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

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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	*5 102.9	94.2					97.9	101.1
Store Sales	*2	97.5	102.4	98.3	109.0	95.6	101.6	100.5	*5 102.1	92.2					96.4	99.5
Same-Store Sales	*3	97.9	103.5	99.4	111.0	96.5	102.3	101.4	*5 103.2	92.7					97.1	100.3
Online Sales	*4	100.1	115.1	112.6	109.0	114.3	101.4	108.8	*5 105.8	102.1					103.7	107.5
Number of Stores																
End of Month (Term)	*2	2,207	2,221	2,217	2,218	2,198	2,181	–	2,200	2,221					–	–
Openings		30	16	1	1	7	5	60	25	21					46	106
Closings		15	2	5	0	27	22	71	6	0					6	77
M&A		8	0	0	0	0	0	8	0	0					0	8
Number of Same Stores	*3	2,007	2,033	2,040	2,039	2,018	1,990	–	*5 1,993	2,001					–	–

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.

*5 For September 2024, Domestic Sales was revised from 102.7% to 102.9%, Store Sales from 102.0% to 102.1%, Same-Store Sales from 103.1% to 103.2%, and Online Sales from 105.6% to 105.8%, and the Number of Same Stores from 1,995 to 1,993, all indicated by an underline.

Number of holidays* year-on-year Current month –1 Month in previous year –1 *Saturdays, Sundays and public holidays

- Domestic retail sales were 94.2% of those for the same period of the previous year, while store sales were 92.2% and e-commerce sales were 102.1%. Same-store sales were 92.7% of the same month last year, and the number of holidays decreased by one, which is estimated to have caused a negative impact of about 1.6%.
- Temperatures remained higher than usual, with cooler weather finally reaching the same levels as in the latter half of the previous year's month. In the store sales channel, sales of cardigan and jacket products remained low, and performance of core products was a challenge as well, and we were unable to boost store sales with autumn merchandise. Meanwhile, in the e-commerce sales channel, our e-commerce site WOS saw a recovery in sales of inner layers toward the end of the month due to the success of its Halloween campaign and sales in the external e-commerce platforms, supported by promotional events. However, overall e-commerce sales did not see a significant increase compared to last year.
- As for product categories, sales of blouses remained strong, along with knitted and cut-and-sewn tops. Among miscellaneous goods, warmer items like thermal mugs began to see increased demand, while in apparel, sales of cardigans and jackets were weaker than in previous years due to the high temperatures.

  By brand, apparel sales were generally sluggish, except for a few strong performers such as OPAQUE. CLIP. Sales of Intimate Risa Magli and ESPERANZA women's shoes increased, while jewelry brands COCOSHNIK and RAGTAG continued to enjoy strong support from inbound demand.

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	–	–