

## Monthly Data (FY2021)

### ■ Net Sales

	Apr.	May	Jun.	1Q	Jul.	Aug.	Sep.	2Q	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Annual
Wacoal (Japan)	28	50	84	53	96	80	74	82	110	99	104	105	80	75			79
Peach John (Japan)	81	93	132	103	139	113	91	114	114	123	123	120	109	121			113
Wacoal International (America)	53	63	73	53	121	81	97	99	103	113	117	110	107				93
Wacoal Europe	27	45	80	50	76	83	87	81	81	93	85	86	64				71
	Jan.	Feb.	Mar.	1Q	Apr.	May	Jun.	2Q	Jul.	Aug.	Sep.	3Q	Oct.	Nov.	Dec.	4Q	Annual
Wacoal China (Fiscal year ends in December)	97	19	52	58	63	111	95	90	90	116	93	100	113	89	96	97	85
FY2022	83	647															153

\* Wacoal International, Wacoal Europe, Wacoal China, Year-on-year comparison is based on local currency.

### ■ Wacoal Corp. Store Sales

(Year on Year Change %)

Store sales by channel		Apr.	May	Jun.	1Q	Jul.	Aug.	Sep.	2Q	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Annual
Wholesale Business	Department Stores	13	27	89	43	80	78	64	73	106	85	85	91	67	83			70
	GMS*, Supermarket	29	52	106	64	77	112	58	79	118	116	86	106	84	92			83
	Wacoal Brand	33	60	109	68	79	99	62	78	121	106	90	104	84	93			83
	Wing Brand	28	39	85	55	110	101	78	96	95	94	96	95	98	95			84
	Innerwear Specialty Stores	28	38	63	44	65	68	53	62	62	64	71	66	53	58			56
Sports Chains/Specialty Stores *1		22	39	102	56	99	96	92	96	101	92	85	91	67	90			80
Retail Business		79	118	103	97	80	52	89	74	102	110	121	109	139	90			96
Mail-Order Business	Catalog mail-order	176	206	185	191	142	157	134	144	129	158	179	156	138	145			159
	Wacoal's Own EC Site	87	123	127	113	106	109	95	103	127	118	130	125	130	101			113
	Third Party EC Sites *2																	

\*1 Sports Chains/Specialty Stores: Sportswear, etc.

\*2 Third Party EC Sites: EC businesses of underwear stores, EC specialized merchandizers, etc.

### ■ Sales of Peach John

(Year on Year Change %)

	Apr.	May	Jun.	1Q	Jul.	Aug.	Sep.	2Q	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Annual
Direct Sales	177	177	153	168	190	127	85	134	124	148	154	143	138	147			146
In Store	11	17	107	46	98	100	91	96	108	105	105	106	84	104			85
Third Party EC Sites/Other	114	127	178	138	154	121	122	131	104	113	103	106	105	99			121
Sales Total	81	93	132	103	139	113	91	114	114	123	123	120	109	121			113

## ■ Sales Summary

### Feb. 2021

#### Overview

#### Wacoal (Japan) Sales Summary (Feb.2021)

##### •Wholesale Business

Store-based sales results for February were impacted by a decrease in the number of customers visiting stores as people refrained from going out in response to the state of emergency extension. Results are as follows on a YoY basis: department stores 83%, Wacoal brand at mass retailers 92%, Wing brand 93%, and undergarment specialty stores 95%. Improvements have made progress since January; however, business continues to struggle, especially at urban stores. Additionally, February sales (deliveries\*) for the wholesale business did not achieve plan targets and also came in at a low level of 72% YoY (reference: 70% vs two years ago). This was due to sluggish store sales and mass retailers demonstrating restraint towards their inventories as the end of the fiscal year approaches, which significantly impacted the delivery volumes.

By product, though the Wacoal brand “Wakisukiri Munefukura Ribbon Bras,” “Night Up Bras,” and “Salute” performed well, other products such as the comfort brassiere “GOCOCi” struggled. Regarding the Wing brand, the “Skima Fit Bra” and the new girdle “Curvy Hip” performed well; however, underwear and other items struggled.

Additionally, sales through our company’s EC platform for brands we are deploying through the wholesales business (Wacoal, Wing, etc.) increased to 126% YoY.

(\*Figures include EC sales on our own company’s platform for brands distributed in the wholesale business)

##### •Retail Business

For the retail store business\* in February, though sales were on a recovery trend from January, stores in commercial facilities in urban areas struggled, and results came in at 90% YoY, below plan targets (reference: vs two years ago, 91%).

For the flagship shop Amphi, stores operating mainly in train station buildings and fashion buildings in large cities struggled. On the other hand, it was a good month for acquiring new customers. For factory stores, the number of customers visiting the stores has been on a recovery trend since the latter part of February. However, this could not make up for the struggles in the first half of the month; thus, results were weak.

Conversely, EC-based sales for directly-operated brands (Amphi, etc.) increased significantly, coming in at 203% YoY. This was due to an improvement in the ratio of new customers registering their fitting history via the customer service video app at the stores and the success of driving customers to our own EC site through strategic measures.

However, this did not make up for the decline in sales at physical stores, and overall sales were below what they were for the same period last year.

(\*Figures include EC sales on our own company’s platform for brands distributed in the retail store business)

Amphi shops: Existing stores 84%, new stores 86%

Factory stores: Existing stores 81%, new stores 84%

##### •Wacoal's Own EC Site

Sales on our own EC platform came in at 145% YoY, continuing to maintain high growth (reference: vs two years ago, 167%).

(Includes sales on our own company’s EC platform for brands distributed through wholesale and retail channels)

As a result of the above, Wacoal sales were 75% on a YoY basis (reference: vs two years ago: 73%).

**Peach John (Japan) Sales Summary (Feb.2021)**

Due to the success of highly topical sales promotions and the continuing strong performance of our own EC platform, sales for Peach John's domestic business came in at 121% YoY (reference: vs two years ago 147%).

Regarding our own EC platform, customers continued to increase from the previous month, and main products drove sales, producing results of 147% YoY. For the physical store business, the number of store visitors increased in part due to the effects of sales promotion measures, and sales achieved their plan targets, coming in at 104% YoY. Concerning EC sites of other companies, some clients struggled; thus, results came in under plan.

Overseas operations (store situation) are as follows.

**Shanghai PJ: 145%**

Partly due to product measures, stores performed well. For EC, customer numbers decreased, so the plan was not achieved; however, sales rose on a YoY basis.

**PJ Hong Kong: 220%**

Product and promotion measures in line with Chinese New Year were successful, resulting in significantly higher sales on a YoY basis.

**Taiwan PJ: 151%**

In addition to favorable sales of main products, store visitors recovered due to an increase in the number of people going out because of Chinese New Year, resulting in strong store sales performance. Results came in higher vs both the plan and on a YoY basis.

## Wacoal (Overseas) Sales Summary (Feb. 2021)

Though sales through our own EC platform were strong, store-based sales were sluggish due to the impact of a major cold wave; thus, Wacoal America sales for February fell significantly below both the plan and on a year-over-year (YoY) basis. Regarding IO Inc. (LIVELY), sales exceed both the plan and those achieved in the same month of the previous year, partly due to contributions from initial deliveries made to new vendors starting sales. Furthermore, the purchase ratio and average customer spending levels remained high.

As a result of the above, sales for Wacoal International (IO Inc. and Wacoal America total) were 83% on a year-over-year (YoY) basis, which is a decline of 17%.

Due to the impact of lockdowns in major cities in Europe and the UK, February sales for Wacoal Europe fell on a YoY basis. In the UK, retail stores other than those dealing with daily necessities were closed, and stay-at-home orders were in effect in several countries on the European continent.

As a result of the above, sales for Wacoal Europe fell below plan, coming in at 68% YoY, a decrease of 32%.

February sales for Wacoal China outperformed significantly on a YoY basis, coming in at 647% (reference: vs the same month two years ago 124%). In some regions, stores were closed due to the re-emergence of COVID-19; however, sales at physical stores and on the EC platform during the Chinese New Year holiday contributed positively, and overall sales exceeded the plan. Being opposite the period one year ago when the spread of COVID-19 was seriously impacting sales also contributed to the YoY outperformance this month.

