Domestic Monthly Sales Figures

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

1st half											2nd half									
		1st quarter				2nd quarter						3rd q	uarter	_	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	105.9	106.8	101.9			101.9	105.5										105.5
50105	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 per customer	Total	96.3	97.2	97.6	97.0	99.3			99.3	97.8										97.8
	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										2nd half									
	1st quarter				2nd quarter					3rd quarter			_		4th q	uarter				
		Mar	Apr	May	total	Jun	Jul	Aug	total	Total	Sep	Oct	Nov	total	Dec	Jan	Feb	total	Total	Full-term
	Opened	30	25	4	59	10			10	69										69
Number of	Closed	1	0	4	5	0			0	5										5
Number of Stores	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

1st half										2nd half										
		1st qu	ıarter		2nd quarter]	3rd quarter					4th qւ					
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 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

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