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	102.7			101.2	101.8
Store Sales	*2	97.5	102.4	98.3	109.0	95.6	101.6	100.5	102.1	92.2	104.4	100.5			99.7	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	100.3			100.0	100.7
Online Sales	*4	100.1	115.1	112.6	109.0	114.3	101.4	108.8	*5 105.9	*5 102.3	108.0	111.7			107.3	108.2
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			–	–
Openings		30	16	1	1	7	5	60	25	20	9	3			57	117
Closings		15	2	5	0	27	22	71	6	0	1	0			7	78
M&A		8	0	0	0	0	0	8	0	0	0	48			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	2,012			–	–

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 E-commerce sales for September 2024 were revised from 105.8% to 105.9%, and e-commerce sales for October 2024 were revised from 102.1% to 102.3, 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 102.7% of the same period last year, with store sales at 100.5% and e-commerce sales at 111.7%. Same-store sales were 100.3% of the same month last year, while the number of holidays decreased by one day compared to that month, which is estimated to have had a negative impact of about 1.6%.
- The colder-than-usual weather continued this month, and the arrival of full-fledged winter heightened demand for protection from the cold. In response to the sudden drop in temperature toward the middle of the month, sales of a wide range of knitwear, from high gauge to middle gauge, were strong. Additionally, sales of down and wool coat sales were robust, both in stores and through e-commerce channels. The pre-sale event held in the second half of the month did not do as well as in the previous year, when discount sales through store channels were strong despite the warmer winter. However, in the e-commerce channel, the success of exclusive sales for selected customers and Christmas gift campaigns for major brands contributed to the first double-digit growth in e-commerce sales in years.
- In terms of product categories, along with the strong apparel sales driven by the need for cold protection, there was also emerging demand for one-piece dresses favored for special occasions such as Christmas and year-end parties, bottoms made of warm materials like brushed lining and suede, and miscellaneous goods supported by holiday gift demand. As for brands, DRESSTERIOR performed well in both customer numbers and the average unit price per customer, as did department store apparel brands such as UNTITLED and TAKEO KIKUCHI. Meanwhile, jewelry brand COCOSHNIK and RAGTAG, a store specializing in pre-owned items, saw continued double-digit sales growth, supported by inbound sales.

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	–	–