

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 | Total | Sep | Oct | Nov | total | Dec | Jan | Feb | total | | | |
| Sales | Total | 107.4 | | | 107.4 | | | | | 107.4 | | | | | | | | | 107.4 | | |
| | Same stores | 104.1 | | | 104.1 | | | | | 104.1 | | | | | | | | | 104.1 | | |
| Number of customers | Total | 107.3 | | | 107.3 | | | | | 107.3 | | | | | | | | | 107.3 | | |
| | Same stores | 101.3 | | | 101.3 | | | | | 101.3 | | | | | | | | | 101.3 | | |
| Spending per customer | Total | 100.1 | | | 100.1 | | | | | 100.1 | | | | | | | | | 100.1 | | |
| | Same stores | 102.8 | | | 102.8 | | | | | 102.8 | | | | | | | | | 102.8 | | |

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 TODAY'S SPECIAL Co., Ltd., on 1 March 2025, TODAY'S SPECIAL and GEORGE'S was included in year-on-year comparison of all store sales.

【Summary】

In March, all store sales were 107.4% and same store sales were 104.1% of the previous year.

Even though the weather was unsettled this month, sales of spring and summer products were strong due to the higher average temperatures than last year.

A 20% point reward membership campaign from 18th March to 31st March also boosted sales.

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

By items, occasion items such as jacket and pumps were perform well continuing from last month, "Sukkirei Knit" and "SUGORAKU STRETCH PANTS" that featured in TV commercial were popular.

In household goods, furniture and goods for new lifestyles were sold well.

【Adastria Japan】

| | | 1st half | | | | | | | | | 2nd half | | | | | | | | 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 | 8 | | | 8 | | | | 0 | 8 | | | | 0 | | | | 0 | 0 | 8 |
| | Closed | 5 | | | 5 | | | | 0 | 5 | | | | 0 | | | | 0 | 0 | 5 |
| | Total in the month end | 1,307 | 0 | 0 | 1,307 | 0 | 0 | 0 | 0 | 1,307 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,307 |
| | Direct-Run Stores | 1,232 | | | 1,232 | | | | 0 | 1,232 | | | | 0 | | | | 0 | 0 | 1,232 |
| | Franchise Stores | 6 | | | 6 | | | | 0 | 6 | | | | 0 | | | | 0 | 0 | 6 |
| | Online Stores | 69 | | | 69 | | | | 0 | 69 | | | | 0 | | | | 0 | 0 | 69 |

Note: Due to the merger of TODAY'S SPECIAL Co., Ltd., on 1 March 2025,

TODAY'S SPECIAL stores, in which eight brick-and-mortar stores and two web stores, GEORGE'S stores, in which twelve brick-and-mortar stores and two web stores have increased.

<Appendix>

FY2025/02 (March 1, 2024 ~ February 28, 2025)

| Monthly figures YoY (%) | | 1st half | | | | | | | | | 2nd half | | | | | | | | 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 | 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 | 94.4 | 100.2 | 103.0 | 104.2 |
| | 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 | 92.2 | 97.7 | 100.5 | 101.9 |
| 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 | 93.6 | 97.7 | 101.0 | 102.3 |
| | 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 | 90.3 | 94.4 | 97.4 | 98.8 |
| 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 | 100.8 | 102.6 | 102.0 | 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 | 102.1 | 103.6 | 103.1 | 103.1 |

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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: Due to the merger of GateWin Inc. on 1 March 2024, FOREVER21 was included in the year-on-year comparison.