

## Monthly Sales Figures

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

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	119.5	254.2	132.8	149.2					149.2									149.2	
	Same stores	117.8	245.5	128.5	145.7					145.7									145.7	
Number of customers	Total	114.2	215.9	114.0	134.8					134.8									134.8	
	Same stores	112.0	207.2	109.4	130.6					130.6									130.6	
Spending per customer	Total	104.6	117.8	116.5	110.7					110.7									110.7	
	Same stores	105.2	118.5	117.5	111.6					111.6									111.6	

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 May, total store sales was 132.8% and same-store sales was 128.5% year on year.

Due to the extension of the state of emergency declaration covering four prefectures until May 11, and re-extension and addition of six prefectures, our sales decreased significantly with commercial facilities in these areas closed and shortened their business hours.

In terms of brands, GLOBAL WORK, niko and ..., LOWRYS FARM and LEPSIM were relatively steady.

In terms of items, pants with beautiful silhouettes for summer and short-sleeved tops made of comfortable materials are selling well, while sandals that can be easily used in outdoor and rainwear are popular among general merchandise.

Compared to May 2019, total sales was 72.9%.

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

• 268 stores were closed as of May 11.

• 89 stores were closed and 150 stores were closed only on weekends as of May 31.

<Appendix> Impact of COVID-19 in May 2020

• All domestic physical stores temporarily closed until May 7th due to government's declaration of a state of emergency.

• Physical stores reopened in stages as the state of emergency was lifted. Approximately 30% of stores had reopened by May 17th and 80%, 1,008 stores, by May 31st.

【Adastria Japan】

		1st half									2nd half									
		1st quarter				2nd quarter				Total	3rd quarter				4th quarter				Total	Full-term
		Mar	Apr	May	total	Jun	Jul	Aug	total		Sep	Oct	Nov	total	Dec	Jan	Feb	total		
Number of Stores	Opened	12	10	6	28					28									28	
	Closed	0	0	2	2					2									2	
	Total in the month end	1,240	1,250	1,254	1,254					1,254									1,254	
	B&M Stores	1,171	1,181	1,186	1,186					1,186									1,186	
	Online Stores	69	69	68	68					68									68	

<Appendix>

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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