

Monthly Data (FY2018)

■ Main Sales of Wacoal (Domestic)

(Year on Year Change %)

| Store sales by channel | | Apr. | May | Jun. | 1Q | Jul. | Aug. | Sep. | 1H | Oct. | Nov. | Dec. | 3Q Total | Jan. | Feb. | Mar. | Annual | |
|------------------------|-----------------------------------|--------------|-----|------|-----|------|------|------|-----|------|------|------|----------|------|------|------|--------|-----|
| Wholesale Business | Department Stores | 103 | 101 | 95 | 100 | 100 | 102 | 100 | 100 | 98 | 100 | 98 | 99 | 94 | 98 | 100 | 99 | |
| | GMS*, Supermarket | Wacoal Brand | 101 | 103 | 98 | 100 | 105 | 100 | 108 | 103 | 98 | 101 | 99 | 102 | 98 | 97 | 105 | 101 |
| | | Wing Brand | 99 | 93 | 91 | 94 | 104 | 100 | 102 | 98 | 94 | 101 | 100 | 98 | 99 | 101 | 108 | 99 |
| | Innerwear Specialty Stores | 109 | 106 | 104 | 106 | 106 | 103 | 101 | 105 | 102 | 102 | 99 | 103 | 105 | 98 | 101 | 103 | |
| | Sports Chains/Specialty Stores *1 | 93 | 120 | 91 | 101 | 94 | 93 | 101 | 98 | 83 | 100 | 95 | 96 | 94 | 91 | 92 | 93 | |
| Retail Business | AMPHI/Other *2 | 105 | 98 | 99 | 101 | 95 | 95 | 111 | 100 | 103 | 106 | 99 | 101 | 95 | 116 | 102 | 101 | |
| Mail-Order Business | Catalog mail-order | 102 | 85 | 112 | 100 | 74 | 81 | 92 | 93 | 100 | 78 | 100 | 93 | 102 | 89 | 93 | 93 | |
| | Wacoal's Own EC Site | 113 | 141 | 105 | 120 | 120 | 114 | 111 | 117 | 130 | 109 | 115 | 117 | 112 | 106 | 145 | 118 | |
| | Third Party EC Sites *3 | 115 | 110 | 113 | 113 | 134 | 117 | 116 | 117 | 112 | 110 | 118 | 116 | 104 | 101 | 112 | 113 | |

*GMS...General Merchandising Stores

| | | | | | | | | | | | | | | | | |
|---------------------------------|-----------|------------|-----------|-----------|-----------|------------|-----------|-----------|-----------|------------|-----------|-----------|-----------|-----------|----------|----------|
| Wacoal Corp. Total Sales | 97 | 105 | 96 | 99 | 98 | 103 | 97 | 99 | 97 | 102 | 95 | 99 | 99 | 94 | — | — |
|---------------------------------|-----------|------------|-----------|-----------|-----------|------------|-----------|-----------|-----------|------------|-----------|-----------|-----------|-----------|----------|----------|

*1 Sports Chains/Specialty Stores: Sportswear, swimming suits, pumps, etc.

*2 AMPHI/Other: AMPHI, WACOAL FACTORY STORE (outlets), WACOAL The Store, Brara by Wacoal, etc.

*3 Third Party EC Sites: EC businesses of underwear stores, EC specialized merchandizers, etc.

* Wacoal Corp. Total Sales: Year on Year change of sales for Wholesale Business(wholesale)+Retail Business (store sale)+Mail-Order Business

* "Catalog mail-order" and "Third Party EC Sites" will be disclosed from January 2017 due to change of the calculation method.

■ Sales of Main Wacoal Subsidiaries (Overseas)

(Local currency basis/Year on Year Change %)

| | Apr. | May | Jun. | 1Q | Jul. | Aug. | Sep. | 1H | Oct. | Nov. | Dec. | 3Q Total | Jan. | Feb. | Mar. | Annual |
|--------------------------------|------|-----|------|-----|------|------|------|-----|------|------|------|----------|------|------|------|--------|
| Wacoal International (America) | 163 | 108 | 93 | 120 | 103 | 88 | 97 | 109 | 81 | 98 | 133 | 105 | 69 | 115 | 112 | 103 |
| Wacoal Europe | 105 | 117 | 107 | 109 | 104 | 107 | 90 | 105 | 107 | 101 | 98 | 104 | 100 | 97 | 103 | 103 |

| | Apr. | May | Jun. | 1H | Jul. | Aug. | Sep. | 3Q Total | Oct. | Nov. | Dec. | Annual | Jan. | Feb. | Mar. | 1Q |
|--------------|------|-----|------|-----|------|------|------|----------|------|------|------|--------|------|------|------|-----|
| Wacoal China | 115 | 112 | 109 | 110 | 121 | 114 | 111 | 111 | 109 | 109 | 101 | 110 | 84 | 150 | 117 | 112 |

■ Sales of Peach John

(Year on Year Change %)

| | Apr. | May | Jun. | 1Q | Jul. | Aug. | Sep. | 1H | Oct. | Nov. | Dec. | 3Q Total | Jan. | Feb. | Mar. | Annual |
|----------------------------|------------|------------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-----------|------------|-----------|------------|------------|-----------|-----------|
| Direct Sales | 102 | 86 | 82 | 88 | 97 | 62 | 81 | 84 | 86 | 83 | 103 | 86 | 106 | 143 | 59 | 88 |
| In Store | 109 | 108 | 101 | 106 | 96 | 96 | 97 | 101 | 92 | 98 | 98 | 99 | 103 | 109 | 92 | 99 |
| Third Party EC Sites/Other | 159 | 131 | 122 | 135 | 108 | 72 | 138 | 106 | 76 | 73 | 94 | 103 | 144 | 101 | 92 | 105 |
| Sales Total | 111 | 100 | 94 | 100 | 97 | 78 | 92 | 95 | 88 | 88 | 100 | 94 | 107 | 122 | 75 | 95 |

