

## 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	110.8	91.9	95.8	117.1	94.9			94.9				94.9	113.5
	Same stores	117.8	245.5	128.5	145.7	83.8	108.3	88.5	93.2	114.1	92.1			92.1				92.1	110.6
Number of customers	Total	114.2	215.9	114.0	134.8	81.9	108.5	90.8	93.4	109.1	94.1			94.1				94.1	107.0
	Same stores	112.0	207.2	109.4	130.6	79.4	105.2	86.9	90.2	105.5	90.3			90.3				90.3	103.4
Spending per customer	Total	104.6	117.8	116.5	110.7	104.8	102.2	101.2	102.6	107.4	100.9			100.9				100.9	106.1
	Same stores	105.2	118.5	117.5	111.6	105.5	102.9	101.9	103.3	108.1	101.9			101.9				101.9	106.9

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】

In September, total store sales were 94.9% and same-store sales were 92.1% year on year.

Due to the drop in temperature at the beginning of the month, sales of autumn and winter products were steady, but as the temperature rose from the middle of the month, sales of outerwear were not well.

Sales were also affected by the temporary suspension of our own e-commerce site

due to maintenance at the end of the month and the postponement of the bonus point campaign that was carried out last September.

In terms of brands, RAGEBLUE, HARE, Heather, PAGEBOY showed good performance.

In terms of items, autumn and winter pants, knit cardigans and vests are selling well, while boots, blankets and couches are popular among general merchandise.

Compared to September 2019, total sales were 84.6%. (No adjustment for day of week effects)

### <Appendix>

\*Temporary suspension due to the relocation of our EC site(.st) From 3:00 a.m. on September 28, 2021 to all day on September 29.

【Adastria 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	12	10	6	28	2	7	2	11	39	4			4					4	43	
	Closed	0	0	2	2	1	0	2	3	5	0			0					0	5	
	Total in the month end	1,240	1,250	1,254	1,254	1,255	1,262	1,262	1,262	1,262	1,266			1,266					1,266	1,266	
	B&M Stores	1,171	1,181	1,186	1,186	1,187	1,194	1,194	1,194	1,194	1,198			1,198					1,198	1,198	
	Online Stores	69	69	68	68	68	68	68	68	68	68			68					68	68	

<Appendix>

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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	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	