Domestic Monthly Sales Figures

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

						1st half					2nd 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	<u>102.0</u>	<u>102.7</u>	<u>102.1</u>	<u>102.3</u>	<u>104.5</u>	<u>105.7</u>	<u>97.9</u>	104.5	<u>102.5</u>	<u>103.1</u>	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	Total	107.5	114.2	108.5	110.0	<u>102.7</u>	104.9	<u>104.0</u>	104.0	<u>106.6</u>	<u>108.3</u>	100.8	<u>107.6</u>	<u>105.5</u>	<u>107.2</u>	<u>104.5</u>	105.0	105.6	105.5	106.1	
customers	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	<u>97.1</u>	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]

For February 2018, sales of spring collections were moving slow as the temperature stayed low. Sales of total stores is 99.4%; the existing stores sales is 97.3% year on year.

In terms of brand, niko 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.

[Adastria Japan]

		1st half										2nd half								
			1st qı	ıarter		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	15	6	6	27	0	0	1	1	28	99
Number of	Closed	1	0	4	5	0	4	7	11	16	5	1	2	8	0	28	15	43	51	67
Stores	Total in the month end	1,272	1,297	1,297	1,297	1,307	1,305	1,298	1,298	1,298	1,308	1,313	1,317	1,317	1,317	1,289	1,275	1,275	1,275	1,275
	Number of Web Stores included	431	44	44	44	44	44	44	44	44	44	44	45	45	45	45	45	45	45	45

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

		1st half										2nd half									
	1st quarter				2nd quarter					3rd quarter					4th qu						
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	
Sales	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	