## **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	105.9	106.8	101.9	102.5	101.9	102.1	104.4										104.4
Sales	Existing stores	100.9	106.4	100.6	102.6	97.3	97.8	96.7	97.3	99.9										99.9
Number of	Total	107.5	114.2	108.5	110.0	102.6	104.8	103.8	103.8	106.5										106.5
customers	Existing stores	104.6	109.4	102.9	105.5	97.8	99.8	98.4	98.8	101.7										101.7
Spending	Total	96.3	97.2	97.6	97.0	99.3	97.9	98.2	98.4	98.0										98.0
per customer	Existing stores	96.5	97.2	97.7	97.2	99.5	98.0	98.3	98.5	98.2										98.2

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]

From early to mid August, rainy or cloudy days continued with relatively low temperature; while the late August was back to hot summer weather. Under the unfavorable weather, the sales of 101.9%, and the existing stores sales is 96.7% for August 2017. In terms of brand, niko and ..., studio CLIP, BAYFLOW, repipi armario showed good performance.

Autumn color pants and skirts were best-selling categories. In addition, logo bags, hats, berets are 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	4	59	10	2	0	12	71										71
Number of	Closed	1	0	4	5	0	4	7	11	16										16
Stores	Total in the month end	1,272	1,297	1,297	1,297	1,307	1,305	1,298	1,298	1,298										1,298
	Number of Web Stores included	431	44	44	44	44	44	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			