Domestic Monthly Sales Figures

FY2018/02 (March 1, 2017 ~ February 28, 2018)

						1st half														
		1st quarter				2nd quarter					3rd quarter			_		4th quarter				
Monthly figures YoY (%)		Mar	Apr	May	total	Jun	Jul	Aug	total	Total	Sep	Oct	Nov	total	Dec	Jan	Feb	total	Total	Full-term
Sales	Total	103.5	111.0		107.3					107.3										107.3
Sales	Existing stores	100.9	106.4		103.7					103.7										103.7
Number of	Total	107.5	114.2		110.9					110.9										110.9
customers	Existing stores	104.6	109.4		107.1					107.1										107.1
Spending per customer	Total	96.3	97.2		96.7					96.7										96.7
	Existing stores	96.5	97.2		96.8					96.8										96.8

Note 1: The figures are the preliminary figures reported on the second business day of every month. The figures will be revised on the next monthly report if there is a revision.

Note 2: Sales figures are slightly different from financial results due to the accounting adjustment.

[Summary]

For April 2017, the sales of spring collections was strong because of the fine spring weather across Japan.

The sales of total stores is 111.0%, and the existing stores sales is 106.4% year of year. In terms of brand, niko and..., studio CLIP, Global Work, BAYFLOW performed well.

Shirts, blouses, jackets are the main items of the month. In addition, goods such as basket bags and hats are also popular.

[Adastria Japan]

						1st half					2nd half									
		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	Full-term
	Opened	30	25		55					55										55
Number of	Closed	1	0		1					1										1
Stores	Total in the month end	1,272	1,297		1,297					1,297										1,297
	Number of Web Stores included	431	44		44					44										44

<Appendix>
FY2017/02 (March 1, 2016 ~ February 28, 2017)

		1st half											2nd half										
	1st quarter				2nd quarter					3rd quarter					ıarter								
Monthly figures YoY (%)		Mar	Apr	May	total	Jun	Jul	Aug	total	Total	Sep	Oct	Nov	total	Dec	Jan	Feb	total	Total	Full-term			
Sales	Total	104.4	107.4	102.9	104.8	102.2	102.5	94.3	100.2	102.4	95.0	109.1	108.0	104.3	106.5	102.9	102.7	104.3	104.3	103.4			
	Existing stores	104.0	107.3	103.1	104.7	101.9	101.9	94.5	99.9	102.3	94.4	107.2	106.4	103.0	104.7	101.2	100.1	102.5	102.7	102.5			
Number of	Total	102.4	107.1	101.6	103.6	104.3	106.0	97.4	103.1	103.3	103.6	116.8	112.3	110.9	111.1	105.0	104.4	107.2	108.9	106.0			
customers	Existing stores	101.6	106.8	102.0	103.4	103.9	105.3	97.5	102.7	103.0	102.6	114.7	110.3	109.3	109.0	103.1	101.5	105.1	107.0	104.9			
Spending	Total	101.9	100.3	101.3	101.2	97.9	96.6	96.9	97.2	99.2	91.7	93.4	96.2	94.0	95.8	98.0	98.3	97.3	95.8	97.6			
per customer	Existing stores	102.3	100.5	101.2	101.3	98.0	96.8	96.9	97.3	99.3	92.0	93.4	96.5	94.2	96.0	98.2	98.6	97.5	96.0	97.7			