

Monthly Data (FY2019)

■ 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	101	93	96	97	91	96	95	95	99	94	96	96	95	96	98	96
	GMS*, Supermarket	Wacoal Brand	106	94	101	100	100	96	97	99	103	108	106	101	102	107	101
			110	99	103	103	94	95	99	99	102	109	107	101	102	107	102
	Innerwear Specialty Stores		98	97	103	99	99	104	102	100	102	99	100	101	96	101	103
	Sports Chains/Specialty Stores *1		93	92	89	91	85	83	89	88	99	88	103	91	88	78	94
Retail Business	AMPHI/Other *2		106	99	110	105	97	104	96	101	97	103	101	101	98	103	95
Mail-Order Business	Catalog mail-order		83	96	50	77	132	97	76	83	108	100	71	88	67	95	90
	Wacoal's Own EC Site		105	109	116	110	110	102	117	110	117	114	117	112	116	116	109
	Third Party EC Sites *3		114	110	103	109	105	97	92	103	99	97	94	100	95	95	97

*GMS...General Merchandising Stores

Wacoal Corp. Total Sales	107	92	99	99	92	95	97	97	97	100	96	97	95	98	99	98
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*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)	82	100	109	94	91	110	110	98	95	102	74	96	104	97	143	99
Wacoal Europe	107	108	98	104	109	91	101	102	90	91	112	100	112	102	103	102

	Apr.	May	Jun.	1H	Jul.	Aug.	Sep.	3Q Total	Oct.	Nov.	Dec.	Annual	Jan.	Feb.	Mar.	1Q
Wacoal China	102	110	114	110	102	102	106	108	108	119	109	109	118	81	109	103

■ 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	93	100	100	98	90	120	111	101	98	96	89	99	72	63	113	94
In Store	95	90	93	93	90	97	96	93	96	92	94	93	89	96	103	94
Third Party EC Sites/Other	91	96	95	94	92	126	85	95	115	99	115	99	79	89	104	97
Sales Total	93	95	96	95	90	108	101	97	99	94	94	96	80	79	107	94

■ Sales Summary (April 2018 - March 2019)

March 2019

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, GOCOCi performed strongly, and overall sales exceeded the previous year’s result.
- In bottoms, Hada Lift STEP performed strongly, and overall sales exceeded the previous year’s result.
- In lingerie, spring and summer products did not sell well due to unfavorable climate, and overall sales were below the previous year’s result.
- In shorts, Dear Hip performed strongly. However, sales of a pair of innerwear struggled and therefore, overall sales were below the previous year’s result.

Wing Brand

- In brassieres, sales struggled. However, regular products, such as bottoms, knits and shirts, performed favorably, boosting overall sales.

Retail Business

[AMPHI] (Existing 119%, Including New Stores 117 %)

- Sales of Glama-Rich Bra and BRAGENIC considerably exceeded the planned target, and overall sales were remained healthy.
- Sales of renovated stores and new stores made a contribution, and sales of existing stores showed more than a double-digit increase compared with those of the previous year.

new stores:(5 stores)
Wacoal the Store Ootakanomori
Wacoal the Store Parco-Kinsicho
Wacoal the Store Amu-plaza Hakata
Wacoal the Store Amu-plaza Kokura
Amphi AEONMALL Kyoto-Katsuragawa

[Factory Store] (Existing 98%, Including New Stores 97%)

- Sales during a sales period and those of innerwear items, such as lingerie, other than brassieres were stagnant. Accordingly, overall sales were below the previous year’s result.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

Wacoal International (America)

- Channel

	Mar.	YTD	Ratio
Store (Department)*	147%	95%	64%
Store (outlet and retail)*	103%	146%	1%
Department Store EC	96%	102%	8%
Third Party EC Sites	110%	116%	8%
Wacoal’s Own EC Site	125%	114%	10%
Export (exclude Canada)	423%	122%	9%
CW-X	63%	45%	1%

*Wacoal+B.tempt'd

Wacoal Europe

•Channel

	Mar.	YTD	Ratio
Department Store	99%	93%	21%
Independent (Speciality Store)	103%	103%	57%
Directly-Managed Store	70%	80%	4%
Third Party EC Sites	108%	121%	18%

•Area

	Mar.	YTD	Ratio
UK	98%	99%	32%
Europe	113%	106%	35%
North America	95%	105%	26%
Others	87%	92%	8%

Wacoal China

•Channel

	Mar.	YTD	Ratio
Department Store	107%	103%	71%
Third Party EC Sites	125%	125%	19%
Others	93%	86%	10%

•Brand

	Mar.	YTD	Ratio
Wacoal	111%	106%	84%
Salute	91%	89%	8%
Amphi	-	-	1%
LA ROSABELLE	81%	58%	1%
PJ	103%	103%	7%

[Peach John]

•Domestic Peach John

	Mar.	YTD	Ratio	Comment
Mail order sales	113%	94%	42%	Thanks to the catalogue for the spring issued in late February, overall sales exceeded the previous year's result.
In Store	103%	94%	50%	The number of shopgoers recovered due to the popular new products for the spring. In addition, the number of sales staff was increased, both of which contributed to the result beyond that of the previous year.
Third Party EC Sites/Other	104%	97%	8%	The struggling sales recorded at major EC sites and reduced sales following the termination of transactions with some clients resulted in overall sales below the previous year.

[Oversea Sales for reference]

• Shanghai PJ : 90%

In direct sales, sales at Taobao struggled. However, promotional activities for the Women's Day were successful and overall sales were almost the same as those of the previous year. Despite the favorable performance of the new products for the spring, in-store sales of the other items were stagnant, which led to overall sales below the previous year.

• PJ Hong-Kong : 78%

Collaboration products sold well. However, sales of regular products struggled, and therefore overall sales did not reach the budget or the results in the previous year.

• Taiwan PJ : 81%

Although direct sales recovered momentum in the latter half of the month thanks to the web ad which attracted customers, the struggling sales recorded in the first half of the same month were not offset. In-store sales have been struggling due to the hot shopping mall in the vicinity. In early April, Taichung store opened.

