

Monthly Sales Figures

FY2024/02 (March 1, 2023 ~ February 29, 2024)

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	112.6	117.1	113.6	114.4	109.4	120.6		115.1	114.7									114.7	
	Same stores	111.1	114.8	111.2	112.3	108.2	119.3		113.8	112.9									112.9	
Number of customers	Total	103.1	105.6	104.0	104.2	101.0	113.9		107.7	105.7									105.7	
	Same stores	100.5	102.2	100.1	100.9	98.1	110.7		104.7	102.5									102.5	
Spending per customer	Total	109.2	110.9	109.3	109.8	108.4	105.9		106.8	108.5									108.5	
	Same stores	110.5	112.4	111.1	111.3	110.3	107.7		108.7	110.2									110.2	

Note 1: These 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: These 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 were temporarily closed due to COVID-19 are included in same stores.

【Summary】

In July, all store sales were 120.6% and the same store sales were 119.3% of the previous year.

Due to rising temperatures and good weather, customer footfall increased and sales of summer products were continued to be strong.

Sales per customer kept improving as prices were raised and excessive discount was curbed even during the sale period.

By brands, GLOBAL WORK, niko and ..., LOWRYS FARM, studio CLIP and LEPSIM showed good performance.

By items, trousers made of summer functional materials were popular with both male and female customers and bouses made from lightweight materials, cooling summer knitwear also performed well.

In clothing accessories, sandals and bags, and in household goods, such as bottle holders, cooling neck bands and folding umbrellas for sunny days were popular.

【Adestria 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	9	19	1	29	1	4		5	34										34	
	Closed	2	1	2	5	1	2		3	8										8	
	Total in the month end	1,229	1,247	1,246	1,246	1,246	1,248		1,248	1,248											1,248
	Direct-Run Stores	1,164	1,181	1,180	1,180	1,180	1,182		1,182	1,182											1,182
	Franchise Stores	0	1	1	1	1	1		1	1											1
	Online Stores	65	65	65	65	65	65		65	65											

<Appendix>

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

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	109.5	123.0	136.1	121.5	110.4	105.7	125.9	112.5	117.1	112.0	115.9	105.0	110.6	112.2	107.4	125.9	113.4	112.0	114.3	
	Same stores	108.5	120.1	131.9	119.0	108.1	104.4	124.2	110.8	115.0	111.4	114.0	102.9	109.0	110.2	105.3	124.8	111.5	110.2	112.4	
Number of customers	Total	105.2	118.7	128.9	116.8	103.6	97.2	117.6	104.8	110.4	104.4	108.4	102.1	104.9	111.4	105.7	118.7	110.9	108.0	109.2	
	Same stores	102.2	114.0	123.3	112.5	100.1	94.9	114.5	101.9	106.9	102.4	105.4	98.7	102.0	108.3	102.3	115.7	107.7	104.9	105.9	
Spending per customer	Total	104.2	103.6	105.6	104.1	106.5	108.7	107.0	107.3	106.0	107.3	106.9	102.8	105.5	100.7	101.7	106.1	102.2	103.7	104.7	
	Same stores	106.1	105.3	107.0	105.8	107.9	110.1	108.5	108.7	107.6	108.8	108.2	104.3	106.8	101.8	103.0	107.9	103.5	105.1	106.2	