

## Monthly Data (FY2020)

### ■ 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	91	95	95	94	91	108	125	100	76	92	89	95	94	84	59	91	
	GMS*, Supermarket	Wacoal Brand Wing Brand	94	97	97	96	93	108	154	106	72	98	78	98	92	88	77	95
			100	104	108	104	99	109	159	112	107	97	85	103	97	90	80	100
	Innerwear Specialty Stores	102	105	104	104	94	102	124	105	90	101	92	101	99	99	72	98	
	Sports Chains/Specialty Stores *1	88	87	94	89	82	149	107	100	72	81	81	92	84	79	50	88	
Retail Business	AMPHI/Other *2	108	111	101	106	96	108	117	106	97	100	103	104	104	101	88	103	
Mail-Order Business	Catalog mail-order	102	105	131	110	132	105	117	112	78	77	114	99	91	98	72	97	
	Waocoal's Own EC Site	122	119	113	118	120	120	135	121	122	103	109	118	114	115	121	117	
	Third Party EC Sites *3	94	92	94	93	96	96	125	99	83	98	95	97	94	103	95	97	

<b>Wacoal Corp. Total Sales</b> ※4	<b>100</b>	<b>99</b>	<b>102</b>	<b>100</b>	<b>101</b>	<b>107</b>	<b>116</b>	<b>104</b>	<b>88</b>	<b>88</b>	<b>94</b>	<b>100</b>	<b>100</b>	<b>98</b>	<b>71</b>	<b>96</b>
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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.

\*4 Wacoal Corp. Total Sales: Year on Year change of sales for Wholesale Business(wholesale)+Retail Business (store sale)+WEB Business

### ■ 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 America*4	85	94	103	94	99	101	91	95	102	93	138	98	109	103	89	99
Wacoal Europe	97	89	94	93	108	112	113	101	102	93	102	101	90	109	60	97

	Apr.	May	Jun.	1H	Jul.	Aug.	Sep.	3Q Total	Oct.	Nov.	Dec.	Annual	Jan.	Feb.	Mar.	1Q
Wacoal China	108	91	109	103	93	101	95	101	96	105	103	101	97	19	52	58

\*4 The figures for Wacoal America only are disclosed. It is not the figures of sales of Wacoal International including Intemate Online inc.(LIVELY) .

### ■ 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	87	83	87	98	102	92	92	109	71	96	91	131	129	87	96
In Store	97	97	98	97	103	107	119	104	101	106	105	104	109	113	79	103
Third Party EC Sites/Other	83	96	76	85	73	85	107	86	84	81	96	86	108	125	121	93
<b>Sales Total</b>	<b>94</b>	<b>93</b>	<b>89</b>	<b>92</b>	<b>98</b>	<b>102</b>	<b>105</b>	<b>97</b>	<b>102</b>	<b>87</b>	<b>101</b>	<b>97</b>	<b>118</b>	<b>121</b>	<b>86</b>	<b>99</b>

## ■ Sales Summary (April 2019 - March 2020)

### Mar. 2020

#### [Wacoal (Domestic)]

##### Wholesale Business

For the wholesale business, all physical store channels experienced a decline in sales. This is a result of the strengthening trend among people to refrain from going outside and visiting department stores and large-scale retailers due to the spread of the novel coronavirus. Additionally, in the latter half of the month, many commercial facilities decided to close or shorten their business hours, also due to the virus. Store-based sales results for the month of March: department stores 59%, Wacoal brand at mass retailers 77%, Wing brand at mass retailers 80%, and undergarment specialty stores 72%. Sales (deliveries) for the wholesale business came in at 67% for the month on a year-over-year (YoY) basis.

##### Retail Business

For the retail store business, sales were 88% for the month on a YoY basis. This reflects a decline in the number of customers visiting the stores due to the spread of the novel

**[AMPHI]** (Existing 103%, Including New Stores 77%)

The promotion strategy targeting members was a success, resulting in an increase in the unit cost of purchases (108% YoY). However, a decrease in the number of customers visiting stores (78% YoY) and cancellations of events at physical locations negatively impacted sales.

**[Factory Store]** (Existing 70%, Including New Stores 72%)

- Factory stores (existing stores 70%, including new stores 72%)

Sales were adversely affected by facilities closing or shortening business hours, and a decrease in inbound tourism that caused a decline in duty-free sales.

**[Information on New/Closed Stores]** [Open] AMPHI IONE Kashiwara / [Closed] AMPHI deux Tsukuba, AMPHI deux Hiroshima ASSE

##### Wacoal's Own EC site

In-house e-commerce was strong at 121% YoY.

**As a result, Wacoal's sales for the month of March were 71% on a year-over-year basis.**

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

**Wacoal International (America)**

•Channel(Wacoal+B.tempt'd)

	Mar.	YTD	Ratio
Store (Department )	90%	92%	63%
Store (outlet and retail)	24%	77%	0%
Department Store EC	103%	116%	11%
Third Party EC Sites	138%	109%	13%
Wacoal's Own EC Site	106%	127%	12%
Export (exclude Canada)	8%	83%	1%

**Wacoal Europe**

•Channel

	Mar.	YTD	Ratio
Department Store	55%	90%	19%
Independent (Speciality Store)	56%	96%	53%
Directly-Managed Store	56%	93%	4%
Third Party EC Sites	78%	110%	24%

**Wacoal China**

•Channel

	Mar.	YTD	Ratio
Department Store	34%	49%	46%
Third Party EC Sites	119%	115%	45%
Others	48%	50%	9%

•Brand

	Mar.	YTD	Ratio
Wacoal	86%	98%	85%
B.tempt'd	141%	112%	10%
CW-X	86%	106%	1%
LIVELY	—	—	4%

LIVELY's sales composition is calculated based on sales from August

•Area

	Mar.	YTD	Ratio
UK	64%	90%	34%
Europe	54%	99%	31%
North America	66%	103%	28%
Others	54%	102%	7%

•Brand

	Mar.	YTD	Ratio
Wacoal	53%	59%	86%
Salute	36%	50%	6%
Amphi	—	—	2%
LA ROSABELLE	—	—	—
Peach John	48%	53%	6%

## [Peach John]

### • Domestic Peach John

Sales for Peach John's domestic business came in at 86% YoY. This is a result of suspending the publication of catalogs as a part of improving business efficiency, as well as a decrease in the number of customers visiting stores due to facility closures and shortened business hours.

