

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	85.8	110.8		97.2	121.9									121.9	
	Same stores	117.8	245.5	128.5	145.7	83.8	108.3		94.9	119.0									119.0	
Number of customers	Total	114.2	215.9	114.0	134.8	81.9	108.5		94.3	112.8									112.8	
	Same stores	112.0	207.2	109.4	130.6	79.4	105.2		91.5	109.4									109.4	
Spending per customer	Total	104.6	117.8	116.5	110.7	104.8	102.2		103.0	108.0									108.0	
	Same stores	105.2	118.5	117.5	111.6	105.5	102.9		103.7	108.8									108.8	

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 July, total store sales was 110.8% and same-store sales was 108.3% year on year.

Even though a state of emergency was declared in Tokyo and Okinawa and semi-emergency measures continued in other areas,

sales recovered due to one more day off than last year and rising temperatures after the rainy season.

In terms of brands, GLOBAL WORK, niko and ..., studio CLIP were steady.

Pants with functional materials for both men and women were the top sellers, and short-sleeved blouses made of silky material also performed well.☒

In terms of general merchandise, comfortable flat sandals and tote bags were popular.

Compared to July 2019, total sales was 88.7%. (No adjustment for day of week effects)

【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	7		9	37										37
	Closed	0	0	2	2	1	0		1	3										3
	Total in the month end	1,240	1,250	1,254	1,254	1,255	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
	Online Stores	69	69	68	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