<Reference>Main Wacoal Subsidiaries (Overseas) \*LC basis

### Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Feb.	YTD	Ratio
Store (Department )	51%	53%	46%
Store (outlet and retail)	97%	60%	1%
Department Store EC	87%	102%	12%
Third Party EC Sites	94%	117%	13%
Wacoal's Own EC Site	133%	152%	21%
Export (exclude Canada)	229%	64%	7%

•Brand

	Feb.	YTD	Ratio
Wacoal	75%	77%	72%
B.tempt'd	48%	92%	6%
CW-X	78%	117%	1%
LIVELY	178%	274%	21%

### Wacoal Europe

•Channel

	Feb.	YTD	Ratio
Department Store	49%	51%	18%
Independent (Speciality Store)	65%	67%	49%
Directly-Managed Store	89%	103%	7%
Third Party EC Sites	90%	88%	26%

•Area

	Feb.	YTD	Ratio
UK	55%	64%	27%
Europe	59%	69%	25%
North America	76%	75%	35%
Others	118%	82%	13%

### Wacoal China

•Channel

	Feb.	YTD	Ratio
Department Store	2196%	135%	52%
Other physical stores	2110%	265%	35%
Third Party EC Sites	86%	116%	7%
Others	215%	116%	6%

•Brand

	Feb.	YTD	Ratio
Wacoal	699%	153%	83%
Salute	—	186%	12%
Amphi	84%	105%	1%
Peach John	127%	109%	4%
LA ROSABELLE	0%	0%	0%

# Jan. 2021

## Overview

### Wacoal (Japan) Sales Summary (Jan.2021)

#### •Wholesale Business

Due to the re-issuance of a state of emergency declaration, the number of customers visiting stores declined, and each sales channel was sluggish. As a result, January sales (deliveries) for the wholesale business\* fell below plan targets while also coming in at 85% on a year-over-year (YoY) basis (reference: vs two years ago, 85%).

Stores struggled, especially those in city centers. Store-based sales results for the month of January were: department stores 67%, Wacoal brand at mass retailers 85%, Wing brand 86%, and undergarment specialty stores 98%. However, though sales were sluggish overall, Wacoal brand "Bust Care Bras," "Waki Sukkiri, Mune Fukkura, Ribbon Bras," "Night Up Bras," and underwear items, along with the Salute brand, all performed well. Additionally, for the Wing brand, though the "Skima Fit Bra," a standard product, fell below plan, the new "Lesiage" series performed well.

Additionally, sales through our company's EC platform for brands we are deploying through the wholesales business (Wacoal, Wing, etc.) increased to 138% YoY.

(\*Figures include EC sales on our own company's platform for brands distributed in the wholesale business)

#### •Retail Business

For the retail store business\* in January, sales were 67% on a YoY basis, coming in significantly below plan (reference: vs two years ago, 70%).

To avoid a concentration of customers visiting the stores during the New Year Holiday period, the flagship shop Amphi halted discount sales and the sale of "Lucky Bags." Additionally, due to the re-issuance of a state of emergency declaration, the number of customers visiting stores declined by a large margin, resulting in a significant drop in sales. Regarding factory stores, the re-issuance of a state of emergency declaration and the impact of cold weather caused the number of visitors to commercial facilities to drop significantly, and sales were sluggish as a result.

For EC-based sales for directly-operated brands (Amphi, etc.), efforts aimed at drawing physical store customers online, such as clearance SALES and offering "Lucky Bags" online as limited offers were effective, and favorable results were achieved, coming in at 152% YoY.

However, this did not make up for the decline in sales at physical stores, and retail sales for January were sluggish.

(\*Figures include EC sales on our own company's platform for brands distributed in the retail store business)

Amphi shops: Existing stores 59%, new stores 60%

Factory stores: Existing stores 48%, new stores 50%

#### •Wacoal's Own EC Site

Sales on our own EC platform came in at 138% YoY, continuing to maintain high growth (reference: vs two years ago, 157%).

(Includes sales on our own company's EC platform for brands distributed through wholesale and retail channels)

As a result of the above, Wacoal sales were 80% on a YoY basis (reference: vs two years ago: 79%).

## **Peach John (Japan) Sales Summary (Jan.2021)**

Due to the success of highly topical sales promotions, sales for Peach John's domestic business came in at 109% YoY (reference: vs two years ago 128%).

Regarding our own EC platform, sales came in at 138% on a YoY basis due to an increase in customers and the favorable performance of standard products. For the store-based business, due to the impact of people staying at home because of the expansion of COVID-19 infections and sluggish SALE outcomes, results fell on a YoY basis; however, plan targets were achieved.

Concerning EC sites of other companies, though some clients struggled with SALE results, overall sales came in at 105% YoY.

Overseas operations (store situation) are as follows.

### **Shanghai PJ: 92%**

Though sales promotions initiated on other companies' EC sites were effective and sales of standard products were favorable, the number of customers visiting stores decreased due to the re-e

### **PJ Hong Kong: 54%**

Sales struggled because of a decrease in customer visits to stores due to a re-expansion of COVID-19 infections.

### **Taiwan PJ: 79%**

Though sales on our own EC sites were favorable, the number of customers visiting stores decreased due to the re-expansion of COVID-19 infections, and sales struggled.

## Wacoal (Overseas) Sales Summary (Jan. 2021)

Though sales through our own EC platform were strong, sluggish sales at physical stores and restrained ordering by major clients had a negative impact. Thus, Wacoal America sales for January fell below plan and were also lower on a year-over-year (YoY) basis. Regarding IO Inc. (LIVELY), the number of visitors increased due to investment in advertising aimed at acquiring new customers, and purchase ratio and average customer spending levels remained high; thus, sales exceeded both the plan and those of the same month of the previous year. As a result of the above, sales for Wacoal International (IO Inc. and Wacoal America total) were 107% on a YoY basis, an increase of 7%.

January sales for Wacoal Europe came in at 64% YoY, a decrease of 36% (results also fell short of plan). This was due to the impact of lockdowns and stay-at-home orders in major cities in the UK and Europe, as well as clients showing restraint in building inventories.

January sales for Wacoal China fell short of plan, registering 83% on a YoY basis, a decrease of 17%. Regarding EC, the period for which distribution was suspended for Chinese New Year this year was in February (last year it was January). It thus contributed positively, resulting in sales exceeding those of the same month the previous year. However, the department store channel struggled as people refrained from going out due to the spread of COVID-19, and sales fell overall on a YoY basis.

<Reference>Main Wacoal Subsidiaries (Overseas) \*LC basis

### Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Jan.	YTD	Ratio
Store (Department )	92%	53%	46%
Store (outlet and retail)	119%	57%	1%
Department Store EC	91%	104%	10%
Third Party EC Sites	82%	119%	9%
Wacoal's Own EC Site	136%	154%	30%
Export (exclude Canada)	62%	54%	4%

•Brand

	Jan.	YTD	Ratio
Wacoal	96%	77%	69%
B.tempt'd	123%	101%	5%
CW-X	123%	122%	2%
LIVELY	151%	293%	24%

### Wacoal Europe

•Channel

	Jan.	YTD	Ratio
Department Store	43%	52%	11%
Independent (Speciality Store)	62%	68%	56%
Directly-Managed Store	73%	104%	7%
Third Party EC Sites	84%	88%	26%

•Area

	Jan.	YTD	Ratio
UK	59%	64%	26%
Europe	51%	70%	23%
North America	76%	75%	37%
Others	79%	79%	14%

### Wacoal China

•Channel

	Jan.	YTD	Ratio
Department Store	64%	64%	49%
Other physical stores	117%	117%	26%
Third Party EC Sites	139%	139%	17%
Others	82%	82%	8%

•Brand

	Jan.	YTD	Ratio
Wacoal	81%	81%	81%
Salute	92%	92%	13%
Amphi	126%	126%	1%
Peach John	98%	98%	5%
LA ROSABELLE	0%	0%	0%

# Dec. 2020

## Overview

### Wacoal (Japan) Sales Summary (Dec.2020)

#### •Wholesale Business

Though store-based sales were sluggish due to a re-expansion of COVID-19 infections, new product deliveries made a positive contribution, and December sales (deliveries) for the wholesale business\* came in at 110% on a year-over-year (Yo) basis (reference: vs two years ago, 101%).

Wholesale business sales (deliveries)\* for the third quarter accounting period (Oct-Dec) were 107% YoY (vs two years ago, 94%).

Regarding store-based sales for December, both department store and mass retailer channels were sluggish due to decreased customer numbers caused by the re-expansion of COVID-19 infections. For the Wacoal brand, though sales of "Bust Care Bras" and "Night Up Bras" performed well, comfort brassieres such as "GOCOCi" struggled. For the Wing brand, "Airy Soft Bras" performed favorably; however, a delay in deploying the "Skima Fit Bra," a main product, dampened the overall situation. Store-based sales results for the month of December: department stores 85%, Wacoal brand at mass retailers 86%, Wing brand 92%, and undergarment specialty stores 96%.

Additionally, sales through our company's EC platform for brands we are deploying through the wholesales business (Wacoal, Wing, etc.) increased to 185% YoY, demonstrating continued strong performance.

(\*Figures include EC sales on our own company's platform for brands distributed in the wholesale business)

#### •Retail Business

For the retail store business\* in December, sales were 85% on a YoY basis, coming in below plan (reference: vs two years ago, 87%).

Retail business sales\* for the third quarter accounting period (Oct-Dec) were 91% YoY (vs two years ago, 91%).

For the flagship shop Amphi, the number of customers visiting urban stores decreased due to the re-expansion of COVID-19 infections. Additionally, to improve profitability and prevent the occurrence of the "3 Cs" (a COVID-19 public awareness campaign in Japan: closed spaces, crowds, close contact) at stores, clearance sales and sales directed toward members were suspended. Combined, these factors resulted in sluggish sales. Sales of products listed at regular retail prices were equivalent to those in the same month of the previous year. Regarding factory stores, in addition to decreased customer visits due to a re-expansion of COVID-19 infections, a reduced number of people returning home during the year-end/New Year holiday period also negatively impacted sales, causing sluggishness.