■ Sales Summary (April 2017 - March 2018)

March 2018

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, sales of "GOCOCI" and "SUHADA ONE" (a new product for which we broadcast a TV commercial film) were strong and exceeded the previous fiscal year's totals.
- In bottoms, sales of the new product "SUHADA Skin Lift Air" were strong and exceeded the previous fiscal year's totals.
- In lingerie, sales of "Sugoi" were strong and exceeded the previous fiscal year's totals.
- In shorts, sales of "Dear Hip" (particularly the color heather) were strong and exceeded the previous fiscal year's total sales.

Wing Brand

- In brassieres, sales of the spring/summer collection "Lesiage" strongly increased and exceeded the previous fiscal year's total sales.
- In lingerie, sales were led by spring/summer collections due to rising temperatures. Sales exceeded the previous fiscal year's totals.

Retail Business

[AMPHI] (Existing 115%, Including New Stores 113%)

- Sales of the common campaign product "Bragenic" have increased by 203% over the previous year which is in line with the sales plan.

Also, retail sales were strong due to the increase in sales of products featuring collaboration with anime characters. Furthermore, the number of repeat visitors to our shops has increased, particularly in the case of shop members. The number of purchasing customers exceeded the previous fiscal year's totals.

[Factory Store] (Existing 106%, Including New Stores 106%)

- Retail sales exceeded the previous year due to strong sales by spring/summer collections, and by continuing strong inbound sales after the Chinese New Year.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

※March [Y-to-D/ Apr.2017 - Mar.2018 total]

Wacoal International (America)

- Channel : Department Store 94%[101%], Department Store EC 99%[115%], Wacoal's Own EC Site 136%[118%]

Wacoal Europe

- Channel : Department Store 106%[97%], Speciality Store 102%[104%], Directly-Managed Store 93%[109%], Third Party EC Sites 129%[109%]
- Area : UK 113%[103%], Europe 112%[105%], North America 91%[100%]

※March [Y-to-D/ Jan.2018 - Mar.2018 total]

Wacoal China

- Channel : Department Store 112%[107%], Third Party EC Sites 191%[168%]
- Brand : Wacoal 121%[117%], Salute 117%[108%], LA ROSABELLE 53%[48%]

[Peach John]

- **Direct Sales:** Despite favorable sales of "Miracle Work Bra," we have struggled to attract customers and sales were below the previous fiscal year's totals.
 - **In-store:** Sales were below the previous fiscal year's totals due to a decrease in the number of customers visiting the store.
 - **Third Party EC Sites/Other:** Due to the impact of sales by other companies, we had difficulty with sales via third party EC sites.
- We also had difficulty with wholesale due to decreased shipments to overseas subsidiaries.

[Oversea Sales for reference]

- Shanghai PJ: 126% Due to strong sales on International Women's Day and increased inventory for the classic bra "Tanima Misenai Bra," sales were strong at both TAOBAO and shops.
- PJ Hong-Kong: 107% Sales exceeded the previous fiscal year's totals due to strong sales of classic bras.
- Taiwan PJ: Through media events for "Miracle Work Bra" and "Tanima Misenai Bra," we had increased exposure mainly via the Internet and magazines. This has enabled us to attract even more customers. Sales remained strong both for direct sales and shops.

■ Sales Summary (April 2017 - March 2018)

February 2018

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, the regular lineup of campaign products "SUHADA ONE," "GOCOCI" and "Salute" performed strongly and outperformed the previous year's results.
- In bottoms, the campaign product "Hada Lift" recorded good results, but "5 Years Younger" struggled, with the result that overall sales fell below the previous year's levels for the same period.
- In lingerie, autumn and winter products with thick materials performed well and outperformed the previous year's results.
- In shorts, the standard product "Dear Hip" struggled and results stalled at the same level as the previous year.

Wing Brand

- In brassieres, "Kirei no Bra" performed well, but due to the effect of store closings, sales topped out at the same level as the previous year.
- In knits, the new group of products "Maru de Suhada" contributed heavily to overall results which strongly outperformed the previous year.

Retail Business

[AMPHI] (Existing 107%, Including New Stores 107%)

- As a result of the launch of new products, the common campaign product "BRAGENIC" recorded results of 228% of the previous year's sales. Also, as a result of the change from a discount campaign to a point campaign, the net price ratio improved by a large amount.

[Factory Store] (Existing 111%, Including New Stores 111%)

- In the first half of the month, autumn and winter products sold strongly as a result of the low temperatures, in addition to which, from the middle of the month and onwards, inbound sales were 138% of the previous year's figures, and spring products sold strongly, with the result that sales for the whole month were 111% of the previous year's level.

