

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	108.8	103.5		106.0	104.9									104.9	
	Same stores	99.2	104.1	104.6	102.6	106.5	101.2		103.7	103.0									103.0	
Number of customers	Total	101.2	103.1	104.6	103.0	106.2	100.1		102.8	102.9									102.9	
	Same stores	98.1	100.9	101.0	100.0	102.5	96.8		99.4	99.7									99.7	
Spending per customer	Total	99.4	102.1	102.4	101.2	102.5	103.4		103.1	102.0									102.0	
	Same stores	101.1	103.2	103.6	102.6	103.9	104.5		104.3	103.3									103.3	

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 July, all store sales were 103.5% and the same store sales were 101.2% of the previous year.

Sales of summer goods continued to be strong due to hot weather. Sales per customer kept improving as prices were raised and excessive discount was curbed even during the sale period.

We estimate that the two less holidays than last year had a 4.2 point negative impact on same store sales.

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

By items, trousers made of summer functional materials were popular with both male and female customers, and blouses made from lightweight materials and T-shirts also performed well.

Other than apparel, summer outing products were popular, such as sneaker sandals in fashion accessories, and bottle holders, handy fans, ice neck rings in household goods.

【Adastria Japan】

		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		
Number of Stores	Opened	12	19	4	35	1	7		8	43										43
	Closed	0	0	1	1	0	3		3	4										4
	Total in the month end	1,260	1,279	1,282	1,282	1,283	1,287		1,287	1,287										1,287
	Direct-Run Stores	1,192	1,211	1,213	1,213	1,214	1,218		1,218	1,218										1,218
	Franchise Stores	5	5	5	5	5	5		5	5										5
	Online Stores	63	63	64	64	64	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				Total	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.