

To whom it may concern

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Summary of Monthly Net Sales for August 2025

Compared to the previous fiscal year

(Unit: %)

		FY2025							
		1Q				2Q			1H
		Mar.	Apr.	May		Jun.	Jul.	Aug.	
Total									
Existing stores		100.0	97.3	102.8	100.0	95.2	98.7	104.3	98.9
All stores		123.1	119.8	129.4	123.8	120.1	130.4	148.4	131.4
Store net sales									
Existing stores		98.9	95.9	101.5	98.7	93.9	98.7	106.7	98.9
All stores		125.0	120.7	132.7	125.7	123.4	140.1	166.0	140.4
E-commerce net sales									
Existing stores		102.5	100.2	105.4	102.7	97.9	98.8	100.2	98.9
All stores		118.2	117.9	122.1	119.3	113.0	112.5	116.5	113.8

(Note 1) The above figures are preliminary figures announced in principle within 5 business days 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., LTD., 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 August 2025, which became consolidated in October 2024, is +42.8%pt on net sales at all stores (total), +57.9%pt on store net sales (all stores), and + 15.3%pt on e-commerce net sales (all stores).

[Summary]

For the month review, net sales at existing stores (total) were 104.3% compared to the same month of the previous year. Net sales at all stores (total) were 148.4%, including WEGO, which has been affiliated since October 2024.

Sales at existing stores exceeded the previous year, driven by strong demand for seasonless items such as bottoms, which were reinforced as countermeasures for the hot and long summer, along with steady sales of blouses and jackets.

Onward Personal Style, which operates the made-to-order brand “KASHIYAMA”, achieved strong sales driven by the success of multiple campaigns. Creative Yoko generated positive customer response with its “Sirotan” pop-up event at Tokyo Station. At WEGO, both peak summer items and collaboration products performed well.

[Reference: Results for FY2024]

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