However, for EC-based sales for directly-operated brands (Amphi, etc.), clearance sales and customers choosing online shopping over physical stores contributed positively, and results maintained a high level coming in at 176% YoY.

(\*Figures include EC sales on our own company's platform for brands distributed in the retail store business)

Amphi shops: Existing stores 73%, new stores 74%

Factory stores: Existing stores 67%, new stores 70%

#### •Wacoal's Own EC Site

Sales on our own EC platform came in at 179% YoY, continuing to maintain high growth (reference: vs two years ago, 195%).

Sales on our own EC site for the third quarter accounting period (Oct-Dec) were 156% YoY (vs two years ago, 172%).

(Includes sales on our own company's EC platform for brands distributed through wholesale and retail channels)

As a result of the above, Wacoal sales were 104% on a YoY basis (reference: vs two years ago: 99%).

Wacoal sales for the third quarter accounting period (Oct-Dec) were 105% YoY (vs two years ago, 93%).



## **Peach John (Japan) Sales Summary (Dec. 2020)**

Sales for Peach John's domestic business came in at 123% YoY, maintaining high growth (reference: vs two years ago, 123%).

Regarding our own EC platform, main products drove sales, which came in at 154% YoY. For the store-based business, the number of existing customers visiting stores continued to increase, and sales of main products also contributed, resulting in sales of 105% on a YoY basis. Concerning EC sites of other companies, though some clients struggled, overall sales came in at 103% YoY.

Overseas operations (store situation) are as follows.

### **Shanghai PJ: 69%**

Sales struggled, impacted by a decrease in customer store visits due to a re-expansion of COVID-19 infections and decreasing traffic on EC sites of other companies.

### **PJ Hong Kong: 72%**

Sales struggled because of a decrease in customer store visits due to a re-expansion of COVID-19 infections.

### **Taiwan PJ: 98%**

Though there was a decrease in customer store visits due to a re-expansion of COVID-19 infections, the number of visitors to the company's own EC site increased, resulting in only a small decrease in sales overall.

## Wacoal (Overseas) Sales Summary (Dec. 2020)

Concerning Wacoal America sales for December, though the recovery pace at physical stores remained weak, both our own and other company EC platforms performed well. Additionally, some sales thru promotions held last month (Black Friday, Cyber Monday) were booked as December sales. As a result, performance exceeded both the plan and on a year-over-year basis. Regarding IO Inc. (LIVELY), though the number of visitors decreased due to curtailed sales promotion expenses, the purchase ratio and average customer spending levels were high; thus, sales exceeded both the plan and those of the same month of the previous year.

As a result of the above, December sales for Wacoal International (IO Inc. and Wacoal America total) were 117% on a year-over-year (YoY) basis, which is an increase of 17%. Additionally, for the third quarter accounting period, sales were 110% YoY, an increase of 10%.

Though most stores in the UK and Europe had resumed operations and progress had been made with deliveries for the Christmas season, sales struggled in the US. As a result, December sales for Wacoal Europe fell below what was achieved during the same month last year. On the other hand, our EC channel in the UK performed well, exceeding the initial plan.

As a result of the above, sales for Wacoal Europe fell below plan, coming in at 85% YoY, a decrease of 15%. Additionally, sales for the third quarter accounting period were 86% YoY, a 14% decrease.

December sales for Wacoal China fell short of plan, registering 96% on a YoY basis, a decrease of 4%. Department stores in some areas struggled as people refrained from going out due to a reemergence of infectious disease; however, outlet stores performed at the same level as last year. Regarding EC, though we participated in promotional measures implemented by operators, sales were sluggish and fell on a YoY basis.

Sales for the fourth quarter accounting period were 97% YoY, a 3% decrease.

<Reference>Main Wacoal Subsidiaries (Overseas) \*LC basis

### Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Dec.	YTD	Ratio
Store (Department )	94%	50%	51%
Store (outlet and retail)	94%	51%	1%
Department Store EC	111%	105%	11%
Third Party EC Sites	135%	123%	9%
Wacoal's Own EC Site	149%	157%	22%
Export (exclude Canada)	170%	53%	6%

•Brand

	Dec.	YTD	Ratio
Wacoal	106%	75%	74%
B.tempt'd	166%	100%	9%
CW-X	157%	122%	2%
LIVELY	171%	343%	15%

### Wacoal Europe

•Channel

	Dec.	YTD	Ratio
Department Store	61%	52%	17%
Independent (Speciality Store)	92%	68%	51%
Directly-Managed Store	130%	108%	12%
Third Party EC Sites	74%	88%	20%

•Area

	Dec.	YTD	Ratio
UK	76%	65%	33%
Europe	99%	73%	24%
North America	70%	75%	26%
Others	114%	79%	17%

### Wacoal China

•Channel

	Dec.	YTD	Ratio
Department Store	107%	83%	80%
Third Party EC Sites	71%	103%	15%
Others	62%	66%	5%

•Brand

	Dec.	YTD	Ratio
Wacoal	98%	86%	86%
Salute	113%	93%	10%
Amphi	57%	131%	1%
LA ROSABELLE	0%	0%	0%
Peach John	54%	69%	3%

# Nov. 2020

## Overview

### Wacoal (Japan) Sales Summary (Nov.2020)

#### •Wholesale Business

As a result of sales promotions and Black Friday events at some mass retailers, sales (deliveries) for the wholesale business\* contributed to the sales resulting at 102% (reference: vs two years ago, 87%).

Sales at stores in the department store channel struggled due to sluggishness with bottoms and underwear sales caused by a decrease in store visitors resulting from the impact of a re-expansion of COVID-19 infections.

For the mass retail channel, sales were higher than the previous year, strengthening from the middle of the month onward due to sales promotions and Black Friday events held by business partners. By product, the Bust Care Bra and Night Up Bra, as well as the Wing brand Airy Soft Bra performed well, driving overall sales.

Additionally, sales through our company's EC platform for brands we are deploying through the wholesales business (Wacoal, Wing, etc.) came in at about 163% YoY, demonstrating continued strong performance.

Store-based sales results for the month of November: department stores 85% (October 106%), Wacoal brand at mass retailers 116% (October 118%), Wing brand 106% (October 121%), and undergarment specialty stores 94% (October 95%).

(\*Figures include EC sales on our own company's platform for brands distributed in the wholesale business)

#### •Retail Business

For the retail store business, sales were 92% on a YoY basis (reference: vs two years ago, 92%).

Though the number of customers visiting major city terminal stores of the flagship shop Amphi continued to slump because of a re-expansion of COVID-19 infections, overall sales came in at 101% due to strong suburban and local store sales. Due to the impact of a re-expansion of COVID-19 infections, the number of visitors to factory stores from the middle of the month onward slumped, and sales struggled.

Furthermore, EC-based sales for directly-operated brands (Amphi, etc.) remained strong, coming in at 170% YoY.

(\*Figures include EC sales on our own company's platform for brands distributed in the retail store business)

Amphi shops: Existing stores 98%, new stores 101%

Factory stores: Existing stores 81%, new stores 82%

#### •Wacoal's Own EC Site

Sales on our own EC platform came in at 158% YoY, continuing to maintain high growth (reference: vs two years ago, 163%)

(Includes sales on our own company's EC platform for brands distributed through wholesale and retail channels)

As a result of the above, Wacoal sales were 99% on a YoY basis (reference: vs two years ago: 87%).

## **Peach John (Japan) Sales Summary (Nov. 2020)**

Due to an overall increase in customer numbers, sales for Peach John's domestic business came in at 123% YoY (reference: vs two years ago, 107%).

Regarding our own EC platform, results came in at 148% on a YoY basis due to a continuing increase in customers and the steady performance of leading products. For the store-based business as well, in addition to increasing visits among existing customers, sales of leading products remained strong, which resulted in sales of 105% on a YoY basis. Regarding EC sites of other companies, the number of visitors continued to increase, and sales finished at 113% YoY for this segment.

Overseas operations (store situation) are as follows.

### **Shanghai PJ: 78%**

Although the number of visitors is on a recovery trend, sales on Singles' Day slumped, and the business struggled.

### **PJ Hong Kong:84 %**

The business struggled due to a decrease in customer visits.

### **Taiwan PJ: 124%**

Measures implemented also contributed positively, increasing the number of purchasers and resulting in sales exceeding what was achieved last year.

## Wacoal (Overseas) Sales Summary (Nov. 2020)

Concerning Wacoal America sales for November, the recovery pace at physical stores remained sluggish. However, partially due to sales promotion results (Black Friday, Cyber Monday) and strong sales on our own EC platform and the EC platforms of other companies, results exceeded both the plan and those achieved last year during the same period. Regarding IO Inc. (LIVELY), the number of visitors decreased because of curtailed sales promotion expenses. However, due to an increase in the ratio of repeat customers, the purchase ratio, and average customer spending continuing from the previous month, and deliveries to some department stores improving, sales were basically in line with the plan.

As a result of the above, sales for Wacoal International (IO Inc. and Wacoal America total) were 113% on a year-over-year (YoY) basis, which is an increase of 13%.

