

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

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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-year
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	107.0	102.8		102.1	100.5
Store Sales	*2	98.8	95.3	100.9	97.5	101.3	101.8	99.1	93.0	103.2	104.4	108.5	109.5		104.5	101.7
Same-Store Sales	*3	98.1	94.0	100.1	96.5	100.5	100.2	98.2	91.4	100.5	102.1	93.0	96.3		96.8	97.6
Online Sales	*4	98.7	93.5	96.5	98.8	101.0	102.6	98.4	92.2	98.6	94.1	102.0	84.0		93.9	96.2
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	2,536	2,484		—	—
Openings		21	31	8	3	4	4	71	18	32	5	2	0		57	128
Closings		13	3	7	1	7	18	49	7	8	10	6	52		83	132
M&A		0	0	0	0	0	0	0	0	0	0	226	0		226	226
Number of Same Stores	*3	1,999	2,024	2,025	2,023	2,015	1,992	—	2,005	*5 2,037	2,052	2,098	2,060		—	—

Note: As a general rule, this 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 the preliminary data, the revised figures will be disclosed when the preliminary data for the subsequent month is announced. The “Full Term” column presents the cumulative figures from the start of the current fiscal year through the reporting month.

*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 that have been opened or newly consolidated (joined the Group) for more than 12 full months, and whose retail floor space has remained unchanged compared to the same month of the previous year. Stores that have been relocated or closed for more than a day due to renovations are therefore excluded from this category. As a result, the number of same stores is subject to change each month. Furthermore, Same-Store Sales do not include online sales.

*4 Online Sales figures represent total sales by World Group brand companies through their own and other companies’ websites. In addition, sales from Lexus Technologies Inc. have been excluded since January 2025, following its IPO on December 13, 2024. We estimate this will have an average negative impact of approximately 7.0% on online sales throughout the year.

*5 Following the consolidation of Right-on Co., Ltd. into a subsidiary on December 1, 2025, its figures are now included in the year-on-year sales comparison and total store count, effective from December. The figure in "M&A" column within the store count table reflects the stores added through this new consolidation.

Number of holidays* year-on-year Current month

+1

 Month in previous year

±0

 *Saturdays, Sundays and public holidays

- Domestic retail sales were 102.8% compared to the same month last year, with store sales at 109.5% and e-commerce sales at 84.0%. Same-store sales were 96.3% year-on-year. There was one additional holiday compared to the same month last year, which is estimated to have had a positive impact of approximately 1.2%. However, this effect was partially offset by the timing of business days during the New Year’s sales season, including a late start of New Year’s first sales.
- In the store channel, while sales of regular-priced items were strong across the board, from heavy winter outerwear to lightweight spring apparel, the high-volume discount sales bringing a substantial cash failed to fully take advantage of the favorable winter weather. This was partly because our controlled procurement of winter items led to a reduction in inventory available for sales. In the e-commerce channel, although an increase in items excluded from the winter sale and smaller discounts on sale items admittedly led to the sales slowdown, the primary issue was the weakness of our non-sale online content and promotions, which resulted in insufficiently attracting customers compared to our physical stores. We are taking steps to address this.
- In terms of product categories, the apparel showed strong performance from lightweight spring items such as pastel-colored knits and blouses. Additionally, a late-month cold snap drove sales of heavy outerwear, including down coats. In miscellaneous goods, character-themed merchandise and kitchenware continued their strong performance. By brand, with the apparel category in particular failing to take advantage of the peak sale season, there were few standout performers overall. However, notable exceptions that performed well include STRASBURGO, 212 KITCHEN STORE, and ITS'DEMO.

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-year
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	—	—