

## Monthly Sales Figures

FY2024/02 (March 1, 2023 ~ February 29, 2024)

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	112.6			112.6					112.6									112.6	
	Same stores	111.1			111.1					111.1									111.1	
Number of customers	Total	103.1			103.1					103.1									103.1	
	Same stores	100.5			100.5					100.5									100.5	
Spending per customer	Total	109.2			109.2					109.2									109.2	
	Same stores	110.5			110.5					110.5									110.5	

Note 1: These 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: These 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 were temporarily closed due to COVID-19 are included in same stores.

### 【Summary】

In March, the all store sales were 112.6% of the previous year's level and the same store sales were 111.1% of the previous year.

Warmer-than-normal temperatures throughout the month resulted in strong sales of spring/summer products. In addition to continued demand for occasional products for entrance ceremonies, sales of trendy items such as button down sweaters in spring-like colours also increased.

The 20% point reward sale, which has been running since 29 March, also contributed to sales.

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

By item, standard trousers and lightweight outerwear performed well. In clothing accessories, flat pumps, and in household goods, logo tote bags and sofas for new lifestyles were popular.

【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	9			9					9											9
	Closed	2			2					2											2
	Total in the month end	1,229			1,229					1,229											1,229
	B&M Stores	1,164			1,164					1,164											1,164
	Online Stores	65			65					65											65

<Appendix>

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	112.0	115.9	105.0	110.6	112.2	107.4	125.9	113.4	112.0	114.3
	Same stores	108.5	120.1	131.9	119.0	108.1	104.4	124.2	110.8	115.0	111.4	114.0	102.9	109.0	110.2	105.3	124.8	111.5	110.2	112.4
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	102.1	104.9	111.4	105.7	118.7	110.9	108.0	109.2
	Same stores	102.2	114.0	123.3	112.5	100.1	94.9	114.5	101.9	106.9	102.4	105.4	98.7	102.0	108.3	102.3	115.7	107.7	104.9	105.9
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	102.8	105.5	100.7	101.7	106.1	102.2	103.7	104.7
	Same stores	106.1	105.3	107.0	105.8	107.9	110.1	108.5	108.7	107.6	108.8	108.2	104.3	106.8	101.8	103.0	107.9	103.5	105.1	106.2