

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	31.7		54.5					54.5								54.5	
	Same stores	75.8	32.2		54.7					54.7								54.7	
Number of customers	Total	80.0	38.2		59.4					59.4								59.4	
	Same stores	80.0	39.0		59.7					59.7								59.7	
Spending per customer	Total	94.6	82.9		91.8					91.8								91.8	
	Same stores	94.7	82.6		91.6					91.6								91.6	

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.

【Summary】

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

Total stores sales is 31.7%, same stores sales is 32.2% year on year.

Long sleeve shirts and pants were the main selling categories of the month, tote bags and alcohol mist are also popular.

Impact of COVID-19 :

- 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.

- EC sales increased about 20% year on year.

【Adastria Japan】

		1st half									2nd half								Total	Full-term
		1st quarter				2nd quarter				Total	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	1		18					18									18	
	Closed	3	0		3					3									3	
	Total in the month end	<u>1,240</u>	1,241		1,241					1,241									1,241	
	B&M Stores	<u>1,179</u>	1,179		1,179					1,179									1,179	
	Online Stores	<u>61</u>	62		62					62									62	

Note 1: Due to the transfer of PAS TIERRA business from parent company to ELEMENT RULE Co., Ltd, 3 stores of PAS TIERRA are deducted from March 2020. The underlined figures are the revisions from the last monthly release.

<Appendix>

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

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