	Mar.	YTD	Ratio	Comment
Mail order sales	87%	96%	43%	The cancellation of catalog publication (spring) contributed to a decline in sales for the mail-order business.
In Store	79%	103%	46%	In addition to people refraining from going outside, tenant facility closures and shortened business hours had a negative impact.
Third Party EC Sites/Other	121%	93%	11%	Due to a halt in trading with some clients, there was a decline in sales from those sources; however, sales at other EC malls were healthy.

### [Oversea Sales for reference]

#### • Shanghai PJ : 30%

The store business continued to struggle due to the effects of the novel coronavirus. For the mail-order business, full-price items were on a recovery trend; however, discount products struggled.

#### • PJ Hong-Kong : 53%

Struggling due to the effects of the novel coronavirus.

#### • Taiwan PJ : 134%

The store business struggled as the number of customers visiting the stores decreased due to the effects of the novel coronavirus. However, visitors to the company's e-commerce site increased, providing a positive contribution.

## Feb. 2020

### [Wacoal (Domestic)]

#### Wacoal Brand

- Decrease of customers visiting shops due to the effects of the novel coronavirus.
- The demand for bras like “Waki-sukkiri, Mune-fukkura Ribbon Bra,” “Juryoku Ni Makenai Breast Care Bra” and “Night Up Bra” was healthy, but was lower than the demand during the same period last year because of the sluggish performance of “GOCOCi” caused by a decline in demand from foreign customers.

#### Wing Brand

- Decrease of customers visiting shops due to the effects of the novel coronavirus.
- Sales of the wire-less “Synchro Bra” were healthy, but total sales dropped year on year due to stagnant sales of the standard and new products.

#### Retail Business

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

- Decrease of customers visiting shops due to the effects of the novel coronavirus.
- As a promotional strategy aimed at members and the strengthening of fitting at shops were successful, sales from existing customers increased.

**[Factory Store]** (Existing 88%, Including New Stores 93%)

- Significant drop in sales of duty-free products due to the decline in demand from foreign customers
- Sales from domestic customers were healthy thanks to a greater number of national holidays, but overall sales dropped year on year.

**[Information on New/Closed Stores]** [closed] Brara AEON Mall Tokoname

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

#### Wacoal International (America)

- Channel(Wacooal+B.tempt'd)

	Feb.	YTD	Ratio
Store (Department )	94%	92%	66%
Store (outlet and retail)	102%	81%	0%
Department Store EC	130%	118%	10%
Third Party EC Sites	133%	106%	9%
Wacoal's Own EC Site	140%	129%	11%
Export (exclude Canada)	85%	98%	3%

- Brand

	Feb.	YTD	Ratio
Wacooal	102%	99%	79%
B.tempt'd	113%	109%	10%
CW-X	109%	107%	1%
LIVELY	—	—	10%

LIVELY's sales composition is calculated based on sales from August

**Wacoal Europe**

## •Channel

	Feb.	YTD	Ratio
Department Store	123%	94%	25%
Independent (Speciality Store)	100%	101%	50%
Directly-Managed Store	126%	95%	5%
Third Party EC Sites	115%	113%	20%

## •Area

	Feb.	YTD	Ratio
UK	103%	92%	33%
Europe	102%	106%	29%
North America	124%	107%	31%
Others	111%	107%	8%

**Wacoal China**

## •Channel

	Feb.	YTD	Ratio
Department Store	6%	61%	26%
Third Party EC Sites	129%	107%	55%
Others	31%	52%	19%

## •Brand

	Feb.	YTD	Ratio
Wacoal	18%	65%	78%
Salute	—	60%	—
Amphi	—	—	4%
LA ROSABELLE	—	—	—
Peach John	58%	58%	18%

**[Peach John]**

## •Domestic Peach John

	Feb.	YTD	Ratio	Comment
Mail order sales	129%	97%	42%	•Sales for standard products were healthy, reaching the estimate and the sales in the same period last year.
In Store	113%	105%	46%	•Sales of standard products were healthy, contributing to total sales, reaching the estimate and the sales in the same period last year. •Sales of standard products and collaborative products were healthy, reaching the estimate and the sales in the same period last year.
Third Party EC Sites/Other	125%	91%	12%	•Trade with some clients had stopped, but sales to other clients were healthy and grew year on year.

## [Oversea Sales for reference]

• Shanghai PJ : 58%

The mail-order business performed well, but store business struggled due to the effects of the novel coronavirus. Sales did not reach the estimate or the amount in the same period last year.

• PJ Hong-Kong : 30%

Struggling due to the effects of the novel coronavirus. Sales did not reach the estimate or the amount in the same period last year.

• Taiwan PJ : 113%

As customers visiting shops decreased due to the effects of the novel coronavirus, sales went down. In e-commerce, thanks to the increased number of visitors to the website, sales were healthy. Although sales did not reach the estimate, but grew year on year.

## Jan. 2020

### [Wacoal (Domestic)]

#### Wacoal Brand

- Bras such as “Waki-sukkiri, Mune-fukkura Ribbon Bra” and “Night Up Bra” sold well. However, the sluggish performance of “GOCOCI” caused by the decline of the demand from foreign visitors to Japan has led to a year-on-year decrease in total sales.
- The sales of bottom garments, lingerie, and shorts were generally stagnant, decreasing year on year.

#### Wing Brand

- Due to the warm winter, the discount sale of lingerie was sluggish, but the sales of bras such as the newly released “Kirei no Bra Ushiro Sugata Kirei Type” and the standard “Natural Up Bra” have been the driving force.

#### Retail Business

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

- The performance of the standard products, “BRAGENIC” and “Glama-Rich Bra,” and the newly released “Hane no Bra” was healthy.
- As the promotional strategy targeting members has been successful, the number of customers and the average spending per customer improved significantly.

[Factory Store] (Existing 104%, Including New Stores 108%)

- Sales of bras and lucky bags grew steadily as domestic customers’ visits to outlet malls increased during the New Year holidays and the three consecutive holidays. There is an overall increase from the same month last year.

