

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	113.6	114.4	109.4			109.4	113.2										113.2
	Same stores	111.1	114.8	111.2	112.3	108.2			108.2	111.3										111.3
Number of customers	Total	103.1	105.6	104.0	104.2	101.0			101.0	103.4										103.4
	Same stores	100.5	102.2	100.1	100.9	98.1			98.1	100.2										100.2
Spending per customer	Total	109.2	110.9	109.3	109.8	108.4			108.4	109.5										109.5
	Same stores	110.5	112.4	111.1	111.3	110.3			110.3	111.1										111.1

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 June, all store sales were 109.4% and the same store sales were 108.2% of the previous year.

Due to rising temperatures up to middle of the month and the start of the summer sales in the second half of the month, sales of summer products were strong.

Sales per customer also kept improving as a result of reduced discounting and price increases.

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

By items, trousers made of summer functional materials were popular with both male and female customers and shirts, bouses made from lightweight materials also performed well.

In clothing accessories, sandals and bags, and in household goods, cold-keeping items for summer season such as cooling neck bands and bottle holders 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	1	29	1			1	30										30	
	Closed	2	1	2	5	1			1	6										6	
	Total in the month end	1,229	1,247	1,246	1,246	1,246			1,246	1,246										1,246	
	Direct-Run Stores	1,164	1,181	1,180	1,180	1,180			1,180	1,180										1,180	
	Franchise Stores	0	1	1	1	1			1	1										1	
	Online Stores	65	65	65	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	