

## 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	54.9	54.6					54.6								54.6	
	Same stores	75.8	32.2	55.2	54.9					54.9								54.9	
Number of customers	Total	80.0	38.2	65.6	61.5					61.5								61.5	
	Same stores	80.0	39.0	65.8	61.8					61.8								61.8	
Spending per customer	Total	94.6	82.9	83.6	88.8					88.8								88.8	
	Same stores	94.7	82.6	83.9	88.8					88.8								88.8	

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 are included in same stores from this March to May as an exceptional measure.

### 【Summary】

For May, 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 54.9%, same stores sales is 55.2% year on year.

T-shirts, blouses and pants were the main selling categories of the month, sandals and tote bags are also popular.

### Impact of COVID-19 :

- All domestic physical stores temporarily closed until May 7th due to government's declaration of a state of emergency.

- Physical stores reopened sequentially from May 8th after state of emergency was lifted. Approximately 30% of stores reopened by May 17th and 80%, 1,008 stores, by May 31st.

- EC sales increased about 50% 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	1	2	20					20									20
	Closed	3	0	1	4					4									4
	Total in the month end	1,240	1,241	1,242	1,242					1,242									1,242
	B&M Stores	1,179	1,179	1,180	1,180					1,180									1,180
	Online Stores	61	62	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.

<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