

Monthly Sales Figures

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			75.7					75.7									75.7
	Same stores	75.8			75.8					75.8									75.8
Number of customers	Total	80.0			80.0					80.0									80.0
	Same stores	80.0			80.0					80.0									80.0
Spending per customer	Total	94.6			94.6					94.6									94.6
	Same stores	94.7			94.7					94.7									94.7

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 is parent company, Adastria Co., Ltd.,'s figures and the online sales is included. The domestic subsidiaries and overseas are not included.

【Summary】

For March, due to the impact of COVID-19, number of customers heavily decreased because people refrained going out and stores reduced operations hours.

Total stores sales is 75.7%, same stores sales is 75.8% year on year.

Spring collections such as trench coats, blouses, pumps were the main selling categories of the month, furniture for moving season are also popular.

Impact of COVID-19 :

- About 90% of stores in Japan reduced operating hours by one or two hours throughout the month.

- 277 stores in Kanto region closed on March 28~29 because of the government request to refrain from going out.

- EC sales increased more than 10% year on year.

【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	17			17					17									17
	Closed	3			3					3									3
	Total in the month end	1,243			1,243					1,243									1,243
	B&M Stores	1,180			1,180					1,180									1,180
	Online Stores	63			63					63									63

<Appendix>

FY2020/02 (March 1, 2019 ~ February 29, 2020)

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	105.9	107.8	108.9	107.5	94.0	98.9	104.9	98.6	103.0	100.3	94.7	98.6	97.8	95.4	98.0	98.9	97.0	97.4	100.1
	Same stores	108.2	110.0	110.7	109.6	95.3	100.4	105.5	99.8	104.6	101.1	94.8	99.3	98.3	95.9	98.4	99.2	97.4	97.9	101.0
Number of customers	Total	102.4	104.4	107.7	104.8	87.5	94.3	104.9	94.6	99.1	100.1	93.1	96.6	96.5	95.4	97.2	99.2	96.9	96.7	97.9
	Same stores	104.1	105.9	109.3	106.4	88.4	95.5	105.4	95.5	100.3	100.3	92.7	96.7	96.4	95.6	97.4	99.3	97.1	96.8	98.5
Spending per customer	Total	103.5	103.3	101.1	102.6	107.4	104.8	100.0	104.2	104.0	100.1	101.7	102.0	101.3	100.0	100.9	99.7	100.2	100.7	102.2
	Same stores	104.0	103.9	101.3	103.0	107.8	105.1	100.1	104.5	104.3	100.8	102.3	102.7	102.0	100.3	100.9	99.9	100.4	101.1	102.5