

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	107.8	108.9	107.5	94.0	98.9		96.4	102.7									102.7	
	Same stores	108.2	110.0	110.7	109.6	95.3	100.4		97.8	104.5									104.5	
Number of customers	Total	102.4	104.4	107.7	104.8	87.5	94.3		91.1	98.1									98.1	
	Same stores	104.1	105.9	109.3	106.4	88.4	95.5		92.1	99.4									99.4	
Spending per customer	Total	103.5	103.3	101.1	102.6	107.4	104.8		105.9	104.7									104.7	
	Same stores	104.0	103.9	101.3	103.0	107.8	105.1		106.2	105.1									105.1	

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 July 2019, in addition to one less national holiday than last year and cooler than average weather, sales for summer collection was moving slightly slow in the first half of the month.

Sales went up in the second half of the month with the rising temperature. Total stores sales is 98.9%; same stores sales is 100.4% year on year.

Spending per customer continued to improve because of less price discounting. In terms of brand, LOWRYS FARM, HARE, PAGEBOY, showed good performance.

Dresses, skirts, t-shirts, sandals were the main selling categories of the month.

【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	0	13	6	0		6	19										19	
	Closed	1	1	1	3	1	7		8	11										11	
	Total in the month end	1,265	1,273	1,272	1,272	1,277	1,270		1,270	1,270										1,270	
	B&M Stores	1,213	1,216	1,215	1,215	1,220	1,213		1,213	1,213										1,213	
	Online Stores	52	57	57	57	57	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	
	Same 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	
	Same 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	
	Same 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	