## Domestic Monthly Sales Figures

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

|  |  | 1st half |  |  |  |  |  |  |  | Total | 2nd half |  |  |  |  |  |  |  | Total | Full-term |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Monthly figures YoY (\%) |  | 1st quarter |  |  | total | 2nd quart |  |  | total |  | 3rd quarter |  |  | total | 4th quarter |  |  |  |  |  |
|  |  | Mar | Apr | May |  | Jun | Jul | Aug |  |  | Sep | Oct | Nov |  | Dec | Jan | Feb | total |  |  |
| Sales | Total | 103.5 | 111.0 | 105.9 | 106.8 | 102.0 | 102.7 | 102.1 | 102.3 | 104.5 | 105.7 | 97.9 | 104.5 | 102.5 | 103.1 | 100.8 | 99.4 | 101.5 | 102.0 | 103.2 |
|  | Existing stores | 100.9 | 106.4 | 100.6 | 102.6 | 97.3 | 97.8 | 96.7 | 97.3 | 99.9 | 102.0 | 94.8 | 101.2 | 99.2 | 99.9 | 97.6 | 97.3 | 98.5 | 98.9 | 99.4 |
| Number of customers | Total | 107.5 | 114.2 | 108.5 | 110.0 | 102.7 | 104.9 | 104.0 | 104.0 | 106.6 | 108.3 | 100.8 | 107.6 | 105.5 | 107.2 | 104.5 | 105.0 | 105.6 | 105.5 | 106.1 |
|  | Existing stores | 104.6 | 109.4 | 102.9 | 105.5 | 97.8 | 99.8 | 98.4 | 98.8 | 101.7 | 104.4 | 97.4 | 103.9 | 101.8 | 103.8 | 101.1 | 102.1 | 102.4 | 102.1 | 101.9 |
| Spending per customer | Total | 96.3 | 97.2 | 97.6 | 97.0 | 99.3 | 97.9 | 98.2 | 98.4 | 98.0 | 97.6 | 97.1 | 97.1 | 97.2 | 96.2 | 96.5 | 94.7 | 96.1 | 96.6 | 97.3 |
|  | Existing stores | 96.5 | 97.2 | 97.7 | 97.2 | 99.5 | 98.0 | 98.3 | 98.5 | 98.2 | 97.7 | 97.4 | 97.4 | 97.5 | 96.2 | 96.5 | 95.3 | 96.2 | 96.8 | 97.5 |

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 with underline are revised from the previous releases.

【summary】

In terms of brand, iko and .... apart by lowrys, BARNYARDSTORM, and BABYLONE showed good performance.
Knit tops, cardigans, jackets were main selling categories. Besides, bags and collaboration goods with well-knownd franchise are also popular.

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

| Monthly figures Yoy (\%) |  | 1st half |  |  |  |  |  |  |  | Total | 2nd half |  |  |  |  |  |  |  | Tota | 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 |  |  |  |
|  | 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 |

