

## 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	105.7	125.9	112.5	117.1										117.1
	Same stores	108.5	120.1	131.9	119.0	108.1	104.4	124.2	110.8	115.0										115.0
Number of customers	Total	105.2	118.7	128.9	116.8	103.6	97.2	117.6	104.8	110.4										110.4
	Same stores	102.2	114.0	123.3	112.5	100.1	94.9	114.5	101.9	106.9										106.9
Spending per customer	Total	104.2	103.6	105.6	104.1	106.5	108.7	107.0	107.3	106.0										106.0
	Same stores	106.1	105.3	107.0	105.8	107.9	110.1	108.5	108.7	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 August, all-store sales were 125.9% and same-store sales were 124.2% compared to the previous year.

Sales of summer products were strong throughout the month, with demand for summer holiday outings contributing to increased sales in the middle of the month.

Autumn products also started up well in the last half of the month.

A 3-day distribution of a JPY1,000 coupon on our EC (Dot ST) from Friday 26 to Sunday 28 August also contributed to EC sales.

We estimate that one less holiday than last year had a negative impact of approximately 2.7% on the same-store sales.

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

By items, trouser with beautiful silhouette continued selling well, and sale priced T-shirts were popular.

By general merchandise, trendy shoulder bags and limited edition "Miffy" character products 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	0	1	4	21									21	
	Closed	2	3	3	8	1	3	14	18	26									26	
	Total in the month end	1,246	1,257	1,254	1,254	1,256	1,253	1,240	1,240	1,240									1,240	
	B&M Stores	1,180	1,191	1,188	1,188	1,190	1,187	1,175	1,175	1,175									1,175	
	Online Stores	66	66	66	66	66	66	65	65	65									65	

<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