New Stores : yume Town Tokushima **Stores Closures :** N/A

[Main Wacoal Subsidiaries (Overseas)] *LC basis

※February [Y-to-D/ Apr.2017 - Feb.2018 total]

Wacoal International (America)

- Channel : Department Store 97%[102%], Department Store EC 108%[117%], Wacoal's Own EC Site 116%[117%]

Wacoal Europe

- Channel : Department Store 95%[97%], Speciality Store 95%[104%], Directly-Managed Store 96%[110%], Third Party EC Sites 102%[107%]
- Area : UK 98%[102%], Europe 99%[104%], North America 97%[101%]

※February [Y-to-D/ Feb.2018 total]

Wacoal China

- Channel : Department Store 172%[104%], Third Party EC Sites 61%[136%]
- Brand : Wacoal 165%[113%], Salute 174%[102%], LA ROSABELLE 36%[45%]

[Peach John]

- **Direct Sales:** As a result of the early publication of the spring catalog, sales outperformed the previous year.
- **In-store:** The spring campaign product "Miracle Work Bra" recorded strong results and outperformed the previous year's sales figures.
- **Third Party EC Sites/Other:** Despite the carryover of Amazon wholesale sales, overall figures for wholesale recovered.
Third Party EC sites, particularly ZOZO, recorded strong results.

[Oversea Sales for reference]

- Shanghai PJ: 57% While in-store sales were healthy, the effects of accounting periods due to the previous year's system troubles meant that sales fell below the previous year's levels.
- PJ Hong-Kong: 76% Despite the favorable sales during lunar new year, the continued closure of stores meant that sales fell below the previous year's totals by a large amount.
- Taiwan PJ: As a result of strong sales during lunar new year, in-store and direct sales both reached the budgeted levels.

■ Sales Summary (April 2017 - March 2018)

January 2018

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, the campaign products "GOCOCI" and "Night Up Bra," and the in-store-only series "Salute" recorded strong results and outperformed the previous year's figures.
- In bottoms, the campaign product "Hada Lift" performed strongly, but sales of the flagship product "5 Years Younger" struggled and overall sales fell below the previous year's levels.
- In lingerie, "Gra-P," which recorded good results in the previous month, fell back from those levels and "Fuwa Dan" failed to reach planned targets, as a result of which overall sales fell below the levels set in the previous year.
- In shorts, particularly sales of the regular product "Dear Hip" were solid, but "Body Suede" and "Suso Pita" struggled, as a result of which sales stalled at the previous year's levels.

Wing Brand

- In brassieres, the campaign product "Kirei no Bra" performed well, but the satellite brands struggled, as a result of which, overall sales were level with the previous year.
- In lingerie, the autumn and winter "Men no Zeitaku" products and the spring and summer "Maru de Suhada" products each recorded increased sales, and surpassed the previous year's totals by a large margin.

Retail Business

[AMPHI] (Existing 94%, Including New Stores 93%)

- The effects of the members only secret sale in December and advance clearance sales meant that there weren't enough discount products in stores during the bargain sale period at the start of the new year. Retail sales during this period struggled as a result. Regular sales were not enough to make up for the shortfall and overall sales considerably fell below the previous year's figures.

[Factory Store] (Existing 103%, Including New Stores 103%)

- In the first half of the month and the last 3 days of the previous year, sales of brassieres and CW-X in particular outperformed the previous year's totals by a large margin. However, struggling winter lingerie and the reduced number of public holidays that year meant the final result was that sales were only slightly above those for the previous year.

New Stores : N/A

Stores Closures: Fukuoka ISM(AMPHI), Tokushima Clement Plaza(Wacoal The Store), AEON Nobeoka(Wacoal The Store), AEONMALL Sakaiteppecho(Brara)

[Main Wacoal Subsidiaries (Overseas)] *LC basis

※January [Y-to-D/ Apr.2017 - Jan.2018 total]

Wacoal International (America)

- Channel : Department Store 121%[102%], Department Store EC 132%[118%], Wacoal's Own EC Site 118%[117%]

Wacoal Europe

- Channel : Department Store 93%[97%], Speciality Store 99%[105%], Directly-Managed Store 109%[111%], Third Party EC Sites 111%[107%]
- Area : UK 103%[103%], Europe 105%[105%], North America 92%[101%]

※January [Y-to-D/ Jan.2018 total]

Wacoal China

- Channel : Department Store 70%[70%], Third Party EC Sites 210%[210%]
- Brand : Wacoal 85%[85%], Salute 68%[68%], LA ROSABELLE 60%[60%]

[Peach John]

- **Direct Sales:** Store visitor numbers increased since the beginning of the sale period. Particularly sales of bra and shorts sets also increased and finished above the results for the previous year.
- **In-store:** Sales throughout the sale period were strong along with direct sales, but some physical stores struggled. So, overall sales managed to exceed the previous year's levels.
- **Third Party EC Sites/Other:** Third party sites performed strongly throughout the sale period, and wholesale sales also recovered their momentum, meaning that sales finished above the results for the previous year.

[Oversea Sales for reference]

- Shanghai PJ: 92% Sales of TAOBAO continued to grow and exceeded the previous year's totals.
- PJ Hong-Kong: 50% Poor sales of new products and closure of several stores meant sales finished below the previous year's levels.
- Taiwan PJ: Although falls in purchase ahead of the Lunar New Year were observed, the sales reached the budget.

