

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 | | | | 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 | 112.0 | 115.9 | | 114.2 | | | | | 114.2 | 116.3 | |
| | Same stores | 108.5 | 120.1 | 131.9 | 119.0 | 108.1 | 104.4 | 124.2 | 110.8 | 115.0 | 111.4 | 114.0 | | 112.9 | | | | | 112.9 | 114.4 | |
| Number of customers | Total | 105.2 | 118.7 | 128.9 | 116.8 | 103.6 | 97.2 | 117.6 | 104.8 | 110.4 | 104.4 | 108.4 | | 106.6 | | | | | 106.6 | 109.5 | |
| | Same stores | 102.2 | 114.0 | 123.3 | 112.5 | 100.1 | 94.9 | 114.5 | 101.9 | 106.9 | 102.4 | 105.4 | | 104.0 | | | | | 104.0 | 106.2 | |
| Spending per customer | Total | 104.2 | 103.6 | 105.6 | 104.1 | 106.5 | 108.7 | 107.0 | 107.3 | 106.0 | 107.3 | 106.9 | | 107.2 | | | | | 107.2 | 106.2 | |
| | Same stores | 106.1 | 105.3 | 107.0 | 105.8 | 107.9 | 110.1 | 108.5 | 108.7 | 107.6 | 108.8 | 108.2 | | 108.5 | | | | | 108.5 | 107.7 | |

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 October, all-store sales were 115.9% and same-store sales were 114.0% compared to the previous year, with the increase of customer footfall and low temperatures.

At the end of month, we ran a TV commercial for our EC (Dot ST), which we did last year as well. It also contributed to the growth in sales.

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

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

By items, trousers in autumn/winter materials continued selling well and trendy fur vests were also popular.

Boots were popular in accessories, while blankets and logo bag were popular in household goods.

【Adastria Japan】

| | | 1st half | | | | | | | | | 2nd half | | | | | | | | | Total | 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 | 4 | 12 | | 16 | | | | 16 | 37 | | |
| | Closed | 2 | 3 | 3 | 8 | 1 | 3 | 14 | 18 | 26 | 1 | 2 | | 3 | | | | 3 | 29 | | |
| | Total in the month end | 1,246 | 1,257 | 1,254 | 1,254 | 1,256 | 1,253 | 1,240 | 1,240 | 1,240 | 1,243 | 1,253 | | 1,253 | | | | 1,253 | 1,253 | | |
| | B&M Stores | 1,180 | 1,191 | 1,188 | 1,188 | 1,190 | 1,187 | 1,175 | 1,175 | 1,175 | 1,176 | 1,186 | | 1,186 | | | | 1,186 | 1,186 | | |
| | Online Stores | 66 | 66 | 66 | 66 | 66 | 66 | 65 | 65 | 65 | 67 | 67 | | 67 | | | | 67 | 67 | | |

<Appendix>

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

| Monthly figures YoY (%) | | 1st half | | | | | | | | | 2nd half | | | | | | | | | Total | 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 | |