

Adastria Co., Ltd.
May 8, 2019

Monthly Sales Figures

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

Monthly figures YoY (%)		1st half								2nd half								Total	Full-term
		1st quarter				2nd quarter				3rd quarter				4th quarter					
		Mar	Apr	May	total	Jun	Jul	Aug	total	Sep	Oct	Nov	total	Dec	Jan	Feb	total		
Sales	Total	105.9	107.8		106.8					106.8								106.8	
	Existing stores	108.2	110.0		109.1					109.1								109.1	
Number of customers	Total	102.4	104.4		103.3					103.3								103.3	
	Existing stores	104.1	105.9		105.0					105.0								105.0	
Spending per customer	Total	103.5	103.3		103.4					103.4								103.4	
	Existing stores	104.0	103.9		103.9					103.9								103.9	

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: 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 April 2019, the sales of early summer collections grew despite the fluctuating weather temperature.

Total stores sales is 107.8%; the existing stores sales is 110.0% year on year.

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

Dresses and skirts were the main selling categories of the month, pants and T-shirts were also popular.

【Adastria Japan】

		1st half									2nd half									Total	Full-term
		1st quarter				2nd quarter					3rd quarter				4th quarter						
		Mar	Apr	May	total	Jun	Jul	Aug	total	Total	Sep	Oct	Nov	total	Dec	Jan	Feb	total	Total		
Number of Stores	Opened	4	9		13					13										13	
	Closed	1	1		2					2										2	
	Total in the month end	1,265	1,273		1,273					1,273										1,273	
	B&M Stores	1,213	1,216		1,216					1,216										1,216	
	Online Stores	52	57		57					57										57	

<Appendix>

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

Monthly figures YoY (%)		1st half									2nd half									Total	Full-term
		1st quarter				2nd quarter					3rd quarter				4th quarter						
		Mar	Apr	May	total	Jun	Jul	Aug	total	Total	Sep	Oct	Nov	total	Dec	Jan	Feb	total	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	