

## 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	2H	Full Term						
Sales (YoY)		Change (%)														
Domestic Sales	*1	98.0	104.8	101.1	109.0	99.2	101.6	102.1	102.7						102.7	102.2
Store Sales	*2	97.5	102.4	98.3	109.0	95.6	*5 <u>101.6</u>	100.5	102.0						102.0	100.7
Same-Store Sales	*3	97.9	103.5	99.4	111.0	96.5	*5 <u>102.3</u>	101.4	103.1						103.1	101.6
Online Sales	*4	100.1	115.1	112.6	109.0	114.3	101.4	108.8	105.6						105.6	108.4
<b>Number of Stores</b>																
End of Month (Term)	*2	2,207	2,221	2,217	2,218	2,198	*5 <u>2,181</u>	—	2,200						—	—
Openings		30	16	1	1	7	5	60	25						25	85
Closings		15	2	5	0	27	<u>22</u>	71	6						6	77
M&A		8	0	0	0	0	0	8	0						0	8
Number of Same Stores	*3	2,007	2,033	2,040	2,039	2,018	*5 <u>1,990</u>	—	1,995						—	—

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-

\*4 Online Sales figures represent total sales by World Group brand companies through their own and other companies' websites.

\*5 For August 2024, Sales (YoY) for Store Sales was revised from 101.7% to 101.6%, the Number of Stores at the end of the month from 2,184 to 2,181, the Number of Stores for Closings from 19 to 22, and the Number of Same Stores from 1,993 to 1,990, as indicated by an underline.

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

- Domestic sales for the month were 102.7% of those for the same period of the previous year, while store sales were 102.0% and e-commerce sales were 105.6%. Same-store sales were 103.1% of the same month, and the number of holidays increased by one, which is estimated to have caused a positive impact of about 2.2%.
- In September, more days than usual saw temperatures rise to nearly 30°C, but the heat started to dissipate toward the end of the month. In the store sales channel, autumn products picked up as temperatures became lower. But the absence of late-summer and early-autumn products in response to the prolonged hot summer resulted in lost sales opportunities. In the e-commerce channel, sales were bolstered by successful measures implemented in the latter half of the month, including a shift to autumn goods and participation in promotional events on external e-commerce platforms. It became evident, however, that the late-summer and early-autumn project, which took place during and after the Obon holiday period (August 13–16), did not sufficiently boost sales due to a lack of participation from enough brands. Regarding product categories, shirts and blouses continued to experience strong demand, with a shift from 3/4 sleeves to long sleeves and a move toward more autumnal colors and patterns. Sales of cardigans and jackets were relatively moderate compared to previous years, partly due to the high temperatures. However, knitwear for wearing alone this season and elegant pants performed well.
- As for brands, sales of one's terrace and 212 KITCHEN STORE for lifestyle goods, COCOSHNIK for jewelry, and ESPERANZA for women's shoes were strong overall. Additionally, adabat, a golf apparel brand, experienced strong growth.

### Reference: Results for the Previous Fiscal Year

FY2023 (April 1, 2023 to February 29, 2024)		Apr.	May	Jun.	Jul.	Aug.	Sep.	1H	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
<b>Number of Stores</b>															
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	—	—