

Adastria Co., Ltd.
May 2, 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					
	Mar	Apr	May	total	Jun	Jul	Aug	total		Sep	Oct	Nov	total	Dec	Jan	Feb	total		
Sales	Total	106.5	91.3		98.7					98.7									98.7
	Existing stores	104.4	89.4		96.6					96.6									96.6
Number of customers	Total	110.9	96.3		103.3					103.3									103.3
	Existing stores	108.5	94.2		100.9					100.9									100.9
Spending per customer	Total	96.0	94.8		95.6					95.6									95.6
	Existing stores	96.2	95.0		95.7					95.7									95.7

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 April 2018, summer products were started to be showcased from mid-April but had a slightly weak start. Sales of total stores is 91.3%; the existing stores sales is 89.4%.

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

Pants and T-shirts were main selling items. Besides, kids clothes, logo bags and sandals were 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	23	7		30					30										30	
	Closed	0	2		2					2										2	
	Total in the month end	1,230	1,235		1,235					1,235										1,235	
	Number of Web Stores included	43	43		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	