## Domestic Monthly Sales Figures

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

|  |  | 1st half |  |  |  |  |  |  |  | Total | 2nd half |  |  |  |  |  |  |  |  | Full－term |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Monthly figures YoY（\％） |  | 1st quarter |  |  | total | 2nd quarter |  |  | total |  | 3rd quarter |  |  | total | 4th quarter |  |  |  | Total |  |
|  |  | Mar | Apr | May |  | Jun | Jul | Aug |  |  | Sep | Oct | Nov |  | Dec | Jan | Feb | total |  |  |
| Sales | Total | 103.5 | 111.0 | 105.9 | 106.8 | 101.9 |  |  | 101.9 | 105.5 |  |  |  |  |  |  |  |  |  | 105.5 |
|  | Existing stores | 100.9 | 106.4 | 100.6 | 102.6 | 97.3 |  |  | 97.3 | 101.2 |  |  |  |  |  |  |  |  |  | 101.2 |
| Number of | Total | 107.5 | 114.2 | 108.5 | 110.0 | 102.6 |  |  | 102.6 | 107.9 |  |  |  |  |  |  |  |  |  | 107.9 |
| customers | Existing stores | 104.6 | 109.4 | 102.9 | 105.5 | 97.8 |  |  | 97.8 | 103.2 |  |  |  |  |  |  |  |  |  | 103.2 |
| Spending | Total | 96.3 | 97.2 | 97.6 | 97.0 | 99.3 |  |  | 99.3 | 97.8 |  |  |  |  |  |  |  |  |  | 97.8 |
| per customer | Existing stores | 96.5 | 97.2 | 97.7 | 97.2 | 99.5 |  |  | 99.5 | 98.0 |  |  |  |  |  |  |  |  |  | 98.0 |

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

## 【Summary】

For June 2017，number of customers did not increase as expected after summer sale started．
The sales of total stores is 101．9\％，and the existing stores sales is $97.3 \%$ year on year．In terms of brand，studio CLIP，，niko and．．．．BAYFLOW，showed good performance．
Continuing the trend of last month，bottoms such as wide pants and T－shirts were hit categories of the month．Besides，kids products，sandals are popular．
【Adastria Japan】

|  |  | 1st half |  |  |  |  |  |  |  | Total | 2nd half |  |  |  |  |  |  |  | Total | Full－term |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st quarter |  |  | total | 2nd quarter |  |  | total |  | 3rd quarter |  |  | total | 4th quarter |  |  | total |  |  |
|  |  | Mar | Apr | May |  | Jun | Jul | Aug |  |  | Sep | Oct | Nov |  | Dec | Jan | Feb |  |  |  |
| Number of Stores | Opened | 30 | 25 | 4 | 59 | 10 |  |  | 10 | 69 |  |  |  |  |  |  |  |  |  | 69 |
|  | Closed | 1 | 0 | 4 | 5 | 0 |  |  | 0 | 5 |  |  |  |  |  |  |  |  |  | 5 |
|  | Total in the month end | 1，272 | 1，297 | 1，297 | 1，297 | 1，307 |  |  | 1，307 | 1，307 |  |  |  |  |  |  |  |  |  | 1，307 |
|  | Number of Web Stores included | 43 | 44 | 44 | 44 | 44 |  |  | 44 | 44 |  |  |  |  |  |  |  |  |  | 44 |

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

| Monthly figures YoY (\%) |  | 1st half |  |  |  |  |  |  |  | Total | 2nd half |  |  |  |  |  |  |  | Total | Full-term |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st quarter |  |  | total | 2nd quarter |  |  | total |  | 3rd quarter |  |  | total | 4th quarter |  |  | total |  |  |
|  |  | Mar | Apr | May |  | Jun | Jul | Aug |  |  | Sep | Oct | Nov |  | Dec | Jan | Feb |  |  |  |
| 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 customers | 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 |
|  | 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 per customer | 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 |
|  | 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 |