■ Sales Summary (April 2017 - March 2018)

December 2017

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, sales of "Ribbon Bra" struggled, but the campaign product "GOCOCI" and the line of in-store only products from "Salute" recorded good results, and overall sales were equal to the same period of the previous year.
- In bottoms, the campaign product "Hada Lift" recorded good results. However, the core product "5 Years Younger" struggled and overall sales were down on the previous year.
- In lingerie, although autumn and winter products struggled slightly, "Marshmallow Hot" and "Organic Hot" from Gra-p sold strongly and recorded steady sales growth.
- In shorts, the main product "Dear Hip" struggled and sales finished below the figures for the same period of the previous year.

Wing Brand

- In brassieres, the campaign product “Sukima Fit Bra” sold strongly and considerably outperformed the previous year’s result. However due to the closure of the store and other factors have influenced the overall sales, and as a result, finished at almost the same level as last year.
- In lingerie, sales, particularly “Men-no-Zeitaku” series, were favorable.

Retail Business

[**AMPHI**] (Existing 103%, Including New Stores 101%)

- Member’s only sales and pre-clearance sales recorded steady results. The common campaign product “BRAGENIC” continued to sell strongly, but other products struggled, with the result that overall sales remained at almost the same level as the previous year.

[**Factory Store**] (Existing 103%, Including New Stores 103%)

- In the first half of the month and the last 3 days of the year, sales, particularly brassieres and CW-X, outsold the previous year’s figures by a large amount. However, due to lingerie for winter continuing to struggle and the effect of the consecutive holidays, overall sales only slightly exceeded the result of the previous year.

New Stores : N/A

Stores Closures:N/A

[**Main Wacoal Subsidiaries (Overseas)**] *LC basis

※December [Y-to-D/ Apr.2017 - Dec.2017 total]

Wacoal International (America)

- Channel : Department Store 102%[100%], Department Store EC 109%[117%], Wacoal’s Own EC Site 109%[116%]

Wacoal Europe

- Channel : Department Store 86%[97%], Speciality Store 89%[106%], Directly-Managed Store 110%[112%], Third Party EC Sites 156%[107%]
- Area : UK 101%[103%], Europe 118%[105%], North America 82%[102%]

※December [Y-to-D/ Jan.2017 - Dec.2017 total]

Wacoal China

- Channel : Department Store 100%[102%], Third Party EC Sites 138%[128%]
- Brand : Wacoal 106%[110%], Salute 89%[99%], LA ROSABELLE 35%[75%]

[**Peach John**]

- **Direct Sales:** The winter sale attracted customers and the purchase rate increased with the result that sales figures exceeded the previous year.
- **In-store:** SALON stores continued to have good sales, but sales at Peach John stores struggled even after the sale period and sales figures fell below those for the previous year.
- **Third Party EC Sites/Other:** Sales through external e-commerce sites struggled and results fell below the previous year’s totals.

[Oversea Sales for reference]

- Shanghai PJ: 118% TAOBAO struggled in December but still recorded results above the previous year's levels.
- PJ Hong-Kong: 71% Despite strong in-store sales in some stores, store closures had a strong effect and overall sales finished below the figures for the previous year.
- Taiwan PJ: Sales promotions continued to be successful and resulted in strong sales across the board.

■ Sales Summary (April 2017 - March 2018)

November 2017

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, the campaign product "GOCOCI" and the Salute Prestige series sold strongly and recorded better results than the previous year.
- In bottoms, the campaign product "Hada Lift" recorded strong results, but sales of the "5 Years Younger" series struggled and finished below the previous year's total sales.
- In lingerie, Gra-p "Marshmallow Hot" and "Organic Hot" recorded strong results, but the regular autumn and winter products which have shown good results last month, did poorly, and did not achieve their sales over the previous year.
- In shorts, the campaign product "GOCOCI" performed strongly, but due to the regular product "Dear Hip" struggled slightly, the overall sales maintained at the same level as the previous year.

Wing Brand

- In brassieres, the campaign product "Kirei no Bra Sukima Fit Type" performed strongly.
- In lingerie, "Men no Zeitaku" group supported the sales due to the temperature getting low.

Retail Business

[AMPHI] (Existing 103%, Including New Stores 101%)

- The common campaign product "BRAGENIC" recorded sales of 300% over the previous year's level. The introduction of new colors of Amphi's strong selling product lines increased its sales of regular price products to 119% compared to the previous year. Also, good buy products created an increase in the in-store customer numbers and the number of purchasers rose to 113% of the previous year's levels.

[Factory Store] (Existing 106%, Including New Stores 106%)

- Sales to business partners, particularly in the area of brassieres, recorded strong results. Rebounding from the effects of the previous month's poor weather, sales over the whole month, particularly during the three consecutive holidays, were strong.

New Stores : N/A

Stores Closures:N/A

[Main Wacoal Subsidiaries (Overseas)] *LC basis

※November [Y-to-D/ Apr.2017 - Nov.2017 total]

Wacoal International (America)

- Channel : Department Store 99%[100%], Department Store EC 103%[118%], Wacoal's Own EC Site 113%[117%]

Wacoal Europe

- Channel : Department Store 77%[98%], Speciality Store 103%[108%], Directly-Managed Store 106%[112%], Third Party EC Sites 120%[102%]
- Area : UK 97%[103%], Europe 114%[104%], North America 91%[104%]

※November [Y-to-D/ Jan.2017 - Nov.2017 total]

Wacoal China

- Channel : Department Store 110%[110%], Third Party EC Sites 119%[128%]
- Brand : Wacoal 110%[110%], Salute 101%[100%], LA ROSABELLE 51%[79%]

[Peach John]

- **Direct Sales:** Sales of autumn and winter lingerie and camisoles were strong, but the campaign brassieres struggled and as a result overall sales fell below the previous year's levels.
- **In store:** Autumn and winter lingerie, camisoles and loungewear all recorded strong sales, but due to the poor performance of the campaign brassieres, overall sales fell below the results for the previous year.
- **Third Party EC Sites/Other:** Wholesale sales and sales through external sites struggled and results fell below the previous year's levels.

