

Domestic Monthly Sales Figures

FY2018/02 (March 1, 2017 ~ February 28, 2018)

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	103.5	111.0	105.9	106.8	101.9	102.5	101.9	102.1	104.4	105.5	97.7	104.3	102.4	102.9			102.9	102.9	103.6	
	Existing stores	100.9	106.4	100.6	102.6	97.3	97.8	96.7	97.3	99.9	102.0	94.8	101.2	99.2	99.9			99.9	99.9	99.7	
Number of customers	Total	107.5	114.2	108.5	110.0	102.6	104.8	103.8	103.8	106.5	108.2	100.7	107.4	105.3	107.0			107.0	107.0	106.3	
	Existing stores	104.6	109.4	102.9	105.5	97.8	99.8	98.4	98.8	101.7	104.4	97.4	103.9	101.8	103.8			103.8	103.8	102.0	
Spending per customer	Total	96.3	97.2	97.6	97.0	99.3	97.9	98.2	98.4	98.0	97.6	97.0	97.1	97.2	96.2			96.2	96.2	97.5	
	Existing stores	96.5	97.2	97.7	97.2	99.5	98.0	98.3	98.5	98.2	97.7	97.4	97.4	97.5	96.2			96.2	96.2	97.8	

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: Sales figures are slightly different from financial results due to the accounting adjustment.

【Summary】

For December 2017, temperature was lower compared to last year and one national holiday less than last year. Sales of total stores is 102.9%,; the existing stores sales is 99.9% year on year.

In terms of brand, niko and ... , BAYFLOW, apart by lowrys, BABYLONE showed good performance.

Coats category such as chesterfield coats and down jackets were main selling products. Besides, items like scarves and ankle boots are 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	30	25	4	59	10	2	0	12	71	15	6	6	27	0			0	27	98	
	Closed	1	0	4	5	0	4	7	11	16	5	1	2	8	0			0	8	24	
	Total in the month end	1,272	1,297	1,297	1,297	1,307	1,305	1,298	1,298	1,298	1,308	1,313	1,317	1,317	1,317			1,317	1,317	1,317	
	Number of Web Stores included	43	44	44	44	44	44	44	44	44	44	44	45	45	45			45	45	45	

<Appendix>

FY2017/02 (March 1, 2016 ~ February 28, 2017)

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	104.4	107.4	102.9	104.8	102.2	102.5	94.3	100.2	102.4	95.0	109.1	108.0	104.3	106.5	102.9	102.7	104.3	104.3	103.4	
	Existing stores	104.0	107.3	103.1	104.7	101.9	101.9	94.5	99.9	102.3	94.4	107.2	106.4	103.0	104.7	101.2	100.1	102.5	102.7	102.5	
Number of customers	Total	102.4	107.1	101.6	103.6	104.3	106.0	97.4	103.1	103.3	103.6	116.8	112.3	110.9	111.1	105.0	104.4	107.2	108.9	106.0	
	Existing stores	101.6	106.8	102.0	103.4	103.9	105.3	97.5	102.7	103.0	102.6	114.7	110.3	109.3	109.0	103.1	101.5	105.1	107.0	104.9	
Spending per customer	Total	101.9	100.3	101.3	101.2	97.9	96.6	96.9	97.2	99.2	91.7	93.4	96.2	94.0	95.8	98.0	98.3	97.3	95.8	97.6	
	Existing stores	102.3	100.5	101.2	101.3	98.0	96.8	96.9	97.3	99.3	92.0	93.4	96.5	94.2	96.0	98.2	98.6	97.5	96.0	97.7	