

Adastria Co., Ltd.  
April 3, 2018

### Domestic Monthly Sales Figures

FY2019/02 (March 1, 2018 ~ February 28, 2019)

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
Sales	Total	106.5			106.5					106.5										106.5
	Existing stores	104.4			104.4					104.4										104.4
Number of customers	Total	110.9			110.9					110.9										110.9
	Existing stores	108.5			108.5					108.5										108.5
Spending per customer	Total	96.0			96.0					96.0										96.0
	Existing stores	96.2			96.2					96.2										96.2

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: BARNYARDSTORM, BABYLONE are transferred from Adastria Co., Ltd. to its subsidiary, ELEMENT RULE Co., Ltd. from March, 2018. The YoY figures are calculated by deducted two brands's amount from last year.

#### 【Summary】

For March 2018, sales of spring collections went smoothly as the temperature rising.

In addition to one holiday more compared to last year, sales of total stores is 106.5%; the existing stores sales is 104.4%

In terms of brand, niko and ... , studio CLIP, JEANASIS, and LEPSIM showed good performance.

Blouses, cardigans, jackets were main selling items. Besides, bags and sneakers were also popular in the goods category.

【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	23			23					23											23
	Closed	0			0					0											0
	Total in the month end	23			1,230					1,230											1,230
	Number of Web Stores included	3			43					43											43

Note 1: BARNYARDSTORM, BABYLONE are transferred from Adastria Co., Ltd. to its subsidiary, ELEMENT RULE Co., Ltd. from March, 2018. Two brands' 68 stores as of 2018/02 are not counted.

<Appendix>

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	102.0	102.7	102.1	102.3	104.5	105.7	97.9	104.5	102.5	103.1	100.8	99.4	101.5	102.0	103.2	
	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	97.3	98.5	98.9	99.4	
Number of customers	Total	107.5	114.2	108.5	110.0	102.7	104.9	104.0	104.0	106.6	108.3	100.8	107.6	105.5	107.2	104.5	105.0	105.6	105.5	106.1	
	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	102.1	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	97.1	97.1	97.2	96.2	96.5	94.7	96.1	96.6	97.3	
	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	95.3	96.2	96.8	97.5	