

Monthly Data (FY2022)

■ Net Sales

	Apr.	May	Jun.	1Q	Jul.	Aug.	Sep.	2Q	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Annual
Wacoal (Japan)	268	139	105	146	88	83	82	85	79	108	96	94	103	98	134	113	104
Peach John (Japan)	139	108	91	107	87	97	103	95	115	106	105	108	101	87	107	99	102
Wacoal International (America)	296	222	163	215	126	137	132	131	120	100	86	103	109	118	102	110	134
Wacoal Europe	387	224	164	221	131	136	121	130	123	142	130	132	179	145	120	139	149
	Jan.	Feb.	Mar.	1Q	Apr.	May	Jun.	2Q	Jul.	Aug.	Sep.	3Q	Oct.	Nov.	Dec.	4Q	Annual
Wacoal China (Fiscal year ends in December)	83	647	152	153	122	97	90	121	88	72	85	81	86	81	126	95	104
2022年	109	53	73	77													77

* 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
Department Stores	493	173	83	140	114	75	84	93	96	103	99	99	139	92	92	105	106
GMS*, Supermarket	Wacoal Brand	256	136	91	129	110	56	76	80	90	109	95	99	98	87	96	94
	Wing Brand	238	116	83	116	98	70	78	82	90	107	94	98	90	79	95	89
Innerwear Specialty Stores	262	162	85	130	92	82	83	86	96	96	100	98	98	95	107	100	100
Sports Chains/Specialty Stores *1	136	140	88	113	181	81	85	114	100	87	103	96	119	86	100	102	106
Retail	332	171	82	133	95	76	74	82	93	95	100	96	113	90	107	105	100
Catalog mail-order	120	90	103	104	132	129	105	119	91	108	101	99	106	92	103	102	105
Wacoal's Own EC Site	92	87	105	94	107	112	107	109	106	111	94	103	103	103	116	107	103
Third Party EC Sites *2	143	101	115	111	118	115	102	112	91	111	103	102	114	121	118	103	107

*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	85	77	90	83	75	98	108	89	110	96	84	95	89	84	97	89	89
In Store	810	433	91	191	101	90	95	95	112	105	114	111	109	84	110	102	113
Third Party EC Sites/Other	96	78	95	89	100	123	122	114	157	166	163	162	145	113	135	131	120
Sales Total	139	108	91	107	87	97	103	95	115	106	105	108	101	87	107	99	102

■ Sales Summary

Wacoal Corp. reorganized its business divisions on April 1, 2021, as part of structural reforms aimed at achieving renewed growth and building a highly profitable management structure. As a result of this business reorganization, from April 2021, monthly reporting of sales by the Wholesale Business Division and the Retail Business Division will be discontinued, and sales will be reported instead on a Group Brand basis. Store-based sales will continue to be reported according to the channel.

March 2022

Overview

Wacoal (Japan) Sales Summary (Mar. 2021)

Wacoal sales were 134% on a year-over-year (YoY) basis (reference: vs the same month two years ago 123%) and on par with plan targets. Store-based sales struggled due to the impact of people staying at home because of the application of semi-state of emergency COVID-19 measures. However, as there was a decrease in product returns and this period was opposite the same period last year when there was a temporary impact (a negative impact on sales) due to changes in the way business was transacted with some department stores, a positive outcome for the month was achieved.

Wacoal sales for the fourth quarter accounting period were 113% YoY (reference: vs the same quarter two years ago 89%).

•1st Brand Group (responsible for brands organized around the Wacoal brand)

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand (innerwear), were 154% YoY. Contributing factors included strong EC sales on our own platform and robust deliveries for the Salute brand, as well as being opposite the same period last year when changes in the way business was conducted had a negative impact on sales. EC-based sales for the 1st Brand Group on our own platform came in at 119% on a YoY basis.

Sales* (deliveries) for the 1st brand group for the fourth quarter accounting period were 125% YoY. Additionally, sales on our own EC platform during the fourth quarter accounting period were 112% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 1st Brand Group).

•2nd Brand Group (responsible for the Wing Brand, personal wear, family wear, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, came in at 114% YoY. Strong performance on our own EC platform and a decline in product returns contributed to this positive result. EC-based sales for the 2nd brand group on our own platform were favorable at 143% YoY.

Sales* (deliveries) for the 2nd brand group for the fourth quarter accounting period were 99% YoY. Additionally, sales on our own EC platform during the fourth quarter accounting period were 127% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 2nd Brand Group).

•3rd Brand Group (responsible for brands organized around the Amphi brand)

Sales* for the 3rd Brand Group, which oversees the Amphi Brand, were 107% YoY (reference: vs two years ago 100%) but fell below plan targets. Additionally, EC-based sales for the 3rd Brand Group on our own platform were unable to overcome the high hurdle set in the same month of the previous year and also did not reach plan targets (85% YoY, 103% vs two years ago).

Sales* (deliveries) for the 3rd brand group for the fourth quarter accounting period were 105% YoY. Additionally, sales on our own EC platform during the fourth quarter accounting period were 79% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 3rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 92% (113% vs two years ago), Wacoal brand at mass retailers 96% (88% vs two years ago), Wing brand 95% (95% vs two years ago), and specialty stores 107% (129% vs two years ago).