November sales for Wacoal Europe were 93% on a YoY basis (a decrease of 7%). Lockdowns in some regions due to a reemergence of infectious disease had an impact, causing physical store sales to struggle and fall below what was achieved during the same period last year. However, sales in line with the plan were secured due to the strong performance of the EC channel.

November sales for Wacoal China were 89% on a YoY basis (a decrease of 11%). Regarding EC sales, although large-scale promotional campaigns (Singles' Day) were held in the first and second halves of the month, sales in the second half struggled, and results came in below what were achieved in the same month the previous year. Additionally, sales at physical stores fell as well on a YoY basis due to the impact of an overly long sales promotion (Singles' Day) and the reemergence of infectious disease in some regions.

<Reference>Main Wacoal Subsidiaries (Overseas) \*LC basis

### Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Nov.	YTD	Ratio
Store (Department )	97%	47%	50%
Store (outlet and retail)	108%	47%	1%
Department Store EC	133%	104%	15%
Third Party EC Sites	151%	123%	13%
Wacoal's Own EC Site	153%	158%	19%
Export (exclude Canada)	25%	45%	2%

•Brand

	Nov.	YTD	Ratio
Wacoal	106%	72%	76%
B.tempt'd	132%	94%	9%
CW-X	138%	116%	2%
LIVELY	152%	376%	13%

### Wacoal Europe

•Channel

	Nov.	YTD	Ratio
Department Store	64%	52%	15%
Independent (Speciality Store)	95%	66%	52%
Directly-Managed Store	73%	105%	5%
Third Party EC Sites	124%	90%	28%

•Area

	Nov.	YTD	Ratio
UK	102%	64%	35%
Europe	82%	71%	21%
North America	88%	75%	31%
Others	102%	75%	13%

### Wacoal China

•Channel

	Nov.	YTD	Ratio
Department Store	97%	81%	53%
Third Party EC Sites	82%	105%	38%
Others	80%	66%	9%

•Brand

	Nov.	YTD	Ratio
Wacoal	89%	85%	85%
Salute	108%	91%	7%
Amphi	48%	142%	1%
LA ROSABELLE	0%	0%	0%
Peach John	89%	70%	7%

## Oct. 2020

### Overview

#### Wacoal (Japan) Sales Summary (Oct.2020)

##### •Wholesale Business

Due to the effects of being opposite the post-tax hike fall in sales last year, sales (deliveries) for the wholesale business\* came in at 109% (reference: vs two years ago, 96%) on a year-over-year (YoY) basis.

Regarding October store-based sales, a major channel, both department stores and mass retailers were higher than in the same month the previous year. By product, the Bust Care Bra and Night Up Bra, and the Wing brand Airy Soft Bra performed well, as did fall and winter products such as underwear, driving overall sales.

Additionally, sales through our company's EC platform for brands we are deploying through the wholesales business (Wacoal, Wing, etc.) came in at about 130% YoY, demonstrating continued strong performance.

Store-based sales results for the month of October: department stores 106% (September 64%), Wacoal brand at mass retailers 118% (September 58%), Wing brand 121% (September 64%), and undergarment specialty stores 95% (September 78%).

(\*Figures include EC sales on our own company's platform for brands distributed in the wholesale business)

##### •Retail Business

For the retail store business, sales were 101% on a YoY basis (reference: vs two years ago, 97%).

Though stores in the suburbs and rural areas are performing steadily for the flagship shop Amphi, the number of customers visiting terminal stores in major cities has not increased, and they continue to struggle. On the other hand, the overall number was 102% YoY as customer acquisition measures newly launched at stores contributed positively. Regarding factory stores, the number of customers visiting each commercial facility increased due to customers visiting tourist destinations because of the government's "Go To" campaign, resulting in sales of 100% on a YoY basis.

Furthermore, EC-based sales for directly-operated brands (Amphi, etc.) remained strong, coming in at 144% YoY.

(\*Figures include EC sales on our own company's platform for brands distributed in the retail store business)

Amphi shops: Existing stores 101%, new stores 102%

Factory stores: Existing stores 92%, new stores 100%

##### •Wacoal's Own EC Site

Sales on our own EC platform came in at 129% YoY, continuing to maintain high growth (reference: vs two years ago, 157%).

(Includes sales on our own company's EC platform for brands distributed through wholesale and retail channels)

As a result of the above, Wacoal sales were 110% on a YoY basis (reference: vs two years ago: 95%).

## **Peach John (Japan) Sales Summary (Oct. 2020)**

Sales for Peach John's domestic business came in at 114% YoY (reference: vs two years ago 116%).

Regarding our own EC platform, results came in at 124% on a YoY basis due to an increase in customers and the steady performance of both new and standard products. For the store-based business as well, sales for our main products remained strong, coming in at 108% YoY. Additionally, the increase in the number of visitors to EC sites of other companies also contributed, and sales finished at 104% YoY for this segment.

Overseas operations (store situation) are as follows.

### **Shanghai PJ: 93% (Sep. 90%)**

At stores, sales of standard products, etc., were strong and on par with the plan; however, the number of EC site visitors did not recover, and overall sales struggle

### **PJ Hong Kong: 127% (Sep. 93%)**

In addition to contributions from various measures, this period sits opposite the political turmoil of the previous period, resulting in sales exceeded both the previous year's and the plan

### **Taiwan PJ: 102% (Sep. 95%)**

The EC site struggled due to seasonal changes in promotional measures; however, stores were strong and overall sales exceeded those of the same month the previous year.

## Wacoal (Overseas) Sales Summary (Oct. 2020)

Though Wacoal America sales for October continued on an improving trend, the recovery pace at physical stores was still slow, and October sales fell below what was achieved during the same month the previous year. On the other hand, sales through our own EC platform and other companies' platforms remained strong, and we exceeded the results achieved during the same month last year. Regarding IO Inc. (LIVELY), though the number of visitors decreased as a result of curtailed sales promotion expenses, due to an increase in the ratio of repeat customers, the purchase ratio, and average customer spending, sales exceeded the plan and on a year-over-year (YoY) basis.

As a result of the above, sales for Wacoal International (IO Inc. and Wacoal America total) were 103% on a YoY basis, an increase of 3%.

Regarding October sales for Wacoal Europe, though department store deliveries for the Christmas season were improving, sales, though in line with the plan, were lower on a YoY basis because of lockdowns due to the resurgence of infectious disease in some areas. On the other hand, sales through EC platforms belonging to other companies were strong and exceeded the results achieved during the same month last year.

As a result of the above, sales for Wacoal Europe were 81% YoY, a decrease of 19%.

October sales for Wacoal China were 113% on a YoY basis, an increase of 13%. Sales promotions held at stores, including outlet stores, contributed positively, leading to strong performance and improved sales on a YoY basis. Additionally, regarding EC, we participated in promotional measures implemented by operators, the results of which lead to an increase in customers and sales exceeding those of the same month in the previous year.

<Reference>Main Wacoal Subsidiaries (Overseas) \*LC basis

### Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Oct.	YTD	Ratio
Store (Department )	75%	42%	44%
Store (outlet and retail)	94%	42%	1%
Department Store EC	114%	101%	17%
Third Party EC Sites	139%	120%	15%
Wacoal's Own EC Site	137%	159%	19%
Export (exclude Canada)	107%	49%	4%

•Brand

	Oct.	YTD	Ratio
Wacoal	95%	69%	76%
B.tempt'd	121%	90%	8%
CW-X	79%	112%	1%
LIVELY	162%	428%	15%

### Wacoal Europe

•Channel

	Oct.	YTD	Ratio
Department Store	83%	50%	22%
Independent (Speciality Store)	73%	63%	52%
Directly-Managed Store	67%	198%	4%
Third Party EC Sites	106%	86%	22%

•Area

	Oct.	YTD	Ratio
UK	98%	60%	36%
Europe	56%	70%	20%
North America	87%	74%	32%
Others	76%	71%	12%

### Wacoal China

•Channel

	Oct.	YTD	Ratio
Department Store	109%	80%	76%
Third Party EC Sites	180%	114%	17%
Others	74%	64%	7%

•Brand

	Oct.	YTD	Ratio
Wacoal	113%	85%	86%
Salute	127%	90%	9%
Amphi	226%	242%	1%
LA ROSABELLE	0%	0%	0%
Peach John	86%	68%	4%



## Sep. 2020

### Overview

#### Wacoal (Japan) Sales Summary (Sep.2020)

##### •Wholesale Business

Due to a decrease in the number of customers visiting the department store channels in city centers and the effects of being opposite last-minute demand generated prior to the consumption tax hike in the same month the previous year, sales for the wholesale business\*(deliveries) came in at 70% ( a decrease of 30%) for the month on a year-over-year (YoY) basis. August sales were 77% YoY.

Furthermore, wholesales business sales\* (deliveries) for the second quarter accounting period were 81% YoY (19% decrease), which is an improvement over the first quarter accounting period, which recorded sales of 52% YoY (48% decrease).

