

## Monthly Sales Figures

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

Monthly figures YoY (%)		1st half									2nd half									
		1st quarter				2nd quarter				Total	3rd quarter				4th quarter				Total	Full-term
		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			89.2				89.2	73.6	
	Same stores	75.8	32.2	55.2	54.9	99.9	80.1	87.3	89.1	71.4	88.5			88.5				88.5	73.7	
Number of customers	Total	80.0	38.2	65.6	61.5	103.9	77.1	85.4	88.3	75.8	89.7			89.7				89.7	77.5	
	Same stores	80.0	39.0	65.8	61.8	103.8	77.0	85.8	88.3	75.9	88.9			88.9				88.9	77.5	
Spending per customer	Total	94.6	82.9	83.6	88.8	96.0	103.9	101.6	100.8	93.9	99.5			99.5				99.5	95.0	
	Same stores	94.7	82.6	83.9	88.8	96.2	104.0	101.8	101.0	94.0	99.6			99.6				99.6	95.1	

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】

High temperature and 1 day less national holidays compared to last year held back the sales of autumn items in the beginning of September.

As the temperature dropped in the last 2 weeks of the month, the sales of autumn items grew. Total stores sales is 89.2%, same stores sales is 88.5% year on year.

In terms of brands, LOWRYS FARM, PAGEBOY, LAKOLE showed good performance.

In terms of items, pants, long-sleeved tops, blouses were the main selling categories of the month. Shoe category such as pumps and boots were also popular.

【Adastria Japan】

		1st half									2nd half									Total	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	17	1	2	20	4	4	2	10	30	9			9				9	39		
	Closed	3	0	2	5	1	2	7	10	15	0			0				0	15		
	Total in the month end	1,240	1,241	1,241	1,241	1,244	1,246	1,241	1,241	1,241	1,250			1,250				1,250	1,250		
	B&M Stores	1,179	1,179	1,180	1,180	1,182	1,183	1,177	1,177	1,177	1,186			1,186				1,186	1,186		
	Online Stores	61	62	61	61	62	63	64	64	64	64			64				64	64		

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				Total	3rd quarter				4th quarter				Total		
		Mar	Apr	May	total	Jun	Jul	Aug	total		Sep	Oct	Nov	total	Dec	Jan	Feb	total			
Sales	Total	105.9	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	