[Information on New/Closed Stores][Closed]AMPHI deux NAMBA CITY

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

#### Wacoal International (America)

- Channel(Wacoal+B.tempt'd)

	Jan.	YTD	Ratio
Store (Department )	98%	92%	50%
Store (outlet and retail)	108%	79%	1%
Department Store EC	97%	117%	11%
Third Party EC Sites	90%	104%	10%
Wacoal’s Own EC Site	157%	128%	21%
Export (exclude Canada)	139%	99%	7%

#### Wacoal Europe

- Channel

	Jan.	YTD	Ratio
Department Store	84%	91%	17%
Independent (Speciality Store)	93%	101%	57%
Directly-Managed Store	113%	93%	6%
Third Party EC Sites	83%	113%	20%

- Brand

	Jan.	YTD	Ratio
Wacoal	104%	98%	77%
B.tempt'd	302%	108%	5%
CW-X	106%	107%	1%
LIVELY	—	—	17%

LIVELY's sales composition is calculated based on sales from August

- Area

	Jan.	YTD	Ratio
UK	82%	91%	29%
Europe	93%	107%	28%
North America	95%	105%	31%
Others	93%	106%	12%

**Wacoal China**

## •Channel

	Jan.	YTD	Ratio
Department Store	101%	—	82%
Third Party EC Sites	94%	—	10%
Others	68%	—	8%

## •Brand

	Jan.	YTD	Ratio
Wacoal	99%	—	84%
Salute	101%	—	12%
Amphi	—	—	1%
LA ROSABELLE	—	—	0%
Peach John	58%	—	3%

**[Peach John]**

## •Domestic Peach John

	Jan.	YTD	Ratio	Comment
Mail order sales	131%	95%	43%	Although there is an year-on-year increase in the sales of the full-price and discount products, the target has not been achieved.
In Store	109%	104%	47%	The sales of discount products were healthy, reaching the estimate and the sales for the same month last year.
Third Party EC Sites/Other	108%	88%	10%	Although there is a decline in sales from some regular clients due to the discontinuation of transactions, sales from other regular clients remained strong. Therefore, sales increased year on year.

## [Oversea Sales for reference]

## • Shanghai PJ : 71%

Discounts have been reduced to improve profit margin. Both in-store and mail-order sales have not met their targets. In the second half of January, customer traffic decreased due to the new corona virus outbreak.

## • PJ Hong-Kong : 59%

Sales of full-price products were stagnant, falling below the estimate and the sales for the same month last year.

## • Taiwan PJ : 142%

The sales of the “Nice Body Bra” were healthy. Some campaigns turned out to be effective, and the sales grew year on year.



## Dec. 2019

### [Wacoal (Domestic)]

#### Wacoal Brand

- Over-the-counter sales of all products were generally sluggish.
- Some products (“Waki-sukkiri, Mune-fukkura, Ribbon Bra” and “Night Up Bra”) remained strong, but overall sales of bras continued to be sluggish.
- Due to the impact of the warm winter, sales of underwear, as well as bottoms and shorts items, dropped considerably from the previous year.

#### Wing Brand

- Sales of non-wired bra “Synchro Bra” and the strongly promoted “Oyasumi Night Bra” were strong, but sales of regular items were stagnant, with overall sales falling below the results in the same month of the previous year.

#### Retail Business

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

- The number of purchases increased due to the effect of launching new lines of popular products “Glama-Rich” and “BRAGENIC”. In addition, the effect of the measures taken in the year-end sales season led to the acquisition of new customers, with overall sales exceeding the result in the same month of the previous year.

**[Factory Store]** (Existing 97%, Including New Stores 102%)

- Overall sales exceeded the result in the same month of the previous year, due to the effect of the new store. However, sales of existing stores were lower than the same month of the previous year due to sluggish winter merchandise and fewer holidays. (tax-free: 93% YoY; domestic sales: 103% YoY)

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

#### Wacoal International (America)

- Channel(Wacooal+B.tempt'd)

	Dec.	YTD	Ratio
Store (Department )	125%	91%	62%
Store (outlet and retail)	96%	77%	1%
Department Store EC	186%	119%	11%
Third Party EC Sites	168%	106%	7%
Wacoal's Own EC Site	153%	124%	15%
Export (exclude Canada)	142%	95%	4%

- Brand

	Dec.	YTD	Ratio
Wacooal	140%	98%	82%
B.tempt'd	109%	103%	6%
CW-X	252%	107%	2%
LIVELY	—	—	10%

LIVELY's sales composition is calculated based on sales from August

**Wacoal Europe**

## •Channel

	Dec.	YTD	Ratio
Department Store	122%	91%	24%
Independent (Speciality Store)	90%	102%	46%
Directly-Managed Store	109%	92%	7%
Third Party EC Sites	107%	117%	23%

## •Area

	Dec.	YTD	Ratio
UK	86%	92%	36%
Europe	102%	109%	20%
North America	124%	106%	31%
Others	109%	108%	13%

**Wacoal China**

## •Channel

	Dec.	YTD	Ratio
Department Store	103%	100%	72%
Third Party EC Sites	123%	135%	20%
Others	74%	72%	8%

## •Brand

	Dec.	YTD	Ratio
Wacoal	108%	106%	85%
Salute	81%	87%	8%
Amphi	—	—	1%
LA ROSABELLE	—	43%	—
Peach John	86%	75%	6%

**[Peach John]**

## •Domestic Peach John

	Dec.	YTD	Ratio	Comment
Mail order sales	96%	91%	37%	Sales of discount items were strong, but sales of regular items were sluggish, so overall sales did not end up reaching the budget or the results in the same month of the previous year.
In Store	105%	104%	53%	Sales at the end of the year were strong, so overall sales were able to reach the budget and the results in the same month of the previous year.
Third Party EC Sites/Other	96%	53%	10%	Sales were strong for existing clients, but total sales did not reach the estimate or the amount in the previous year due to a decline in sales from the termination of transactions with some clients.

## [Oversea Sales for reference]

• Shanghai PJ : 86%

Sales struggled due to a decrease in the number of EC visitors. Total sales did not reach the estimate or the amount in the previous year.

• PJ Hong-Kong : 65%

Overall sales did not reach the budget or the results in the same month of the previous year, due to a decrease in tourists.

• Taiwan PJ : 119%

At both stores and EC sites, an upward trend in customer numbers was observed. Overall sales reached those of the previous year due to the effect of the new store, but did not reach the budget.