Amphi, a primary shop among our directly-managed stores, struggled as customer numbers continued to decline even after the lifting of semi-state of emergency COVID-19 measures. As for factory stores, the number of visitors to commercial facilities increased significantly due to increased area-wide travel and a sale held during the three consecutive holidays in March, resulting in an increase in sales on a YoY basis.

Amphi: Existing stores 87%, new stores 88%

Factory stores: Existing stores 117%, new stores 117%

•Wacoal's Own EC Site

Sales* on our own EC platform were favorable at 116% on a YoY basis (reference: vs two years ago 140%). EC-based sales on our own platform during the fourth quarter accounting period were 107% YoY (reference: vs two years ago 143%).

(Includes sales on our own company's EC platform for brands distributed through 1st, 2nd and 3rd Brand Group)

Peach John (Japan) Sales Summary (Mar. 2022)

With favorable performance at directly-managed stores and on the EC platform serving as a driver, sales for Peach John's domestic business came in at 107% YoY (reference: vs two years ago 128%) and achieved plan targets.

Though promotional measures were implemented, sales at our EC site came in at 97% YoY due to the high hurdle set in the same month the previous year. As for directly-managed stores, sales came in at 110% YoY (and exceeded plan targets), with an increase in store visitors following the lifting of semi-state of emergency COVID-19 measures contributing. Sales at third-party EC sites were 135% YoY thanks to steady sales of main products.

Peach John sales during the fourth quarter accounting period were 99% YoY (reference: vs two years ago 115%).

Overseas operations (store situation) are as follows.

Shanghai PJ: 136%

Stores: Due to stricter government regulations related to COVID-19, the number of store visitors decreased, and sales fell YoY and below plan targets.

Online:Due to the effectiveness of sales promotions using influencers, sales were positive YoY and above plan targets.

PJ Hong Kong: 57%

Continuing from last month, store visitors decreased due to an increase in COVID-19 infections, and sales fell YoY and below plan targets.

Taiwan PJ: 108%

As a result of favorable sales at both stores and online, results came in above plan and on a YoY basis.

Wacoal (Overseas) Sales Summary (Mar. 2022)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 102% year-over-year (YoY), which is an increase of 2%, and also exceeded our plan targets (Reference: vs two years ago 128%). Additionally, sales for the fourth quarter accounting period were 110% YoY (Reference: vs two years ago 113%).

Against the backdrop of a supportive consumption environment in the US following the mid-February easing of restrictions that were put in place to deal with the Omicron variant of COVID-19, Wacoal America sales came in higher YoY and exceeded our plan targets with new product deliveries progressing favorably even after the implementation of retail price hikes (increases of about 4 to 5%).

Although wholesale sales grew YoY due to an expansion in the number of stores that the company operates, overall IO Inc. (LIVELY) sales fell both on a YoY basis and against the plan targets due to a decline in sales via our own EC site resulting from the impact of strategically narrowing down advertising costs based on the recent deterioration of sales promotion efficiency.

With strong sales in the major regions of the U.K., Europe, and North America, Wacoal Europe's sales came in at 120% YoY, an increase of 20%, and also exceeded our plan targets (Reference: vs two years ago 179%).

The UK performed well due to the contribution of deliveries to new clients. In Europe and North America, sales were robust, mainly at specialty stores, and increased YoY while also coming in above our plan targets.

Additionally, sales for the fourth quarter accounting period were 139% YoY (Reference: vs two years ago 123%).

Sales for Wacoal China were 73% YoY, a decrease of 27%, and also failed to achieve our plan targets (Reference: vs the same month two years ago 110%).

Sales at physical stores were significantly lower YoY and notably below our plan targets due to store closures and people staying at home because of the spread of COVID-19. Sales via third-party EC sites came in at the same level as last year due to the contribution of sales promotion activities; however, they fell short of our plan targets.

Additionally, cumulative sales for the January to March period were 77% YoY.

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

Wacoal International (America)

•Channel(Wacooal+B.tempt'd)

	Mar.	YTD	Ratio
Store (Department)	100%	171%	50%
Store (outlet and retail)	130%	265%	1%
Department Store EC	94%	121%	13%
Third Party EC Sites	115%	130%	14%
Wacoal's Own EC Site	113%	106%	19%
Export (exclude Canada)	116%	126%	3%

Wacoal Europe

•Channel

	Mar.	YTD	Ratio
Department Store	121%	167%	18%
Independent (Speciality Store)	148%	157%	52%
Directly-Managed Store	34%	70%	4%
Third Party EC Sites	103%	156%	21%
Wacoal's Own EC Site	116%	136%	5%

Wacoal China

•Channel

	Mar.	YTD	Ratio
Department Store	58%	68%	44%
Other physical stores	62%	74%	18%
Third Party EC Sites	100%	98%	20%
Others	97%	82%	18%

•Brand

	Mar.	YTD	Ratio
Wacooal	104%	138%	74%
B.tempt'd	113%	166%	8%
CW-X	90%	97%	1%
LIVELY	93%	114%	17%

•Area

	Mar.	YTD	Ratio
UK	139%	161%	32%
Europe	130%	145%	25%
North America	116%	149%	33%
Others	75%	128%	10%

•Brand

	Mar.	YTD	Ratio
Wacoal	70%	76%	84%
Salute	82%	73%	10%
Amphi	65%	77%	1%
Peach John	116%	93%	5%

February 2022

Overview

Wacoal (Japan) Sales Summary (Feb. 2022)

Wacoal sales were 98% on a year-over-year (YoY) basis (reference: vs the same month two years ago 74%). This result was due to the significant impact of people staying at home due to heavy snowfall and the application of semi-state of emergency COVID-19 measures.

