

## 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	110.4			110.4	118.7										118.7
	Same stores	108.5	120.1	131.9	119.0	108.1			108.1	116.2										116.2
Number of customers	Total	105.2	118.7	128.9	116.8	103.6			103.6	113.1										113.1
	Same stores	102.2	114.0	123.3	112.5	100.1			100.1	109.1										109.1
Spending per customer	Total	104.2	103.6	105.6	104.1	106.5			106.5	104.9										104.9
	Same stores	106.1	105.3	107.0	105.8	107.9			107.9	106.5										106.5

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 June, all-store sales were 110.4% and same-store sales were 108.1% compared to the previous year.

Particularly towards the end of the month, sales of summer merchandise were strong due to rising temperatures and the start of the sales season.

Appropriate inventory control has curbed discount sales and sales per customer continued to improve.

By brands, GLOBAL WORK, niko and ..., LAKOLE, and HARE showed good performance.

By items, continuing from last month, summer trousers made of functional materials and clothes that made of silky fabrics were popular.

By general merchandise, comfortable sandals and 2way tote bag were selling well.

【Adastria Japan】

		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		
Number of Stores	Opened	3	14	0	17	3			3	20									20	
	Closed	2	3	3	8	1			1	9									9	
	Total in the month end	1,246	1,257	1,254	1,254	1,256			1,256	1,256									1,256	
	B&M Stores	1,180	1,191	1,188	1,188	1,190			1,190	1,190									1,190	
	Online Stores	66	66	66	66	66			66	66									66	

<Appendix>

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

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	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