## Nov. 2019

### [Wacoal (Domestic)]

#### Wacoal Brand

- In brassieres, the new group “LUXE BEAUTE” with enhanced correction function performed well, but “GOCOCi” struggled, so sales did not reach the results of the same period in the previous year (99%).
- Bottoms and lingerie struggled overall, falling below the results in the same month of the previous year.
- In shorts, although the regular item “Dear Hip” series performed well, sales of autumn / winter products were sluggish, and overall sales fell below the results in the previous year.

#### Wing Brand

- In brassieres, sales were slightly lower than the same period in the previous year due to the strong performance of “Natural Up Bra” and others, in spite of the impact of increased demand before the tax increase.
- In shorts, the result in the same month of the previous year was surpassed, driven by sales of “three-piece shorts” designed as a post-tax increase measure.

#### Retail Business

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

- The “Glama-Rich” brassiere remained strong, but the number of purchases decreased due to struggling sales of products for the Christmas season and low-priced items.

[**Factory Store**] (Existing 98%, Including New Stores 105%)

- Overall sales exceeded the result in the same month of the previous year, due to the effects of the new store opened in mid-November. However, sales at existing stores fell below the same month of the previous year due to sluggish sales of winter clothing under the influence of the warm winter and ongoing struggles of tax-free sales. (tax-free: 95% YoY; domestic sales: 106% YoY)

[**Information on New/Closed Stores**] [open]Factory store Minami Machida

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

#### Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Nov.	YTD	Ratio
Store (Department )*	84%	89%	58%
Store (outlet and retail)*	104%	76%	1%
Department Store EC	122%	116%	12%
Third Party EC Sites	103%	99%	8%
Wacoal's Own EC Site	103%	122%	13%
Export (exclude Canada)	122%	93%	8%

\*Wacoal+B.tempt'd

**Wacoal Europe**

## •Channel

	Nov.	YTD	Ratio
Department Store	110%	89%	22%
Independent (Speciality Store)	89%	103%	51%
Directly-Managed Store	96%	90%	6%
Third Party EC Sites	91%	119%	21%

## •Area

	Nov.	YTD	Ratio
UK	94%	93%	32%
Europe	93%	109%	24%
North America	96%	105%	32%
Others	91%	108%	12%

**Wacoal China**

## •Channel

	Nov.	YTD	Ratio
Department Store	110%	100%	49%
Third Party EC Sites	110%	136%	41%
Others	72%	72%	10%

## •Brand

	Nov.	YTD	Ratio
Wacoal	107%	106%	85%
Salute	111%	88%	6%
Amphi	-	-	2%
LA ROSABELLE	9%	47%	0%
PJ	65%	74%	7%

**[Peach John]**

## •Domestic Peach John

	Nov.	YTD	Ratio	Comment
Mail order sales	71%	90%	39%	• The cancellation of publication of the catalog (winter issue) had a significant influence on the decrease in direct sales.
In Store	106%	104%	53%	• Sales of regular items were strong, achieving both the budget and the results in the same month of the previous year.
Third Party EC Sites/Other	81%	85%	8%	• Both the budget and the results in the same month of the previous year were not achieved due to the closure of some competitors' sites.

## [Oversea Sales for reference]

• Shanghai PJ : 64%

Despite the implementation of various promotions, Double Eleven (Singles' Day) ended with a poor performance.

• PJ Hong-Kong : 67%

Sales were sluggish due to factors such as a decline in tourists, so overall sales did not reach the budget or the results in the same month of the previous year.

• Taiwan PJ : 74%

The company's own EC sales were sluggish, so overall sales did not reach the budget or the results in the same month of the previous year.

## Oct. 2019

### [Wacoal (Domestic)]

#### Wacoal Brand

- In brassieres, overall sales fell below the results in the previous year due to the impact of increased demand before the tax increase, despite strong sales of "Night Up Bra".
- In bottoms, overall sales fell below the results in the previous year due to the impact of increased demand before the tax increase, despite strong sales of the "YUBI TEIBAN" series.
- In lingerie, overall sales fell below the results in the previous year due to the impact of increased demand before the tax increase.
- In shorts, overall sales fell below the results in the previous year due to the impact of increased demand before the tax increase.

#### Wing Brand

- Although "Synchro Bra" and "Natural Up Bra" performed well, overall sales fell below the results in the previous year due to the impact of increased demand before the tax increase.

#### Retail Business

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

- Through strengthened promotion of "Glama-Rich" in October, the number of purchases and the unit prices of purchases increased, and sales were strong, exceeding the result in the same month of the previous year.

[Factory Store] (Existing 82%, Including New Stores 82%)

- Sales were sluggish in the beginning of the year due to the impact of increased demand before the tax increase and natural disasters, resulting in sales falling short of the results in the same month of the previous year. (tax-free: 88% YoY; domestic sales 81% YoY)

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

#### Wacoal International (America)

• Channel(Wacoal+B.tempt'd)

	Oct.	YTD	Ratio
Store (Department )*	94%	90%	59%
Store (outlet and retail)*	78%	74%	1%
Department Store EC	193%	115%	14%
Third Party EC Sites	89%	99%	9%
Wacoal's Own EC Site	124%	124%	13%
Export (exclude Canada)	76%	89%	4%

\*Wacoal+B.tempt'd

**Wacoal Europe**

## •Channel

	Oct.	YTD	Ratio
Department Store	81%	87%	21%
Independent (Speciality Store)	126%	105%	58%
Directly-Managed Store	91%	89%	5%
Third Party EC Sites	114%	123%	16%

## •Area

	Oct.	YTD	Ratio
UK	86%	92%	29%
Europe	134%	111%	28%
North America	110%	106%	30%
Others	135%	110%	13%

**Wacoal China**

## •Channel

	Oct.	YTD	Ratio
Department Store	94%	99%	79%
Third Party EC Sites	175%	149%	11%
Others	76%	72%	10%

## •Brand

	Oct.	YTD	Ratio
Wacoal	99%	106%	86%
Salute	91%	86%	8%
Amphi	-	-	0%
LA ROSABELLE	19%	48%	1%
PJ	78%	76%	5%

**[Peach John]**

## •Domestic Peach John

	Oct.	YTD	Ratio	Comment
Mail order sales	109%	94%	40%	• Despite the impact of increased demand before the tax increase, sales of regular products performed well. In addition, the new winter product “Kyosho-no-bra” attracted attention from SNS, contributing to an increase in customers, with overall sales surpassing both the budget and the results in the same month of the previous year.
In Store	101%	103%	50%	• Both the budget and the results in the same month of the previous year were surpassed due to the steady performance of regular products.
Third Party EC Sites/Other	84%	86%	10%	• Some wholesale businesses were sluggish, so overall sales did not reach the budget or the results in the same month of the previous year.

