

## Monthly Sales Figures

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

Monthly figures YoY (%)		1st half									2nd half									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	109.5	123.0	136.1	121.5					121.5									121.5	
	Same stores	108.5	120.1	131.9	119.0					119.0									119.0	
Number of customers	Total	105.2	118.7	128.9	116.8					116.8									116.8	
	Same stores	102.2	114.0	123.3	112.5					112.5									112.5	
Spending per customer	Total	104.2	103.6	105.6	104.1					104.1									104.1	
	Same stores	106.1	105.3	107.0	105.8					105.8									105.8	

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 May, all-store sales were 136.1% and same-store sales were 131.9% compared to the previous year.

Customer numbers increased during Golden Week holiday and the rising temperatures towards the end of the month resulted in strong sales of summer products.

We calculate that one less holiday than last year had a negative impact of approximately 2.1% on the same-store sales.

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

By items, summer trousers made of functional materials and clothes that can worn for both work and private are popular, while seasonal products such as sandals, bottle holders, and raincoats are selling well 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	0	17					17									17		
	Closed	2	3	3	8					8									8		
	Total in the month end	1,246	1,257	1,254	1,254					1,254									1,254		
	B&M Stores	1,180	1,191	1,188	1,188					1,188									1,188		
	Online Stores	66	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	