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

Company Name: World Co., Ltd.
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FY2025 (March 1, 2025 to February 28, 2026)	Mar.	Apr.	May	Jun.	Jul.	Aug.	1H	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	2H	Full Term
Sales (YoY)	Change (%)														
Domestic Sales *1	98.7	95.0	100.0	97.8	101.2	102.0	99.0	92.8						92.8	98.2
Store Sales *2	98.8	95.3	100.9	97.5	101.3	101.8	99.1	93.0						93.0	98.4
Same-Store Sales *3	98.1	94.0	100.1	96.5	100.5	100.2	98.2	91.4						91.4	97.4
Online Sales *4	98.7	93.5	96.5	98.8	101.0	*5 102.6	98.4	92.0						92.0	97.6
Number of Stores															
End of Month (Term) *2	2,270	2,298	2,299	2,301	2,298	2,284	–	2,295						–	–
Openings	21	31	8	3	4	4	71	18						18	89
Closings	13	3	7	1	7	18	49	7						7	56
M&A	0	0	0	0	0	0	0	0						0	0
Number of Same Stores *3	1,999	2,024	2,025	2,023	2,015	1,992	–	2,003						–	–

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 7.0% on online sales throughout the year.

*5 The year-on-year Online Sales for August 2025 were revised from 102.7 to 102.6. Please check the underlined part.

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

- Domestic retail sales were 92.8% compared to the same month last year, with store sales at 93.0% and e-commerce sales at 92.0%. Same-store sales were 91.4% compared to the same month. The number of holidays was one day fewer, which is estimated to have had a negative impact of approximately 2.2%.
- Although we implemented the special Hot Autumn initiative this month to address the prolonged summer, sales were sluggish both in stores and online. While there some positive effects were seen in the first half due to the lingering summer heat, in the latter half many brands were slow to shift to autumn items, and this was compounded in promotional activities for e-commerce that pushed into the following month. While we launched the Hot Autumn initiative this season as a new measure to cope with the extended summer, we acknowledge that the planning for this product group has not yet reached a sufficient level of accuracy in terms of consumer target, resulting in weak sales of spring and summer items that have led to excess inventory. This in turn created a knock-on effect that hindered the smooth transition into the subsequent Hot Autumn or autumn product lineup.
- As for product categories, shirts and blouses continued to sell steadily as sleeve lengths shifted from half sleeves to three-quarter to long sleeves and then to long sleeves. New arrivals such as pullovers in autumn colors and cardigans useful for the in-between season sold well. In miscellaneous goods, new releases for autumn, including the cooking utensil Range Mate Pro, were popular. In brands, with the exception of intimate brand Risa Magli, used select brand RAGTAG, and other brands, the overall results remained unsatisfactory. To break the previously reported negative cycle early on, we have implemented countermeasures that include preventing the carryover of excess inventory and shifting promptly to autumn merchandise at stores.

Reference: Results for the Previous Fiscal Year

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	98.0	104.8	101.1	109.0	99.2	101.6	102.1	102.9	94.2	105.2	102.7	98.8	92.1	99.6	100.8
Store Sales	97.5	102.4	98.3	109.0	95.6	101.6	100.5	102.1	92.2	104.4	100.4	98.9	93.5	98.8	99.6
Same-Store Sales	97.9	103.5	99.4	111.0	96.5	102.3	101.4	103.2	92.7	104.7	100.2	98.8	91.7	98.6	99.9
Online Sales	100.1	115.1	112.6	109.0	114.3	101.4	108.8	105.9	102.3	108.0	111.7	98.6	87.9	102.4	105.3
Number of Stores															
End of Month (Term)	2,207	2,221	2,217	2,218	2,198	2,181	–	2,200	2,220	2,228	2,279	2,255	2,262	–	–
Openings	30	16	1	1	7	5	60	25	20	9	3	1	18	76	136
Closings	15	2	5	0	27	22	71	6	0	1	0	25	11	43	114
M&A	8	0	0	0	0	0	8	0	0	0	48	0	0	48	56
Number of Same Stores	2,007	2,033	2,040	2,039	2,018	1,990	–	1,993	2,001	2,007	2,011	1,989	1,986	–	–

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