

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 | | | | 2nd half | | | | |
| | | Mar | Apr | May | total | Jun | Jul | Aug | total | Sep | | Oct | Nov | total | Dec | Jan | Feb | total | Total | Full-term |
| 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 | | | | | 105.9 | 105.6 |
| | 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 | | | | | 103.3 | 103.3 |
| 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 | | | | | 104.6 | 103.9 |
| | 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 | | | | | 100.8 | 100.4 |
| 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 | | | | | 101.2 | 101.7 |
| | 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 | | | | | 102.4 | 102.9 |

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 November, all store sales were 111.9% and same store sales were 108.9% of the previous year.

Sales of winter products were strong as the temperature dropped.

As a 20% point reward membership campaign period in November was longer than last year, sales were higher than the last year.

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

By items, knitted tops, outerwear, and trousers in warm materials were popular. Boots in clothing accessories, Christmas items 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 | | | | | 15 | 60 | |
| | Closed | 0 | 0 | 1 | 1 | 0 | 3 | 7 | 10 | 11 | 0 | 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 | 1,287 | 1,291 | 1,297 | 1,297 | | | | | 1,297 | 1,297 | |
| | 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 | 1,225 | |
| | 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 | 66 | 66 | 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 | |

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