Regarding store-based sales for September, each channel was sluggish as they were opposite last-minute demand generated prior to the consumption tax hike in the same month the previous year; however, according to product, "Bust Care Bras," Wacoal brand "Salute," and Wing brand "Airy Soft Bras" and "Lesiage" continued to perform well due to strengthened promotions. Additionally, sales through our company's EC platform for brands we are deploying through the wholesales business (Wacoal, Wing, etc.) came in at 130% YoY, demonstrating continued strong performance.

Store-based sales results for the month of September: department stores 64% (August 78%), Wacoal brand at mass retailers 58% (August 112%), Wing brand 64% (August 99%), and undergarment specialty stores 78% (August 101%).

(\*Figures include EC sales on our own company's platform for brands distributed in the wholesale business)

#### •Retail Business

For the retail store business\*, sales were 92% on a YoY basis (August 96%).

Furthermore, retail business sales for the second quarter accounting period were 96% YoY (4% decrease), significantly improving versus the first quarter accounting period, which recorded sales of 56% YoY (44% decrease).

Though the flagship shop Amphi continued to struggle due to slumping customer numbers at terminal stores in major cities, customer visits to suburban stores and regional stores are on a recovery trend, and overall sales reached 94% YoY. Regarding factory stores, though foot traffic increased after the Silver Week holiday, the stores struggled as this period was opposite last-minute demand generated prior to the consumption tax hike in the same month the previous year.

On the other hand, EC-based sales for directly-operated brands (Amphi, etc.) remained strong, coming in at 144% YoY.

(\*Figures include EC sales on our own company's platform for brands distributed in the retail store business)

Amphi shops: Existing stores 92%, new stores 94%

Factory stores: Existing stores 74%, new stores 81%

#### •Wacoal's Own EC Site

Sales on our own EC platform came in at 134% YoY, continuing to maintain high growth.

(Includes sales on our own company's EC platform for brands distributed through wholesale and retail channels)

As a result of the above, Wacoal sales were 74% on a YoY basis (Sep.: 80%).

Additionally, Wacoal sales for the second quarter accounting period were 82% YoY (18% decrease). For the first quarter accounting period Wacoal sales were 53% YoY (47% decrease).

### **Peach John (Japan) Sales Summary (Sep.2020)**

Sales for Peach John's Japan business came in at 91% YoY (August: 113%).

Furthermore, Peach John sales for the second quarter accounting period were 114% YoY. For the first quarter accounting period, sales were 103% YoY.

Regarding our own EC platform, sales did not reach the same level as those achieved in the same month last year due to being opposite increased sales resulting from the publication of the summer catalog and last-minute demand generated prior to the consumption tax hike in the same period last year. For the store-based business, though sales of main products continued to be strong, they fell below what was achieved last year as this year sits opposite the last-minute demand generated last year. On the other hand, regarding EC sites of other companies, the number of visitors continued to increase, and sales finished at 122% YoY.

Overseas operations (store situation) are as follows.

#### **Shanghai PJ: 90% (Aug. 77%)**

Although store sales were as planned, the number of EC site visitors did not recover, and sales struggled.

#### **PJ Hong Kong: 93% (Aug. 86%)**

Though sales are on a recovery trend, and the number of main products sold increased, results fell below those achieved for the same month last year.

#### **Taiwan PJ: 95% (Aug. 99%)**

Though the number of visitors to the EC site recovered, and sales of standard products were strong, the store business struggled, and results fell below those achieved for the same month last year.

## Wacoal (Overseas) Sales Summary (Sep. 2020)

Though Wacoal America sales for September were on an improving trend from last month, the recovery pace at physical stores remained weak, and September sales fell below what was achieved during the same month the previous year. Regarding IO Inc. (LIVELY), though sales rose on a year-over-year (YoY) basis, the number of visitors did not increase due to sales promotion expense controls, and results came in below plan.

As a result of the above, Wacoal International (IO Inc. and Wacoal America total) sales were 97% YoY, which is a decrease of 3% (August: 81% YoY, a 29% decrease). Additionally, sales for the second quarter accounting period were 99% YoY, a 1% decrease (Wacoal America sales for the first quarter accounting period were 68% YoY, a 32% decrease).

Though September sales for Wacoal Europe were on an overall recovery trend, they were lower than what was achieved for the same month the previous year because people were refraining from going out due to the resurgence of infectious disease in some areas. On the other hand, our own EC channel operating in the UK has continued to perform well, and results exceeded the initial plan.

As a result of the above, Wacoal Europe sales were 87% YoY, which is a decrease of 13% (August: 81%, a decrease of 19%). Additionally, sales for the second quarter accounting period were 81% YoY, a 19% decrease (Wacoal Europe sales for the first quarter accounting period were 50% YoY, a 50% decrease).

September sales for Wacoal China were 93% on a YoY basis (a decrease of 7%). For stores, although sales at outlet stores were strong, due to a lack of sales promotions, etc. at some department stores, sales fell below what was achieved in the same month of the previous year. Additionally, regarding EC, though we participated in promotional measures implemented by operators, sales struggled and fell on a YoY basis. Furthermore, Wacoal China sales for the third quarter accounting period came in at 100% YoY (Wacoal China sales for the second quarter accounting period were 90% YoY, a 10% decrease).

<Reference>Main Wacoal Subsidiaries (Overseas) \*LC basis

### Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Sep.	YTD	Ratio
Store (Department )	66%	38%	45%
Store (outlet and retail)	89%	33%	1%
Department Store EC	144%	99%	16%
Third Party EC Sites	144%	117%	15%
Wacoal's Own EC Site	167%	162%	20%
Export (exclude Canada)	108%	36%	4%

•Brand

	Sep.	YTD	Ratio
Wacoal	89%	65%	76%
B.tempt'd	153%	84%	11%
CW-X	109%	125%	1%
LIVELY	110%	555%	12%

### Wacoal Europe

•Channel

	Sep.	YTD	Ratio
Department Store	75%	45%	19%
Independent (Speciality Store)	81%	61%	51%
Directly-Managed Store	110%	113%	7%
Third Party EC Sites	109%	84%	23%

•Area

	Sep.	YTD	Ratio
UK	89%	55%	32%
Europe	84%	72%	28%
North America	88%	72%	29%
Others	82%	70%	11%

### Wacoal China

•Channel

	Sep.	YTD	Ratio
Department Store	94%	77%	76%
Third Party EC Sites	98%	110%	14%
Others	78%	63%	10%

•Brand

	Sep.	YTD	Ratio
Wacoal	94%	82%	83%
Salute	97%	86%	11%
Amphi	86%	244%	1%
LA ROSABELLE	—	—	—
Peach John	83%	67%	5%

## Aug. 2020

### Overview

#### Wacoal (Japan) Sales Summary (Aug.2020)

##### •Wholesale Business

Due to the impacts of a slumping department store channel as well as being on the opposite side of demand that was generated in the same month last year when deliveries were augmented prior to the scheduled sales tax increase, sales (deliveries) for the wholesale business\* came in at 77% (a decrease of 23%) for the month on a year-over-year (YoY) basis, (July was 99%). Store-based sales in the department store channel fell about 20%, the same as in July, due to factors such as people refraining from going out during the Obon holiday period and a decrease in the number of people visiting stores in city centers. On the other hand, promotions held by clients contributed to increased sales for store-based sales at volume retailers, with double-digit increases seen for the Wacoal brand, while the Wing brand remained at the same level as last year. By product, the Night Up Bra performed well for both brands. Additionally, for the Wacoal brand, the “pleasant under the arms and soft and full bosom Ribbon Bra” and “Salute Bra” also performed well, while the Airy Soft Bra was a good performer for the Wing brand. Furthermore, sales through our company’s EC platform for brands we are deploying through the wholesales business (Wacoal, Wing, etc.) came in at about 150%, continuing significant growth.

Store-based sales results for the month of August: department stores 78% (July 80%), Wacoal brand at volume retailers 112% (July 77%), Wing brand at volume retailers 99% (July 79%), and undergarment specialty stores 101% (July 110%).

(\*Figures include EC sales on our own company’s platform for brands distributed in the wholesale business)

##### •Retail Business

For the retail store business\*, sales were 96% on a YoY basis (July 99%).

Sales for the flagship shop Amphi were sluggish as visitors to station buildings and fashion buildings in major urban areas failed to recover. Regarding factory stores, though foot traffic increased during the Sale period in late August, visitors decrease during the Obon holiday period as people refrained from going out, leading to sluggish results. On the other hand, EC-based sales for directly-operated brands (Amphi, etc.) maintained their high growth, reaching 194% YoY.

(\*Figures include EC sales on our own company’s platform for brands distributed in the retail store business)

Amphi shops: Existing stores 95%, new stores 94%

Factory stores: Existing stores 75%, new stores 82%

##### •Wacoal's Own EC Site

Sales on our own EC platform came in at 157% YoY, and we continue to maintain high growth in this area.

(Includes sales on our own company’s EC platform for brands distributed through wholesale and retail channels)

As a result of the above, Wacoal sales were 80% on a YoY basis (Jul.: 96%).

### **Peach John (Japan) Sales Summary (Aug.2020)**

Sales for Peach John's domestic business came in at 113% YoY (July: 139%), continuing their strong performance. For the store-based business, sales for our main products were strong, coming in at the same level as the previous year. For our own EC platform, the number of new customers continued to increase, and sales of our main products were strong, coming in at 127% YoY.