•1st Brand Group (responsible for brands organized around the Wacoal brand)

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand (innerwear), were 102% YoY. In addition to strong EC performance, sales for products such as the “Night Up Bra” remained favorable. On the other hand, negative factors included people staying at home because of the spread of COVID-19 and struggles to attract customers due to heavy snowfall. EC-based sales for the 1st Brand Group on our own platform came in at 113% on a YoY basis.

(*Figures include EC sales on our own company’s platform for brands distributed in the 1st Brand Group).

•2nd Brand Group (responsible for the Wing Brand, personal wear, family wear, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, came in at a low level and were 92% YoY. This was due to a decline in the number of customers visiting real stores because of the spread of COVID-19, despite the strong performance of EC. EC-based sales for the 2nd Brand Group on our own platform were favorable, coming in at 124% on a YoY basis.

(*Figures include EC sales on our own company’s platform for brands distributed in the 2nd Brand Group).

•3rd Brand Group (responsible for brands organized around the Amphi brand)

Sales* for the 3rd Brand Group, which oversees the Amphi Brand, were 90% YoY (reference: vs two years ago 81%) and fell below plan targets. Additionally, EC-based sales for the 3rd Brand Group on our own platform were unable to overcome the high hurdle set in the same month of the previous year and also did not reach our plan target (76% YoY, 154% vs two years ago).

(*Figures include EC sales on our own company’s platform for brands distributed in the 3rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 92% (74% vs two years ago), Wacoal brand at mass retailers 87% (79% vs two years ago), Wing brand 79% (73% vs two years ago), and specialty stores 95% (97% vs two years ago).

Amphi, a primary shop among our directly-managed stores, struggled, mainly at suburban stores, due to a decline in the number of customer visits caused by the spread of COVID-19 and bad weather, although sales recovered in the second half of February due to the effect of bringing forward the launch of new products. As for factory stores, though sales to existing customers were favorable, they struggled due to bad weather and the spread of COVID-19, mainly in rural areas.

Amphi: Existing stores 88%, new stores 89%

Factory stores: Existing stores 98%, new stores 98%

• Wacoal's Own EC Site

Sales* on our own EC platform were 103% on a YoY basis (reference: vs two years ago 149%). However, our plan targets were not achieved due to sluggish growth of the purchase rate and other factors.

(Includes sales on our own company's EC platform for brands distributed through 1st, 2nd and 3rd Brand Group)

Peach John (Japan) Sales Summary (Feb. 2022)

Though sales for Peach John's domestic business came in at 87% YoY (reference: vs two years ago 127%), this was partially a result of being opposite the same period last year when a large-scale promotional campaign was held. On the other hand, plan targets were exceeded.

Our EC site sales came in at 84% YoY due to the high hurdle set in the same month the previous year; however, plan targets were achieved thanks to collaborative projects and sales promotion measures. As for directly-managed stores, the impact of people staying at home due to the spread of COVID-19 was significant, and sales were 84% YoY and also fell below plan targets. On the other hand, sales at third-party EC sites remained strong at 113% YOY due to steady sales of popular products.

Overseas operations (store situation) are as follows.

Shanghai PJ: 100%

Stores: In addition to the closure of unprofitable stores, a decline in the number of customers visiting stores due to the spread of COVID-19 also had an impact, and results were down both on a YoY basis and vs our plan.

Online: Sales were up YoY (but missed plan targets) thanks to sales promotion measures utilizing influencers.

PJ Hong Kong: %

Results missed significantly both on a YoY basis and vs our plan due to a decline in the number of customers visiting stores due to the spread of COVID-19.

Taiwan PJ: %

As a result of effective advertising activities and the favorable performance of standard products, sales came in above plan; however, they underperformed on a YoY basis.

Wacoal (Overseas) Sales Summary (Feb. 2022)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 118% year-over-year (YoY), which is an increase of 18%, and also reached plan levels (Reference: vs two years ago 99%).

Wacoal America sales came in higher YoY and exceeded the plan targets due to a recovery in economic activity following the lifting of restrictions to deal with the Omicron variant of COVID-19 in mid-February, as well as the delivery of new products. Additionally, retail prices were increased about 4-5% in early February. Despite wholesale sales being strong due to an expanded network of stores, IO Inc. (LIVELY) sales fell both on a YoY basis and vs the plan targets due to sluggish growth in the number of customers visiting the company's EC site and struggling sales at directly managed stores.

With strong sales in the major regions of the U.K. and North America, Wacoal Europe's sales came in at 145% YoY, an increase of 45%, and also met our plan targets (Reference: vs two years ago 99%).

Robust consumer spending contributed to strong performance across all channels in the UK. On the other hand, though sales in Europe increased on a YoY basis, they fell below our plan targets due to sluggish deliveries. In North America, sales came in higher both YoY and vs the plan, driven by strong sales via third-party EC sites.

Sales for Wacoal China were 53% YoY, a decrease of 47%, and also failed to achieve our plan targets (Reference: vs the same month two years ago 340%).

