

Monthly Sales Figures

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

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	119.5	254.2	132.8	149.2	85.8	110.8	91.9	95.8	117.1	94.9	102.9		99.4				99.4	111.7	
	Same stores	117.8	245.5	128.5	145.7	83.8	108.3	88.5	93.2	114.1	92.1	100.1		96.5				96.5	108.8	
Number of customers	Total	114.2	215.9	114.0	134.8	81.9	108.5	90.8	93.4	109.1	94.1	102.0		98.3				98.3	106.3	
	Same stores	112.0	207.2	109.4	130.6	79.4	105.2	86.9	90.2	105.5	90.3	97.9		94.4				94.4	102.7	
Spending per customer	Total	104.6	117.8	116.5	110.7	104.8	102.2	101.2	102.6	107.4	100.9	100.9		101.1				101.1	105.1	
	Same stores	105.2	118.5	117.5	111.6	105.5	102.9	101.9	103.3	108.1	101.9	102.2		102.3				102.3	106.0	

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】

Even though sales of autumn and winter items remained sluggish due to high temperatures until the middle of the month, a drop in temperatures in the latter half of the month boosted sales of autumn and winter items, and demand for going out recovered, resulting in 102.9% of all-store sales and 100.1% of same-store sales in October compared to the previous year.

By brands, GLOBAL WORK, HARE, PAGEBOY and LAKOLE showed good performance.

By items, autumn and winter versions of popular pants, knit and hoodies are selling well, while long boots, blankets and Christmas trees are popular among general merchandise.

Compared to October 2019, total sales were 105.6%. (Not adjusted for the effect of holidays)

*We have started new TV commercial for our website (.st) and a "20% point reduction" campaign on October 27th.

【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	6	28	2	7	2	11	39	4	5		9					9	48
	Closed	0	0	2	2	1	0	2	3	5	0	2		2					2	7
	Total in the month end	1,240	1,250	1,254	1,254	1,255	1,262	1,262	1,262	1,262	1,266	1,269		1,269					1,269	1,269
	B&M Stores	1,171	1,181	1,186	1,186	1,187	1,194	1,194	1,194	1,194	1,198	1,203		1,203					1,203	1,203
	Online Stores	69	69	68	68	68	68	68	68	68	68	66		66					66	66

<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