February 2019

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, “Night Up Bra” and “GOCOCi” performed well and overall sales were better than the results in the previous year.
 - In bottoms, “Hada Lift STEP” performed well and overall sales were better than the results in the previous year.
 - In lingerie, warm winter had a negative impact, resulting in overall sales which were below the results in the previous year.
- In shorts, “Dear Hip” group and “Body Suede” group performed well and overall sales were better than the results in the previous year.

Wing Brand

- Our overall performance was boosted with a strong start to the spring and summer knitwear due to the effect of higher temperatures than in normal years.
- Girdles, body suits, slips and bra-slips continued to perform favorably, particularly among regular items, following on from the previous month.

Retail Business

[**AMPHI**] (Existing 105%, Including New Stores 104%)

Store Closures:

More designs and functions were added to the BRAGENIC line after the launch of a new product, and overall sales were healthy.

AMPHI deux AEONMALL KYOTOGOJYO

The decreased sales incurred from temporarily closing stores under renovation were covered by the sales from existing stores.

AMPHI COLLET KOKURA

[**Factory Store**] (Existing 98%, Including New Stores 96%)

The number of customers during the sales campaign for the Lunar New Year was almost the same as that of the previous year.

However, overall sales were below the results in the previous year due to stagnant sales of brassieres and girdles.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

Wacoal International (America)

•Channel

	Feb.	YTD	Ratio
Store (Department)*	97%	92%	67%
Store (outlet and retail)*	187%	150%	1%
Department Store EC	104%	103%	8%
Third Party EC Sites	114%	116%	6%
Wacoal's Own EC Site	101%	113%	14%
Export (exclude Canada)	65%	109%	4%
CW-X	84%	45%	1%

*Wacoal+B.tempt'd

Wacoal Europe

•Channel

	Feb.	YTD	Ratio
Department Store	89%	92%	23%
Speciality Store	108%	104%	54%
Directly-Managed Store	78%	80%	4%
Third Party EC Sites	109%	123%	19%

•Area

	Feb.	YTD	Ratio
UK	104%	99%	35%
Europe	103%	105%	31%
North America	103%	106%	27%
Others	85%	93%	7%

Wacoal China

•Channel

	Feb.	YTD	Ratio
Department Store	77%	100%	80%
Third Party EC Sites	203%	124%	8%
Others	79%	82%	12%

•Brand

	Feb.	YTD	Ratio
Wacoal	83%	102%	82%
Salute	65%	87%	11%
Amphi	-	-	0%
LA ROSABELLE	56%	42%	1%
PJ	102%	102%	6%

[Peach John]

•Domestic Peach John

	Feb.	YTD	Ratio	Comment
Mail order sales	63%	93%	39.1%	Spring main brassieres performed well. However, springtime loungewear and sales struggled. Therefore, overall sales failed to reach either the budget or the results in the previous year.
In Store	96%	93%	49.3%	There was an improvement in the purchasing rate due to favorable spring bra performance in the same way as with direct sales. However, the number of people entering our stores continued to fall below that of the previous year. Therefore, overall sales failed to reach either the budget or the results in the previous year.
Third Party EC Sites/Other	89%	96%	11.6%	The reduction in sales due to the end of wholesale transactions and the struggles of external sites overlapped. This meant that overall sales failed to reach either the budget or the results in the previous year.

[Oversea Sales for reference]

• Shanghai PJ : 83% Despite the impact of Double Eleven (Singles' Day) returns, the orders we received in direct sales were favorable.

Accordingly, although not achieving the budget, overall sales surpassed the results in the previous year. We attracted fewer customers than expected during the lunar New Year, so we struggled with our store sales. This meant overall sales failed to reach either the budget or the results in the previous year.

• PJ Hong-Kong : 81% Our collaboration products were popular. Nevertheless, the impact of our struggles during the lunar New Year period was significant.

Therefore, overall sales failed to reach either the budget or the results in the previous year.

• Taiwan PJ : 94% The increase in the number of customers attracted to neighboring malls meant that we struggled due to the change to a tendency

for fewer customers to enter our stores. In addition, we struggled during the lunar New Year.

Consequently, overall sales failed to reach either the budget or the results in the previous year.

Janurary 2019

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, the sales of the new product “Megami-no Himitsu” failed to reach the planned target, and sales of GOCOCi from foreign visitors declined.
This resulted in decrease of the overall sales below the previous year.
- In bottoms, “Hada Lift STEP” recorded good results and sales outperformed those of the previous year.
- In lingerie, knit products from Gra B, a brand to accommodate the changes in body shape due to ageing, performed well. However, “Funwari-attaka” struggled.
Combined with those factors, overall sales fell below those of the previous year.
- In shorts, “Dear Hip” product group recorded good results. However, sales of a pair of innerwear and bra struggled significantly.
Accordingly, overall sales fell below those of the previous year.

Wing Brand

- Centered around winter knit products, discount period was changed to earlier date this year. Price-cut products therefore boosted overall sales.
- In brassieres, sales struggled. However, regular items of girdles, body suits and bra-slips sold well.

Retail Business

[AMPHI] (Existing 95%, Including New Stores 93%)

Stores Closures : Sapporo STELLAR PLACE (AdayWACOALTheStore)

Items with regular prices, particularly “BRAGENIC” bras, sold better than the targeted estimate.

However, the lineup of reduced-price products had a negative impact on overall sales, which led to results below the previous year.

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

Whiles duty-free sales struggled, lucky bags (fukubukuro) were popular and sales of bras were favorable. Accordingly, overall sales exceeded the results over the previous year.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

Wacoal International (America)

- Channel

	Jan.	YTD	Ratio
Store (Department)*	135%	102%	54%
Store (outlet and retail)*	248%	177%	1%
Department Store EC	107%	109%	12%
Third Party EC Sites	112%	112%	12%
Wacoal’s Own EC Site	107%	113%	14%
Export (exclude Canada)	152%	112%	6%
CW-X	53%	42%	2%

*Wacoal+B.tempt'd

Wacoal Europe

•Channel

	Jan.	YTD	Ratio
Department Store	90%	93%	23%
Speciality Store	118%	103%	52%
Directly-Managed Store	75%	80%	7%
Third Party EC Sites	152%	125%	18%

•Area

	Jan.	YTD	Ratio
UK	98%	99%	37%
Europe	131%	105%	23%
North America	121%	106%	29%
Others	112%	94%	10%

Wacoal China

•Channel

	Jan.	YTD	Ratio
Department Store	128%	-	78%
Third Party EC Sites	102%	-	11%
Others	83%	-	11%

•Brand

	Jan.	YTD	Ratio
Wacoal	122%	-	82%
Salute	115%	-	11%
LA ROSABELLE	28%	-	1%
PJ	103%	-	7%

[Peach John]

•Domestic Peach John

	Jan.	YTD	Ratio	Comment
Mail order sales	72%	96%	38.6%	There was tough time in the sales period and the number of visitors to our website decreased. Combined with both factors, overall sales failed to reach neither the budget or the results in the previous year.
In Store	89%	93%	51.1%	There was tough time in the sales period and the number of visitors to our stores decreased. Combined with both factors, overall sales failed to reach neither the budget or the results in the previous year.
Third Party EC Sites/Other	79%	97%	10.3%	Main external sites struggled and wholesale decreased. As a result, overall sales were below the budget and results in the previous year.