Sales at physical stores were significantly lower on a YoY basis and vs the plan targets due to the dislocation prior to the Chinese New Year period and store closures and people staying at home because of the spread of COVID-19. Sales via third-party EC sites came in at the same level as last year due to pushing back deliveries scheduled for January and implementing sales promotion measures; however, they fell short of our plan targets.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Feb.	YTD	Ratio
Store (Department)	127%	179%	51%
Store (outlet and retail)	175%	288%	1%
Department Store EC	149%	123%	13%
Third Party EC Sites	144%	132%	14%
Wacoal's Own EC Site	104%	105%	18%
Export (exclude Canada)	89%	127%	3%

Wacoal Europe

•Channel

	Feb.	YTD	Ratio
Department Store	150%	174%	18%
Independent (Speciality Store)	142%	160%	52%
Directly-Managed Store	62%	75%	4%
Third Party EC Sites	182%	164%	21%
Wacoal's Own EC Site	146%	138%	5%

Wacoal China

•Channel

	Feb.	YTD	Ratio
Department Store	41%	76%	47%
Other physical stores	56%	82%	20%
Third Party EC Sites	98%	95%	14%
Others	59%	75%	19%

•Brand

	Feb.	YTD	Ratio
Wacoal	123%	142%	74%
B.tempt'd	154%	171%	8%
CW-X	95%	97%	1%
LIVELY	94%	117%	17%

•Area

	Feb.	YTD	Ratio
UK	186%	166%	33%
Europe	141%	149%	24%
North America	137%	153%	32%
Others	106%	137%	11%

•Brand

	Feb.	YTD	Ratio
Wacoal	51%	81%	84%
Salute	47%	69%	11%
Amphi	110%	91%	1%
Peach John	93%	77%	4%

January 2022

Overview

Wacoal (Japan) Sales Summary (Dec. 2022)

Wacoal sales stalled at 103% on a year-over-year (YoY) basis (reference: vs the same month two years ago 82%) , due to factors such as reduced outings caused by the sudden increase in the number of infections since mid-January.

•1st Brand Group (responsible for brands organized around the Wacoal brand)

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand (innerwear), were 114% YoY. This was a result of strong sales of the Night Up Bra and other products. EC-based sales on our own platform for the 1st Brand Group came in at 104% on a YoY basis.

(*Figures include EC sales on our own company's platform for brands distributed in the 1st Brand Group).

•2nd Brand Group (responsible for the Wing Brand, personal wear, family wear, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which primarily oversees the Wing brand, were 85% YoY. This was a result of fewer customers visiting stores because of the spread of infections, despite some products remaining strong. EC-based sales for the 2nd Brand Group on our own platform were favorable, coming in at 116% on a YoY basis.

(*Figures include EC sales on our own company's platform for brands distributed in the 2nd Brand Group).

•3rd Brand Group (responsible for brands organized around the Amphi brand)

Sales* for the 3rd Brand Group, which oversees the Amphi Brand, were 113% YoY (reference: vs two years ago 76%), but fell short of our plan. EC-based sales for the 3rd Brand Group on our own platform were unable to overcome the high hurdle set in the same month of the previous year and did not reach our plan target (75% YoY, 114% vs two years ago).

(*Figures include EC sales on our own company's platform for brands distributed in the 3rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 139% (89% vs two years ago), Wacoal brand at mass retailers 98% (83% vs two years ago), Wing brand 90% (76% vs two years ago), and specialty stores 98% (102% vs two years ago).

Directly managed "Amphi" flagship stores performed strongly due to strengthening discount sales. However, since the end of January, they have faced challenges due to people staying home, particularly for rural stores. For outlet stores, the operating environment in early January improved significantly compared to the same month last year, resulting in an increase in sales.

Amphi: Existing stores 117%, new stores 120%

Factory stores: Existing stores 151%, new stores 150%

•Wacoal's Own EC Site

Sales* on our own EC site were 103% YoY. This is the result of holding discount sales (reference: vs two years ago 143%).

(Includes sales on our own company's EC platform for brands distributed through 1st, 2nd and 3rd Brand Group)

Peach John (Japan) Sales Summary (Jan. 2022)

Sales for Peach John's domestic business came in at 101% YoY (reference: vs two years ago 111%), and also exceeded the plan target.

While sales on our own EC site were unable to overcome the high hurdle set in the same month of the previous year and finished at 89% YoY, we achieved our plan target. Directly-managed stores achieved sales of 109% YoY, but did not reach the plan target due to people staying home. Due to selling products at regular prices, sales on third-party EC sites remained strong and came in at 145% YoY.

Overseas operations (store situation) are as follows.

Shanghai PJ: 68%

Stores: Despite favorable sales, the closure of unprofitable stores led to sales falling short both YoY and vs the plan.

Online: Despite promotional measures, sales fell short both YoY and vs the plan.

PJ Hong Kong: 167%

In addition to favorable sales, last minute demand before Chinese New Year contributed to higher sales YoY (plan target not achieved).

Taiwan PJ: 140 %

In addition to favorable sales, last minute demand before Chinese New Year contributed to higher sales YoY and achieving the plan target.

Wacoal (Overseas) Sales Summary (Jan. 2022)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 109% year-over-year (YoY), which is an increase of 9%; however, they fell below our plan targets (reference: vs two years ago 117%).

