

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

Company Name: World Co., Ltd.
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FY2025																			
(March 1, 2025 to February 28, 2026)		Mar.	Apr.	May	Jun.	Jul.	Aug.	1H	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	2H	Full Term			
Sales (YoY)		Change (%)																	
Domestic Sales		*1	98.7	95.0	100.0	97.8	101.2	102.0	99.0	92.8	102.2	102.2			99.7	99.2			
Store Sales		*2	98.8	95.3	100.9	97.5	101.3	101.8	99.1	93.0	103.2	104.5			100.9	99.7			
Same-Store Sales		*3	98.1	94.0	100.1	96.5	100.5	100.2	98.2	91.4	*5 100.5	102.1			98.8	98.4			
Online Sales		*4	98.7	93.5	96.5	98.8	101.0	102.6	98.4	92.2	98.6	94.2			95.1	97.3			
Number of Stores																			
End of Month (Term)		*2	2,270	2,298	2,299	2,301	2,298	2,284	—	2,295	2,319	2,314			—	—			
Openings			21	31	8	3	4	4	71	18	32	5			55	126			
Closings			13	3	7	1	7	18	49	7	8	10			25	74			
M&A			0	0	0	0	0	0	0	0	0	0			0	0			
Number of Same Stores		*3	1,999	2,024	2,025	2,023	2,015	1,992	—	2,005	*5 2,037	2,052			—	—			

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 Sales.

*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 Luxus 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 7.0% on online sales throughout the year.

*5 For October 2025, year-on-year same-store sales have been revised from 100.6% to 100.5% and the number of same stores from 2,038 to 2,037, as indicated by the underlines.

Number of holidays* year-on-year		Current month	+2	Month in previous year	±0	*Saturdays, Sundays and public holidays
Domestic retail sales were 102.2% compared to the same month last year, with store sales at 104.5% and online sales at 94.2%. Same-store sales were 102.1%. The number of holidays was two days more than that in the same month of the previous year, which is estimated to have had a positive impact of approximately 4.5%.						
In the store sales channel, the department store channel significantly increased sales of regular-priced items, supported by customer-focused promotional events. As store displays transitioned to winter merchandise, sales of winter items were brisk followed by the drop in temperature. Cardigans and coats, in particular, recorded double-digit year-on-year growth.						
In the e-commerce channel, our own e-commerce site, WOS, focused on the winter sales season with an emphasis on regular-priced items, achieving sales on par with the previous year after adjusting the impact of Luxus's exclusion from consolidation.. Particularly, building on the strong momentum from October, in the first half of the month, bonus point campaigns for specific items, etc. provided a strong boost to sales of winter merchandise.						
As for product categories, the cold spell in the middle of the month changed the trend in best-selling coats from wool to down. For cardigans and pants, which continued their strong performance, full-fledged sales of winter-material versions also began. In miscellaneous goods, Christmas products gained popularity, while cooking utensils also remained well-received.						
In terms of brands, sales grew substantially across a wide spectrum of apparel brands, ranging from department store brands like INDIVI and TAKEO KIKUCHI, and select brands such as DRESSSTERIOR and STRASBURGO, to Narumiya's kids' and teens' lines. Lifestyle brands also performed strongly across the board, led by 212 KITCHEN STORE.						

Note: The Company's financial results for the nine months ending November 2025 are scheduled to be released on Wednesday, January 7, 2026, via TDnet and its corporate website.

Reference: Results for the Previous Fiscal Year

FY2024															
(March 1, 2024 to February 28, 2025)	Mar.	Apr.	May	Jun.	Jul.	Aug.	1H	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	2H	Full Term
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	—	—