[Oversea Sales for reference]

• Shanghai PJ : 122% In-store sales struggled due to stagnant sales of new winter products. Meanwhile performance in Taobao during the sales period was favorable.

Both factors contributed to sales which, despite failing to reach the budget, exceeded the results in the previous year.

• PJ Hong-Kong : 111% Overall sales outperformed the results in the previous year, thanks to the increased number of stores.

However, budget did not reach its target due to the tough time the existing stores had confronting from the decreased number of shop-goers

• Taiwan PJ : 164% While direct sales were troubled with an increased amount of returned items, our physical store enjoyed the boosted number of customers thanks to the favorable effect given by the opening of a nearby shopping mall. As a result, although budget was not reached, excellent performance during the sales period contributed to overall sales which were better than the results in the previous year.

December 2018

[Wacoal (Domestic)]

Wacoal Brand

□ In brassieres, overall sales exceeded the previous year's totals thanks to the intensified sales activities for the red-color version of "Waki-sukkiri, Mune-fukkura Ribbon Bra" and strong sales of half top bras in the GOCOCi product line.

- In bottoms, "Hada Lift STEP" and girdles of Gra-p recorded strong results, and overall sales exceeded the previous year's totals.
- In lingerie, "Funwari-attaka" produced positive results. However, overall sales were below the previous year's totals due to the sluggish sales of knit products of Gra-p.
- In shorts, "Dear Hip" group recorded strong results, and overall sales exceeded the previous year's totals.

Wing Brand

- □ brassieres, "Synchro Bra" in the Date. product line, regular products and "Kirei no Bra" recorded strong results.
- □ Lesiage, sales during the Christmas season were better than those of the previous year.
- Regular girdle products sold well. Also, the new product of the bodysuits "Smoothing Jacket" showed strong performance.

Both contributed to the results which exceeded those of the previous year.

Retail Business

[AMPHI] (Existing 102%, Including New Stores 100%)

Sales remained healthy thanks to the enriched product line-up of "BRAGENIC" and "Glama-Rich Bra" as well as the strengthened promotional measures for the Christmas season. Together with this, sales promotions of "BRAGENIC" continued and sales activities at regular prices were strengthened (no early clearance sale), which improved gross profit ratio significantly.

[Factory Store] (Existing 102%, Including New Stores 100%)

In the early December, higher temperatures prevented customers from buying winter products. Meanwhile in the middle of December and later, temperature lowered and customers made purchases during the 3 consecutive holidays for Christmas. This resulted in favorable outcomes for winter products and bras.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

Wacoal International (America)

• Channel

	Dec.	YTD	Ratio
Store (Department)*	74%	92%	66.5%
Store (outlet and retail)*	206%	145%	1.0%
Department Store EC	56%	101%	8.2%
Third Party EC Sites	104%	112%	6.0%
Wacoal's Own EC Site	108%	115%	13.7%
Export (exclude Canada)	44%	118%	3.7%
CW-X	27%	41%	0.9%

*Wacoal+B.tempt'd

Wacoal Europe

•Channel

	Dec.	YTD	Ratio
Department Store	82%	93%	19.5%
Speciality Store	135%	101%	52.0%
Directly-Managed Store	78%	81%	7.0%
Third Party EC Sites	122%	122%	21.6%

•Area

	Dec.	YTD	Ratio
UK	113%	99%	42.6%
Europe	115%	102%	20.3%
North America	115%	105%	25.2%
Others	101%	91%	11.9%

Wacoal China

•Channel

	Dec.	Jan.-Dec.	Ratio
Department Store	99%	106%	71.9%
Third Party EC Sites	175%	147%	16.3%
Others	112%	99%	11.8%

•Brand

	Dec.	Jan.-Dec.	Ratio
Wacoal	111%	114%	80.9%
Salute	101%	99%	10.6%
LA ROSABELLE	120%	63%	1.9%
PJ	94%	98%	6.6%

[Peach John]

•Domestic Peach John

	Nov.	YTD	Ratio	Comment
Mail order sales	89%	99%	38.9%	The number of customers attracted exceeded that of the previous year. However, purchase rate decreased due to the sluggish sales of bras. As a result, overall sales did not reach the budget or the previous year's results.
In Store	94%	93%	50.4%	Measures to promote products and sales underpinned the recovery trend in the number of shopgoers. However, the number was below that of the previous year. Furthermore, sales in the Kanto region, a focused marketing area, struggled, resulting in overall sales not reaching the budget or the previous year's results.
Third Party EC Sites/Other	115%	99%	10.7%	External EC sites remained healthy, buoyed by the sites exhibiting excellent performance. Wholesale also recorded favorable results both in Japan and overseas. Although not reaching the budget, overall sales exceeded the previous year's results.

[Oversea Sales for reference]

• Shanghai PJ : 79%[YTD 96%] In-store sales remained healthy thanks to the popular measures targeted at members. Meanwhile, direct sales struggled of products despite live demonstration and limited time sale. As a result, overall sales did not reach the budget or the previous year's results.

• PJ Hong-Kong : 103%[YTD 87%] Sales during the Christmas season produced favorable results.

Therefore, overall sales exceeded the previous year's results while not reaching the budget.

• Taiwan PJ : 90%[YTD 127%] Customer-attraction measures continued to be effective.

As a result, overall sales exceeded the previous year's results although not reaching the budget.

