

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

Company Name: World Co., Ltd.

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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	*1	98.0	104.8	101.1	109.0	99.2	101.6	102.1	102.9	94.2	105.2	102.7	98.8	92.0	99.6	100.8
Store Sales	*2	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	98.7	99.6
Same-Store Sales	*3	97.9	103.5	99.4	111.0	96.5	102.3	101.4	103.2	92.7	104.7	100.2	98.8	91.6	98.6	99.9
Online Sales	*4	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	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	*3	2,007	2,033	2,040	2,039	2,018	1,990	—	1,993	2,001	2,007	2,011	1,989	1,985	—	—

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 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.

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

- Domestic sales were 92.0% of the same period in the previous year, with store sales at 93.5% and online sales at 87.9%. Same-store sales were 91.6% of the same month last year. While there was no difference in the number of holidays, the negative impact of the previous year's same month being in a leap year is estimated at about 3.5%.
- This month, store sales channels shifted to spring merchandise. However, due to a strong cold wave that resulted in significantly lower temperatures compared to last year, sales of spring outerwear, such as mountain parkas and trench coats, remained sluggish. While fashion accessories performed well in the online sales channel, apparel sales struggled, particularly light outerwear, struggled, much like in same-store sales channel. The shortage of cold-weather apparel inventory further compounded the issue, preventing the company from fully offsetting the negative impact of the exclusion of Laxus from the consolidated results.
- As for product categories, sales of casual spring outerwear were slower than last year due to the climate. However, jackets for ceremonies, which started selling in late January, and spring-colored knitwear made from seasonal materials performed well toward the end of the month. In brands, the jewelry brand COCOSHNIK continued to see sales increases, while Risa Magli (intimate wear) and ESPERANZA (women's shoes) also performed well. Additionally, 212 KITCHEN STORE (lifestyle goods), which captured home-use demand, achieved strong results.

Note: The Company's financial results for the year ended February 2025 are scheduled to be released via its corporate website and TDnet on April 3 (Thursday).

Reference: Results for the Previous Fiscal Year

FY2023 (April 1, 2023 to February 29, 2024)		Apr.	May	Jun.	Jul.	Aug.	Sep.	1H	Oct.	Nov.	Dec.	Jan.	Feb.	2H	Full Term
Sales (YoY)		Change (%)													
Domestic Sales		105.4	105.7	105.0	111.5	111.1	99.6	106.3	102.1	107.0	101.4	102.5	107.5	103.8	105.1
Store Sales		106.0	105.5	105.0	113.6	113.0	100.4	107.2	100.7	107.2	101.4	101.1	106.4	103.0	105.1
Same-Store Sales		109.7	109.2	108.4	118.2	118.2	102.7	110.9	103.7	110.6	104.8	104.7	107.5	105.9	108.3
Online Sales		102.8	106.3	105.2	103.6	104.3	96.6	103.2	108.5	106.4	101.6	106.6	110.8	106.6	105.0
Number of Stores															
End of Month (Term)		2,225	2,223	2,223	2,205	2,202	2,208	—	2,210	2,215	2,218	2,184	2,184	—	—
Openings		11	0	1	2	4	11	29	4	6	4	0	10	24	53
Closings		10	2	1	20	13	5	51	2	1	1	34	20	58	109
M&A		0	0	0	0	6	0	6	0	0	0	0	10	10	16
Number of Same Stores		2,086	2,094	2,091	2,067	2,049	2,048	—	2,052	2,056	2,062	2,022	1,998	—	—