwear were slow.

At Onward Personal Style, which offers the made-to-order brand KASHIYAMA, sales continued to expand thanks to the effects of ongoing digital marketing initiatives and increased average spending per customer.

[Reference: Results for FY2023]

Compared to the previous fiscal year (Unit: %)

	FY2023								
				1Q				2Q	1H
	Mar.	Apr.	May		Jun.	Jul.	Aug.		
Total									
Existing stores	116.2	113.4	109.3	113.1	112.1	112.4	113.0	112.5	112.8
All stores	111.5	109.8	106.1	109.3	110.0	109.0	108.5	109.2	109.3
Store net sales									
Existing stores	121.3	118.2	111.1	117.1	112.4	119.0	117.0	115.9	116.6
All stores	113.3	112.9	105.9	110.9	109.1	114.3	110.4	111.3	111.0
E-commerce net sales									
Existing stores	105.8	103.7	105.9	105.2	111.7	102.2	107.2	106.8	106.0
All stores	107.3	102.7	106.6	105.6	111.7	100.0	105.3	105.4	105.5

	FY2023									
				3Q				4Q	2H	Full Year
	Sep.	Oct.	Nov.		Dec.	Jan.	Feb.			
Total										
Existing stores	102.5	104.4	111.5	106.5	109.4	105.5	117.1	110.1	108.3	110.4
All stores	99.4	101.8	107.1	103.1	105.0	99.6	113.3	105.3	104.1	106.5
Store net sales										
Existing stores	104.9	103.3	112.5	107.0	106.8	104.8	114.4	108.1	107.5	111.6
All stores	100.6	100.3	107.3	102.8	102.9	98.9	111.2	103.6	103.2	106.8
E-commerce net sales										
Existing stores	97.9	106.9	109.6	105.6	115.1	106.6	121.2	113.8	109.7	108.0
All stores	96.8	105.6	106.6	103.7	109.8	101.0	116.9	108.7	106.2	105.9