Wacoal America sales increased YoY but failed to achieve plan targets. Although there were negative impacts such as people staying at home due to the spread of COVID-19 infections and department stores showing restraint in taking deliveries as their fiscal reporting periods approached, deliveries to third-party EC operators were strong, resulting in the YoY increase. Sales for IO Inc. (LIVELY) fell YoY and also came in below our plan. This was a result of sluggish growth in the number of visitors to our EC site, in addition to the fact that deliveries to our business partners are recorded in February.

With strong sales in the major regions of the UK and North America serving as a driver, Wacoal Europe's sales came in at 179% YoY, an increase of 79%, and also exceeded our plan (Reference: vs two years ago 115%).

Continuing from last month, sales in the UK were strong across all channels. In Europe, sales fell short of our plan due to lockdowns in some cities caused by the spread of COVID-19. However, by the end of January, all lockdowns were lifted. In North America, results exceeded our plan, driven by strong third-party EC sales.

Sales for Wacoal China were 109% YoY, an increase of 9%, but failed to achieve our plan targets (Reference: vs the same month two years ago 91%).

Sales at physical stores were higher YoY as we started sales promotion measures for Chinese New Year earlier than last year. However, they fell below our plan targets due to store closures caused by the spread of COVID-19 and a decrease in customer visits resulting from stricter regulations before the Beijing Olympics. Regarding EC, though we implemented sales promotion measures utilizing live commerce, partially due to the monthly discrepancy resulting from the logistics suspension period before Chinese New Year for some of our clients, sales

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

Wacoal International (America)

•Channel(Wacooal+B.tempt'd)

	Jan.	YTD	Ratio
Store (Department)	107%	186%	51%
Store (outlet and retail)	99%	302%	1%
Department Store EC	124%	121%	13%
Third Party EC Sites	278%	131%	13%
Wacoal's Own EC Site	99%	105%	19%
Export (exclude Canada)	81%	137%	3%

Wacoal Europe

•Channel

	Jan.	YTD	Ratio
Department Store	246%	177%	17%
Independent (Speciality Store)	176%	161%	52%
Directly-Managed Store	60%	76%	5%
Third Party EC Sites	208%	162%	21%
Wacoal's Own EC Site	157%	137%	5%

Wacoal China

•Channel

	Jan.	YTD	Ratio
Department Store	115%	115%	51%
Other physical stores	118%	118%	19%
Third Party EC Sites	94%	94%	15%
Others	98%	98%	15%

•Brand

	Jan.	YTD	Ratio
Wacooal	117%	144%	73%
B.tempt'd	178%	173%	9%
CW-X	90%	97%	1%
LIVELY	75%	119%	17%

•Area

	Jan.	YTD	Ratio
UK	231%	164%	33%
Europe	178%	150%	24%
North America	161%	155%	32%
Others	135%	140%	11%

•Brand

	Jan.	YTD	Ratio
Wacoal	115%	115%	85%
Salute	92%	92%	11%
Amphi	79%	79%	1%
Peach John	64%	64%	3%

December 2021

Overview

Wacoal (Japan) Sales Summary (Dec. 2021)

Wacoal sales were 96% on a year-over-year (YoY) basis (reference: vs the same month two years ago 100%), failing to achieve both YoY and plan targets. This was a result of struggling sales of the Wing brand in reaction to the sales promotion held in November. Additionally, Wacoal sales for the third quarter accounting period were 94% YoY (reference: vs two years ago 98%).

•1st Brand Group (responsible for brands organized around the Wacoal brand)

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand (innerwear), were 97% YoY. This was a result of sluggish sales of Wacoal brand products at mass retailers, despite strong sales for some brands such as Salute. EC-based sales on our own platform for the 1st Brand Group came in at 93% on a YoY basis.

Sales* (deliveries) for the 1st Brand Group for the third quarter accounting period were 90% YoY. Furthermore, EC-based sales on our own platform for the third quarter accounting period came in at 106% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 1st Brand Group).

•2nd Brand Group (responsible for the Wing Brand, personal wear, family wear, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which primarily oversees the Wing brand, were 84% YoY. This was a result of a drop in store-based sales at mass retailers in reaction to the sales promotion held in November. EC-based sales for the 2nd Brand Group on our own platform were favorable, coming in at 106% on a YoY basis.

Sales* (deliveries) for the 2nd Brand Group for the third quarter accounting period were 93% YoY. Furthermore, EC-based sales on our own platform for the third quarter accounting period came in at 112% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 2nd Brand Group).

•3rd Brand Group (responsible for brands organized around the Amphi brand)

Sales* for the 3rd Brand Group, which oversees the Amphi Brand, were 100% YoY (reference: vs two years ago 84%). Though sales were at the same level as the same month last year, they fell short of our plan. EC-based sales for the 3rd Brand Group on our own platform were unable to overcome the high hurdle set in the same month of the previous year and did not reach our plan target (75% YoY, 131% vs two years ago).

Sales* (deliveries) for the 3rd Brand Group for the third quarter accounting period were 96% YoY. Furthermore, EC-based sales on our own platform for the third quarter accounting period came in at 83% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 3rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 99% (83% vs two years ago), Wacoal brand at mass retailers 95% (82% vs two years ago), Wing brand 94% (86% vs two years ago), and specialty stores 100% (115% vs two years ago).