## [Oversea Sales for reference]

- Shanghai PJ : 73%
- Overall sales did not reach the budget or the results in the same month of the previous year, due to hesitant buying for November sales at other EC malls, in addition to sluggish sales of new products and regular products in autumn and winter.
- PJ Hong-Kong : 58%
- Though sales of products with regular prices recovered, overall sales did not reach the budget or the results in the same month of the previous year.
- Taiwan PJ : 99%
- In-store sales surpassed the result in the same month of the previous year. EC sites enjoyed popularity during the sales period, but sales of products with regular prices were sluggish, so overall sales did not reach the budget or the results in the same month of the previous year.

## Sep. 2019

### [Wacoal (Domestic)]

#### Wacoal Brand

- With strengthened promotion, the “Night Up Bra” and “LASEE” brands for sleep use performed well, and increased demand before the tax raise also contributed to overall sales exceeding the result in the same month of the previous year.
- In bottoms, the “YUUBI TEIBAN” and “LASEE” brand girdles performed well, with overall sales surpassing the result in the same month of the previous year.
- In lingerie, sales were driven by the “Light, Thin and Cool” series, and “Gra-p” knits also performed well.
- Sales of regular products such as the “Dear Hip” series and “Body Suede” series performed well.

#### Wing Brand

- Sales of regular products were strong due to the impact of last-minute demand before the tax raise, with sales significantly exceeding the result in the same month of the previous year.

#### Retail Business

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

- The regular products “Bragenic”, “Hane no bra” and “Bralette” performed well.
- From mid-September, due to the effect of promotions run by tenants before the tax raise, sales significantly exceeded the results in the same month of the previous year.

[**Factory Store**] (Existing 119%, Including New Stores 118%)

- Due to the impact of the three-day weekend and last-minute demand before the tax raise, the number of domestic customers visiting outlet malls increased, leading to sales significantly exceeding the result in the same month of the previous year. (tax-free: 100% YoY; domestic sales: 121%)

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

#### Wacoal International (America)

- Channel(Wacooal+B.tempt'd)

	Sep.	YTD	Ratio
Store (Department )*	82%	89%	65%
Store (outlet and retail)*	57%	73%	1%
Department Store EC	141%	107%	10%
Third Party EC Sites	120%	101%	9%
Wacoal's Own EC Site	138%	124%	11%
Export (exclude Canada)	53%	91%	4%

\*Wacooal+B.tempt'd

**Wacoal Europe**

## •Channel

	Sep.	YTD	Ratio
Department Store	138%	88%	22%
Independent (Speciality Store)	107%	102%	54%
Directly-Managed Store	104%	89%	5%
Third Party EC Sites	117%	124%	19%

## •Area

	Sep.	YTD	Ratio
UK	114%	93%	32%
Europe	122%	108%	28%
North America	110%	105%	29%
Others	107%	106%	11%

**Wacoal China**

## •Channel

	Sep.	YTD	Ratio
Department Store	100%	99%	75%
Third Party EC Sites	139%	148%	13%
Others	55%	72%	12%

## •Brand

	Sep.	YTD	Ratio
Wacoal	101%	106%	82%
Salute	90%	86%	11%
Amphi	-	-	0%
LA ROSABELLE	15%	50%	1%
PJ	72%	76%	6%

**[Peach John]**

## •Domestic Peach John

	Sep.	YTD	Ratio	Comment
Mail order sales	92%	92%	40%	• The new autumn product “Smart Bra” performed well, but sales of other products were sluggish, so overall sales did not reach the budget or the results in the same month of the previous year.
In Store	119%	104%	52%	• “Nice Body Bra” and “Smart Bra” performed well, and overall sales were able to reach the budget and the results in the same month of the previous year due to last-minute demand before tax raise.
Third Party EC Sites/Other	107%	86%	8%	• Despite the impact of the termination of some transactions, sales of some other EC malls were strong. Overall sales did not reach the budget, but were above the previous year’s results

## [Oversea Sales for reference]

## • Shanghai PJ : 71%

Sales of regular products were sluggish, so overall sales did not reach the budget or the results in the same month of the previous year.

## • PJ Hong-Kong : 68%

Sales of regular products were sluggish, so overall sales did not reach the budget or the results in the same month of the previous year.

## • Taiwan PJ : 107%

Despite stagnant sales at the company’s own EC sites, in-store sales remained strong. Overall sales did not reach the budget, but were above the previous year’s results.



## Aug. 2019

### [Wacoal (Domestic)]

#### Wacoal Brand

- With strengthened promotion, the “Night Up Bra” for use during sleep performed well, resulting in overall sales exceeding the previous year’s results.
- In bottoms, the “Hada Lift” series performed well, with overall sales exceeding the previous year’s results.
- In lingerie, sales were supported by the “Light, Thin and Cool” series, while sales of spring and summer products performed well, leading to overall sales exceeding the previous year’s results.
- Sales of regular products such as the “Dear Hip” series did not reach the estimated figure, with overall sales falling below those of the previous year.

#### Wing Brand

- Sales were supported by the “Kirei No Bra Ushiro Sugata Kirei Type”, while regular products also performed well, leading to overall sales exceeding the previous year’s results.

#### Retail Business

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

- Although discount sales were sluggish, products sold at regular prices performed well.
- In addition to the popular items "BRAGENIC" and "Glama-Rich", "Bralette" performed well, resulting in sales exceeding the target.
- With strengthened promotion, sales of “Night Up Bra” increased by more than 200% from the previous year, which led to the acquisition of new customers and multiple purchases from existing customers.

