

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	102.9	94.2	105.2				100.6	101.6
Store Sales	*2	97.5	102.4	98.3	109.0	95.6	101.6	100.5	102.1	92.2	104.4				99.3	100.1
Same-Store Sales	*3	97.9	103.5	99.4	111.0	96.5	102.3	101.4	103.2	92.7	104.7				99.8	100.8
Online Sales	*4	100.1	115.1	112.6	109.0	114.3	101.4	108.8	105.8	102.1	108.0				105.4	107.6
Number of Stores																
End of Month (Term)	*2	2,207	2,221	2,217	2,218	2,198	2,181	—	2,200	*5 <u>2,220</u>	2,228				—	—
Openings		30	16	1	1	7	5	60	25	*5 <u>20</u>	9				54	114
Closings		15	2	5	0	27	22	71	6	0	1				7	78
M&A		8	0	0	0	0	0	8	0	0	0				0	8
Number of Same Stores	*3	2,007	2,033	2,040	2,039	2,018	1,990	—	1,993	2,001	2,007				—	—

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 VSFA (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 At the end of October 2024, the number of retail stores was revised from 2,221 to 2,220, and the number of store openings was revised from 21 to 20, all indicated by an underline.

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

- Domestic retail sales were 105.2% of the same period in the previous year, with store sales at 104.4% and e-commerce sales at 108.0%. Same-store sales were 104.7% of the same month last year, with no year-on-year change in the number of holidays.
- As temperatures returned to normal levels during the month, sales of winter items like warm knitwear and winter-proof outerwear were brisk. Coats saw strong sales in the latter half of the month, contributing to same-store sales growth in the store sales channel, which exceeded last year's levels. The e-commerce sales channel also benefited from the drop in temperatures, achieving record sales through participation in promotional events on major external e-commerce platforms. Additionally, strong sales of heavy apparel during Black Friday toward the end of month boosted overall e-commerce sales.
- As for product categories, sales of wool coats and ceremonial suits were slower than in previous years. However, winter seasonal products such as wool and high-neck knitwear, fleece-lined pants, wool skirts, and Christmas-related miscellaneous goods performed well. Among brands, mainstay apparel lines such as OPAQUE.CLIP saw strong sales. Additionally, one's terrace for lifestyle goods and Risa Magli for intimate wear were particularly robust, while jewelry brand COCOSHNIK and RAGTAG for second-hand items maintained double-digit growth.

Note: The Company's financial results for the nine months ended November 2024 are scheduled to be disclosed on Tdnet and the Company's IR site on January 8.

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	—	—	