Monthly Sales Figures

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

Monthly figures YoY（%）		1st half								Total	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	108.9	107.5	94.0	98.9	104.9	98.6	103.0	100.3	94.7	98.6	97.8	95.4	98.0	98.9	97.0	97.4	100.1
	Same stores	108.2	110.0	110.7	109.6	95.3	100.4	105.5	99.8	104.6	101.1	94.8	99.3	98.3	95.9	98.4	99.2	97.4	97.9	101.0
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	96.6	96.5	95.4	97.2	99.2	96.9	96.7	97.9
	Same stores	104.1	105.9	109.3	106.4	88.4	95.5	105.4	95.5	100.3	100.3	92.7	96.7	96.4	95.6	97.4	99.3	97.1	96.8	98.5
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	102.0	101.3	100.0	100.9	99.7	100.2	100.7	102.2
	Same stores	104.0	103.9	101.3	103.0	107.8	105.1	100.1	104.5	104.3	100.8	102.3	102.7	102.0	100.3	100.9	99.9	100.4	101.1	102.5

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】

Total stores sales is 98.9%, same stores sales is 99.2% year on year.

Spring collections performed strong due to the higher temperature than usual, while coronavirus situation affecting the number of customers.

In terms of brand, GLOBAL WORK, niko and ..., LEPSIM showed good performance.

Hoodies, tapered pants, skinny pants were the main selling categories of the month, pumps and tote bags are also popular.

【Adastria Japan】

			1st half										Total	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		
Number of Stores	Opened		4	9	0	13	6	0	0	6	19	2	5	3	10	0	0	4	4	14	33
	Closed		1	1	1	3	1	7	5	13	16	12	1	1	14	0	22	14	36	50	66
	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	1,261	1,261	1,261	1,239	1,229	1,229	1,229	1,229
		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	1,209	1,209	1,209	1,187	1,175	1,175	1,175	1,175
		Online Stores	52	57	57	57	57	57	57	57	57	52	52	52	52	52	52	54	54	54	54

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

Monthly figures YoY（%）		1st half								Total	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	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