

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	117.1		114.7					114.7									114.7	
	Same stores	111.1	114.8		112.9					112.9									112.9	
Number of customers	Total	103.1	105.6		104.3					104.3									104.3	
	Same stores	100.5	102.2		101.3					101.3									101.3	
Spending per customer	Total	109.2	110.9		110.0					110.0									110.0	
	Same stores	110.5	112.4		111.4					111.4									111.4	

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 April, all store sales were 117.1% and the same store sales were 114.8% of the previous year.

Due to rising temperatures sales of spring and summer products were strong and increased demand for the Golden Week holiday outings also contributed to sales.

The 20% point reward campaign from 29 March to 10 April, which was carried out in March previous year, also boosted sales.

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

By items, best-selling trousers and shirts made of functional materials were performed well.

In clothing accessories, waterproof pumps, and in household goods, logo tote bags and cold and heat retention bottles were popular.

【Adestria 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	9	19		28					28										28	
	Closed	2	1		3					3										3	
	Total in the month end	1,229	1,247		1,247					1,247										1,247	
	Direct-Run Stores	1,164	1,181		1,181					1,181										1,181	
	Franchise Stores	0	1		1					1										1	
	Online Stores	65	65		65					65										65	

<Appendix>

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	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	