November 2018

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, “SUHADA ONE” and “Chiisakumiseru Bra” performed favorably with sales exceeding those of the previous year.
- In bottoms, “Hada Lift STEP” and LASEE girdles performed favorably with sales exceeding those of the previous year.
- In lingerie, sales struggled mainly among thick products due to the impact of the warm winter with sales falling below those of the previous year.
- In shorts, sales performed favorably centered on the “Dear Hip” group with sales exceeding those of the previous year.

Wing Brand

- In brassieres, the main campaign product “Sukima Fit” sold well, and drove overall sales together with “Lesiage” and “Date.”
- Seasonal lingerie “Men no Zeitaku” series performed strongly.
- Sales of girdles and bodysuits recorded good results and led the overall sales.

Retail Business

[AMPHI] (Existing 104%, Including New Stores 103%)

In addition to “BRAGENIC+,” which was launched last month, the BRAGENIC group and “Glama-Rich Bra” performed favorably. These brands were driven by the strong performance of high added value products for customers and secured sales beyond those of the previous year. On the other hand, low-priced products struggled significantly.

[Factory Store] (Existing 97%, Including New Stores 95%)

Inbound sales recovered from the impact of the disaster in November and exceeded those of the previous year. Nevertheless, the temperature remained high throughout the month, so winter lingerie struggled. In addition, there was one less national holiday than the previous year. This meant that sales to domestic customers were sluggish.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

Wacoal International (America)

•Channel

	Nov.	YTD	Ratio
Store (Department)*	98%	93%	63%
Store (outlet and retail)*	135%	142%	1%
Department Store EC	82%	105%	9%
Third Party EC Sites	117%	113%	7%
Wacoal's Own EC Site	117%	116%	12%
Export (exclude Canada)	164%	128%	6%
CW-X	89%	42%	2%

*Wacoal+B.tempt'd

Wacoal Europe

•Channel

	Nov.	YTD	Ratio
Department Store	80%	94%	19%
Speciality Store	89%	99%	54%
Directly-Managed Store	80%	81%	6%
Third Party EC Sites	115%	122%	21%

•Area

	Nov.	YTD	Ratio
UK	76%	98%	32%
Europe	99%	101%	24%
North America	107%	104%	32%
Others	86%	91%	12%

Wacoal China

•Channel

	Nov.	Jan.-Nov.	Ratio
Department Store	107%	107%	46%
Third Party EC Sites	144%	145%	40%
Others	107%	98%	14%

•Brand

	Nov.	Jan.-Nov.	Ratio
Wacoal	124%	114%	83.5%
Salute	87%	99%	5.5%
LA ROSABELLE	38%	61%	0.5%
PJ	117%	98%	10.6%

[Peach John]

•Domestic Peach John

	Nov.	YTD	Ratio	Comment
Mail order sales	96%	100%	47.4%	The number of purchases increased due to an increase in the number of customers we attracted with CF implementation. However, the purchase price was lower than expected. As a result, overall sales did not reach the budget or the previous year's results.
In Store	92%	93%	43.4%	There was a positive impact from the increase in the number of sales personnel. Accordingly, the purchase rate recovered. Nevertheless, a slump in measures to attract customers into our stores meant that there was tough time to reach the budget and the previous year's results.
Third Party EC Sites/Other	99%	97%	9.2%	Sales of external EC sites were at the same level as the previous year. However, there was a decline in wholesale to our overseas subsidiaries, so sales did not reach the previous year's results.

[Oversea Sales for reference]

- Shanghai PJ : 117% Store sales were steady and direct sales were favorable during Double Eleven (Singles' Day). Accordingly, sales exceeded the previous year's results despite a failure to reach the budget.
- PJ Hong-Kong : 101% Although our main stores struggled, sales were covered by the other stores. Accordingly, sales exceeded the previous year's results despite a failure to reach the budget.
- Taiwan PJ : 184% Measures to attract customers continued to be strong. Therefore, overall sales were above the budget and the previous year's results.

October 2018

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, thanks to the strong sales of “SUHADA ONE” and “Chiisakumiseru Bra” and recovery of inbound demand for “GOCOCi,” overall sales exceeded the previous year’s results.
 - In bottoms, sales of “Hada Lift STEP” recovered its sales while girdles of LASEE brand sold well, resulting in overall sales above the previous year’s results.
 - In lingerie, “Yawaraka, Hibikinikui” sold well, but sales of “360・Raku Stretch” did not reach the target. As a result, overall sales were below the previous year’s results.
 - In shorts, “Dear Hip” group products produced favorable outcomes in conjunction with the sales of particularly “360・Raku Stretch.”
- Accordingly, overall sales outperformed the previous year’s results.

Wing Brand

- “Rakunobi Thermo,” one of the “Men no Zeitaku” group seasonal knit products, continuously sold well from the previous month.

Retail Business

[AMPHI] (Existing 98%, Including New Stores 96%)

- A new product “BRAGENIC PLUS” was launched and sales of BRAGENIC group products greatly exceeded the target. Meanwhile, as the same sales promotion as was conducted last year was postponed and a discount campaign was cancelled, overall sales dropped from the previous year.

[Factory Store] (Existing 101%, Including New Stores 99%)

- Despite the recovery from natural disasters, the decreased number of inbound customers during the National Day of the People’s Republic of China led to monthly inbound sales which were below the previous year’s results. Also, lingerie and other products struggled owing to the high temperatures.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

Wacoal International (America)

- Channel

	Oct.	YTD	Ratio
Store (Department)*	86%	92%	63%
Store (outlet and retail)*	267%	143%	1%
Department Store EC	83%	108%	7%
Third Party EC Sites	147%	112%	11%
Wacoal’s Own EC Site	124%	116%	11%
Export (exclude Canada)	105%	125%	5%
CW-X	95%	37%	3%

*Wacoal+B.tempt'd

Wacoal Europe

•Channel

	Oct.	YTD	Ratio
Department Store	80%	95%	29%
Speciality Store	97%	100%	50%
Directly-Managed Store	71%	81%	5%
Third Party EC Sites	98%	123%	16%

•Area

	Oct.	YTD	Ratio
UK	76%	100%	37%
Europe	106%	101%	23%
North America	101%	104%	29%
Others	88%	91%	10%

