

Adastria Co., Ltd.
October 4th, 2022

Monthly Sales Figures

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

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	109.5	123.0	136.1	121.5	110.4	105.7	125.9	112.5	117.1	112.0			112.0				112.0	116.4		
	Same stores	108.5	120.1	131.9	119.0	108.1	104.4	124.2	110.8	115.0	111.4			111.4				111.4	114.5		
Number of customers	Total	105.2	118.7	128.9	116.8	103.6	97.2	117.6	104.8	110.4	104.4			104.4				104.4	109.7		
	Same stores	102.2	114.0	123.3	112.5	100.1	94.9	114.5	101.9	106.9	102.4			102.4				102.4	106.3		
Spending per customer	Total	104.2	103.6	105.6	104.1	106.5	108.7	107.0	107.3	106.0	107.3			107.3				107.3	106.1		
	Same stores	106.1	105.3	107.0	105.8	107.9	110.1	108.5	108.7	107.6	108.8			108.8				108.8	107.7		

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 September, all-store sales were 112.0% and same-store sales were 111.4% compared to the previous year.

Even though customer footfall declined in the middle of the month due to the impact of a large typhoon,

the drop in temperatures and holidays led to strong sales of autumn/winter products towards the end of the month.

A 4-day campaign of a JPY1,000 coupon on our EC (Dot ST) available for purchases of JPY8,000 or more, also contributed to EC sales from Thursday 22 to Sunday 25 September.

By brands, GLOBAL WORK, niko and ..., LOWRYS FARM, and JEANASIS showed good performance.

By items, trousers in autumn/winter materials, knitted tops and layered dresses were selling well.

Boots are popular in accessories, while sofas and blankets are popular in household goods.

【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	3	14	0	17	3	0	1	4	21	4			4				4	25		
	Closed	2	3	3	8	1	3	14	18	26	1			1				1	27		
	Total in the month end	1,246	1,257	1,254	1,254	1,256	1,253	1,240	1,240	1,240	1,243			1,243				1,243	1,243		
	B&M Stores	1,180	1,191	1,188	1,188	1,190	1,187	1,175	1,175	1,175	1,176			1,176				1,176	1,176		
	Online Stores	66	66	66	66	66	66	65	65	65	67			67				67	67		

<Appendix>

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	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	