

Monthly Sales Figures

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

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	109.5	123.0	136.1	121.5	110.4	105.7		107.9	115.8									115.8	
	Same stores	108.5	120.1	131.9	119.0	108.1	104.4		106.2	113.6									113.6	
Number of customers	Total	105.2	118.7	128.9	116.8	103.6	97.2		100.2	109.2									109.2	
	Same stores	102.2	114.0	123.3	112.5	100.1	94.9		97.3	105.6									105.6	
Spending per customer	Total	104.2	103.6	105.6	104.1	106.5	108.7		107.8	106.0									106.0	
	Same stores	106.1	105.3	107.0	105.8	107.9	110.1		109.1	107.6									107.6	

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 July, all-store sales were 105.7% and same-store sales were 104.4% compared to the previous year.

Sales of summer merchandise were strong in the first part of the month,

and customer numbers declined from the middle of the month due to the expansion of COVID-19 and the weather, with a recovery trend towards the end of the month.

Continuing from last month, curbed discount sales has led to a significant improve in sales per customer spend.

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

By items, summer trousers made of functional materials continued selling well, and trendy dresses were popular.

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

<Appendix>

•Temporary suspension due to the maintenance of our EC site(.st) From 1:00 a.m. to 1:00 p.m. on July 13.

【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	0		3	20									20	
	Closed	2	3	3	8	1	3		4	12									12	
	Total in the month end	1,246	1,257	1,254	1,254	1,256	1,253		1,253	1,253									1,253	
	B&M Stores	1,180	1,191	1,188	1,188	1,190	1,187		1,187	1,187									1,187	
	Online Stores	66	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