##### [Factory Store] (Existing 105%, Including New Stores 102%)

- Bras and summer lingerie performed well due to extremely hot weather.
- During the Obon period and toward the end of the month, sales of outlet malls were strong, with sales outperforming those of the previous year. (tax-free: 97% YoY; domestic sales: 102% YoY)

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

#### Wacoal International (America)

- Channel

	Aug.	YTD	Ratio
Store (Department )*	95%	91%	66%
Store (outlet and retail)*	73%	77%	1%
Department Store EC	118%	104%	10%
Third Party EC Sites	110%	98%	8%
Wacoal’s Own EC Site	129%	122%	10%
Export (exclude Canada)	114%	101%	4%
CW-X	91%	139%	1%

\*Wacoal+B.tempt'd

**Wacoal Europe**

## •Channel

	Aug.	YTD	Ratio
Department Store	110%	82%	26%
Independent (Speciality Store)	107%	101%	49%
Directly-Managed Store	89%	87%	6%
Third Party EC Sites	139%	125%	19%

## •Area

	Aug.	YTD	Ratio
UK	109%	91%	36%
Europe	110%	105%	23%
North America	115%	104%	30%
Others	116%	106%	11%

**Wacoal China**

## •Channel

	Aug.	YTD	Ratio
Department Store	96%	99%	74%
Third Party EC Sites	146%	149%	13%
Others	71%	74%	14%

## •Brand

	Aug.	YTD	Ratio
Wacoal	101%	107%	82%
Salute	97%	85%	9%
Amphi	-	-	0%
LA ROSABELLE	22%	58%	1%
PJ	83%	76%	8%

**[Peach John]**

## •Domestic Peach John

	Aug.	YTD	Ratio	Comment
Mail order sales	102%	92%	38%	• The new autumn product “Smart Bra” performed well. Overall sales did not reach the budget, but were above the previous year’s results.
In Store	107%	101%	51%	• Sales of “Nice Body Bra” and “Smart Bra” were strong, and overall sales were able to reach the budget and the results in the same month of the previous year.
Third Party EC Sites/Other	85%	83%	11%	• Some other companies’ EC malls performed well, but due to the termination of some transactions, overall sales did not reach the budget or the results in the same month of the previous year.

**[Oversea Sales for reference]**

- Shanghai PJ : 97%
- Sales of products with regular prices were sluggish, and in-store sales fell below the results in the same month of the previous year. On the other hand, EC sales exceeded the same month of the previous year due to sales from other companies' EC malls, but overall sales did not reach the budget or the results in the same month of the previous year.
- PJ Hong-Kong : 60%
- Overall sales did not reach the budget or the results in the same month of the previous year, due to struggling in-store sales and sluggish sales of regular items.
- Taiwan PJ : 112%
- Sales of regular items were stagnant, and overall sales did not reach the budget or the results in the same month of the previous year.

# July 2019

## [Wacoal (Domestic)]

### Wacoal Brand

- Sales of “SUHADA HALF” and “GOGOCi”, a bra which pursues enhanced comfort, were stagnant, with sales falling below those of the previous year.
- In bottoms, the “Hada Lift” series performed well, with overall sales exceeding the previous year’s results.
- In lingerie, “GOGOCi” brand padded camisoles performed well, with overall sales exceeding the previous year’s results.
- Performance of shorts and other items that provide customers comfort during summer was stagnant, with sales falling below those of the previous year.

### Wing Brand

- Overall sales exceeded the previous year’s results, led by sales of “Synchro Bra”, “Ushiro Sugata Kirei Bra”, and “Natural Up Bra”.
- In bottoms and knitwear, sales of seasonal products struggled, with sales falling below those of the previous year. On the other hand, in shorts, regular items performed well, with sales exceeding the previous year’s results.

### Retail Business

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

- Discount sales performed according to estimates, while products sold at regular prices, such as new products of “BRAGENIC” and “Glama-Rich”, did not reach the estimated figure.
- We attracted fewer customers due to the impact of bad weather.

#### [Factory Store] (Existing 101%, Including New Stores 98%)

- Due to the unstable weather, products that provide customers comfort during summer, like underwear and girdles, stagnated until mid-July.
- Toward the end of the month, summer products and bras performed well with rising temperatures. Additionally, overall sales were better than the result in the same month of the previous year, thanks to strong discount sales at outlet malls.

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

### Wacoal International (America)

- Channel

	Jul.	YTD	Ratio
Store (Department )*	94%	90%	60%
Store (outlet and retail)*	79%	77%	1%
Department Store EC	109%	101%	12%
Third Party EC Sites	90%	96%	7%
Wacoal’s Own EC Site	133%	121%	13%
Export (exclude Canada)	95%	99%	6%
CW-X	86%	156%	1%

\*Wacoal+B.tempt'd

**Wacoal Europe**

## •Channel

	Jul.	YTD	Ratio
Department Store	84%	76%	18%
Independent (Speciality Store)	115%	100%	55%
Directly-Managed Store	92%	87%	7%
Third Party EC Sites	132%	122%	20%

## •Area

	Jul.	YTD	Ratio
UK	101%	87%	38%
Europe	116%	104%	24%
North America	112%	102%	28%
Others	111%	104%	10%

**Wacoal China**

## •Channel

	Jul.	YTD	Ratio
Department Store	94%	100%	71%
Third Party EC Sites	151%	149%	16%
Others	62%	74%	13%

## •Brand

	Jul.	YTD	Ratio
Wacoal	101%	107%	82%
Salute	76%	85%	8%
Amphi	-	-	0%
LA ROSABELLE	54%	66%	1%
PJ	66%	75%	9%

**[Peach John]**

## •Domestic Peach John

	Jul.	YTD	Ratio	Comment
Mail order sales	98%	90%	39%	In addition to the strong product "Nice Body Bra", which performed well, the autumn product "Smart Bra" also had strong sales. However, discount sales were sluggish, and overall sales did not reach the budget or the results in the same month of the previous year.
In Store	103%	99%	52%	Although sales products struggled as well as direct sales, overall sales were able to reach the budget or the results in the same month of the previous year, driven by sales of the strong products "Nice Body Bra" and "Smart Bra".
Third Party EC Sites/Other	73%	82%	8%	Some other companies' EC malls performed well, but overall sales were sluggish. As a result, overall sales did not reach the budget or the results in the same month of the previous year.

## [Oversea Sales for reference]

## • Shanghai PJ : 68%

Sales of products with regular prices were sluggish, so overall sales did not reach the budget or the results in the same month of the previous year.