Wacoal China

•Channel

	Oct.	Jan.-Oct.	Ratio
Department Store	112%	107%	81%
Third Party EC Sites	108%	145%	6%
Others	91%	97%	13%

•Brand

	Oct.	Jan.-Oct.	Ratio
Wacoal	113%	113%	83%
Salute	93%	100%	9%
LA ROSABELLE	57%	62%	2%
PJ	95%	95%	7%

[Peach John]

•Domestic Peach John

	Oct.	YTD	Ratio	Comment
Mail order sales	98%	101%	37%	SNS-based measures for attracting the customers are healthy and remain effective. As popular products were sold out, overall sales reached the budget, but declined from the previous year.
In Store	96%	94%	51%	The increased number of sales staff led to the recovery of purchase rate. However, measures to entice customers did not perform well. Accordingly, there was tough time for in-store sales to reach the budget and the previous year's results.
Third Party EC Sites/Other	115%	97%	12%	A part of external EC sites struggled, regardless of which Wacoal and other e-commerce sites supplemented the performance of external e-commerce sites. Overall sales did not reach the budget, but exceeded the previous year's results.

[Oversea Sales for reference]

• Shanghai PJ : 75% In-store sales were above the previous year's results. However, sales of regular products (bras) at e-commerce sites decreased and customers refrained from purchasing in anticipation of sales during Double Eleven (Singles' Day).

Therefore, overall sales struggled and did not reach the budget or the previous year's results.

• PJ Hong-Kong : 97% AProducts other than regular ones did not sell well and the number of inbound customers decreased. Accordingly, major stores struggled and overall sales did not reach the budget or the previous year's results.

• Taiwan PJ : 110% Measures to attract customers continue to be successful. As a result, overall sales were above the budget and the previous year's results.

September 2018

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, the sales of “GOCOCi” were sluggish mainly at mass retailers, but “SUHADA ONE” sold well, and the sales of bras were above the previous year’s result.
- In bottoms, the sales promotion of “Hada Lift STEP” was conducted, but it failed to enhance the demand for girdles. Consequently, the sales of bottoms dropped considerably from the previous year.
- In lingerie, the performance of “360° Raku Stretch” and “Yawaraka, Hibikinikui” was favorable, and the sales of lingerie outperformed the previous year’s result.
- In shorts, “Body Suede” sold well, but the sluggish performance of “GOCOCi” mainly at GMS and supermarketsmass affected results, and the sales of shorts were below the previous year’s result.

Wing Brand

- The seasonal lingerie “Men no Zeitaku” Group product “Rakunobi Thermo” lead overall sales thanks to the lowered temperature.

Retail Business

[AMPHI] (Existing 107%, Including New Stores 104%)

- The performance of “BRAGENIC” remained healthy, and the sales of the new product “Glama-Rich Bra,” for which sales promotion had started at the end of August, exceeded the estimate. Due to typhoons and earthquakes, it was necessary to close shops or shorten business hours, but AMPHI shops earned larger sales than those in the previous year.

[Factory Store] (Existing 101%, Including New Stores 100%)

As shops were closed or business hours were shortened due to typhoons and earthquakes, the number of foreign visitors to Japan decreased, but the number of holidays increased by 2 days from the previous year, so the total sales were nearly equal to those in the previous year.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

Wacoal International (America)

- Channel

	September	YTD	Ratio
Store (Department)*	107%	93%	71%
Store (outlet and retail)*	237%	133%	1%
Department Store EC	104%	111%	7%
Third Party EC Sites	115%	108%	7%
Wacoal’s Own EC Site	101%	115%	7%
Export (exclude Canada)	331%	128%	6%
CW-X	25%	24%	1%

*Wacoal+B.tempt'd

Wacoal Europe

•Channel

	September	YTD	Ratio
Department Store	71%	99%	18%
Speciality Store	107%	101%	58%
Directly-Managed Store	79%	83%	6%
Third Party EC Sites	150%	127%	18%

•Area

	September	YTD	Ratio
UK	90%	105%	32%
Europe	104%	101%	27%
North America	110%	104%	30%
Others	104%	92%	12%

Wacoal China

•Channel

	September	Jan.-Sep.	Ratio
Department Store	101%	106%	70%
Third Party EC Sites	137%	147%	8%
Others	115%	98%	22%

•Brand

	September	Jan.-Sep.	Ratio
Wacoal	104%	113%	73%
Salute	96%	101%	12%
LA ROSABELLE	154%	62%	5%
PJ	118%	95%	11%

[Peach John]

•Domestic Peach John

	September	YTD	Ratio	Comment
Mail order sales	111%	101%	46%	As measures for attracting customers were effective, the number of visitors increased, and “Jiyu-no-bra” and standard bras sold well. As a result, total sales exceeded the estimate and the amount over the previous year.
In Store	96%	93%	46%	Typhoons, earthquakes, etc. produced adverse effects, but “Jiyu-no-bra” and standard bras performed well. Regardless of the performance, total sales did not reach the estimate or the amount in the previous year.
Third Party EC Sites/Other	85%	95%	8%	Wholesale was healthy, but the performance of third Party EC sites was stagnant. Total sales did not reach the estimate or the amount in the previous year.

[Oversea Sales for reference]

- Shanghai PJ : 101% The decline in sales of standard bras produced significant adverse effects. The sales at real shops increased from the previous year, but the sales of EC were sluggish. Total sales did not reach the estimate or the amount in the previous year.
- PJ Hong-Kong : 89% As the performance of products other than standard products was unfavorable and the number of foreign visitors decreased, the sales at major shops were sluggish. Total sales did not reach the estimate or the amount in the previous year.
- Taiwan PJ : 113% The number of customers remained healthy, and total sales were above the estimate and the amount during the same period of the previous year.

August 2018

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, while the sales of “SUHADA ONE” were healthy thanks to the increasing customer needs for “comfort” amid the intense heat of this summer, overall sales fell below those of the previous year due to the significant impact of a decrease in sales of “GOCOCi” from foreign visitors to Japan at department stores.
- In bottoms, sales were less than those of the previous year due to the shrinking demand for girdles resulting from the intense heat and the failure to take in seasonal demand in the summer.
- In lingerie, sales increased from the previous year thanks to the strong sales of “HANRO” and “Light, Thin and Cool” that provides customers with comfort at the height of summer.
- In shorts, “Body Suede” showed a healthy sales growth; however, the overall sales of shorts were considerably affected by the diminishing sales of “GOCOCi” from foreign visitors to Japan at department stores, staying below those of the previous year.

