

Monthly Sales Figures

FY2023/02 (March 1, 2022 ~ February 28, 2023)

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	109.5	123.0	136.1	121.5	110.4	105.7	125.9	112.5	117.1	112.0	115.9	105.0	110.6	112.2	107.4		110.1	110.4	113.7	
	Same stores	108.5	120.1	131.9	119.0	108.1	104.4	124.2	110.8	115.0	111.4	114.0	102.9	109.0	110.2	105.3		108.1	108.6	111.7	
Number of customers	Total	105.2	118.7	128.9	116.8	103.6	97.2	117.6	104.8	110.4	104.4	108.4	102.1	104.9	111.4	105.7		108.7	106.6	108.6	
	Same stores	102.2	114.0	123.3	112.5	100.1	94.9	114.5	101.9	106.9	102.4	105.4	98.7	102.0	108.3	102.3		105.5	103.6	105.3	
Spending per customer	Total	104.2	103.6	105.6	104.1	106.5	108.7	107.0	107.3	106.0	107.3	106.9	102.8	105.5	100.7	101.7		101.3	103.6	104.6	
	Same stores	106.1	105.3	107.0	105.8	107.9	110.1	108.5	108.7	107.6	108.8	108.2	104.3	106.8	101.8	103.0		102.5	104.9	106.1	

Note 1: These 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: These are parent company, Adastria Co., Ltd.,'s figures and the online sales is included. The domestic subsidiaries and overseas are not included.

Note 3: Stores that were temporarily closed due to COVID-19 are included in same stores.

【Summary】

In January, all-store sales were 107.4% and same-store sales were 105.3% compared to the previous year.

In the first half of the month saw good sales of winter products, with the New Year and winter sales were going well.

In the middle of the month, unauthorised access to our internal business servers resulted in the shutdown of our logistics system and other systems, which led to the suspension of our own EC and delays in logistics, resulting in lost sales. Both the logistics system and our EC were restored by the end of the month.

Also, in the end of the month, some stores had to shorten their operating hours due to the heavy snowfall.

By brands, GLOBAL WORK, studio CLIP, LAKOLE and RAGEBLUE showed good performance.

By items, knitted pullovers, coats made of functional materials developed in-house were selling well.

Boots were popular in clothing accessories, while tote bags and cell phone straps were popular in miscellaneous goods.

< Appendix >

• Our EC (Dot-ST) suspended from 11:30 am on January 18 to 12:00 pm on January 26 due to logistics system outage.

There were also delays of several days in the delivery of goods to customers and shops.

• 120 stores at maximum were temporarily closed or open shorter hours due to heavy snowfall from January 24 to 28. (Temporarily closed stores are included in existing stores.)

【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	3	14	0	17	3	0	1	4	21	4	12	14	30	1	0		1	31	52	
	Closed	2	3	3	8	1	3	14	18	26	1	2	0	3	0	32		32	35	61	
	Total in the month end	1,246	1,257	1,254	1,254	1,256	1,253	1,240	1,240	1,240	1,243	1,253	1,267	1,267	1,268	1,236		1,236	1,236	1,236	
	B&M Stores	1,180	1,191	1,188	1,188	1,190	1,187	1,175	1,175	1,175	1,176	1,186	1,200	1,200	1,201	1,169		1,169	1,169	1,169	
	Online Stores	66	66	66	66	66	66	65	65	65	67	67	67	67	67	67		67	67	67	

<Appendix>

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

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	119.5	254.2	132.8	149.2	85.8	110.8	91.9	95.8	117.1	94.9	102.9	108.0	102.5	107.8	109.1	98.7	106.2	104.3	109.8	
	Same stores	117.8	245.5	128.5	145.7	83.8	108.3	88.5	93.2	114.1	92.1	100.1	105.3	99.8	105.3	106.5	95.9	103.6	101.6	107.0	
Number of customers	Total	114.2	215.9	114.0	134.8	81.9	108.5	90.8	93.4	109.1	94.1	102.0	107.7	101.6	102.0	100.0	96.1	99.9	100.7	104.7	
	Same stores	112.0	207.2	109.4	130.6	79.4	105.2	86.9	90.2	105.5	90.3	97.9	103.1	97.4	97.7	96.3	91.9	95.8	96.6	100.9	
Spending per customer	Total	104.6	117.8	116.5	110.7	104.8	102.2	101.2	102.6	107.4	100.9	100.9	100.3	101.0	105.6	109.1	102.7	106.3	103.6	104.9	
	Same stores	105.2	118.5	117.5	111.6	105.5	102.9	101.9	103.3	108.1	101.9	102.2	102.2	102.4	107.8	110.6	104.4	108.1	105.2	106.1	