

Monthly Sales Figures

FY2023/02 (March 1, 2022 ~ February 28, 2023)

Monthly figures YoY (%)		1st half								2nd half								Full-term	
		1st quarter				2nd quarter				3rd quarter				4th quarter					Total
		Mar	Apr	May	total	Jun	Jul	Aug	total	Total	Sep	Oct	Nov	total	Dec	Jan	Feb		
Sales	Total	109.5			109.5					109.5									109.5
	Same stores	108.5			108.5					108.5									108.5
Number of customers	Total	105.2			105.2					105.2									105.2
	Same stores	102.2			102.2					102.2									102.2
Spending per customer	Total	104.2			104.2					104.2									104.2
	Same stores	106.1			106.1					106.1									106.1

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

【Summary】

In March, all-store sales was 109.5% and same-store sales was 108.5% compared to the previous year.

Due to the end of the semi-emergency measures and increased demand for outings, the number of customers recovered.

Also, TV commercials and marketing campaigns for our website (.st) and product promotions were successful.

We calculate that one more holiday than last year had an impact of approximately 2 percent on the same-store sales.

By brands, GLOBAL WORK, niko and ..., LEPSIM, and HARE showed good performance.

By items, trousers in a wide range of colours and spring trench coats are selling well, while flat shoes and tote bags are popular among general merchandise.

【Adastria Japan】

		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				
Number of Stores	Opened	3			3													3	3		
	Closed	2			2													2	2		
	Total in the month end	1,246			1,246													1,246	1,246		
	B&M Stores	1,180			1,180													1,180	1,180		
	Online Stores	66			66													66	66		

<Appendix>

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	102.9	108.0	102.5	107.8	109.1	98.7	106.2	104.3	109.8	
	Same stores	117.8	245.5	128.5	145.7	83.8	108.3	88.5	93.2	114.1	92.1	100.1	105.3	99.8	105.3	106.5	95.9	103.6	101.6	107.0	
Number of customers	Total	114.2	215.9	114.0	134.8	81.9	108.5	90.8	93.4	109.1	94.1	102.0	107.7	101.6	102.0	100.0	96.1	99.9	100.7	104.7	
	Same stores	112.0	207.2	109.4	130.6	79.4	105.2	86.9	90.2	105.5	90.3	97.9	103.1	97.4	97.7	96.3	91.9	95.8	96.6	100.9	
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	100.3	101.0	105.6	109.1	102.7	106.3	103.6	104.9	
	Same stores	105.2	118.5	117.5	111.6	105.5	102.9	101.9	103.3	108.1	101.9	102.2	102.2	102.4	107.8	110.6	104.4	108.1	105.2	106.1	