

Monthly Sales Figures

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

Monthly figures YoY (%)		1st half										2nd half								Total	Full-term
		1st quarter				2nd quarter				3rd quarter				4th quarter							
		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					104.3									104.3		
	Same stores	99.2	104.1	104.6	102.6					102.6									102.6		
Number of customers	Total	101.2	103.1	104.6	103.0					103.0									103.0		
	Same stores	98.1	100.9	101.0	100.0					100.0									100.0		
Spending per customer	Total	99.4	102.1	102.4	101.2					101.2									101.2		
	Same stores	101.1	103.2	103.6	102.6					102.6									102.6		

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 May, all store sales were 107.2% and the same store sales were 104.6% of the previous year.

Compared to last year, there were one less holiday, and we estimate this has a 2.0 point negative impact on same store sales.

Sales of summer products were strong because of good weather and warm temperatures. A 20% point reward membership campaign from 15th May to 23rd May also boosted sales.

A time sale was held on the own e-commerce during the same period last year.

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

By items, trousers and short-sleeved tops made of light weight materials for summer, and shirts are performing well.

Other than apparel, products against heat were popular, such as caps and backpacks in fashion accessories, and bottle holders and ice neck rings in household goods.

【Adastria Japan】

		1st half									2nd half								Total	Full-term
		1st quarter				2nd quarter				3rd quarter				4th quarter						
		Mar	Apr	May	total	Jun	Jul	Aug	total	Sep	Oct	Nov	total	Dec	Jan	Feb	total			
Number of Stores	Opened	12	19	4	35					35									35	
	Closed	0	0	1	1					1									1	
	Total in the month end	1,260	1,279	1,282	1,282					1,282									1,282	
	Direct-Run Stores	1,192	1,211	1,213	1,213					1,213									1,213	
	Franchise Stores	5	5	5	5					5									5	
	Online Stores	63	63	64	64					64									64	

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				3rd quarter				4th quarter						
		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.