

Monthly Sales Summary for World Co., Ltd. Domestic Retail Business

Company Name: World Co., Ltd.

Representative: Nobuteru Suzuki, Representative Director of the Board President and Executive Officer
(Securities Code: 3612 Prime, Tokyo Stock Exchange)

Contact: Keiichi Nakabayashi, Member of the Board Executive Vice President and Executive Officer
(IR Office Phone: +81-3-6887-1300)

FY2025																Full Term
(March 1, 2025 to February 28, 2026)		Mar.	Apr.	May	Jun.	Jul.	Aug.	1H	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	2H	
Sales (YoY)		Change (%)														
Domestic Sales	*1	*5 98.7	95.0					96.9								96.9
Store Sales	*2	98.8	95.3					97.1								97.1
Same-Store Sales	*3	98.1	94.0					96.2								96.2
Online Sales	*4	98.7	93.5					96.0								96.0
Number of Stores																
End of Month (Term)	*2	2,270	2,298					—							—	—
Openings		21	31					52							0	52
Closings		13	3					16							0	16
M&A		0	0					0							0	0
Number of Same Stores	*3	1,999	2,024					—							—	—

Note: As a general rule, the sales summary is disclosed on the third business day of the month following the reporting month and includes preliminary data. Should final data differ from any preliminary data, the revised figures will be disclosed when the preliminary data for the subsequent month are announced.

*1 Figures are for domestic retail sales only and do not include domestic wholesale or event sales figures or overseas sales.

*2 Figures for store sales and number of stores include directly managed stores and VSPA (Virtual SPA), but they do not include figures for FC (Franchise) stores or overseas stores.

*3 Same stores are defined as stores opened or newly consolidated (joined the Group) more than 12 months prior to the report and were unchanged from the previous month in terms of retail floor space, which changes on a monthly basis in terms of the number of same stores. Stores that have been relocated or closed for more than a day due to renovations have therefore been excluded from the results of same stores, and online sales are not included in Same-Store

*4 Online Sales figures represent total sales by World Group brand companies through their own and other companies' websites. Online sales are aggregated from sales recorded on our own website and other companies' sites. In addition, the sale of Laxus Technologies Inc. was excluded from January 2025 due to the IPO on December 13, 2024, and we estimate that this will have a negative impact of about 6% on online sales throughout the year.

*5 The year-on-year domestic retail sales for March 2025 have been revised from 98.8% to 98.7%, all indicated by an underline.

Number of holidays* year-on-year Current month Month in previous year *Saturdays, Sundays and public holidays

- Domestic retail sales were 95.0% compared to the same month last year, with store sales at 95.3% and online sales at 93.5%. Additionally, same-store sales were 94.0% compared to the same month last year, and there was no change in the number of holidays.
- The return of cold weather in the first half of this month led to a drastic decline in sales of light clothing, such as pullovers and cut-and-sew items. Although there was some recovery in the second half as temperatures rose, allowing for a transition to spring and early summer products, overall sales did not see a significant increase across all distribution channels. In store sales, same-store sales were below last year's levels, while online sales, excluding the impact of Laxus Technologies Inc., remained on par with the previous year. Additionally, during the second half of the month, the company's e-commerce site, World Online Store, contributed to the recovery with double-digit growth driven by successful promotional strategies.
- As for product categories, in the apparel sector, jackets saw strong sales, primarily in the store channels, as a result of low temperatures, while multifunctional blouses offering easy care, contact cooling, and UV protection gained popularity. Additionally, living goods for new lifestyles continued to enjoy strong demand. In terms of brands, we saw strong performance in the peripheral categories of our core apparel brands, including ongoing success in the intimate brand Risa Magli, jewelry brand COCOSHNIK, and off-price brand &Bridge, as well as solid results in household goods through 212 KITCHEN STORE.

Reference: Results for the Previous Fiscal Year

FY2024																Full Term
(March 1, 2024 to February 28, 2025)		Mar.	Apr.	May	Jun.	Jul.	Aug.	1H	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	2H	
Sales (YoY)		Change (%)														
Domestic Sales		98.0	104.8	101.1	109.0	99.2	101.6	102.1	102.9	94.2	105.2	102.7	98.8	92.1	99.6	100.8
Store Sales		97.5	102.4	98.3	109.0	95.6	101.6	100.5	102.1	92.2	104.4	100.4	98.9	93.5	98.8	99.6
Same-Store Sales		97.9	103.5	99.4	111.0	96.5	102.3	101.4	103.2	92.7	104.7	100.2	98.8	91.7	98.6	99.9
Online Sales		100.1	115.1	112.6	109.0	114.3	101.4	108.8	105.9	102.3	108.0	111.7	98.6	87.9	102.4	105.3
Number of Stores																
End of Month (Term)		2,207	2,221	2,217	2,218	2,198	2,181	—	2,200	2,220	2,228	2,279	2,255	2,262	—	—
Openings		30	16	1	1	7	5	60	25	20	9	3	1	18	76	136
Closings		15	2	5	0	27	22	71	6	0	1	0	25	11	43	114
M&A		8	0	0	0	0	0	8	0	0	0	48	0	0	48	56
Number of Same Stores		2,007	2,033	2,040	2,039	2,018	1,990	—	1,993	2,001	2,007	2,011	1,989	1,986	—	—