Wing Brand

- Full-price merchandise among bras and knitwear struggled due to extreme heat, typhoons and other factors.

Retail Business

[**AMPHI**] (Existing 102%, Including New Stores 103%)

Stores Closures : DiverCity Tokyo Plaza (Amphi)

“BRAGENIC” remained healthy in terms of sales. In addition, the new items from the AMPHI brand started selling well. The measures taken to boost sales of full-price merchandise achieved a successful outcome, minimizing the influence of a drop in the number of customers visiting Wacoal stores due to the typhoons, extreme heat, and fewer days off work during the Obon period.

[**Factory Store**] (Existing 101%, Including New Stores 101%)

The temperature continued to be high in August, resulting in strong sales of summer merchandise. While sales from foreign visitors to Japan exhibited a healthy growth, overall sales remained unchanged from the previous year due to the decreasing number of customers visiting shopping malls caused by various factors, including the typhoons and fewer days off work during the Obon period.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

Wacoal International (America)

- Channel

	August	YTD	Ratio
Department Store*	113%	91%	72%
Department Store EC	124%	112%	9%
Third Party EC Sites	104%	107%	7%
Wacoal's Own EC Site	110%	117%	8%
Others	82%	112%	4%

*Wacoal+B.tempt'd

Wacoal Europe

•Channel

	August	YTD	Ratio
Department Store	75%	100%	23%
Speciality Store	79%	98%	44%
Directly-Managed Store	78%	83%	8%
Third Party EC Sites	176%	136%	25%

•Area

	August	YTD	Ratio
UK	96%	108%	40%
Europe	90%	98%	22%
North America	92%	103%	30%
Others	69%	82%	8%

Wacoal China

•Channel

	August	Jan.-Aug.	Ratio
Department Store	109%	107%	73%
Third Party EC Sites	111%	148%	12%
Others	101%	101%	15%

•Brand

	August	Jan.-Aug.	Ratio
Wacoal	108%	114%	78%
Salute	100%	101%	10%
LA ROSABELLE	111%	55%	3%
PJ	68%	94%	9%

[Peach John]

•Domestic Peach John

	August	YTD	Ratio	Comment
Mail order sales	120%	99%	38%	Thanks to the effective promotional measures, the number of customers increased. Also, "Jiyu-no Bra" recorded favorable outcomes and overall sales exceeded the budgets and results of the previous year.
In Store	97%	93%	49%	"Jiyu-no Bra" recorded favorable outcomes and sales showed a recovery. However, stagnant sales in the first half of the month and typhoons undermined this trend, resulting in overall sales below the budgets and results of the previous year.
Third Party EC Sites/Other	126%	97%	13%	Sales from external EC sites successfully increased its sales and overall sales were above the budgets and results of the previous year.

[Oversea Sales for reference]

• Shanghai PJ : 106% Hangzhou: A store has opened in Joy City and in-store sales outperformed previous year's results.

However, sales from EC sites struggled and overall sales were below the budgets and results of the previous year.

• PJ Hong-Kong : 120% Popular products did not perform expected outcomes.

Therefore, although the results of the overall sales were above the previous year, it was below the budgets.

• Taiwan PJ : 102% Succeeded in attracting customers and overall sales were above the budgets and results of the previous year.

July 2018

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, although sales of “SUHADA ONE” were strong due to the effect of additional TV commercials, etc., the “Ribbon Bra” was unable to meet the planned target and overall sales were below the previous year.
- In bottoms, although sales of “SUHADA Skin Lift Air” were strong, overall sales were below the previous year due to inability to capture summer demand.
- In lingerie, although sales of “Light, Thin and Cool” for midsummer were strong, “Hada Sara Sara” was unable to meet the planned target and overall sales were below the previous year.
- In shorts, although sales of “Body Suede” were strong, an increase in the purchases of only bras caused a decrease in the purchases of bra-shorts sets, and as a result, the sales maintained to be below the previous year.

Wing Brand

- Despite struggling sales for brassieres, sales were strong for midsummer products such as the knit products “Maru de Suhada” and “Shunkan Dry,” as well as bottoms, shorts, etc.

Retail Business

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

- Sales of regularly priced products were strong, due to ahead-of-schedule launch for new BRAGENIC products. The sales distribution ratio also increased significantly to 45% (previous year + 15%).Conversely, clearance sales struggled, due to a reduction in the target inventory.□

[Factory Store] (Existing 99%, Including New Stores 99%)

- In July, number of customers visiting the stores decreased significantly due to torrential rains in western Japan early in the month and to typhoons late in the month. On the other hand, the hot summer throughout Japan from mid-July has led to strong sales of summer brassieres and lingerie products.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

Wacoal International (America)

- Channel

	July	YTD	Ratio
Department Store*	80%	87%	64%
Department Store EC	128%	110%	11%
Third Party EC Sites	120%	108%	8%
Wacoal's Own EC Site	110%	118%	9%
Others	134%	92%	8%

*Wacoal+B.tempt'd

Wacoal Europe

- Channel

	July	YTD	Ratio
Department Store	100%	108%	23%
Speciality Store	116%	102%	52%
Directly-Managed Store	80%	85%	8%
Third Party EC Sites	121%	127%	17%

- Area

	July	YTD	Ratio
UK	112%	111%	40%
Europe	111%	100%	23%
North America	106%	106%	27%
Others	99%	93%	10%

Wacoal China

•Channel

	July	Jan.-Jul.	Ratio
Department Store	101%	107%	69%
Third Party EC Sites	137%	152%	9%
Others	94%	99%	22%

•Brand

	July	Jan.-Jul.	Ratio
Wacoal	108%	115%	70%
Salute	92%	101%	10%
LA ROSABELLE	54%	49%	4%
PJ	91%	98%	16%

[Peach John]

•Domestic Peach John

	July	YTD	Ratio	Comment
Mail order sales	90%	96%	39%	In the first half, results were favorable due to sales for attracting customers. However, from the middle, we struggled to attract customers through sales. Ultimately, we were unable to achieve budgets and sales were below the previous year.
In Store	90%	92%	50%	Similar to direct sales, results were favorable at the beginning of sales but struggled from the middle on after. In the second half, sales held at large stores did not achieve results due to bad weather. In this connection, we were unable to achieve budgets and sales were below the previous year.
Third Party EC Sites/Other	92%	91%	11%	Overall, sales were strong at external sites. Furthermore, particular expansion of Wacoal made it possible to exceed the previous year's sales despite inability to achieve budgets.