## • PJ Hong-Kong : 78%

Sales from discount sales were nearly equal to those in the previous year, but sales of products with regular prices were sluggish, so overall sales did not reach the budget or the results in the same month of the previous year.

## • Taiwan PJ : 94%

Store sales performed well because of the opening of the Taichung store. However, mail orders struggled, so overall sales did not reach the budget or the results in the same month of the previous year.

## Jun 2019

### [Wacoal (Domestic)]

#### Wacoal Brand

- Both the “SALUTE” and “LASEE” brands, and enhanced comfort “GOGOCI” bras performed well. However, sales of “SUHADA ONE” were sluggish, and overall sales were below the results in the previous year.
- In bottoms, some products, such as “Hada Lift STEP,” performed well. However, overall sales were below the results in the previous year.
- Performance of lingerie that provides customers comfort during summer was favorable, with sales outperforming those of the previous year.
- The longtime seller product “Dear Hip Shorts” performed well. However, other merchandise was sluggish, and overall sales were below the results in the previous year.

#### Wing Brand

- Sales of bottoms and bra-slips were sluggish. However, non-wired bra “Synchro Bra” and other merchandise performed well, resulting in overall sales above the previous year’s results.

#### Retail Business

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

- The launch of new items from non-wired bra “BRAGENIC” helped total sales of products with regular prices for June move to a favorable 107% compared to the previous year. However, the clearance sale launched at the end of June struggled in terms of both the number of customers and total sales.

**[Factory Store]** (Existing 107%, Including New Stores 104%)

- Sports merchandise performed well, along with sales of bras and shorts. Alterations to the scheduling of discount sales and an increase in customers at major outlet malls contributed to better results than those of the previous year.

**[Information on New/Closed Stores]** New Store: AMPHI Okinawa PARCO CITY

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

#### Wacoal International (America)

- Channel

	Jun	YTD	Ratio
Store (Department )*	93%	88%	57%
Store (outlet and retail)*	79%	77%	1%
Department Store EC	103%	98%	13%
Third Party EC Sites	165%	98%	13%
Wacoal’s Own EC Site	122%	117%	11%
Export (exclude Canada)	93%	101%	4%
CW-X	226%	190%	1%

\*Wacoal+B.tempt'd

**Wacoal Europe**

## •Channel

	Jun	YTD	Ratio
Department Store	71%	73%	18%
Independent (Speciality Store)	93%	95%	52%
Directly-Managed Store	99%	85%	7%
Third Party EC Sites	123%	119%	23%

## •Area

	Jun	YTD	Ratio
UK	73%	82%	31%
Europe	104%	100%	25%
North America	111%	99%	35%
Others	107%	101%	9%

**Wacoal China**

## •Channel

	Jun	YTD	Ratio
Department Store	104%	100%	58%
Third Party EC Sites	154%	149%	30%
Others	71%	77%	12%

## •Brand

	Jun	YTD	Ratio
Wacoal	119%	108%	84%
Salute	91%	86%	6%
Amphi	-	-	1%
LA ROSABELLE	79%	69%	1%
PJ	64%	77%	8%

**[Peach John]**

## •Domestic Peach John

	Jun	YTD	Ratio	Comment
Mail order sales	83%	87%	42%	•Sales of “Nice Body Bra” performed well, but sale items and other merchandise struggled. Accordingly, overall sales did not reach the budget or the results in the same month of the previous year.
In Store	98%	97%	49%	•Like direct sales, “Nice Body Bra” led overall sales. However, sale items struggled, and overall sales did not reach the budget or the results in the same month of the previous year.
Third Party EC Sites/Other	76%	85%	9%	•The company’s own EC site sales were favorable. However, sales from other companies’ EC sites were stagnant, and overall sales did not reach the budget or the results in the same month of the previous year.

## [Oversea Sales for reference]

## • Shanghai PJ : 59%

Sales of products that had been popular until last year struggled, and overall sales did not reach the budget or the results in the same month of the previous year

## • PJ Hong-Kong : 56%

Sales of regular items decreased, and overall sales did not reach the budget or the results in the same month of the previous year.

## • Taiwan PJ : 89%

The opening of the Taichung store contributed to favorable in-store sales. However, direct sales suffered, and overall sales did not reach the budget or the results in the same month of the previous year.

# May 2019

## [Wacoal (Domestic)]

### Wacoal Brand

- “LASEE” brand and “GOCOCI” bras performed well, but the performance of “SUHADA ONE” was sluggish. Overall sales were lower than those in the previous year.
- “Hada Lift STEP” performed well. However, other merchandise was sluggish, and overall sales were below the results in the previous year.
- In lingerie, overall sales were below the results in the previous year, due to the unstable weather which led to stagnant sales of spring and summer products.
- The longtime seller product “Dear Hip Shorts” performed well. However, overall sales were below the results in the previous year.

### Wing Brand

- Sales of non-wired bra “Synchro Bra” and regular items significantly exceeded the results in the same month of the previous year. Accordingly, overall sales were better than the previous year’s result.
- In knits seasonal products drove overall sales, and in shorts, regular items performed well. Consequently, overall sales were better than the result in the same month of the previous year.

### Retail Business

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

- Favorable results were recorded during the long vacation period, significantly exceeding those of the previous year. However, the number of customers slowed down after the vacation period and total sales for May remained at 104% compared to the previous year.
- Both the number of customers and the sales figures recovered at the end of the month, thanks to the launch of the popular “Glama-Rich” wired-bra.

