

Monthly Sales Figures

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

Monthly figures YoY (%)		1st half									2nd half									
		1st quarter				2nd quarter				Total	3rd quarter				4th quarter				Total	Full-term
		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	102.4	106.0	106.1	105.1	100.7	114.2		106.4	105.7	110.0
	Same stores	111.1	114.8	111.2	112.3	108.2	119.3	111.2	113.1	112.7	100.4	105.0	106.2	104.2	101.0	114.7		106.7	105.3	109.0
Number of customers	Total	103.1	105.6	104.0	104.2	101.0	113.9	107.3	107.6	105.9	101.0	103.6	102.3	102.4	97.5	108.5		102.6	102.5	104.3
	Same stores	100.5	102.2	100.1	100.9	98.1	110.7	103.8	104.4	102.7	97.3	101.0	100.4	99.7	96.5	107.4		101.5	100.5	101.7
Spending per customer	Total	109.2	110.9	109.3	109.8	108.4	105.9	105.2	106.4	108.0	101.4	102.4	103.7	102.6	103.4	105.3		103.8	103.1	105.5
	Same stores	110.5	112.4	111.1	111.3	110.3	107.7	107.1	108.3	109.7	103.2	103.9	105.8	104.5	104.7	106.7		105.2	104.7	107.2

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 are included. Domestic and overseas subsidiaries, divisions specializing in wholesales for corporations are not included.

Note 3: Stores that were temporarily closed due to COVID-19 are included in same stores.

【Summary】

In January, all store sales were 114.2% and the same store sales were 114.7% of the previous year.

The New Year and winter sales have been successful, resulting in a good sales of winter products.

Also, the spring products launched earlier than previous year have been selling well.

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

By items, a wide range of design knitwears and in-house developed materials coats were sold well.

Boots in clothing accessories, blankets and tote bags in household goods were popular.

In January 2023, we estimate that there was an approximately 10% of negative impact due to system outages and heavy snowfall.

< Appendix >

- In 2023, our EC (Dot-ST) was suspended due to unauthorized access from 11:30 am 18th to 12:00 pm 26th January.

There were also delays of several days in the delivery of goods to customers and shops.

- In 2023, 120 stores at maximum were temporarily closed or open shorter hours due to heavy snowfall from 24th to 28th January.

- This year, 57 stores at maximum were temporarily closed or open shorter hours due to the Noto Peninsula earthquake from 1st to 6th January.

- These temporarily closed stores are included in existing stores.

【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	9	19	1	29	1	4	1	6	35	7	6	3	16	2	0		2	18	53	
	Closed	2	1	2	5	1	2	4	7	12	2	1	2	5	0	14		14	19	31	
	Total in the month end	1,229	1,247	1,246	1,246	1,246	1,248	1,245	1,245	1,245	1,250	1,255	1,256	1,256	1,258	1,244		1,244	1,244	1,244	
	Direct-Run Stores	1,164	1,181	1,180	1,180	1,180	1,182	1,179	1,179	1,179	1,182	1,186	1,187	1,187	1,189	1,175		1,175	1,175	1,175	
	Franchise Stores	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1		1	1	1	
	Online Stores	65	65	65	65	65	65	65	65	65	65	67	68	68	68	68		68	68	68	

<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	