

Adastria Co., Ltd.
January 6th, 2022

Monthly Sales Figures

FY2022/02 (March 1, 2021 ~ February 28, 2022)

Monthly figures YoY (%)		1st half									2nd half									Total	Full-term
		1st quarter				2nd quarter				Total	3rd quarter				4th quarter				Total		
		Mar	Apr	May	total	Jun	Jul	Aug	total		Sep	Oct	Nov	total	Dec	Jan	Feb	total			
Sales	Total	119.5	254.2	132.8	149.2	85.8	110.8	91.9	95.8	117.1	94.9	102.9	108.0	102.5	107.8			107.8	104.1	110.7	
	Same stores	117.8	245.5	128.5	145.7	83.8	108.3	88.5	93.2	114.1	92.1	100.1	105.3	99.8	105.3			105.3	101.4	107.9	
Number of customers	Total	114.2	215.9	114.0	134.8	81.9	108.5	90.8	93.4	109.1	94.1	102.0	107.7	101.6	102.0			102.0	101.7	105.9	
	Same stores	112.0	207.2	109.4	130.6	79.4	105.2	86.9	90.2	105.5	90.3	97.9	103.1	97.4	97.7			97.7	97.5	102.1	
Spending per customer	Total	104.6	117.8	116.5	110.7	104.8	102.2	101.2	102.6	107.4	100.9	100.9	100.3	101.0	105.6			105.6	102.3	104.5	
	Same stores	105.2	118.5	117.5	111.6	105.5	102.9	101.9	103.3	108.1	101.9	102.2	102.2	102.4	107.8			107.8	104.0	105.7	

Note 1: The figures are the preliminary figures reported on the second business day of every month. The figures will be updated on the next monthly report if there is a revision.

Note 2: The figures are parent company, Adastria Co., Ltd.,'s figures and the online sales is included. The domestic subsidiaries and overseas are not included.

Note 3: The figures are calculated by excluding the impact from brand transfer between parent company and subsidiaries.

Note 4: Stores that are temporarily closed due to COVID-19 are included in same stores.

【Summary】

In December, strong sales of winter outerwear and the further drop in temperatures at the end of the month contributed to sales.

As a result, all-store sales was 107.8% and same-store sales was 105.3% compared to the previous year.

We were also able to control excessive price cuts during the sale period, which led to improvement in sales per customer.

By brands, GLOBAL WORK, LOWRYS FARM, and HARE showed good performance.

By items, coats using functional materials developed in-house, sweaters and trousers are selling well.

Seasonal items such as boots and scarf are popular among general merchandise.

Compared to December 2019, total sales were 93.8%. (Not adjusted for the effect of holidays)

【Adastria Japan】

		1st half										2nd half								Total	Full-term
		1st quarter				2nd quarter				3rd quarter				4th quarter							
		Mar	Apr	May	total	Jun	Jul	Aug	total	Sep	Oct	Nov	total	Dec	Jan	Feb	total				
Number of Stores	Opened	12	10	6	28	2	7	2	11	39	4	5	3	12	2			2	14	53	
	Closed	0	0	2	2	1	0	2	3	5	0	2	0	2	0			0	2	7	
	Total in the month end	1,240	1,250	1,254	1,254	1,255	1,262	1,262	1,262	1,262	1,266	1,269	1,272	1,272	1,274			1,274	1,274	1,274	
	B&M Stores	1,171	1,181	1,186	1,186	1,187	1,194	1,194	1,194	1,194	1,198	1,203	1,206	1,206	1,208			1,208	1,208	1,208	
	Online Stores	69	69	68	68	68	68	68	68	68	68	66	66	66	66			66	66	66	

<Appendix>

FY2021/02 (March 1, 2020 ~ February 28, 2021)

Monthly figures YoY (%)		1st half										2nd half								Total	Full-term
		1st quarter				2nd quarter				3rd quarter				4th quarter							
		Mar	Apr	May	total	Jun	Jul	Aug	total	Sep	Oct	Nov	total	Dec	Jan	Feb	total				
Sales	Total	75.7	31.7	54.9	54.6	99.8	80.1	86.8	89.0	71.2	89.2	102.6	92.4	94.7	87.1	79.9	91.5	85.4	90.0	80.8	
	Same stores	75.8	32.2	55.2	54.9	99.9	80.1	87.3	89.1	71.4	88.5	101.9	91.9	94.1	86.6	80.0	90.4	85.0	89.5	80.7	
Number of customers	Total	80.0	38.2	65.6	61.5	103.9	77.1	85.4	88.3	75.8	89.7	98.0	90.1	92.5	84.8	82.7	91.2	85.4	88.7	82.0	
	Same stores	80.0	39.0	65.8	61.8	103.8	77.0	85.8	88.3	75.9	88.9	97.2	89.5	91.8	84.3	82.7	89.9	84.9	88.1	81.9	
Spending per customer	Total	94.6	82.9	83.6	88.8	96.0	103.9	101.6	100.8	93.9	99.5	104.7	102.6	102.4	102.7	96.6	100.3	100.1	101.5	98.5	
	Same stores	94.7	82.6	83.9	88.8	96.2	104.0	101.8	101.0	94.0	99.6	104.9	102.7	102.5	102.7	96.7	100.5	100.1	101.6	98.6	