Overseas operations (store situation) are as follows.

#### **Shanghai PJ: 77% (Jul. 66%)**

In addition to the impact of people refraining from going out due to infectious disease, the number of EC site visitors did not recover, and sales were sluggish.

#### **PJ Hong Kong: 86% (Jul. 88%)**

Due to the impact of people refraining from going out because of infectious disease, the number of people visiting stores decreased, resulting in sluggish sales.

#### **Taiwan PJ: 99% (Jul. 106%)**

Though the number of visitors recovered and sales of standard products were strong, results came in at the same level on a YoY basis.

## Wacoal (Overseas) Sales Summary (Aug. 2020)

Sales at department stores continued to slump, resulting in Wacoal America sales for August coming in significantly below what was achieved during the same month the previous year. Though sales have shown a recovery trend since the reopening of physical stores, the pace of recovery in August was slower than July, leading to sluggish results. On the other hand, sales through our own EC platform remained strong, exceeding the results achieved during the same month last year. Regarding IO Inc. (Lively), both the number of repeat visitors to the EC website and the purchase ratio increased, leading to results that were significantly higher compared to the initial plan as well as compared to the same month last year. As a result of the above, sales for Wacoal International (IO Inc. and Wacoal America total) were 81% YoY, which is a decrease of 19% (July: 121% YoY, a 21% increase). Furthermore, since IO Inc. was newly consolidated in the same month of the previous year, results from the same month of the previous year include IO Inc. sales.

Though sales through our own directly-operated brands were strong, due to the impact of decreasing customer traffic at large-scale department stores, sales for Wacoal Europe fell below what was achieved for the same month the previous year. On the other hand, our own EC channel operating in the UK has continued to perform well, and results exceeded the initial plan. As a result of the above, sales for Wacoal Europe were 83% YoY, which is a decrease of 17% (July: 76%, a decrease of 24%).

July sales for Wacoal China were 116% on a YoY basis (an increase of 16%). In addition to positive results from sales promotions held at stores, the Salute line performed strongly, leading to improved results on a YoY basis. Additionally, due to our participation in sales promotions implemented by EC mall operators and strong sales of Amphi products, sales increased significantly compared to the same month of the previous year.

<Reference>Main Wacoal Subsidiaries (Overseas) \*LC basis

### Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Aug.	YTD	Ratio
Store (Department )	46%	34%	44%
Store (outlet and retail)	67%	24%	0%
Department Store EC	127%	92%	17%
Third Party EC Sites	117%	113%	14%
Wacoal's Own EC Site	147%	162%	22%
Export (exclude Canada)	50%	27%	3%

•Brand

	Aug.	YTD	Ratio
Wacoal	72%	62%	71%
B.tempt'd	60%	71%	8%
CW-X	72%	129%	0%
LIVELY	172%	922%	21%

### Wacoal Europe

•Channel

	Aug.	YTD	Ratio
Department Store	78%	40%	25%
Independent (Speciality Store)	74%	58%	43%
Directly-Managed Store	151%	113%	11%
Third Party EC Sites	93%	80%	21%

•Area

	Aug.	YTD	Ratio
UK	91%	50%	40%
Europe	77%	70%	21%
North America	80%	69%	29%
Others	79%	68%	10%

### Wacoal China

•Channel

	Aug.	YTD	Ratio
Department Store	117%	75%	74%
Third Party EC Sites	157%	111%	17%
Others	76%	62%	9%

•Brand

	Aug.	YTD	Ratio
Wacoal	117%	81%	82%
Salute	148%	85%	11%
Amphi	143%	277%	1%
LA ROSABELLE	—	—	—
Peach John	82%	65%	6%

# Jul. 2020

## Overview

### Wacoal (Japan) Sales Summary (Jul. 2020)

#### •Wholesale Business

Sales (deliveries) for the wholesale business\* came in at 99% for the month on a year-over-year (YoY) basis (June was 78%, a decrease of 22%). On a store basis, sales were sluggish due to the impact of unreasonable weather, a decrease in the number of customers visiting department stores in central metropolitan areas, and a change in the timing of sales promotions, which were held at volume retailers in this month last year. However, the launch of new products contributed to sales achieving par with the same month last year. Meanwhile, even after the reopening of physical stores, sales through our company's EC platform for brands we are deploying through the wholesales business (Wacoal, Wing, etc.) remained strong at about 140%. Store-based sales results for the month of July: department stores 79% (June 93%), Wacoal brand at volume retailers 77% (June 106%), Wing brand 79% (June 109%), and undergarment specialty stores 110% (June 85%).

(\*Figures include EC sales on our own company's platform for brands distributed in the wholesale business)□

#### •Retail Business

For the retail store business\*, sales were 99% on a YoY basis. Sales for the flagship shop Amphi were strong at suburban stores, such as those in shopping malls, however, they were sluggish at stores in urban locations such as fashion buildings and train station buildings in major cities. Regarding factory stores, though the increase in store visitors during the consecutive holidays in the second half of July had a positive contribution, the impact of unreasonable weather was significant, and sales were sluggish. On the other hand, the current strategy of leading shop members to our company's website is proving successful, and sales for directly managed store brands (Amphi, etc.) on our own EC platform came in at 155% YoY.

(\*Figures include EC sales on our own company's platform for brands distributed in the retail store business)

Amphi shops: Existing stores 98%, new stores 97%

Factory stores: Existing stores 84%, new stores 92%

#### •Wacoal's Own EC Site

Sales on our own EC platform came in at 142% YoY, as we continue to maintain high growth in this area.

(Includes sales on our own company's EC platform for brands distributed through wholesale and retail channels)

As a result of the above, Wacoal sales were 96% on a YoY basis (Jun.: 84%).



### **Peach John (Japan) Sales Summary (Jul.2020)**

Sales for Peach John's domestic business came in at 139% YoY (June: 132%), continuing with the significant growth experienced last month. In the store business, sales of standard products were strong as a tie-up plan with a fashion magazine gained topicality, however, due to unreasonable weather and other factors, the month ended at 98% YoY. On the other hand, sales of both standard products and discount products were strong on our own EC platform, registering high growth of 190% YoY.

Overseas operations (store situation) are as follows.

#### **Shanghai PJ: 66% (Jun. 80%)**

In addition to the impact of people refraining from going out due to the reemergence of spreading infectious disease, the number of EC site visitors did not recover, and sales were sluggish.

#### **PJ Hong Kong:88% (Jun. 59%)**

As a result of measures designed to prevent the reemergence and spread of infectious disease, sales were sluggish.

#### **Taiwan PJ: 106% (Jun. 96%)**

The number of visitors increased, leading to strong sales of standard products, and as a result, sales exceeded those of the same month last year.

## Wacoal (Overseas) Sales Summary (Jul. 2020)

Though sales through our own EC platform as well as those belonging to other companies were strong, the impact of restrained customer orders, etc. had a negative impact, and Wacoal America sales for July were lower than those achieved for the same month in the previous year. Regarding IO Inc. (Lively), we were successful with our proactive advertising investments aimed at acquiring new customers, resulting in an increase in both the number of customers and the purchase rate. Consequently, results were significantly above the initial plan as well as on a year-over-year (YoY) basis.

As a result of the above, sales for Wacoal International (IO Inc. and Wacoal America total) were 121% YoY, which is an increase of 21% (June: 88% YoY, a 12% decrease).

For Wacoal Europe, July sales fell below those recorded for the same month the previous year, as the UK business struggled due to a decrease in the number of customers visiting department stores and specialty stores in urban areas. Still, sales in Europe and the US are on a recovery trend, and our own EC channel in the UK continued to perform well, exceeding the initial plan.

As a result of the above, sales for Wacoal Europe were 76% YoY, which is a decrease of 24% (June: 80%, a decrease of 20%).

July sales for Wacoal China were 90% on a YoY basis (a decrease of 10%). Physical store sales struggled due to a decrease in customer traffic due to the spread of infectious disease in some areas. Additionally, though Amphi sales were strong on the EC platforms of other companies, due to the impact of declining customer numbers, sales decreased on a YoY basis.

