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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 March 2025

Compared to the previous fiscal year

(Unit: %)

		FY2025							
		1Q				2Q			1H
		Mar.	Apr.	May		Jun.	Jul.	Aug.	
Total									
Existing stores		100.0			100.0				100.0
All stores		123.1			123.1				123.1
Store net sales									
Existing stores		99.0			99.0				99.0
All stores		125.1			125.1				125.1
E-commerce net sales									
Existing stores		102.4			102.4				102.4
All stores		117.9			117.9				117.9

(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 March 2025, which became consolidated in October 2024, is +22.9%pt on net sales at all stores (total), +25.8%pt on store net sales (all stores), and + 15.6%pt on e-commerce net sales (all stores).

[Summary]

For the month review, net sales at Same-stores (total) were 100.0% compared to the same month of the previous year. Net sales at all stores (total) were 123.1%, including WEGO, which has been affiliated since October 2024.

Same-stores sales remained at the same level as last year, as spring clothing sales are delayed due to the temperature across the country trending lower than last year.

Onward Personal Style, which offers the made-to-order brand "KASHIYAMA", performed well due to the discount campaign for students.

WEGO also performed well with spring items selling well to the students on spring break, as well as the good start of the newly launched brand.

[Reference: Results for FY2023]

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