

## Monthly Sales Figures

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

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	Sep	Oct	Nov	total	Dec	Jan	Feb	total			
Sales	Total	119.5	254.2	132.8	149.2	85.8			85.8	125.3										125.3
	Same stores	117.8	245.5	128.5	145.7	83.8			83.8	122.4										122.4
Number of customers	Total	114.2	215.9	114.0	134.8	81.9			81.9	114.3										114.3
	Same stores	112.0	207.2	109.4	130.6	79.4			79.4	110.8										110.8
Spending per customer	Total	104.6	117.8	116.5	110.7	104.8			104.8	109.7										109.7
	Same stores	105.2	118.5	117.5	111.6	105.5			105.5	110.5										110.5

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: The figures are calculated by excluding the impact from brand transfer between parent company and subsidiaries.

Note 4: Stores that are temporarily closed due to COVID-19 are included in same stores.

### 【Summary】

Due to continued declaration of a state of emergency and semi-emergency measures, customer traffic at physical stores was stagnant.

As the temperature was also lower than last year, total store sales in June were 85.8% and same-store sales were 83.8% year on year.

In terms of brands, HARE, PAGEBOY, Elura maintained strong sales in both physical stores and online.

Even though GLOBAL WORK, studio CLIP, LEPSIM were affected by the closure of physical stores, these online sales increased year on year.

Pants with water-absorbing and quick-drying functions and lightweight materials were the top sellers, and rain gears were also popular because it rained a lot.

Compared to June 2019, total sales was 85.6%. (No adjustment for day of week effects)

The status of store operations due to the emergency declaration is as follows;

\* 626 stores were open shorter hours and closed only on weekends as of June 1. (About 50% of the total)

※Of which, 407 stores were open shorter hours, 219 stores were open shorter hours and closed on weekends.

\* 503 stores were open shorter hours as of June 20. (About 40% of the total)

【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	12	10	6	28	2			2	30										30
	Closed	0	0	2	2	1			1	3										3
	Total in the month end	1,240	1,250	1,254	1,254	1,255			1,255	1,255										1,255
	B&M Stores	1,171	1,181	1,186	1,186	1,187			1,187	1,187										1,187
	Online Stores	69	69	68	68	68			68	68										68

<Appendix>

FY2021/02 (March 1, 2020 ~ February 28, 2021)

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	75.7	31.7	54.9	54.6	99.8	80.1	86.8	89.0	71.2	89.2	102.6	92.4	94.7	87.1	79.9	91.5	85.4	90.0	80.8
	Same stores	75.8	32.2	55.2	54.9	99.9	80.1	87.3	89.1	71.4	88.5	101.9	91.9	94.1	86.6	80.0	90.4	85.0	89.5	80.7
Number of customers	Total	80.0	38.2	65.6	61.5	103.9	77.1	85.4	88.3	75.8	89.7	98.0	90.1	92.5	84.8	82.7	91.2	85.4	88.7	82.0
	Same stores	80.0	39.0	65.8	61.8	103.8	77.0	85.8	88.3	75.9	88.9	97.2	89.5	91.8	84.3	82.7	89.9	84.9	88.1	81.9
Spending per customer	Total	94.6	82.9	83.6	88.8	96.0	103.9	101.6	100.8	93.9	99.5	104.7	102.6	102.4	102.7	96.6	100.3	100.1	101.5	98.5
	Same stores	94.7	82.6	83.9	88.8	96.2	104.0	101.8	101.0	94.0	99.6	104.9	102.7	102.5	102.7	96.7	100.5	100.1	101.6	98.6