

## 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			100.6					100.6									100.6
	Same stores	99.2			99.2					99.2									99.2
Number of customers	Total	101.2			101.2					101.2									101.2
	Same stores	98.1			98.1					98.1									98.1
Spending per customer	Total	99.4			99.4					99.4									99.4
	Same stores	101.1			101.1					101.1									101.1

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 March, all store sales were 100.6% and the same store sales were 99.2% of the previous year.

Throughout the month, the temperature was lower than usual, and sales did not increase in the first half. As it got warmer from the second half, spring and summer products sold well.

Compared to last year, there were two extra holidays, and we estimate this has a 3.4 point positive impact.

By brands, niko and ..., HARE, apart by lowrys and ALAND showed good performance.

By items, trousers of our core products, light knitwear and outerwea are performing well. In fashion accessories, bags and pumps are popular.

In household goods, furniture for new lifestyles and one-touch bottles are in high demand.

【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			12					12										12	
	Closed	0			0					0										0	
	Total in the month end	1,260			1,260					1,260										1,260	
	Direct-Run Stores	1,192			1,192					1,192										1,192	
	Franchise Stores	5			5					5										5	
	Online Stores	63			63					63										63	

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.