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	Total	Full-term
Sales	Total	105.9	107.8	108.9	107.5	94.0	98.9	104.9	98.6	103.0	100.3	94.7		97.3					97.3	101.6
	Same stores	108.2	110.0	110.7	109.6	95.3	100.4	105.5	99.8	104.6	101.1	94.8		97.7					97.7	102.9
Number of customers	Total	102.4	104.4	107.7	104.8	87.5	94.3	104.9	94.6	99.1	100.1	93.1		96.5					96.5	98.5
	Same stores	104.1	105.9	109.3	106.4	88.4	95.5	105.4	95.5	100.3	100.3	92.7		96.3					96.3	99.4
Spending per customer	Total	103.5	103.3	101.1	102.6	107.4	104.8	100.0	104.2	104.0	100.1	101.7		100.9					100.9	103.1
	Same stores	104.0	103.9	101.3	103.0	107.8	105.1	100.1	104.5	104.3	100.8	102.3		101.5					101.5	103.5

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 October 2019, total stores sales is 94.7%, same stores sales is 94.8% year on year.

Warmer temperature than last year resulted in slow movement for winter clothes, with the addition of big typhoon and heavy rain during the weekend, affecting the number of customers.

In terms of brand, LOWRYS FARM, RAGEBLUE, BAYFLOW, PAGEBOY showed good performance.

Pants, long sleeve tops were the main selling categories of the month, seasonal items such as scarves and blankets are also popular.

【Adastria Japan】

| | | | 1st half | | | | | | | | | 2nd half | | | | | | | | | |
| | | | 1st quarter | | | | 2nd quarter | | | | Total | 3rd quarter | | | | 4th quarter | | | | Total | Full-term |
			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	5		7					7	26
	Closed		1	1	1	3	1	7	5	13	16	12	1		13					13	29
	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	1,259		1,259					1,259	1,259
		B&M Stores	1,213	1,216	1,215	1,215	1,220	1,213	1,208	1,208	1,208	1,203	1,207		1,207					1,207	1,207
		Online Stores	52	57	57	57	57	57	57	57	57	52	52		52					52	52

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

| | | | 1st half | | | | | | | | | 2nd half | | | | | | | | | |
| | | | 1st quarter | | | | 2nd quarter | | | | Total | 3rd quarter | | | | 4th quarter | | | | Total | Full-term |
Monthly figures YoY（%）			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