Amphi: Existing stores 95%, new stores 96%

Factory stores: Existing stores 122%, new stores 121%

• Wacoal's Own EC Site

Sales* on our own EC site were unable to overcome the high hurdle set in the same month of the previous year and finished at 94% YoY (reference: vs two years ago 168%).

(Includes sales on our own company's EC platform for brands distributed through 1st, 2nd and 3rd Brand Group)

Peach John (Japan) Sales Summary (Dec. 2021)

Sales for Peach John's domestic business came in at 105% YoY (reference: vs two years ago 128%), and also exceeded the plan target.

Sales on our own EC site were unable to overcome the high hurdle set in the same month of the previous year and finished at 84% YoY, and also did not achieve our plan target. As a result of an increase in the number of customers visits, continuing from last month, and contributions from holding Sales, directly-managed stores achieved sales of 114% YoY while also exceeding our plan target. With the holding of Sales and selling products at regular prices contributing, sales on third-party EC sites came in at 163% YoY and were also above our plan target.

Peach John sales for the third quarter accounting period were 108% YoY (reference: vs two years ago 129%).

Overseas operations (store situation) are as follows.

Shanghai PJ: 148%

Stores: Due partly to the impact of store closures, sales fell short both YoY and vs the plan.

Online: As a result of promotional measures, sales exceeded those of the same period last year, however, fell below our plan target.

PJ Hong Kong: 146%

Sales were strong due to promotional measures and exceeded on a YoY basis; however, they failed to achieve our plan target.

Taiwan PJ: 111%

Stores: In addition to favorable sales of new products, promotional measures were also effective, resulting in higher sales on a YoY basis. However, the plan target was not achieved.

Online: Sales were favorable due to an increase in visitor numbers which continued from the previous month, and results exceeded both on a YoY basis and vs the plan.

Wacoal (Overseas) Sales Summary (Dec. 2021)

Sales for Wacoal International (Wacoal America and IO Inc. total) were 86% YoY, a decrease of 14% (reference: vs two years ago 101%). Additionally, sales for the third quarter accounting period came in at 103% YoY (reference: vs two years ago 97%).

Wacoal America sales were down on a YoY basis and also below our plan target. Factors contributing to this included the impact of the spread of COVID-19, major product out-of-stocks caused by lower fill rates, and inventory restraint by clients. Sales for IO Inc. (LIVELY) maintained the same level on a YoY basis due to purchasing campaigns and organic marketing. However, they fell below our plan target as visitor growth was sluggish.

With strong sales in the major regions of the U.K. and North America serving as a driver, Wacoal Europe's sales came in at 130% YoY, an increase of 30%, and also exceeded our plan (reference: vs two years ago 110%). Additionally, sales for the third quarter accounting period came in at 132% YoY. (reference: vs two years ago 113%).

Sales in the UK were strong across all channels. In Europe, though lockdowns impacted some cities, sales from Germany contributed positively to results, which came in at the plan level. In North America, results exceeded our plan, driven by strong EC sales.

Although Wacoal China struggled with sales both at stores and online, results came in at 126% YoY (26% increase) and above our plan due to the impact of financial adjustments such as point provisions (reference: vs two years ago 121%). Additionally, sales for the fourth quarter accounting period came in at 95% YoY. (reference: vs two years ago 92%).

Physical stores struggled as the number of visitors to commercial facilities decreased due to the spread of COVID-19 and pre-Olympic restrictions. For the EC segment, though we implemented promotional measures using live commerce at large-scale events organized by mall operators, the effect was limited. As a result, sales fell short on a YoY basis and vs the plan.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Dec.	YTD	Ratio
Store (Department)	86%	196%	52%
Store (outlet and retail)	173%	350%	1%
Department Store EC	83%	121%	13%
Third Party EC Sites	146%	121%	13%
Wacoal's Own EC Site	66%	106%	18%
Export (exclude Canada)	57%	146%	3%

Wacoal Europe

•Channel

	Dec.	YTD	Ratio
Department Store	149%	172%	18%
Independent (Speciality Store)	115%	160%	52%
Directly-Managed Store	60%	80%	5%
Third Party EC Sites	235%	158%	20%
Wacoal's Own EC Site	111%	135%	5%

Wacoal China

•Channel

	Dec.	YTD	Ratio
Department Store	78%	99%	47%
Other physical stores	96%	130%	27%
Third Party EC Sites	93%	83%	19%
Others	108%	85%	7%

•Brand

	Dec.	YTD	Ratio
Wacoal	90%	147%	73%
B.tempt'd	59%	183%	9%
CW-X	54%	99%	1%
LIVELY	99%	126%	17%

•Area

	Dec.	YTD	Ratio
UK	142%	158%	33%
Europe	99%	148%	24%
North America	167%	155%	32%
Others	102%	141%	11%

•Brand

	Dec.	YTD	Ratio
Wacoal	130%	105%	86%
Salute	82%	105%	9%
Amphi	100%	92%	1%
Peach John	137%	78%	4%

November 2021

Overview

Wacoal (Japan) Sales Summary (Nov. 2021)

Wacoal sales were 108% on a year-over-year (YoY) basis (reference: vs the same month two years ago 108%). This result was partly due to sales promotions at some mass retailers (Black Friday, etc.). Sales, however, did not reach plan targets.

