

Monthly Sales Figures

FY2022/02 (March 1, 2021 ~ February 28, 2022)

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	119.5			119.5					119.5									119.5	
	Same stores	117.8			117.8					117.8									117.8	
Number of customers	Total	114.2			114.2					114.2									114.2	
	Same stores	112.0			112.0					112.0									112.0	
Spending per customer	Total	104.6			104.6					104.6									104.6	
	Same stores	105.2			105.2					105.2									105.2	

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.

【Summary】

In March, totals store sales is 119.5% and same-store sales is 117.8% year on year.

Even though the number of holidays was two days less than the previous year, the number of customers recovered with the lifting of the government's emergency declaration, and sales of spring products continued to grow steadily from the previous month.

In terms of brands, GLOBAL WORK, niko and ..., studio CLIP, LEPSIM showed good performance.

In terms of items, occasional items and pants for entrance ceremonies are selling well, while pumps and sofas for new life are popular among sundry goods.

【Adastria Japan】

		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		
Number of Stores	Opened	12			12					12									12	
	Closed	0			0					0									0	
	Total in the month end	1,240			1,240					1,240									1,240	
	B&M Stores	1,171			1,171					1,171									1,171	
	Online Stores	69			69					69									69	

<Appendix>

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

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	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