

## Monthly Sales Figures

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

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	112.6	117.1	113.6	114.4	109.4	120.6	112.8	114.5	114.4	102.4			102.4					102.4	112.9	
	Same stores	111.1	114.8	111.2	112.3	108.2	119.3	111.2	113.1	112.7	100.4			100.4					100.4	111.1	
Number of customers	Total	103.1	105.6	104.0	104.2	101.0	113.9	107.3	107.6	105.9	101.0			101.0					101.0	105.3	
	Same stores	100.5	102.2	100.1	100.9	98.1	110.7	103.8	104.4	102.7	97.3			97.3					97.3	102.0	
Spending per customer	Total	109.2	110.9	109.3	109.8	108.4	105.9	105.2	106.4	108.0	101.4			101.4					101.4	107.1	
	Same stores	110.5	112.4	111.1	111.3	110.3	107.7	107.1	108.3	109.7	103.2			103.2					103.2	108.8	

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 September, all store sales were 102.4% and the same store sales were 100.4% of the previous year.

Temperatures throughout the month were higher than previous year, sales of summer products were mainstay of sales until the middle of the month.

Even though autumn products started slowly, there was a shift to autumn products towards the end of the month.

By brands, niko and ..., studio CLIP, LEPSIM and PAGEBOY showed good performance.

By items, standard trousers with both male and female customers were sold well, cardigans and knitwears were also popular.

Long boots and bags in clothing accessories, sofas and wireless earphone in household goods were sold well.

【Adastria Japan】

		1st half									2nd half									Total	Full-term
		1st quarter				2nd quarter					3rd quarter				4th quarter						
		Mar	Apr	May	total	Jun	Jul	Aug	total	Total	Sep	Oct	Nov	total	Dec	Jan	Feb	total			
Number of Stores	Opened	9	19	1	29	1	4	1	6	35	7			7				7	42		
	Closed	2	1	2	5	1	2	4	7	12	2			2				2	14		
	Total in the month end	1,229	1,247	1,246	1,246	1,246	1,248	1,245	1,245	1,245	1,250			1,250					1,250	1,250	
	Direct-Run Stores	1,164	1,181	1,180	1,180	1,180	1,182	1,179	1,179	1,179	1,182			1,182					1,182	1,182	
	Franchise Stores	0	1	1	1	1	1	1	1	1	1			1					1	1	
	Online Stores	65	65	65	65	65	65	65	65	65	65	67			67				67	67	

<Appendix>

FY2023/02 (March 1, 2022 ~ February 28, 2023)

Monthly figures YoY (%)		1st half									2nd half									Total	Full-term
		1st quarter				2nd quarter					3rd quarter				4th quarter						
		Mar	Apr	May	total	Jun	Jul	Aug	total	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	