[Oversea Sales for reference]

- Shanghai PJ:99% TAOBAO and Double Eleven outperformed the previous year's results by a large margin.
- PJ Hong-Kong: 81% In-store customer numbers increased as a result of bargain sales of the SOGO store, which led to increased sales. However, overall sales fell below the levels of the previous year.
- Taiwan PJ: Supported by successful promotional campaigns, financial results continued to be strong.

■ Sales Summary (April 2017 - March 2018)

October 2017

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, the campaign products "GOCOCI" and Salute recorded strong results, outstripping the previous year's totals.
- In bottoms, sales of the campaign product "Hada Lift" struggled, and finished below the previous year's results.
- In lingerie, autumn and winter wear continued to sell strongly and outperformed the previous year's results by a large margin.
- In shorts, the campaign product "GOCOCI" recorded strong results, but the regular product "Dear Hip" struggled and overall sales fell compared to the previous year.

Wing Brand

- In brassieres, “Lesiage” maintained its good results, but sales of all the main Wing brands fell below the totals for the previous year and overall sales decreased over the previous year’s results.
- In knits, sales rose to 122% compared to the previous year in line with the onset of cold weather.

Retail Business

[AMPHI] (Existing 103%, Including New Stores 101%)

- The model collaboration products recorded good results. Also, discount bra and shorts sets were launched in the middle of the month which as a result stopped the decrease of the number of customers.

[Factory Store] (Existing 106%, Including New Stores 106%)

- In the second half of the month, due to the weather, sales fell below those of the same time of the previous year. However, sales increase of our major category, brassier, and strong inbound sales during the Chinese National Holiday period enhanced the overall sales to reach a solid result of 106% over the previous year.

New Stores : N/A

Stores Closures: Kinshicyo(WACOAL The Store)

[Main Wacoal Subsidiaries (Overseas)] *LC basis

※October [Y-to-D/ Apr.2017 - Oct.2017 total]

Wacoal International (America)

- Channel : Department Store 107%[100%], Department Store EC 118%[120%], Wacoal’s Own EC Site 113%[118%]

Wacoal Europe

- Channel : Department Store 97%[101%], Speciality Store 111%[107%], Directly-Managed Store 111%[112%], Third Party EC Sites 92%[101%]
- Area : UK 112%[104%], Europe 92%[103%], North America 111%[106%]

※October [Y-to-D/ Jan.2017 - Oct.2017 total]

Wacoal China

- Channel : Department Store 97%[103%], Third Party EC Sites 121%[133%]
- Brand : Wacoal 110%[111%], Salute 106%[99%], LA ROSABELLE 73%[82%]

[Peach John]

- **Direct Sales:** Although loungewear and camisoles performed well, overall sales struggled as a result of falling numbers of site-visitors.
- **In Store:** The same as for direct sales, loungewear performed well, however, overall sales struggled due to the reduction of the number of store visitors in the second half of the month as a result of bad weather.
- **Third Party EC Sites/Other:** Wholesale sales and sales through some external e-commerce sites struggled.

[Oversea Sales for reference]

- Shanghai PJ: 96% A new store opened in Shanghai Joy City. Sales of regular products and the Miracle Nudy Bra led the way as overall sales surpassed those of the previous year.
- PJ Hong-Kong: 79% New store openings were successful in attracting large numbers of new visitors to the stores. However the ratio of purchasers to visitors struggled.
- Taiwan PJ: Continued to succeed in increasing new customers.

■ Sales Summary (April 2017 - March 2018)

September 2017

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, the campaign products "GOCOCi," Waki Sukkiri Ribon-bra" and "Salute" recorded good results and showed a huge increase in sales over the previous year.
- In bottoms, while the campaign product "Hada Lift" marked steady results, the sales for "5 Years Younger" series struggled, which as a result, gave a negative impact to the total sales.
- In lingerie, autumn and winter products recorded good results.
- In shorts, although the regular product "Dear Hip" struggled, the campaign product "GOCOCi" recorded high results equivalent to that over previous year.

Wing Brand

- The brassieres items with its high composition ratio performed well and surpassed the previous year's total sales. In particular, the campaign products "Toki Hanatsu Bra" and "Lesiage" sold well.

Retail Business

[AMPHI] (Existing 95%, Including New Stores 95%)

- The reduction of consecutive public holidays in September was less than the previous year. Unsuccessful results of bargain sales.
Sales of low price range brands struggled and decreased over the previous year.

[Factory Store] (Existing 106%, Including New Stores 106%)

- Non-sewn type brassieres as well as non-wire and other comfort types sold well. Also, in-bound sales led the way for other product categories.

