

## 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	100.6		101.8	102.1	103.3	
	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	97.6		98.8	99.0	99.5	
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	104.3		105.6	105.4	106.0	
	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	101.1		102.4	102.1	101.9	
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	96.5		96.4	96.8	97.4	
	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	96.5		96.4	97.0	97.6	

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 January 2018, temperature was lower compared to last year with some snow days. Sales of total stores is 100.6%; the existing stores sales is 97.6% year on year.

In terms of brand, studio CLIP, niko and ... , BAYFLOW, and BARNYARDSTORM showed good performance.

Coats and winter knit tops were main selling categories. Besides, items like logo tote bags and beret hats 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		0	27	98	
	Closed	1	0	4	5	0	4	7	11	16	5	1	2	8	0	28		28	36	52	
	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	1,289		1,289	1,289	1,289	
	Number of Web Stores included	43	44	44	44	44	44	44	44	44	44	44	45	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	