

## 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	108.0	102.5	107.8	109.1		108.3	105.0	110.5
	Same stores	117.8	245.5	128.5	145.7	83.8	108.3	88.5	93.2	114.1	92.1	100.1	105.3	99.8	105.3	106.5		105.8	102.3	107.7
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	107.7	101.6	102.0	100.0		101.1	101.3	105.3
	Same stores	112.0	207.2	109.4	130.6	79.4	105.2	86.9	90.2	105.5	90.3	97.9	103.1	97.4	97.7	96.3		97.0	97.3	101.4
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	100.3	101.0	105.6	109.1		107.2	103.6	105.0
	Same stores	105.2	118.5	117.5	111.6	105.5	102.9	101.9	103.3	108.1	101.9	102.2	102.2	102.4	107.8	110.6		109.1	105.2	106.2

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 January, all-store sales was 109.1% and same-store sales was 106.5% compared to the previous year.

The cold weather resulted in good sales of winter wear and the sales from the New Year's sale were strong.

From the middle of the month, the expansion of COVID-19 and the implementation of the semi-emergency measures resulted a slight slowdown in customer footfall at physical stores.

We estimate that one less holiday than last year had a negative impact of approximately 1% on the same-store sales.

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

By items, comfortable high-neck sweaters and coats using functional materials, are selling well, while boots and tote bags are popular among general merchandise.

Compared to January 2020, total sales were 87.1%. (Not adjusted for the effect of holidays)

### <Appendix>

\*Temporary suspension due to the maintenance of our EC site(.st) From 6:30 a.m to 2:00 p.m on January 25.

【Adastria Japan】

		1st half										2nd half										Total	Full-term
		1st quarter				2nd quarter				3rd quarter				4th quarter									
		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	3	12	2	1		3	15	54			
	Closed	0	0	2	2	1	0	2	3	5	0	2	0	2	0	22		22	24	29			
	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	1,272	1,272	1,274	1,253		1,253	1,253	1,253			
	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	1,206	1,206	1,208	1,187		1,187	1,187	1,187			
	Online Stores	69	69	68	68	68	68	68	68	68	68	66	66	66	66	66		66	66	66			

<Appendix>

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

Monthly figures YoY (%)		1st half										2nd half										Total	Full-term
		1st quarter				2nd quarter				3rd quarter				4th quarter									
		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			