New Stores : PERIE CHIBA (AMPHI)

Stores Closures: COLET KOKURA(WACOAL The Store)

[Main Wacoal Subsidiaries (Overseas)] *LC basis

※September [Y-to-D/ Apr.2017 - Sep.2017 total]

Wacoal International (America)

- Channel : Department Store 93%[100%], Department Store EC 106%[120%], Wacoal's Own EC Site 93%[108%]

Wacoal Europe

- Channel : Department Store 96%[100%], Speciality Store 88%[107%], Directly-Managed Store 103%[112%], Third Party EC Sites 81%[103%]
- Area : UK 89%[102%], Europe 93%[104%], North America 87%[105%]

※September [Y-to-D/ Jan.2017 - Sep.2017 total]

Wacoal China

- Channel : Department Store 95%[104%], Third Party EC Sites 145%[134%]
- Brand : Wacoal 116%[111%], Salute 112%[99%], LA ROSABELLE 51%[82%]

[Peach John]

- **Direct sales:** As a result of strengthening regular price sales, unit price improved but the number of site visitors fell below that of the previous year.
- **In-store:** Due to the decrease of the customers, and losing sales opportunities as a result of the unbalanced popularity of autumn sale products, it has given a negative impact to the
- **Third Party EC Sites/Other:** Sales through external EC sites grew steadily, but wholesale struggled.

[Oversea Sales for reference]

- Shanghai PJ:106% Shanghai Raffles Changning store opened. Regular products and the Chinese-exclusive products as well as TAOBAO all performed well.
- PJ Hong-Kong:78% The SOGO store opened, but the effect of other closed stores meant sales fell below the previous year's totals by a large amount.
- Taiwan PJ: The weekly featured products did well in both in-store and e-commerce sale.

■ Sales Summary (April 2017 - March 2018)

August 2017

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, the campaign product "GOCOCi" recorded positive results and led sales overall.
- In bottoms, the campaign product "Hada Lift" recorded positive results, but "5 Years Younger" struggled and failed to reach the previous year's totals.
- In lingerie, spring and summer products struggled.
- In shorts, the standard product "Dear Hip" struggled, causing sales figures to fall below those for the previous year.

Wing Brand

- In shorts, the standard product "Dear Hip" struggled, causing sales figures to fall below those for the previous year.

Retail Business

[AMPHI] (Existing 95%, Including New Stores 92%)

- The common campaign product "BRAGENIC" continued to perform well, while low price-band and bargain sale products struggled. Also, partly due to the influence of store renovations, sales on an existing store base were level with last year.

[Factory Store] (Existing 98%, Including New Stores 98%)

- The main brassiere product lines recorded solid results. Also, inbound sales of 129% made a large contribution to the overall results.

New Stores N/A

Stores Closures: AEONMALL Kisarazu(Brara)

[Main Wacoal Subsidiaries (Overseas)] *LC basis

※August [Y-to-D/ Apr.2017 - Aug.2017 total]

Wacoal International (America)

- Channel : Department Store 99%[101%], Department Store EC 111%[122%], Wacoal's Own EC Site 125%[124%]

Wacoal Europe

- Channel : Department Store 99%[100%], Speciality Store 114%[111%], Directly-Managed Store 109%[114%], Third Party EC Sites 96%[107%]
- Area : UK 97%[105%], Europe 124%[107%], North America 102%[108%]

※August [Y-to-D/ Jan.2017 - Aug.2017 total]

Wacoal China

- Channel : Department Store 107%[105%], Third Party EC Sites 122%[133%]
- Brand : Wacoal 114%[110%], Salute 102%[97%], LA ROSABELLE 62%[86%]

[Peach John]

- **Mail order sales:** Because the issuance of the catalogue was one week later than the previous year, sales fell short of the previous year's totals.
- **In Store:** The same as for direct sales, the influence of the delay in publishing the catalogue led to the sales short of the previous year's totals.
- **Third Party EC Sites/Other:** Sales through external EC sites grew steadily, but wholesale struggled.

[Overseas Sales for reference]

- Shanghai PJ : 93%Standard products and China-only products both performed well as the products sold well through external EC sites.
- PJ Hong-Kong : 79%The strong requirements of bargain sales meant that standard products struggled and fell short of the previous year's totals.
- Taiwan PJ : Products sold in physical stores and through EC sites both performed well.

■ Sales Summary (April 2017 - March 2018)

July 2017

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, "SUHADA," which is now in its second year, struggled but the campaign product "GOCOCI" recorded good results and lifted overall sales.
- In bottoms, the campaign product "Hada Lift" recorded good results, but as a result of the success of "Skinny Veil," which was launched by Lasee last year, sales finished below the previous fiscal year's results.
- In lingerie, "Hada Sarasara Men100" and "Soragi" recorded good results and surpassed the previous fiscal year's totals.
- In shorts, "Dear Hip" struggled, but the campaign product "GOCOCI" performed well and achieved results comparable with the previous fiscal year.

Wing Brand

- Total sales for innerwear were 104% of the figures for the previous fiscal year.
- In brassieres, "Kirei no Bra Ushiro Sugata Kirei Type" and "Sukima Fit Type" performed well.
- In knits, summer products sold strongly in line with the rise in the temperature.

Retail Business

[AMPHI] (Existing 95%, Including New Stores 92%)

- Although the results of clearance sales were at the same level as last year, sales struggled once prices returned to normal levels. The common campaign product “BRAGENIC” recorded positive results with sales of over 150% compared to the previous fiscal year, but sales of new autumn and winter products were slow and fell below the previous year’s totals.

[Factory Store] (Existing 98%, Including New Stores 98%)

- Sales struggled in the first half of the month, but the release of flagship products in the second half turned things around towards the end of the month. However the effect of struggled sales in the first half influenced that total sales for month were below those for the same period of the previous year. Inbound sales were strong at 108% of the previous year’s totals.

