

## 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				Total	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	102.4	106.0	106.1	105.1	100.7	114.2	110.9	107.5	106.3	110.1	
	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	110.6	107.6	105.9	109.1	
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	104.5	103.0	102.7	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	102.1	101.6	100.7	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	106.2	104.3	103.5	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	108.3	105.9	105.1	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 February, all store sales were 110.9% and the same store sales were 110.6% of the previous year.

In the first half of the month, as the temperature was low, the sales of winter items progressed. From the second half of the month, as there were many warm days, spring items sold well.

Compared to last year, there was one extra holiday, and due to it being a leap year, there was one extra business day. We estimate this has a 4.9 point positive impact.

Last year, from January 30th to February 5th, we distributed 1,000 yen coupons through our own EC (Dot-ST).

This has a negative impact on the number of customers and a positive impact on the spending per customers.

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

By items, spring-style pants and occasion items for entrance and graduation ceremonies are performing well. In fashion accessories, bags and pumps are popular, while in lifestyle goods, blankets and wireless earphones are in high demand.

【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	7	9	25	60	
	Closed	2	1	2	5	1	2	4	7	12	2	1	2	5	0	14	9	23	28	40	
	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	1,242	1,242	1,242	1,242	
	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	1,180	1,180	1,180	1,180	
	Franchise Stores	0	1	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	61	61	61	

<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	