

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	111.9	105.9	104.1	99.5		102.0	104.2	104.8		
	Same stores	99.2	104.1	104.6	102.6	106.5	101.2	105.7	104.2	103.4	108.8	93.7	108.9	103.3	101.4	97.0		99.4	101.6	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	108.5	104.6	101.6	96.3		99.0	102.1	102.9		
	Same stores	98.1	100.9	101.0	100.0	102.5	96.8	102.9	100.4	100.2	105.4	93.1	105.0	100.8	98.0	93.1		95.6	98.5	99.4		
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	103.1	101.2	102.5	103.3		103.0	102.1	101.9		
	Same stores	101.1	103.2	103.6	102.6	103.9	104.5	102.8	103.8	103.2	103.2	100.7	103.7	102.4	103.5	104.2		104.0	103.2	103.1		

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 January, all store sales were 99.5% and same store sales were 97.0% of the previous year.

Although the start of the spring products sales was good, total sales were lower than last year due to lack of the winter cloth stock.

By brands, niko and ..., studio CLIP, and LEPSIM showed good performance.

By items, knitted tops, outerwear were popular. Boots in clothing accessories, collaboration items with a character 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	6	15	0	0		0	15	60	
	Closed	0	0	1	1	0	3	7	10	11	0	0	0	0	0	15		15	15	26	
	Total in the month end	1,260	1,279	1,282	1,282	1,283	1,287	1,282	1,282	1,282	1,287	1,291	1,297	1,297	1,297	1,282		1,282	1,282	1,282	
	Direct-Run Stores	1,192	1,211	1,213	1,213	1,214	1,218	1,212	1,212	1,212	1,216	1,220	1,225	1,225	1,225	1,210		1,210	1,210	1,210	
	Franchise Stores	5	5	5	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	66	66	67	67	67	67		67	67	67	

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.