New Stores N/A

Stores Closures: LaLaPort Tachikawa Tachihi (AMPHI)

[Main Wacoal Subsidiaries (Overseas)] *LC basis

※July [Y-to-D/ Apr.2017 - Jul.2017 total]

Wacoal International (America)

- Channel : Department Store 101%[101%], Department Store EC 127%[125%], Wacoal’s Own EC Site 108%[123%]

Wacoal Europe

- Channel : Department Store 108%[101%], Speciality Store 100%[110%], Directly-Managed Store 121%[115%], Third Party EC Sites 103%[109%]
- Area : UK 117%[107%], Europe 91%[103%], North America 97%[110%]

※July [Y-to-D/ Jan.2017 - Jul.2017 total]

Wacoal China

- Channel : Department Store 110%[105%], Third Party EC Sites 168%[135%]
- Brand : Wacoal 116%[110%], Salute 110%[97%], LA ROSABELLE 87%[90%]

[Peach John]

- **Mail order sales:** Sales in the first half of the month struggled, and although matters improved in the middle part of the month with the application of additional promotional measures, results still fell short of the previous year’s totals.
- **In Store:** Sales struggled and the application of additional promotional measures was insufficient to cover the shortfall, meaning that results fell short of the previous year’s totals.
- **Third Party EC Sites/Other:** Sales through external EC sites grew steadily, but wholesale struggled.

[Oversea Sales for reference]

- Shanghai PJ : 116%Standard products and China-only products both performed well as the products sold well through external EC sites.
- PJ Hong-Kong : 70% Because regular price sales were good, there was a shortage of inventory available for bargain sales and sales struggled as a result.
- Taiwan PJ : Products sold in physical stores and through EC sites both performed well.

■ Sales Summary (April 2017 - March 2018)

June 2017

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, the campaign product "SUHADA" struggled but the campaign product "GOCOCI" recorded good results and lifted overall sales.
- In bottoms, the campaign product "Hada Lift" recorded good results, while "5 Years Younger" experienced difficulties and failed to reach the previous fiscal year's totals.
- In lingerie, "Hada Sarasara Men100" and "Kuuki" recorded good results while "GOOD UP TOP" struggled and recorded results below the previous fiscal year's totals.
- In shorts, "Dear Hip" struggled and failed to reach the previous fiscal year's totals.

Wing Brand

- In brassieres, the campaign product "Toki Hanatsu Bra" struggled but "Sukima Fit Bra" and "Kichin-to-Rakubura" recorded good results.
- Overall sales struggled, due to the effect of store closings, which made it impossible to cover for the decrease in revenue from sale products.

Retail Business

[AMPHI] (Existing 99%, Including New Stores 95%)

- The common campaign product "BRAGENIC" recorded positive results boasting sales that were 148% of the previous fiscal year's totals, but was unable to cover for the results from sales of low price products, leading to sales below the previous fiscal year's results.

[Factory Store] (Existing 96%, Including New Stores 96%)

- Sales of outlet mall products were affected by size shortages in sale products and failed to reach the previous fiscal year's totals. Inbound sales also fell to 90% of the previous fiscal year's results.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

※Jun [Y-to-D/ Apr.2017 - Jun.2017 total]

Wacoal International (America)

- Channel : Department Store 102%[101%], Department Store EC 128%[124%], Wacoal's Own EC Site 127%[130%]

Wacoal Europe

- Channel : Department Store 90%[99%], Speciality Store 117%[114%], Directly-Managed Store 107%[113%], Third Party EC Sites 101%[111%]
- Area : UK 100%[104%], Europe 111%[108%], North America 107%[115%]

※Jun [Y-to-D/ Jan.2017 - Jun.2017 total]

Wacoal China

- Channel : Department Store 96%[104%], Third Party EC Sites 171%[131%]
- Brand : Wacoal 108%[109%], Salute 89%[95%], LA ROSABELLE 89%[90%]

[Peach John]

- **Mail order sales:** While results for the first half of June were solid, sales in the second half, from the start of discount sales onward, struggled slightly and fell below the previous fiscal year's totals.
- **In Store:** While revenue from discount sales started in the second half of June was disappointing, the results were still better than those for the same time of the previous fiscal year.
- **Third Party EC Sites/Other:** Overall results were strong and outperformed the previous fiscal year's totals.

[Oversea Sales for reference]

- Shanghai PJ : 102% Continuing from the previous month, sales through existing stores, TAOBAO and the new store in Beijing were all strong.
- PJ Hong-Kong : 88% Apart from the effects of the entire YATA store closing for renovations, sales through existing stores were strong and outperformed the previous fiscal year's totals.
- Taiwan PJ : Open for business from May 26. Retail and e-commerce stores recorded good results especially in "Tanima Misenai" bras.

■ Sales Summary (April 2017 - March 2018)

May 2017

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, although the campaign product "SUHADA" struggled, the campaign products "GOCOCi", Salute and LASEE recorded good results and drove overall sales.
- In bottoms, the campaign product "Hada Lift" in the semi-long length recorded positive results and overall sales reached the same level as the previous fiscal year.
- In lingerie, "Hada Sarasara Men100" and "Soragi" recorded good results and sales outperformed the previous fiscal year.
- In shorts, the previous fiscal year's results were overtaken due to the positive performance of the campaign products "GOCOCi" and Salute.