•1st Brand Group (responsible for brands organized around the Wacoal brand)

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand (innerwear), were 109% YoY. In addition to a recovery in the number of customers visiting stores, strong sales of “Bust Care Bras,” “Night Up Bras,” and winter products contributed to this result. EC-based sales for the 1st Brand Group on our own platform were favorable, coming in at 114% on a YoY basis.

(*Figures include EC sales on our own company’s platform for brands distributed in the 1st Brand Group).

•2nd Brand Group (responsible for the Wing Brand, personal wear, family wear, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which primarily oversees the Wing brand, were 119% YoY. Sale promotions (Black Friday) implemented by some of our clients contributed to expanded sales. EC-based sales for the 2nd Brand Group on our own platform were favorable, coming in at 125% on a YoY basis.

(*Figures include EC sales on our own company’s platform for brands distributed in the 2nd Brand Group).

•3rd Brand Group (responsible for brands organized around the Amphi brand)

Sales* for the 3rd Brand Group, which oversees the Amphi Brand, were 95% YoY (reference: vs two years ago 87%) and fell below plan targets. However, the number of customers visiting factory stores and commercial facilities located at terminal stations in urban areas is gradually recovering. EC-based sales for the 3rd Brand Group on our own platform were unable to overcome the high hurdle set in the same month of the previous year and also did not reach plan targets (98% YoY, 167% vs two years ago).

(*Figures include EC sales on our own company’s platform for brands distributed in the 3rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 103% (85% vs two years ago), Wacoal brand at mass retailers 109% (127% vs two years ago), Wing brand 107% (115% vs two years ago), and specialty stores 96% (98% vs two years ago).

Sales at Amphi, a primary shop among our directly-managed stores, fell YoY. However, sales at factory stores were higher YoY, driven by an increase in visitors due to sales held by outlet facilities and strong sales of mainstay and knit products.

Amphi: Existing stores 89%, new stores 90%

Factory stores: Existing stores 113%, new stores 112%

• Wacoal's Own EC Site

Sales* on our own EC platform were 111% on a YoY basis (reference: vs two years ago 176%).

(Includes sales on our own company's EC platform for brands distributed through 1st, 2nd and 3rd Brand Group)

Peach John (Japan) Sales Summary (Nov. 2021)

Sales for Peach John's domestic business came in at 106% YoY (reference: vs two years ago 129%) and also exceeded plan targets.

Sales through our own EC site came in at 96% YoY due to the high hurdle set in the same month the previous year; however, plan targets were achieved. As a result of an increase in the number of customer visits continuing from last month, and contributions from holding Sales, directly-managed stores achieved sales of 105% YoY while also exceeding our plan targets.

Additionally, sales at third-party EC sites came in at 170% on a YOY basis and also exceeded our plan targets.

Overseas operations (store situation) are as follows.

Shanghai PJ: 82%

Online: The Singles' Day (double 11) sales campaign ended at the same level as the previous year, and sales during other periods struggled, causing results to fall both YoY and vs our plan targets.

Stores: Due to strengthened public safety regulations resulting from the spread of COVID-19 infections, the number of store visitors decreased, causing sales to fall below plan targets and on a YoY basis.

PJ Hong Kong: 114%

Partly due to holding Sales and the impact of sales measures, sales exceeded those of the same month last year; however, plan figures were not achieved.

Taiwan PJ: 95%

Online sales were strong due to increased visitors; however, they could not make up for the shortfall in sales at stores, which struggled due to the spread of COVID-19 infections, and results fell both YoY and vs our plan targets.

Wacoal (Overseas) Sales Summary (Nov. 2021)

Wacoal International (Wacoal America and Intimates Online, Inc.) saw total sales equal to 100% of sales in November of last year (Reference: 113% of sales in November 2019).

Although Wacoal America's over-the-counter sales remained strong during the Thanksgiving holiday period, sales have failed to meet forecasts and decreased year-on-year due to a shortage of flagship products resulting in a reduced fill rate.

Sales of Intimate Online's Lively brand increased year-on-year, but failed to meet forecasts due to a decrease in visitors after they reduced marketing expenses in response to a steep increase in advertising costs for major social media platforms.

Sales of Wacoal Europe exceeded forecasts, equal to 142% year-on-year (up by 42%), driven by strong sales in the United Kingdom, Europe, and North America (Reference: 132% of sales in November 2019).

In the United Kingdom, sales were strong across all channels. In Europe, sales have exceeded forecasts and increased year-on-year, with strong sales in France, Germany, and other countries due to deliveries being made in preparation for the holiday season. North America also had strong sales that exceeded forecasts.

Sales of Wacoal China decreased to 81% of sales in November of last year (down by 19%), significantly below forecasts (Reference: 72% of sales in November 2019). Brick-and-mortar stores struggled, as the pandemic has led to fewer visitors due to strict regulations and closure of some stores. As for EC, sales failed to meet forecasts and decreased year-on-year due to slow sales during EC mall's large-scale event.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Nov.	YTD	Ratio
Store (Department)	101%	215%	53%
Store (outlet and retail)	197%	383%	1%
Department Store EC	102%	124%	13%
Third Party EC Sites	38%	119%	12%
Wacoal's Own EC Site	117%	110%	18%
Export (exclude Canada)	138%	168%	3%

Wacoal Europe

•Channel

	Nov.	YTD	Ratio
Department Store	177%	175%	17%
Independent (Speciality Store)	150%	165%	53%
Directly-Managed Store	122%	83%	5%
Third Party EC Sites	103%	152%	20%
Wacoal's Own EC Site	124%	137%	5%

