

Monthly Sales Figures

FY2020/02 (March 1, 2019 ~ February 29, 2020)

Monthly figures YoY (%)	1st half									2nd half								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	105.9			105.9					105.9									105.9
	Existing stores	108.2			108.2					108.2									108.2
Number of customers	Total	102.4			102.4					102.4									102.4
	Existing stores	104.1			104.1					104.1									104.1
Spending per customer	Total	103.5			103.5					103.5									103.5
	Existing stores	104.0			104.0					104.0									104.0

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: The figures is parent company, Adastria Co., Ltd.,'s figures and the online sales is included. The domestic subsidiaries and overseas are not included.

【Summary】

For March 2019, the sales of spring collection continued to perform well, in addition to one more national holiday compared to last year.

Total stores sales is 105.9%; the existing stores sales is 108.2% year on year.

In terms of brand, GLOBAL WORK, LOWRYS FARM, studio CLIP, LEPSIM showed good performance. Trench coat, 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	4			4					4										4	
	Closed	1			1					1										1	
	Total in the month end	1,265			1,265					1,265										1,265	
	Number of Web Stores included	52			52					52										52	

<Appendix>

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	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	