

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	112.8	114.5	114.4										114.4
	Same stores	111.1	114.8	111.2	112.3	108.2	119.3	111.2	111.1	112.7										112.7
Number of customers	Total	103.1	105.6	104.0	104.2	101.0	113.9	107.3	107.6	105.9										105.9
	Same stores	100.5	102.2	100.1	100.9	98.1	110.7	103.8	104.4	102.7										102.7
Spending per customer	Total	109.2	110.9	109.3	109.8	108.4	105.9	105.2	106.4	108.0										108.0
	Same stores	110.5	112.4	111.1	111.3	110.3	107.7	107.1	108.3	109.7										109.7

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 August, all store sales were 112.8% and the same store sales were 111.2% of the previous year.

Due to hot weather and high demand for outings such as summer holidays and homecomings, sales of summer products were continued to be strong.

Transition to late summer products is also going well.

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

By items, short-sleeves tops made of antibacterial, deodorant and cooling materials, standard trousers were popular with both male and female customers.

Sandals and bags in clothing accessories, and bottle holders and limited edition "Miffy" character products in household goods were sold well.

<Appendix>

- 470 stores in Okinawa, Kyushu and western Japan area were temporarily closed or opened shorter hours due to typhoons in mid-August. This impact on sales was negligible.

(Temporarily closed stores are included in existing stores.)

【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	1	6	35										35	
	Closed	2	1	2	5	1	2	4	7	12										12	
	Total in the month end	1,229	1,247	1,246	1,246	1,246	1,248	1,245	1,245	1,245										1,245	
	Direct-Run Stores	1,164	1,181	1,180	1,180	1,180	1,182	1,179	1,179	1,179										1,179	
	Franchise Stores	0	1	1	1	1	1	1	1	1										1	
	Online Stores	65	65	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	