<Reference>Main Wacoal Subsidiaries (Overseas) \*LC basis

### Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Jul.	YTD	Ratio
Store (Department )	67%	30%	45%
Store (outlet and retail)	53%	16%	1%
Department Store EC	126%	85%	17%
Third Party EC Sites	138%	112%	11%
Wacoal's Own EC Site	172%	165%	24%
Export (exclude Canada)	29%	22%	2%

•Brand

	Jul.	YTD	Ratio
Wacoal	87%	59%	69%
B.tempt'd	177%	78%	6%
CW-X	140%	141%	1%
LIVELY	—	—	24%

### Wacoal Europe

•Channel

	Jul.	YTD	Ratio
Department Store	55%	27%	13%
Independent (Speciality Store)	68%	54%	50%
Directly-Managed Store	108%	104%	10%
Third Party EC Sites	104%	77%	27%

•Area

	Jul.	YTD	Ratio
UK	53%	40%	26%
Europe	89%	68%	29%
North America	95%	66%	35%
Others	70%	65%	10%

### Wacoal China

•Channel

	Jul.	YTD	Ratio
Department Store	101%	71%	79%
Third Party EC Sites	77%	108%	14%
Others	50%	60%	7%

•Brand

	Jul.	YTD	Ratio
Wacoal	92%	77%	84%
Salute	127%	78%	10%
Amphi	176%	306%	1%
LA ROSABELLE	—	—	—
Peach John	49%	63%	5%

# Jun. 2020

## Overview

### Wacoal (Japan) Sales Summary (Jun. 2020)

#### •Wholesale Business

Sales (deliveries) for the wholesale business\* came in at 78% for the month on a year-over-year (YoY) basis (a decrease of 22%) (May was 51%, a decrease of 49%). With the rescinding of the state of emergency declaration issued in response to spreading novel coronavirus infections, June store-based sales were on a recovery trend. However, while the mass retailer channel exceeded results compared to the same month last year, department stores in the centers of major cities struggled as they were unable to experience recoveries in customer traffic.

Additionally, deliveries were sluggish due to the impact of inventory control measures, etc. implemented by clients.

On the other hand, even after the reopening of physical stores, sales through our company's EC platform, the total of which combines both the Wacoal and Wing brands, have remained strong at about 170%.

Store-based sales results for the month of June: department stores 89% (May 27%), Wacoal brand at mass retailers 106% (May 52%), Wing brand at mass retailers 109% (May 60%), and undergarment specialty stores 85% (May 39%).

(\*Figures include EC sales on our own company's platform for brands distributed in the wholesale business)

#### •Retail Business

For the retail store business\*, sales were 102% on a YoY basis. With the resumption of store operations, sales at Amphi stores recovered to 98% YoY, while factory stores recovered to 96% YoY. However, while suburban stores and those in malls are performing well, stores at terminal train stations in major cities are struggling. On the other hand, and continuing from the previous month, by leading shop members to our company's own EC site, sales for directly managed store brands (Amphi, etc.) on our own EC platform came in at 220% YoY.

(\*Figures include EC sales on our own company's platform for brands distributed in the retail store business)

Amphi shops: Existing stores 98%, new stores 98%

Factory stores: Existing stores 86%, new stores 96%

[Information related to store openings/closures]:[Opening] Factory store Yokohama Bayside

#### •Wacoal's Own EC Site

Even after the reopening of physical stores, sales on our own company's EC platform have remained strong, coming in at 185% YoY.

(Includes sales on our own company's EC platform for brands distributed through wholesale and retail channels)

As a result of the above, Wacoal sales were 84% on a YoY basis (May: 50%).

### **Peach John (Japan) Sales Summary (Jun. 2020)**

Sales for Peach John's domestic business came in at 132% YoY (May: 93%). After stores resumed operations, the number of customers visiting the stores increased, and sales of standard products were strong, resulting in an increase of 107% on a YoY basis. Regarding our own company's EC platform, continuing from last month, the number of new customers visiting the site increased, and sales of both standard products and discounted products were strong, with results coming in at 153% YoY.

Overseas operations (store situation) are as follows.

#### **Shanghai PJ: 80% (May 74%)**

Though sales of standard products were in a recovery trend, the number of visitors did not increase, and sales remained sluggish.

#### **PJ Hong Kong:59% (May 42%)**

In addition to the impact caused by the spread of the novel coronavirus, political instability also overlapped, and sales remained sluggish.

#### **Taiwan PJ: 96% (May 106%)**

Sales through our company's own EC platform were favorable due to the positive effects of promotions, but physical stores struggled due to declining tourist numbers.

### **Wacoal (Overseas) Sales Summary (Jun. 2020)**

Though almost all department stores had reopened for business, store-based sales remained at a low level. Additionally, due to the impact of restrained customer orders, etc., Wacoal America sales for June were lower than those achieved for the same month in the previous year. While the physical store channel is struggling on the one hand, on the other, the department store EC channel is performing well. Additionally, sales through specialty EC and our own EC platform remain strong, supporting sales overall. Regarding IO Inc. (Lively), we were successful with our proactive advertising investments aimed at acquiring new customers, posting a year-over-year increase.

As a result of the above, sales for Wacoal International (IO Inc. and Wacoal America total) were 88% on a year-over-year (YoY) basis, which is a decline of 12% (May: 63%, a decline of 37%).

Concerning Wacoal Europe, though lockdowns targeting retailers were eased and almost all stores resumed business, due to the impacts of restricted operating hours for UK department stores and hardships experienced by US department stores, June sales fell below those recorded for the same month last year. Regarding our own EC channel operating in the UK, it has remained strong even after the reopening of physical stores and is exceeding the initial plan.

As a result of the above, Wacoal Europe sales for June were 80% on a YoY basis (20% decrease) (May: 45%, a 55% decline).

June sales for Wacoal China were 95% on a YoY basis (a decrease of 5%). Due to the impact of changing the timing of promotional events held in the same month the previous year, and a decrease in store visitors due to the spread of novel coronavirus infections in some areas, physical store sales struggled. Concerning our own EC platform, sales increased on a YoY basis due to the strong performance of Amphi products and increased sales resulting from a large-scale promotion held by the EC mall operator.

<Reference>Main Wacoal Subsidiaries (Overseas) \*LC basis

**Wacoal International (America)**

•Channel(Wacoal+B.tempt'd)

	Jun.	YTD	Ratio
Store (Department )	39%	17%	31%
Store (outlet and retail)	—	2%	—
Department Store EC	125%	68%	24%
Third Party EC Sites	96%	106%	17%
Wacoal's Own EC Site	180%	162%	26%
Export (exclude Canada)	24%	9%	1%

**Wacoal Europe**

•Channel

	Jun.	YTD	Ratio
Department Store	44%	17%	10%
Independent (Speciality Store)	76%	48%	50%
Directly-Managed Store	150%	103%	13%
Third Party EC Sites	91%	68%	27%

**Wacoal China**

•Channel

	Jun.	YTD	Ratio
Department Store	84%	67%	52%
Third Party EC Sites	120%	111%	38%
Others	85%	61%	10%

•Brand

	Jun.	YTD	Ratio
Wacoal	71%	49%	77%
B.tempt'd	84%	50%	5%
CW-X	186%	141%	1%
LIVELY	—	—	16%

•Area

	Jun.	YTD	Ratio
UK	58%	35%	23%
Europe	98%	59%	31%
North America	80%	56%	35%
Others	94%	62%	11%

•Brand

	Jun.	YTD	Ratio
Wacoal	95%	75%	84%
Salute	112%	27%	8%
Amphi	243%	327%	1%
LA ROSABELLE	—	—	—
Peach John	83%	66%	7%

# May 2020

## Overview

### Wacoal (Japan) Sales Summary (May 2020)

#### •Wholesale Business

With the state of emergency declared in response to the spread of novel coronavirus infections gradually being lifted, store-based sales during the final week of May recovered to about 80% year-over-year (YoY). However, due to the suspension of business from the start to the middle of May, sales in the physical store channel remained sluggish, continuing the April trend. On the other hand, sales through our in-house EC platform, the total of which combines both the Wacoal and Wing brands, exceeded 200%. Meanwhile, sales for bras designed for sleeping, such as the Night Up Bra, and wireless bras, such as GOCOCi and SUHADA, have remained strong due to demand generated by people staying at home. Store-based sales results for the month of May: department stores 27% (April 13%), Wacoal brand at mass retailers 52% (April 29%), Wing brand at mass retailers 60% (April 33%), and undergarment specialty stores 39% (April 28%).

Sales (deliveries) for the wholesale business came in at 51% for the month on a year-over-year (YoY) basis (a decrease of 49%\*) (April was 28%, a decrease of 72%).

(\*Figures include in-house EC sales of brands in the wholesale business).

#### •Retail Business

For the retail store business, sales were 39% on a YoY basis, a decrease of 61% (April 22%, a decrease of 78%).

Stores sequentially reopened for business in line with the lifting of the emergency declaration. After the restart, sales at Amphi stores recovered to about 95% on a YoY basis, while those at Wacoal factory stores recovered to about 80%. However, the suspension of business in the first half of May negatively impacted the month overall. On the other hand, EC-based sales for directly-operated brands (Amphi, etc.) came in at 322% YoY. In addition to consistently leading online members to our EC website during the period of physical store closures, the rapid growth in demand for comfort clothing such as loungewear and Night Up Bras due to people staying at home contributed to this result.

(\*Figures include in-house EC sales of brands in the retail store business)

Amphi: Existing stores 24%, new stores 23% (April: existing stores 11%, new stores 11%)

Factory stores: Existing stores 19%, new stores 19% (April: existing stores 6%, new stores 6%)

[Information related to store openings/closures]:[Closure] Amphi Deux, Kyoto Marui

#### •Wacoal's Own EC Site

Physical store closures resulted in an increase in online store visitors and a rise in the purchase rate; as a result, in-house EC sales were 206% YoY.

