

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				Total	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	108.9	107.5	94.0	98.9	104.9	98.6	103.0	100.3			100.3				100.3	102.6	
	Same stores	108.2	110.0	110.7	109.6	95.3	100.4	105.5	99.8	104.6	101.1			101.1				101.1	104.1	
Number of customers	Total	102.4	104.4	107.7	104.8	87.5	94.3	104.9	94.6	99.1	100.1			100.1				100.1	99.2	
	Same stores	104.1	105.9	109.3	106.4	88.4	95.5	105.4	95.5	100.3	100.3			100.3				100.3	100.3	
Spending per customer	Total	103.5	103.3	101.1	102.6	107.4	104.8	100.0	104.2	104.0	100.1			100.1				100.1	103.4	
	Same stores	104.0	103.9	101.3	103.0	107.8	105.1	100.1	104.5	104.3	100.8			100.8				100.8	103.8	

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 September 2019, even though the weather was warmer compared to last year,

autumn collections started to sell from the mid of month partially due to the promotion campaign for Adastria members.

Total stores sales is 100.3%, same stores sales is 101.1% year on year. In terms of brand, GLOBAL WORK, LOWRYS FARM, JEANASIS, PAGEBOY, showed good performance.

Dresses, long sleeve shirts, mountain parkas were the main selling categories of the month.

In addition, company-owned EC site, .st, was temporary closing from August 8 because of the maintenance and has reopened from September 12.

Same store sales is 104.1% year on year if .st is excluded.

【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	9	0	13	6	0	0	6	19	2			2				2	21		
	Closed	1	1	1	3	1	7	5	13	16	12			12				12	28		
	Total in the month end	1,265	1,273	1,272	1,272	1,277	1,270	1,265	1,265	1,265	1,255			1,255				1,255	1,255		
	B&M Stores	1,213	1,216	1,215	1,215	1,220	1,213	1,208	1,208	1,208	1,203			1,203				1,203	1,203		
	Online Stores	52	57	57	57	57	57	57	57	57	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	
	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	