

Monthly Sales Figures

FY2023/02 (March 1, 2022 ~ February 28, 2023)

Monthly figures YoY (%)		1st half								2nd half								Full-term	
		1st quarter				2nd quarter				3rd quarter				4th quarter					
		Mar	Apr	May	total	Jun	Jul	Aug	total	Total	Sep	Oct	Nov	total	Dec	Jan	Feb	total	Total
Sales	Total	109.5	123.0		115.6					115.6									115.6
	Same stores	108.5	120.1		113.7					113.7									113.7
Number of customers	Total	105.2	118.7		111.5					111.5									111.5
	Same stores	102.2	114.0		107.8					107.8									107.8
Spending per customer	Total	104.2	103.6		103.7					103.7									103.7
	Same stores	106.1	105.3		105.5					105.5									105.5

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

【Summary】

In April, all-store sales was 123.0% and same-store sales was 120.1% compared to the previous year.

Due to rising temperatures and increased demand for the Golden Week holiday outings, sales of spring and summer products were strong.

Continuing from last month, TV commercials and marketing campaigns for our website (.st) also contributed to sales.

We calculate that one more holiday than last year had an impact of approximately 2.4 percent on the same-store sales.

By brands, GLOBAL WORK, niko and ..., LOWRYS FARM, and studio CLIP showed good performance.

By items, regularly popular trousers and shirts made of thin material for summer are selling well,

while flat shoes and keeping warm and cold bottle holders, one-touch bottles, are popular among general merchandise.

【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	3	14		17					17									17		
	Closed	2	3		5					5									5		
	Total in the month end	1,246	1,257		1,257					1,257									1,257		
	B&M Stores	1,180	1,191		1,191					1,191									1,191		
	Online Stores	66	66		66					66									66		

<Appendix>

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

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	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	109.1	98.7	106.2	104.3	109.8	
	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	106.5	95.9	103.6	101.6	107.0	
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	100.0	96.1	99.9	100.7	104.7	
	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	96.3	91.9	95.8	96.6	100.9	
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	109.1	102.7	106.3	103.6	104.9	
	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	110.6	104.4	108.1	105.2	106.1	