[Factory Store] (Existing 110%, Including New Stores 108%)

- Thanks to the increase in the number of Japanese visitors to outlet malls during the long vacation period, overall sales were much better than the result in the same month of the previous year. (tax-free: 96% YoY; domestic sales: 109% YoY)

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

### Wacoal International (America)

- Channel

	May	YTD	Ratio
Store (Department )*	92%	86%	64%
Store (outlet and retail)*	76%	76%	1%
Department Store EC	99%	95%	9%
Third Party EC Sites	71%	77%	9%
Wacoal’s Own EC Site	110%	115%	11%
Export (exclude Canada)	183%	105%	5%
CW-X	520%	180%	1%

\*Wacoal+B.tempt'd

**Wacoal Europe**

## •Channel

	May	YTD	Ratio
Department Store	80%	74%	22%
Independent (Speciality Store)	86%	95%	48%
Directly-Managed Store	73%	79%	6%
Third Party EC Sites	112%	117%	24%

## •Area

	May	YTD	Ratio
UK	93%	87%	42%
Europe	90%	98%	20%
North America	84%	94%	30%
Others	83%	97%	8%

**Wacoal China**

## •Channel

	May	YTD	Ratio
Department Store	91%	100%	76%
Third Party EC Sites	128%	147%	11%
Others	73%	78%	13%

## •Brand

	May	YTD	Ratio
Wacoal	96%	106%	81%
Salute	78%	86%	9%
Amphi	-	-	0%
LA ROSABELLE	97%	67%	2%
PJ	69%	83%	8%

**[Peach John]**

## •Domestic Peach John

	May	YTD	Ratio	Comment
Mail order sales	87%	89%	40%	•Sales of “Nice Body Bra” performed well, but loungewear and discount items struggled. Overall sales did not reach the budget or the results in the same month of the previous year.
In Store	97%	97%	49%	•Like direct sales, sales of products with regular prices were supported by “Nice Body Bra” and exceeded the results in the previous year. However, sales of discount items struggled, and overall sales did not reach the budget or the results in the same month of the previous year.
Third Party EC Sites/Other	94%	89%	11%	•Overall sales did not reach the budget or the results in the same month of the previous year due to the reduced sales following the termination of transactions with some clients as well as predicaments faced by competitors’ EC sites.

## [Oversea Sales for reference]

## • Shanghai PJ : 59%

Overall sales did not reach the budget or the results in the same month of the previous year as “Nice Body Bras” were sold out while sales of products that had been popular until last year struggled.

## • PJ Hong-Kong : 75%

Sales of regular items were stagnant, and overall sales did not reach the budget or the results in the same month of the previous year.

## • Taiwan PJ : 108%

Direct sales suffered due to the effect of the opening of the Taichung store. Consequently, overall sales exceeded the results in the same month of the previous year, but did not achieve the budget.



## April 2019

### [Wacoal (Domestic)]

#### Wacoal Brand

- “GOGOCi,” a bra which pursues enhanced comfort to wear, performed well at department stores in Tokyo, backed by the demands from inbound customers. However, overall sales were below the results in the previous year.
- In bottoms, some products, such as “Hada Lift STEP,” performed well. However, overall sales were below the results in the previous year.
- In lingerie, overall sales were below the results in the previous year, due to the unstable weather which led to stagnant sales of spring and summer products.
- In shorts, the longtime seller product “Dear Hip Shorts” performed well. However, overall sales were below the results in the previous year.

#### Wing Brand

- Although bottoms and knit products showed slow sales growth, sales of non-wired bra “Synchro Bra” significantly exceeded the results in the same month of the previous year. Accordingly, overall sales were better than the previous year’s result.

#### Retail Business

##### [AMPHI] (Existing 117%, Including New Stores 115 %)

- Non-wired bra “BRAGENIC” and wired bra “Glama-Rich” performed well. Both of them contributed to the increase in the number of customers and unit price.
- Sales of 25 stores were 20% better than the figures recorded in the same month of the previous year, boosting overall sales.

##### [Factory Store] (Existing 105%, Including New Stores 103%)

- Bad weather negatively affected the sales in the first half of April. However, as temperature rose in the latter half, sales also recovered.
  - Thanks to the increase in the number of Japanese visitors to outlet malls during consecutive holidays, the previous year. (tax-free: 93% YoY; domestic sales: 107% YoY)
- overall sales were better than the result in the same month of

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

#### Wacoal International (America)

- Channel

	Apr.	YTD	Ratio
Store (Department )*	80%	-	60%
Store (outlet and retail)*	75%	-	1%
Department Store EC	92%	-	11%
Third Party EC Sites	83%	-	11%
Wacoal’s Own EC Site	119%	-	14%
Export (exclude Canada)	62%	-	3%
CW-X	120%	-	1%

\*Wacoal+B.tempt'd

**Wacoal Europe**

## •Channel

	Apr.	YTD	Ratio
Department Store	69%	-	20%
Independent (Speciality Store)	105%	-	53%
Directly-Managed Store	88%	-	6%
Third Party EC Sites	124%	-	21%

## •Area

	Apr.	YTD	Ratio
UK	80%	-	34%
Europe	106%	-	27%
North America	106%	-	30%
Others	117%	-	9%

**Wacoal China**

## •Channel

	Apr.	YTD	Ratio
Department Store	99%	102%	69%
Third Party EC Sites	282%	150%	21%
Others	63%	80%	10%

## •Brand

	Apr.	YTD	Ratio
Wacoal	118%	109%	79%
Salute	84%	88%	10%
Amphi	0%	0%	0%
LA ROSABELLE	64%	59%	0%
PJ	48%	88%	11%

**[Peach John]**

## •Domestic Peach John

	Apr.	YTD	Ratio	Comment
Mail order sales	93%	—	35%	Strong sales of “Nice Body Bra” kept sales of products with regular prices at almost the same level as in the previous year. However, sales during sales period decreased, and overall sales did not reach the budget or the results in the same month of the previous year.
In Store	97%	—	54%	Like direct sales, sales of products with regular prices were supported by “Nice Body Bra” and exceeded the results in the previous year. However, overall sales were below the results in the previous year due to struggling discount sales.
Third Party EC Sites/Other	83%	—	11%	Overall sales did not reach the budget or the results in the previous year due to the reduced sales following the termination of transactions with some clients as well as predicaments faced by competitors’ EC sites.

## [Oversea Sales for reference]

## • Shanghai PJ : 68%

Sales of regular items struggled in regard to store and direct sales. Therefore, overall sales did not reach the budget or the results in the same month of the previous year.

## • PJ Hong-Kong : 99%

Despite sales recovery which was achieved by conducting members only campaigns, sales outside the campaign period struggled. As a result, overall sales did not reach the budget or the results in the same month of the previous year.

## • Taiwan PJ : 126%

The opening of Taichung store helped in-store sales exceed the budget. Meanwhile the ad effects of direct sales were not sufficient and sales struggled.

Consequently, overall sales exceeded the results in the same month of the previous year, but did not achieve the budget.