[Oversea Sales for reference]

- Shanghai PJ : 91% Existing stores struggled. Competitors' EC sites struggled due to the rebound effect of favorable sales by extending promotion period in June.

As a result, we were unable to achieve budgets and sales were below the previous year.

- PJ Hong-Kong : 83% Opened the Kwai Hing shop. We were unable to achieve our budget and sales were below the previous year,

mainly due to the effect of stagnant sales at the Tsim Sha Tsui shop.

- Taiwan PJ : 164% Results remained strong even after the start of sales. We achieved budgets and outperformed the previous year's results. Sales also remained strong.

June 2018

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, “SUHADA ONE” failed to reach the planned target. However, “Asa-no-tanima Nagamochi Ribbon Bra” and “Night Up Bra” performed favorably and the overall sales surpassed the previous year’s totals.
- In bottoms, the sales of “SUHADA Hada Lift Air,” whose sales marked positive results in April, were stagnant and overall sales finished below the previous year’s total sales.
- In lingerie, while the mid-summer product “Light, Thin and Cool” recorded good results, the sales of “Hada Sarasara” failed to reach the planned target and overall sales fell below the previous year’s totals.
- In panties, “Body Suede” was favorable and the overall sales has successfully achieved over the previous year.

Wing Brand

- The sales of brassieres struggled, however mid-summer items, particularly bottoms, knits and panties, performed well, boosting overall sales.

Retail Business

[**AMPHI**] (Existing 112%, Including New Stores 112%)

- “Secret Sale” which was conducted one week later than the previous year, marked good results.
- The sales of regular products in June exceeded the target sales, thanks to the increase of sales mainly by the “Bragenic”.

[**Factory Store**] (Existing 108%, Including New Stores 108%)

- During the sale in early June, the performance of summer products was sluggish, but bras and girdles sold well from mid-June, recovering sales. As for other factors, monthly sales by visitors to Japan from the overseas increased, and there were one more additional holidays than the previous year has contributed to the sales.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

Wacoal International (America)

- Channel

	June	YTD	Ratio
Department Store*	119%	89%	65%
Department Store EC	111%	105%	14%
Third Party EC Sites	69%	105%	8%
Wacoal’s Own EC Site	117%	121%	9%
Others	82%	78%	5%

*Wacoal+B.tempt'd

Wacoal Europe

•Channel

	June	YTD	Ratio
Department Store	102%	110%	23%
Speciality Store	94%	98%	57%
Directly-Managed Store	74%	87%	8%
Third Party EC Sites	127%	130%	15%

•Area

	June	YTD	Ratio
UK	108%	111%	39%
Europe	90%	97%	26%
North America	98%	106%	28%
Others	83%	91%	7%

Wacoal China

•Channel

	June	Jan.-Jun.	Ratio
Department Store	108%	107%	61%
Third Party EC Sites	161%	154%	22%
Others	97%	100%	18%

•Brand

	June	Jan.-Jun.	Ratio
Wacoal	122%	116%	77%
Salute	86%	103%	8%
LA ROSABELLE	49%	49%	1%
PJ	109%	99%	14%

[Peach John]

•Domestic Peach John

	June	YTD	Ratio	Comment
Mail order sales	100%	98%	45%	The number of visitors to the website has not changed from the previous year, but purchase rate increased due to the healthy sales of bras, which as a result supported the sales to achieve the budget.
In Store	93%	93%	45%	Bra sets sold well, but the performance of bras was sluggish and their sales did not reach the amount in the budget or the amount over the previous year.
Third Party EC Sites/Other	95%	87%	11%	The amount of orders via fashion-related EC sites was healthy, but the shipment to customers was delayed. Accordingly, sales did not reach the amount in the budget or the amount in the previous year.

[Oversea Sales for reference]

- Shanghai PJ : 115% In-store sales remained healthy, achieving the budget over the previous year. The sales from Third Party EC Sites did not reach the amount in the budget, but increased its sales over the previous year, thanks to the strengthening of measures in the entire website and the KOL distribution.
- PJ Hong-Kong : 87% SYuen Long store opened. The PR event for commemorating the 10th anniversary was held, reeling in customers, but sales were sluggish, and did not reach the amount in the budget or the amount in the previous year, partially because of the recoil from the measures in the previous month.
- Taiwan PJ : 168% Measures and advertisements were effective, increasing customers, and so sales continued healthy compared with the amount in the budget and that in the previous year.

May 2018

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, although “GOCOCI” and “SUHADA ONE” performed favorably, “Megami-no Himitsu” significantly failed to reach the planned quantity and results were lower than those in the previous year.
- In bottoms, sales of “SUHADA Hada Lift Air,” which had performed well in April, slowed down and results were lower than those in the previous year.
- In lingerie, results were lower than those in the previous year due to the impact of the difficulties with “Usui, Karui, Suzushii” (means thin, light and cool) compatible with midsummer due to the fact the temperature did not rise.
- In shorts, results were lower than those in the previous year because the “NUDY” seasonal product failed to achieve the plan in the same reason as with lingerie.

Wing Brand

- There was also an impact from the low temperatures in the middle of the month, so our mainstay bras struggled.
- In lingerie, the seasonal products of “Marude Suhada” and “Shunkan Dry” continued to perform favorably.

Retail Business

[**AMPHI**] (Existing 109%, Including New Stores 108%) Stores Closures : MARK IS Minatomirai

- “BRAGENIC” performed favorably at 280% year on year with the launch of a strapless type. Despite the unseasonable weather in the second half of May and the decrease in the number of holidays, sales increased due to the promotion of “Glamorich Bra” wired bras.

