

## Monthly Sales Figures

FY2025/02 (March 1, 2024 ~ February 28, 2025)

Monthly figures YoY (%)		1st half									2nd half											
		1st quarter				2nd quarter					Total	3rd quarter				4th quarter					Total	Full-term
		Mar	Apr	May	total	Jun	Jul	Aug	total	Sep		Oct	Nov	total	Dec	Jan	Feb	total				
Sales	Total	100.6	105.3	107.2	104.3	108.8	103.5	108.7	106.8	105.5	111.4	96.0		102.3				102.3	104.7			
	Same stores	99.2	104.1	104.6	102.6	106.5	101.2	105.7	104.2	103.4	108.8	93.7		99.9				99.9	102.5			
Number of customers	Total	101.2	103.1	104.6	103.0	106.2	100.1	106.8	104.0	103.5	109.7	96.8		102.4				102.4	103.3			
	Same stores	98.1	100.9	101.0	100.0	102.5	96.8	102.9	100.4	100.2	105.4	93.1		98.4				98.4	99.8			
Spending per customer	Total	99.4	102.1	102.4	101.2	102.5	103.4	101.8	102.6	101.9	101.6	99.2		99.9				99.9	101.4			
	Same stores	101.1	103.2	103.6	102.6	103.9	104.5	102.8	103.8	103.2	103.2	100.7		101.4				101.4	102.7			

Note 1: These 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: These are parent company, Adastria Co., Ltd.,'s figures and the online sales are included. Domestic and overseas subsidiaries, divisions specializing in wholesales for corporations are not included.

Note 3: Due to the merger of GateWin Inc. on 1 March 2024, FOREVER21 was included in the year-on-year comparison.

### 【Summary】

In October, all store sales were 96.0% and same store sales were 93.7% of the previous year.

This month was unusually hot, so sales of autumn and winter products were slow.

A 20% point reward membership campaign period in October was shorter than last year (from 30th Oct to 11st Nov 2024, from 25th Oct to 6th Nov 2023).

Therefore, sales were lower than the last year. Household goods which are not affected by the temperature sold well.

We estimate that the one less holiday than last year had a 1.9point negative impact on same store sales.

By brands, niko and ..., LOWRYS FARM, LEPSIM and Heather showed good performance.

By items, checkered pattern long sleeves, knitted tops and light outers were popular. Boots and sneaker boots in clothing accessories, Blankets in household goods were sold well.

【Adastria Japan】

		1st half									2nd half									Total	Full-term
		1st quarter				2nd quarter				Total	3rd quarter				4th quarter				Total		
		Mar	Apr	May	total	Jun	Jul	Aug	total		Sep	Oct	Nov	total	Dec	Jan	Feb	total			
Number of Stores	Opened	12	19	4	35	1	7	2	10	45	5	4		9					9	54	
	Closed	0	0	1	1	0	3	7	10	11	0	0		0					0	11	
	Total in the month end	1,260	1,279	1,282	1,282	1,283	1,287	1,282	1,282	1,282	1,282	1,287	1,291		1,291					1,291	1,291
	Direct-Run Stores	1,192	1,211	1,213	1,213	1,214	1,218	1,212	1,212	1,212	1,212	1,216	1,220		1,220					1,220	1,220
	Franchise Stores	5	5	5	5	5	5	5	5	5	5	5	5		5					5	5
	Online Stores	63	63	64	64	64	64	65	65	65	65	66	66		66					66	66

Note : Due to the merger of GateWin Inc. on 1 March 2024, FOREVER21 stores, in which four brick-and-mortar stores and two web stores have increased.

<Appendix>

FY2024/02 (March 1, 2023 ~ February 29, 2024)

Monthly figures YoY (%)		1st half									2nd half									Total	Full-term
		1st quarter				2nd quarter				Total	3rd quarter				4th quarter				Total		
		Mar	Apr	May	total	Jun	Jul	Aug	total		Sep	Oct	Nov	total	Dec	Jan	Feb	total			
Sales	Total	112.6	117.1	113.6	114.4	109.4	120.6	112.8	114.5	114.4	102.4	106.0	106.1	105.1	100.7	114.2	110.9	107.5	106.3	110.1	
	Same stores	111.1	114.8	111.2	112.3	108.2	119.3	111.2	113.1	112.7	100.4	105.0	106.2	104.2	101.0	114.7	110.6	107.6	105.9	109.1	
Number of customers	Total	103.1	105.6	104.0	104.2	101.0	113.9	107.3	107.6	105.9	101.0	103.6	102.3	102.4	97.5	108.5	104.5	103.0	102.7	104.3	
	Same stores	100.5	102.2	100.1	100.9	98.1	110.7	103.8	104.4	102.7	97.3	101.0	100.4	99.7	96.5	107.4	102.1	101.6	100.7	101.7	
Spending per customer	Total	109.2	110.9	109.3	109.8	108.4	105.9	105.2	106.4	108.0	101.4	102.4	103.7	102.6	103.4	105.3	106.2	104.3	103.5	105.5	
	Same stores	110.5	112.4	111.1	111.3	110.3	107.7	107.1	108.3	109.7	103.2	103.9	105.8	104.5	104.7	106.7	108.3	105.9	105.1	107.2	

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Note 2: These are parent company, Adastria Co., Ltd.,'s figures and the online sales are included. Domestic and overseas subsidiaries, divisions specializing in wholesales for corporations are not included.

Note 3: Stores that were temporarily closed due to COVID-19 are included in same stores.