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				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	85.8	110.8	91.9	95.8	117.1											117.1
	Same stores	117.8	245.5	128.5	145.7	83.8	108.3	88.5	93.2	114.1											114.1
Number of customers	Total	114.2	215.9	114.0	134.8	81.9	108.5	90.8	93.4	109.1											109.1
	Same stores	112.0	207.2	109.4	130.6	79.4	105.2	86.9	90.2	105.5											105.5
Spending per customer	Total	104.6	117.8	116.5	110.7	104.8	102.2	101.2	102.6	107.4											107.4
	Same stores	105.2	118.5	117.5	111.6	105.5	102.9	101.9	103.3	108.1											108.1

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 August, total store sales was 91.9% and same-store sales was 88.5% year on year.

Due to the expansion of COVID-19, emergency and semi-emergency measures have been declared in more areas,

and heavy rains and cooler temperatures caused a decrease in the number of customers.

Brands with a high percentage of web sales, such as HARE, repipi armario, Elura were performed well.

Pants in deep autumn colors were the top sellers, and blouses that can be worn in two ways and products in collaboration with artists were popular.

In terms of general merchandise, flat sandals and limited edition "Miffy" products were also popular.

Compared to August 2019, total sales was 79.8%. (No adjustment for day of week effects)

The status of store operations due to the emergency and semi-emergency measures is as follows ;

・692 stores were open on shorter hours and closed only on weekends as of August 24. (About 60% of the total)

※ Of which, 682 stores were open shorter hours, 10 stores open shorter hours and closed on weekends.

・88 stores were open shorter hours, 20 stores closed temporarily due to heavy rain as of August 14.

【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	2	7	2	11	39										39
	Closed	0	0	2	2	1	0	2	3	5										5
	Total in the month end	1,240	1,250	1,254	1,254	1,255	1,262	1,262	1,262	1,262										1,262
	B&M Stores	1,171	1,181	1,186	1,186	1,187	1,194	1,194	1,194	1,194										1,194
	Online Stores	69	69	68	68	68	68	68	68	68										68

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

Monthly figures YoY（%）		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		
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