As a result of the above, Wacoal sales were 50% on a YoY basis. (April: 28%, a decrease of 72%)

### **Peach John (Japan) Sales Summary (May 2020)**

Sales for Peach John's domestic business came in at 93% YoY (April: 81%). Though stores sequentially reopened for business in line with the lifting of the emergency declaration, the suspension of business from the first half of May negatively impacted the month overall. On the other hand, in-house EC sales came in at 177% on a YoY basis. This is a result of strong staple product sales and an increase in visits by new customers due to collaborative products gaining topicality.

Overseas operations (store situation) are as follows.

#### **Shanghai PJ: 74 %**

Though sales of staple products were in a recovery trend, the number of visitors did not increase, and sales remained sluggish.

#### **PJ Hong Kong: 42%**

In addition to the impact caused by the spread of the novel coronavirus, political instability also overlapped, and sales remained sluggish.

#### **Taiwan PJ: 106%**

Though sales at stores decreased versus the previous year due to the impact caused by the spread of the novel coronavirus, sales through the in-house EC platform were favorable due to the positive effects of promotions.

### **Wacoal (Overseas) Sales Summary (May 2020)**

As almost all stores were closed due to the spread of the novel coronavirus, Wacoal America sales for May were significantly lower than those achieved for the same month in the previous year. Though sales through department store EC platforms were firm, orders from clients are still restrained. On the other hand, the dedicated EC channel remained strong and is supporting the slumping wholesale business. Additionally, our own EC channel has significantly exceeded the results achieved for the same month last year due to an increase in online shopping demand across the entire market. Regarding IO Inc. (Lively), we were successful with our aggressive advertising investments and significantly increased the number of visitors, which led to sales exceeding the initial plan.

As a result of the above, sales for Wacoal International (IO Inc. and Wacoal America total) were 63% on a year-over-year (YoY) basis, which is a decline of 37% (April: 53%, a decline of 47%).

For Wacoal Europe, though lockdowns were eased in certain markets and retailers in some regions resumed business, declining sales centered around major regions such as the UK and US had an impact, and sales came in at 45% of a YoY basis, a decrease of 55% (April: 27%, a decrease of 73%).

Sales for Wacoal China were 111% on a YoY basis. Store-based sales exceeded those for the same month last year as the government's support activities for promoting sales were highly effective, thus prompting a recovery in customer numbers. EC sales on our own platform increased significantly on a YoY basis due to strong sales of Amphi products and our participation in new promotional measures implemented by EC mall operators.

<Reference>Main Wacoal Subsidiaries (Overseas) \*LC basis

**Wacoal International (America)**

•Channel(Wacoal+B.tempt'd)

	May	YTD	Ratio
Store (Department )	6%	6%	8%
Store (outlet and retail)	—	3%	—
Department Store EC	52%	27%	11%
Third Party EC Sites	169%	113%	36%
Wacoal's Own EC Site	178%	154%	45%
Export (exclude Canada)	2%	2%	0%

**Wacoal Europe**

•Channel

	May	YTD	Ratio
Department Store	5%	6%	2%
Independent (Speciality Store)	47%	34%	50%
Directly-Managed Store	113%	78%	16%
Third Party EC Sites	59%	56%	31%

**Wacoal China**

•Channel

	May	YTD	Ratio
Department Store	108%	63%	74%
Third Party EC Sites	192%	107%	19%
Others	59%	55%	7%

•Brand

	May	YTD	Ratio
Wacoal	45%	37%	66%
B.tempt'd	27%	34%	4%
CW-X	187%	125%	2%
LIVELY	—	—	28%

•Area

	May	YTD	Ratio
UK	30%	26%	28%
Europe	60%	40%	27%
North America	49%	43%	33%
Others	70%	44%	12%

•Brand

	May	YTD	Ratio
Wacoal	115%	70%	84%
Salute	124%	65%	10%
Amphi	421%	375%	1%
LA ROSABELLE	—	—	—
Peach John	71%	60%	5%



# April 2020

## Overview

### Wacoal (Japan) Sales Summary (April. 2020)

#### •Wholesale Business

After a state of emergency was declared in response to the spread of novel coronavirus infections, it was determined that sales personnel in applicable areas would stay at home starting from April 8. Additionally, after the state of emergency was expanded to cover the entire country on April 18, all sales personnel have been requested to stay at home since then. As of April 30, almost all stores have been closed (only some mass retailers remain open), and accordingly, sales derived from the physical store channel decreased significantly. Conversely, due to expanded demand because of people staying at home, EC channel sales of Wacoal brand and Wing brand sleep bras, such as the Night Up Bra, and the wireless bra GOCOCi have been comparatively strong. Store-based sales results for the month of April: department stores 13%, Wacoal brand at mass retailers 29%, Wing brand at mass retailers 33%, and undergarment specialty stores 28%. Sales (deliveries) for the wholesale business came in at 28% for the month on a year-over-year (YoY) basis (a decrease of 72%).

#### •Retail Business

For the retail store business, sales were 22% for the month on a YoY basis (a decrease of 78%). This reflects the fact that all stores (approximately 150 stores, including Amphi and factory stores) were closed from April 18 onward due to the spread of coronavirus infections. Regarding in-house EC sales for directly-operated store brands (Amphi, etc.), push marketing was successfully utilized for campaigns such as “Free shipping coupons,” and “BRAGENIC general elections,” increasing the number of customers aged 25 to 29 and resulting in YoY sales of 246%.

Amphi: Existing stores 11%, new stores 11%)

Factory stores: Existing stores 6%, new stores 6%)

#### •Wacoal's Own EC Site

Physical store closures resulted in an increase of online store visitors and a rise in the purchase rate; as a result, in-house EC sales were 176% YoY. Due to people working from home and refraining from going outside, sales of wireless bras and sleep bras were strong. Also, in addition to pajamas and loungewear, demand for sports bras and maternity products rose.

As a result, Wacoal's sales for the month of April were 28% on a year-over-year basis.

### Peach John (Japan) Sales Summary (April. 2020)

Sales for Peach John's domestic business came in at 81% YoY. Due to the spread of coronavirus infections, all directly-operated stores were temporarily closed. However, successful LINE stamp promotional measures drove an increase in the number of new visitors to the online store, thus contributing to increased in-house EC sales.

Overseas operations (store situation) are as follows.

#### Shanghai PJ: 68%

Since the easing of coronavirus countermeasures, the situation is gradually returning to normal. Full-price sales are recovering; however, sales remain at about 70% YoY.

#### PJ Hong Kong: 41%

Due to the spread of coronavirus infections, the number of store visitors decreased.

#### Taiwan PJ: 61%

Due to the spread of coronavirus infections, the number of store visitors decreased.

## Wacoal (Overseas) Sales Summary (April. 2020)

Due to a significant standstill in deliveries to our main clients because of business suspensions, Wacoal America struggled. Although sales through online platforms belonging to other companies were favorable, the fact that deliveries were limited to only some businesses also had an impact. Our own EC channel remained strong. Regarding IO Inc. (Lively), due to an increase in EC demand across the entire market, and aggressive investments for advertising expenses, the number of online store visitors increased significantly. Consequently, results were higher than initially planned.

As a result of the above, sales for Wacoal International (IO Inc. and Wacoal America total) were 53% on a year-over-year (YoY) basis, which is a decline of 47%.

For Wacoal Europe, as almost all the markets where we operate were locked down, sales came in at 27% YoY, a decrease of 73% (excluding Australia, all stores were closed, and only EC channels were operating). Regarding the company's own EC channel, which was started last year, results exceeded plan.

Sales for Wacoal China were 63% YoY, a decrease of 37%. On a YoY basis, sales were down 80% in February and about 50% in March. As we entered April, all stores had reopened, and as a result, store-based sales recovered to about 70%. In-house EC sales declined due to changes in the timing of promotional measures instigated by EC mall operators.

<Reference>Main Wacoal Subsidiaries (Overseas) \*LC basis

### Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Apr.	YTD	Ratio
Store (Department )	7%	7%	14%
Store (outlet and retail)	5%	5%	0%
Department Store EC	6%	6%	2%
Third Party EC Sites	67%	67%	25%
Wacoal's Own EC Site	135%	135%	59%
Export (exclude Canada)	1%	1%	0%

•Brand

	Apr.	YTD	Ratio
Wacoal	30%	30%	56%
B.tempt'd	54%	54%	3%
CW-X	78%	78%	1%
LIVELY	—	—	40%

### Wacoal Europe

•Channel

	Apr.	YTD	Ratio
Department Store	8%	8%	6%
Independent (Speciality Store)	21%	21%	43%
Directly-Managed Store	41%	41%	10%
Third Party EC Sites	52%	52%	41%

•Area

	Apr.	YTD	Ratio
UK	20%	20%	26%
Europe	24%	24%	25%
North America	36%	36%	42%
Others	21%	21%	7%

### Wacoal China

•Channel

	Apr.	YTD	Ratio
Department Store	59%	53%	66%
Third Party EC Sites	44%	93%	25%
Others	70%	54%	9%

•Brand

	Apr.	YTD	Ratio
Wacoal	63%	60%	85%
Salute	63%	53%	8%
Amphi	313%	367%	1%
LA ROSABELLE	—	—	—
Peach John	79%	57%	6%