[**Factory Store**] (Existing 109%, Including New Stores 109%)

- In addition to struggling with summer bras and innerwear, the impact of the unseasonable weather from the latter half of the holidays and the resulting reduction in customers entering stores meant that we struggled with results at 95% year on year.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

Wacoal International (America)

- Channel

	May	YTD	Ratio
Department Store*	92%	80%	67%
Department Store EC	109%	101%	9%
Third Party EC Sites	131%	126%	12%
Wacoal's Own EC Site	126%	123%	10%
Others	112%	99%	3%

*Wacoal+B.tempt'd

Wacoal Europe

•Channel

	May	YTD	Ratio
Department Store	106%	114%	25%
Speciality Store	99%	100%	49%
Directly-Managed Store	102%	93%	8%
Third Party EC Sites	146%	131%	19%

•Area

	May	YTD	Ratio
UK	104%	112%	40%
Europe	101%	101%	22%
North America	116%	110%	30%
Others	111%	96%	8%

Wacoal China

•Channel

	May	Jan.-May.	Ratio
Department Store	112%	107%	76%
Third Party EC Sites	123%	151%	10%
Others	95%	101%	14%

•Brand

	May	Jan.-May.	Ratio
Wacoal	118%	115%	78%
Salute	102%	106%	10%
LA ROSABELLE	53%	49%	2%
PJ	86%	96%	10%

[Peach John]

•Domestic Peach John

	May	YTD	Ratio	Comment
Mail order sales	93%	97%	42%	There was a sales promotion effect from an increase in the number of e-mail magazines distributed, the running of commercials, the publication of catalogs and the running of web advertisements. In this connection, we successfully increased the number of our customers. As a result of maintaining the purchasing rate, results exceeded the previous year.
In Store	95%	93%	47%	We battled on with the running of commercials and the publication of catalogs without a recovery in the number of store entries. We did not achieve either our budget or results in the previous year.
Third Party EC Sites/Other	81%	89%	11%	In response to an increase in the number of customers we attracted on mainstay fashion-orientated EC sites, we also increased the number of visitors to the PJ site to perform favorably. On the other hand, sales to sales sites and Peach John Hong Kong decreased and we did not achieve either our budget or results in the previous year.

[Oversea Sales for reference]

- Shanghai PJ : 100% We opened our Taikoo Li Chengdu Store. However, our mainstay EC sites continued to struggle in terms of attracting customers, So we did not reach either our budget or results over the previous year.
- PJ Hong-Kong : 119% SOGO Store performed favorably in "thankful week".
- Taiwan PJ : 117% There was a good reaction to our events, measures and advertisements. Therefore, the number of customers we attracted increased. We continued to perform favorably in comparison to the budget. (Started operations on May 26, 2017)

April 2018

[Wacoal (Domestic)]

Wacoal Brand

- In brassieres, the sales of "GOCOCI" and the new product "SUHADA ONE" greatly outperformed the previous year's totals and drove overall sales.
- In bottoms, the new product "SUHADA Hada Lift Air" recorded favorable results, and sales exceeded the previous year's totals.
- In lingerie, products, particularly made of natural cotton and organic cotton, produced favorable results, and sales greatly outperformed the previous year's totals.
- In shorts, regular products, "Dear Hip" and "Bodysuede" in particular, were strong and sales were better than the previous year's totals.

Wing Brand

- Sales of bras were strong thanks to the rise in temperature.
- In lingerie, overall sales greatly outperformed the previous year, as the spring and summer products "Maru de Suhada" and "Shunkan Dry" drove sales.

Retail Business

[AMPHI] (Existing 109%, Including New Stores 108%)

- We started the sale of our new BRAGENIC Half product from mid-April. Sales have greatly exceeded our initial forecast at 135% compared to the plan and are performing well. Purchases from new customers in addition to existing customers have increased, so the number of purchasing customers was 110% compared

[Factory Store] (Existing 109%, Including New Stores 109%)

- The good weather and high temperatures have also had a positive impact. Therefore, the sales of seasonal products in addition to summer bras were strong. There was also one more day off in the final week, so total sales in April greatly exceeded the same term of the previous year at 109%.

[Main Wacoal Subsidiaries (Overseas)] *LC basis

Wacoal International (America)

•Channel

	April	YTD	Ratio
Department Store*	71%	-	64%
Department Store EC	96%	-	10%
Third Party EC Sites	127%	-	11%
Wacoal's Own EC Site	121%	-	10%
Others	92%	-	5%

*Wacoal+B.tempt'd

Wacoal Europe

•Channel

	April	YTD	Ratio
Department Store	123%	-	29%
Speciality Store	101%	-	49%
Directly-Managed Store	84%	-	7%
Third Party EC Sites	114%	-	16%

•Area

	April	YTD	Ratio
UK	122%	-	41%
Europe	100%	-	25%
North America	103%	-	28%
Others	82%	-	7%

Wacoal China

•Channel

	April	Jan.-Apr.	Ratio
Department Store	102%	106%	76%
Third Party EC Sites	122%	158%	8%
Others	107%	106%	16%

•Brand

	April	Jan.-Apr.	Ratio
Wacoal	107%	114%	79%
Salute	106%	107%	10%
LA ROSABELLE	46%	48%	2%
PJ	83%	100%	9%

[Peach John]

•Domestic Peach John

	April	YTD	Ratio	Comment
Mail order sales	93%	—	36%	The measures replacing the campaign that succeeded in the previous year did not achieve expected results. Accordingly, we did not reach either our budget or results over the previous year.
In Store	95%	—	52%	The number of shop entries decreased due to stagnant results in our campaign in the same way as with direct sales. As a result, we did not reach either our budget or results over the previous year.
Third Party EC Sites/Other	81%	—	13%	Bra sets that performed favorably last year struggled. As a result, the number of customers dropped. A wholesale monthly lag overseas also arose. We did not reach either our budget or results over the previous year.

[Oversea Sales for reference]

• Shanghai PJ : 91% Regular products continued to perform well in stores and we reached our budget.

However, TAOBAO had a difficult time in terms of attracting customers. So we did not reach either our budget or results over the previous year.

• PJ Hong-Kong : 65% Even though regular products such as “Tanima Misenai” series performed steadily, new products slumped. As a result, we did not reach our budget.

• Taiwan PJ : 139% Customer numbers improved due to changes in the target segment of advertisements and sales measures (novelties) were popular.

Both stores and direct sales performed favorably.