

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-year
Sales (YoY)		Change (%)														
Domestic Sales	*1	98.7	95.0	100.0	97.8	101.2	102.0	99.0	92.8	102.2	102.2	*5 107.0			101.9	100.2
Store Sales	*2	98.8	95.3	100.9	97.5	101.3	101.8	99.1	93.0	103.2	*6 <u>104.4</u>	*5 108.5			103.2	100.8
Same-Store Sales	*3	98.1	94.0	100.1	96.5	100.5	100.2	98.2	91.4	100.5	<u>102.1</u>	93.0			97.0	97.8
Online Sales	*4	98.7	93.5	96.5	98.8	101.0	102.6	98.4	92.2	98.6	*6 <u>94.1</u>	*5 102.0			97.2	97.9
Number of Stores																
End of Month (Term)	*2	2,270	2,298	2,299	2,301	2,298	2,284	—	2,295	2,319	2,314	*5 2,536			—	—
Openings		21	31	8	3	4	4	71	18	32	5	2			57	128
Closings		13	3	7	1	7	18	49	7	8	10	6			31	80
M&A		0	0	0	0	0	0	0	0	0	0	*5 226			226	226
Number of Same Stores	*3	1,999	2,024	2,025	2,023	2,015	1,992	—	2,005	*5 2,037	2,052	2,098			—	—

Note: As a general rule, this 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 the preliminary data, the revised figures will be disclosed when the preliminary data for the subsequent month is announced. The "Full Term" column presents the cumulative figures from the start of the current fiscal year through the reporting month.

*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 that have been opened or newly consolidated (joined the Group) for more than 12 full months, and whose retail floor space has remained unchanged compared to the same month of the previous year. Stores that have been relocated or closed for more than a day due to renovations are therefore excluded from this category. As a result, the number of same stores is subject to change each month. Furthermore, Same-Store Sales do not include online sales.

*4 Online Sales figures represent total sales by World Group brand companies through their own and other companies' websites. In addition, sales from Lexus Technologies Inc. have been excluded since January 2025, following its IPO on December 13, 2024. We estimate this will have an average negative impact of approximately 7.0% on online sales throughout the year.

*5 Following the consolidation of Right-on Co., Ltd. into a subsidiary on December 1, 2025, its figures are now included in the year-on-year sales comparison and total store count, effective from December. The figure in "M&A" column within the store count table reflects the stores added through this new consolidation.

*6 For November 2025, the year-on-year same-store sales have been revised from 104.5% to 104.4%, and year-on-year online sales from 94.2% to 94.1%. Please check the underlined parts.

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

- Domestic retail sales were 107.0% compared to the same month last year, with store sales at 108.5% and online sales at 102.0%. Same-store sales were 93.0%. We estimate that the decrease in the number of holidays by one compared to the same month of the previous year had a negative impact of approximately 2.5%.
- In the store sales channel, while sales of regular-priced medium-weight apparel were strong throughout the month, the demand for heavy outerwear decreased in the second half, partly due to the mild winter weather. Although same-store sales did not achieve significant growth despite the end-of-month promotions, total store sales were pushed up by the consolidation of Right-on. In the e-commerce channel, exclusive customer promotions early in the month were well-received, however, similar to sales at our physical stores, sales during the latter half were sluggish. Driven by a significant increase in e-commerce sales from Narumiya, total online sales surpassed the previous year's level, even though the negative impact from the exclusion of Lexus outweighed the positive contribution from the newly included Right-on.
- As for product categories, while higher-than-usual temperatures negatively affected the sales of outerwear and knitwear, festive cardigans and brushed-fabric pants for the holiday season showed growth in regular-priced sales. In miscellaneous goods, cooking utensils remained popular toward the year-end and New Year holidays. In terms of brands, Narumiya's portfolio of brands recorded a significant increase in sales through e-commerce channels. Lifestyle brand "212 KITCHEN STORE" also continued to perform well. Used select store "RAGTAG" rebounded, buoyed by the recovery in demand from inbound tourists.

Reference: Results for the Previous Fiscal Year

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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	—	—