

Domestic Monthly Sales Figures

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

Monthly figures YoY (%)	1st half										2nd half								Full-term	
	1st quarter				Total	2nd quarter				3rd quarter				4th quarter				Total		
	Mar	Apr	May	total		Jun	Jul	Aug	total	Sep	Oct	Nov	total	Dec	Jan	Feb	total			
Sales	Total	106.5	91.3	86.9	94.5	106.1	91.8	100.0	98.9	96.7	101.8	101.4	102.8	102.0	103.4	92.7	113.5	101.1	101.5	99.2
	Existing stores	104.4	89.4	85.9	92.8	105.5	91.4	101.3	98.8	95.8	103.2	103.2	104.4	103.6	104.9	94.0	114.8	102.5	103.0	99.6
Number of customers	Total	110.9	96.3	90.0	98.5	115.6	97.0	99.5	103.6	101.3	98.6	102.0	103.6	101.5	101.1	91.6	107.5	98.4	99.8	100.5
	Existing stores	108.5	94.2	88.7	96.4	114.9	96.5	100.5	103.4	100.3	99.5	103.4	105.1	102.8	102.3	92.7	108.6	99.6	101.1	100.7
Spending per customer	Total	96.0	94.8	96.6	96.0	91.8	94.7	100.5	95.5	95.5	103.2	99.4	99.2	100.5	102.3	101.2	105.5	102.7	101.7	98.7
	Existing stores	96.2	95.0	96.9	96.2	91.8	94.7	100.8	95.6	95.5	103.7	99.7	99.3	100.8	102.5	101.5	105.7	102.9	101.9	98.9

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: Due to the brand transfer between parent company and subsidiaries, YoY figures of BARNYARDSTORM, BABYLONE are omitted from March 2018, PAGEBOY, mysty woman, laboratory work are added from August 2018.

【Summary】

For February 2019, the sales of spring collection got off to a good start because of the early switch at the floors and warmer weather.

Total stores sales is 113.5%; the existing stores sales is 114.8% year on year.

In terms of brand, GLOBAL WORK, niko and ..., studio CLIP, LOWRYS FARM showed good performance.

Light jackets, dresses, and skirts were the main selling categories of the month.

【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	0	30	1	1	4	6	36	11	2	13	26	2	1	1	4	30	66	
	Closed	0	2	3	5	1	9	18	28	33	10	2	2	14	0	31	14	45	59	92	
	Total in the month end	23	28	25	25	25	17	3	3	3	4	4	1,303	1,303	1,305	1,275	1,262	1,262	1,262	1,262	
	Number of Web Stores included	3	43	43	43	43	43	50	50	50	48	50	52	52	53	54	52	52	52	52	52

Note 1: Due to the brand transfer between parent company and subsidiaries, 68 stores of BARNYARDSTORM, BABYLONE are omitted from March 2018, 82 stores PAGEBOY, mysty woman, laboratory work are added from August 2018.

<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	