

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				Total	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	108.8	103.5	108.7	106.8	105.5									105.5	
	Same stores	99.2	104.1	104.6	102.6	106.5	101.2	105.7	104.2	103.4									103.4	
Number of customers	Total	101.2	103.1	104.6	103.0	106.2	100.1	106.8	104.0	103.5									103.5	
	Same stores	98.1	100.9	101.0	100.0	102.5	96.8	102.9	100.4	100.2									100.2	
Spending per customer	Total	99.4	102.1	102.4	101.2	102.5	103.4	101.8	102.6	101.9									101.9	
	Same stores	101.1	103.2	103.6	102.6	103.9	104.5	102.8	103.8	103.2									103.2	

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 August, all store sales were 108.7% and same store sales were 105.7% of the previous year.

Sales of summer goods kept to be strong due to continued high temperatures and demand for outings during summer vacation.

Sales of autumn products gradually increased in the later of the month.

We estimate that the one more holiday than last year had a 1.5 point positive impact on same store sales.

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

By items, standard trousers made of functional materials continued to perform well, and trendy denim pants and long-sleeved shirts using fall colors and patterns were also popular.

Sandals and shoulder bags in fashion accessories, and limited edition "Miffy" character products in household goods were popular.

<Appendix>

• 429 stores were temporarily closed or opened shorter hours due to typhoons in late-August. This impact on sales was negligible.

(Temporarily closed stores are included in existing stores.)

【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	1	7	2	10	45										45
	Closed	0	0	1	1	0	3	7	10	11										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
	Direct-Run Stores	1,192	1,211	1,213	1,213	1,214	1,218	1,212	1,212	1,212										1,212
	Franchise Stores	5	5	5	5	5	5	5	5	5										5
	Online Stores	63	63	64	64	64	64	65	65	65										65

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.