Wing Brand

- In brassieres, although the campaign products struggled, "Sukima Fit Bra" and the comfort product "Kichin-to-Rakubura" performed better than the previous fiscal year.
- With the rise in temperatures, mainly the standard products of the bra-slip recorded positive results.

Retail Business

[AMPHI] (Existing 91%, Including New Stores 90%)

- Bras developed in response to the trend of outerwear and the joint campaign product "BRAGENIC" recorded good results but due to a review of discount sales, the number of purchasers fell significantly and AMPHI products struggled overall.

[Factory Store] (Existing 102%, Including New Stores 102%)

- Large-scale sales during long vacation recorded good results and summer brassieres performed well throughout the whole month. In addition, inbound sales surpassed the previous year's results and overall sales were strong.

New Stores N/A

Stores Closures: Chiba Aurora Mall(AMPHI),Yao(AMPHI),AEONMALL Tonami(Brara)

[Main Wacoal Subsidiaries (Overseas)] *LC basis

※May [Y-to-D/ Apr.2017 - May 2017 total]

Wacoal International (America)

- Channel : Department Store 103%[101%], Department Store EC 125%[121%], Wacoal's Own EC Site 128%[131%]

Wacoal Europe

- Channel : Department Store 111%[103%], Speciality Store 128%[112%], Directly-Managed Store 120%[116%], Third Party EC Sites 91%[117%]
- Area : UK 113%[106%], Europe 117%[106%], North America 119%[120%]

※May [Y-to-D/ Jan.2017 - May 2017 total]

Wacoal China

- Channel : Department Store 104%[106%], Third Party EC Sites 128%[118%]
- Brand : Wacoal 111%[109%], Salute 98%[97%], LA ROSABELLE 58%[91%]

[Peach John]

- **Mail order sales:** The catalogue was published in May. Sales of the campaign bra "COOLISH BRA" struggled and slightly failed to increase on existing levels.
- **In Store:** In major department stores in urban areas, such as Lumine, sales improved and increased its results over the previous fiscal year. In regional and suburban areas, sales struggled, and although they exceeded the previous year's totals, they still fell short of estimates.
- **Third Party EC Sites/Other:** Due to carry-over from the previous month's sales in certain areas, sales exceeded both estimates and the previous year's totals.

[Oversea Sales for reference]

- Shanghai PJ : 139% Sales increased both at existing stores and at the new store in Beijing which opened in April. TAOBAO continued to perform well.
- PJ Hong-Kong : 83% All YATA stores were closed from the middle of April for renovation. Sales from existing stores outperformed the results for the previous fiscal year.

■ Sales Summary (April 2017 - March 2018)

April 2017

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, while the campaign product "SUHADA" struggled, the campaign product "GOCOCi" performed strongly. Parfage rolled out sales in collaboration with Barbie and the new product "V-RICH Bra" recorded good results and led the way in sales.
- In bottoms, despite its renewal, the campaign product "Hada Lift" recorded results at the same level as the same period of the previous fiscal year.
- In lingerie, "HiniKa Nudie" and "Kuuki" trended well and outperformed the previous year's results.
- In shorts, the campaign products "GOCOCi" and Parfage recorded good results and outperformed the previous year's results.

Wing Brand

- In brassieres, “Kichin-to-Rakubura” and “Pulili,” a product aimed at teenagers, performed well, contributing to greater results compared to the previous year.
- For the campaign product “Tokihanatsu Bra,” an attempt was made to secure sales by getting products out into stores earlier than the previous year, when the TV commercial was shown.

Retail Business

[**AMPHI**] (Existing 102 %, Including New Stores 99%)

- While controlling the discount rate and the strong performance of the campaign product “BRAGENIC” (131% compared to the previous fiscal year) meant that the average spending per customer increased, the number of customers making purchases fell, resulting in overall sales income at the same level

[**Factory Store**] (Existing 106%, Including New Stores 107%)

- Summer products (brassieres and camisoles) performed well. Also, from late April, inbound sales exceeded the previous year’s totals, achieving an overall result of 107% compared to the previous year.

New Stores Hiroshima LECT(WACOAL The Store)

Stores Closures: N/A

[Main Wacoal Subsidiaries (Overseas)] *LC basis

※April 2017

Wacoal International (America)

- Channel : Department Store 173%, Department Store EC 150%, Wacoal’s Own EC Site 134%

Wacoal Europe

- Channel : Department Store 96%, Speciality Store 97%, Directly-Managed Store 112%, Third Party EC Sites 167%
- Area : UK 99%, Europe 98%, North America 121%

※April [Y-to-D/ Jan. 2017-Apr. 2017 total]

Wacoal China

- Channel : Department Store 106%[106%], Third Party EC Sites 158%[117%]
- Brand : Wacoal 112%[108%], Salute 97%[96%], LA ROSABELLE 94%[104%]

[Peach John]

- **Mail order sales:** Although sales outperformed the previous fiscal year, the recovery in customer numbers failed to meet the plan targets.
- **In Store:** While results for major stores in the Tokyo area improved on the previous fiscal year, sales from suburban and regional stores fell below the previous year’s totals.
- **Third Party EC Sites/Other:** Sales outperformed previous year as a result of a one month discrepancy of delivery of orders and payment.

[Overseas Sales for reference]

- Shanghai PJ : 141% Existing stores performed well. Sales from new stores also grew favorably. Sales through other company EC sites remained strong.
- PJ Hong-Kong : 65% The YATA store was closed from the middle of April due to renovation of the entire building. The sales of the existing stores struggled.