

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	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	98.8		100.7	101.4
Store Sales	*2	97.5	102.4	98.3	109.0	95.6	101.6	100.5	102.1	92.2	104.4	*5 <u>100.4</u>	98.9		99.5	100.0
Same-Store Sales	*3	97.9	103.5	99.4	111.0	96.5	102.3	101.4	103.2	92.7	104.7	*5 <u>100.2</u>	98.8		99.7	100.5
Online Sales	*4	100.1	115.1	112.6	109.0	114.3	101.4	108.8	105.9	102.3	108.0	111.7	*4 98.6		105.0	106.9
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	2,255		—	—
Openings		30	16	1	1	7	5	60	25	20	9	3	1		58	118
Closings		15	2	5	0	27	22	71	6	0	1	0	25		32	103
M&A		8	0	0	0	0	0	8	0	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	*5 <u>2,011</u>	1,989		—	—

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. Online sales are aggregated from sales recorded on our own website and other companies' sites. In addition, the sale of Laxus Technologies Inc. was excluded from January 2025 due to the IPO on December 13, 2024, and we estimate that this will have a negative impact of about 6% on online sales throughout the year.

*5 Online sales for December 2024 were revised from 100.5% to 100.4%, Same-Store sales from 100.3% to 100.2%, and the Number of Same-Stores from 2,012 to 2,011, as 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 98.8% of the same period last year, with store sales at 98.9% and online sales at 98.6%. Same-store sales were 98.8% of the same month, with no year-on-year change in the number of holidays. Additionally, due to the IPO of Laxus Technologies Inc. on December 13, 2024, its sales were excluded from consolidation (converted to an equity-method affiliate) starting in January 2025. This is expected to have a negative impact of about 6% on online sales throughout the year.
- In the store sales channel, sales from promotions fell short of the previous year despite the boost from cold-weather items. However, full-price sales outperformed last year, driven by the rollout of spring merchandise from mid-month onward, with strong demand for spring-colored knitwear and occasion wear for events such as coming-of-age ceremonies. In the online sales channel, winter merchandise sold well through the New Year sales campaign, which gained momentum early in the month. Similar to store sales, this channel's full-price sales contributed to steady performance from mid-month onward. However, the impact of removing Laxus from the lineup could not be fully offset compared to the previous year.
- In terms of product categories, winter items such as knitwear, down coats, and fleece-lined pants sold particularly well during the sales period. From mid-month onward, demand was especially high for ceremony-appropriate suit sets, clutch bags, and tailored jackets for work. By brand, in addition to the continued solid performance of the select store brand DRESSSTERIOR, the jewelry brand COCOSHNIK, the used select store RAGTAG, and the outlet NEXT DOOR all made a notable impact, attracting strong customer interest during the sales season.

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	—	—