

Monthly Sales Figures

FY2022/02 (March 1, 2021 ~ February 28, 2022)

Monthly figures YoY (%)		1st half								2nd half								Full-term	
		1st quarter				2nd quarter				3rd quarter				4th quarter					Total
		Mar	Apr	May	total	Jun	Jul	Aug	total	Total	Sep	Oct	Nov	total	Dec	Jan	Feb		
Sales	Total	119.5	254.2		157.1					157.1									157.1
	Same stores	117.8	245.5		154.1					154.1									154.1
Number of customers	Total	114.2	215.9		146.4					146.4									146.4
	Same stores	112.0	207.2		142.7					142.7									142.7
Spending per customer	Total	104.6	117.8		107.3					107.3									107.3
	Same stores	105.2	118.5		108.0					108.0									108.0

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: The figures are calculated by excluding the impact from brand transfer between parent company and subsidiaries.

Note 4: Stores that are temporarily closed due to COVID-19 are included in same stores.

【Summary】

In April, total store sales was 254.2% and same-store sales was 245.5% year on year.

With warm weather at the beginning of April, spring and summer lines sold well.

However by the middle of the month, customers footfall fell in line with increase of COVID-19 cases.

On April 25th, another state of emergency was declared in TOKYO and three other prefectures meaning we had to close stores.

In terms of brands, GLOBAL WORK, niko and ..., LOWRYS FARM, studio CLIP showed good performance.

In terms of items, pants and spring blouses which are comfortable even in hot weather are selling well, while sandals and tote bags are popular among general merchandise.

The status of store operations due to the emergency declaration is as follows;

- 293 stores were closed as of April 25.

- Hours of operation continue to be shortened at some stores.

<Appendix> Impact of COVID-19 in April 2020

- About 50% of stores in Japan temporarily closed from April 8th after government declared state of emergency for seven prefectures.

- More stores closed from April 16 after nationwide state of emergency was declared and eventually all of our physical stores temporarily closed at the last week of April.

【Adastria Japan】

		1st half									2nd half									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	12	10		22					22									22	
	Closed	0	0		0					0									0	
	Total in the month end	1,240	1,250		1,250					1,250									1,250	
	B&M Stores	1,171	1,181		1,181					1,181									1,181	
	Online Stores	69	69		69					69									69	

<Appendix>

FY2021/02 (March 1, 2020 ~ February 28, 2021)

Monthly figures YoY (%)		1st half									2nd half									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	75.7	31.7	54.9	54.6	99.8	80.1	86.8	89.0	71.2	89.2	102.6	92.4	94.7	87.1	79.9	91.5	85.4	90.0	80.8
	Same stores	75.8	32.2	55.2	54.9	99.9	80.1	87.3	89.1	71.4	88.5	101.9	91.9	94.1	86.6	80.0	90.4	85.0	89.5	80.7
Number of customers	Total	80.0	38.2	65.6	61.5	103.9	77.1	85.4	88.3	75.8	89.7	98.0	90.1	92.5	84.8	82.7	91.2	85.4	88.7	82.0
	Same stores	80.0	39.0	65.8	61.8	103.8	77.0	85.8	88.3	75.9	88.9	97.2	89.5	91.8	84.3	82.7	89.9	84.9	88.1	81.9
Spending per customer	Total	94.6	82.9	83.6	88.8	96.0	103.9	101.6	100.8	93.9	99.5	104.7	102.6	102.4	102.7	96.6	100.3	100.1	101.5	98.5
	Same stores	94.7	82.6	83.9	88.8	96.2	104.0	101.8	101.0	94.0	99.6	104.9	102.7	102.5	102.7	96.7	100.5	100.1	101.6	98.6