

Monthly Sales Figures

FY2027/02 (March 1, 2026 ~ February 28, 2027)

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	105.6	104.9	108.2	106.3					106.3									106.3	
	Same stores	103.2	102.9	106.1	104.1					104.1									104.1	
Number of customers	Total	109.0	108.1	108.2	108.4					108.4									108.4	
	Same stores	106.5	106.0	105.6	106.0					106.0									106.0	
Spending per customer	Total	96.8	97.1	100.0	98.0					98.0									98.0	
	Same stores	96.8	97.1	100.5	98.2					98.2									98.2	

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

【Summary】

In May, all store sales were 108.2% and the same store sales were 106.1% year-on-year.

The 20% point reward campaign for members held from Wednesday, May 13 to Thursday, May 21, along with the TV commercial aired at the same time, also contributed to the growth in sales.

In addition, since there were two more holidays than the previous year, we estimate that there was a positive impact of 3.3 percentage points on same store sales year-on-year.

By brand, LOWRYS FARM, studio CLIP, LEPSIM, and HARE showed good performance.

By item, short-sleeved tops and pants using comfortable materials even in hot weather were popular in apparel.

In fashion accessories, bags and sandals performed well, while collaboration items and handy fans were popular in household goods.

【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	3	14	1	18					18									18	
	Closed	1	1	3	5					5									5	
	Total in the month end	1,325	1,338	1,336	1,336					1,336									1,336	
	Direct-Run Stores	1,257	1,270	1,269	1,269					1,269									1,269	
	Franchise Stores	6	6	6	6					6									6	
	Online Stores	62	62	61	61					61									61	

<Appendix>

FY2026/02 (March 1, 2025 ~ February 28, 2026)

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	107.4	98.5	108.4	104.8	103.6	102.6	109.6	104.9	104.8	99.7	107.6	104.3	104.1	103.4	113.6	115.7	109.7	106.9	105.9
	Same stores	104.1	95.0	104.2	101.1	99.8	99.0	104.4	100.8	101.0	96.1	104.4	101.2	100.9	99.8	109.9	109.9	105.5	103.1	102.1
Number of customers	Total	107.3	99.5	108.0	104.9	105.3	104.9	113.2	107.6	106.3	104.9	109.0	106.7	106.9	110.5	117.4	116.8	114.5	110.8	108.5
	Same stores	101.3	93.9	101.7	98.9	99.3	99.5	106.0	101.4	100.2	99.0	104.8	102.4	102.2	105.0	112.4	110.0	108.8	105.6	102.8
Spending per customer	Total	100.1	99.0	100.4	99.8	98.4	97.7	96.8	97.5	98.6	95.0	98.8	97.7	97.4	93.6	96.8	99.0	95.8	96.5	97.6
	Same stores	102.8	101.2	102.5	102.2	100.5	99.5	98.5	99.4	100.7	97.0	99.7	98.8	98.7	95.1	97.8	99.9	97.0	97.7	99.3

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Note 2: These are parent company, Adastria Co., Ltd.,'s figures and the online sales are included. Other domestic and overseas subsidiaries, divisions specializing in wholesales for corporations are not included.

Note 3: Due to the merger of TODAY'S SPECIAL Co., Ltd., on 1 March 2025, TODAY'S SPECIAL and GEORGE'S was included in year-on-year comparison of all store sales.