Wacoal China

•Channel

	Nov.	YTD	Ratio
Department Store	75%	101%	45%
Other physical stores	90%	133%	28%
Third Party EC Sites	83%	82%	20%
Others	78%	84%	7%

•Brand

	Nov.	YTD	Ratio
Wacoal	94%	154%	73%
B.tempt'd	122%	190%	9%
CW-X	93%	108%	1%
LIVELY	120%	128%	17%

•Area

	Nov.	YTD	Ratio
UK	133%	160%	32%
Europe	174%	153%	25%
North America	124%	154%	32%
Others	145%	148%	11%

•Brand

	Nov.	YTD	Ratio
Wacoal	82%	103%	85%
Salute	64%	107%	10%
Amphi	88%	91%	1%
Peach John	77%	75%	4%

October 2021

Overview

Wacoal (Japan) Sales Summary (Oct. 2021)

Wacoal sales were 79% on a year-over-year (YoY) basis (reference: vs the same month two years ago 87%), falling short on both a YoY basis and vs the plan. Since the state of emergency was lifted, store-based sales have been on a recovery trend (department stores 96%, Wacoal brand at mass retailers 90%, Wing brand 90%, specialty stores 96%). However, deliveries have been at a low level due to clients controlling their inventories and delays in delivering some products caused by the shutdown of factories in Vietnam.

• 1st Brand Group (responsible for brands organized around the Wacoal brand)

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand (innerwear), were 69% YoY. Though sales for the wireless bra SUHADAONE and the Prestige brand were favorable, delivery delays had a negative impact. EC-based sales for the 1st Brand Group on our own platform were strong, coming in at 112% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 1st Brand Group).

• 2nd Brand Group (responsible for the Wing Brand, personal wear, family wear, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, were 80% YoY. Though sales for the Cotton Luxury underwear series were strong, client inventory control and struggling store-based sales negatively impacted results. EC-based sales for the 2nd Brand Group on our own platform came in at 108% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 2nd Brand Group).

• 3rd Brand Group (responsible for brands organized around the Amphi brand)

Sales* for the 3rd Brand Group, which oversees the Amphi Brand, were 93% YoY (reference: vs two years ago 93%) and were also below our plan target. Continuing from last month, stores struggled to attract customers, and there were product delivery delays, which negatively impacted results.

Directly-managed stores: Stores struggled to attract customers, and the plan was not achieved (91% YoY, 90% vs two years ago).

Own EC: Unable to overcome the high hurdle set last year, and the plan was not achieved (81% YoY, 118% vs two years ago).

(*Figures include EC sales on our own company's platform for brands distributed in the 3rd Brand Group).

Additionally, store-based sales for each channel on a YoY basis: department stores 96% (100% vs two years ago), Wacoal brand at mass retailers 90% (106% vs two years ago), Wing brand 90% (110% vs two years ago), and specialty stores 96% (98% vs two years ago).

Though Amphi, a primary shop among our directly-managed stores, fell on a YoY basis, it is on a recovery trend centered around terminal stores in major cities. Sales at factory stores increased YoY due to a recovery in visitor numbers to commercial establishments following the lifting of the state of emergency and strong sales of non-core products.

Amphi: Existing stores 83%, new stores 85%

Factory stores: Existing stores 102%, new stores 102%

• Wacoal's Own EC Site

On our own EC site, sales* were 106% on a YoY basis (reference: vs two years ago 137%).

(Includes sales on our own company's EC platform for brands distributed through 1st, 2nd and 3rd Brand Group)

Peach John (Japan) Sales Summary (Oct.2021)

Sales for Peach John's domestic business came in at 115% YoY (reference: vs two years ago 131%), and also exceeded our plan targets.

Our own EC platform came in at 110% YoY and exceeded plan targets, with the launch of high-profile collaborative products contributing. As a result of an increase in the number of customers visits, directly-managed stores achieved sales of 112% YoY while also exceeding our plan targets. Additionally, sales at third-party EC sites came in at 157% on a YOY basis and exceeded our plan targets.

Overseas operations (store situation) are as follows.

Shanghai PJ: 52%

(Online): Due to restrained purchasing before the sales promotion campaign (Singles' Day), sales fell YoY and vs our plan targets.

(Stores): Due to the tightening of regulations because of the spread of COVID-19 infections, the number of customers visiting stores decreased, thus sales fell on a YoY basis and were also below plan targets.

PJ Hong Kong: 114%

Despite the impact of store closures due to bad weather, economic measures aimed at increasing consumption had a positive impact, and sales increased YoY and exceeded the plan.

Taiwan PJ: 124%

Thanks to the positive impact of promotional measures and a boost from the government's economic stimulus measures, sales increased YoY and also exceeded our plan targets.

Wacoal (Overseas) Sales Summary (Oct. 2021)

Sales for Wacoal International (total for Wacoal America and IO Inc.) were 120% year-over-year (YoY), which is an increase of 20% (Reference: vs two years ago 124%).

Sales for Wacoal America exceeded both the plan and on a YoY basis. Though EC sales were lower than in the same month of the previous year, overall sales were driven by strong sales at brick-and-mortar stores.

Sales for IO Inc. (LIVELY) fell both YoY and vs our plan. This was due to sluggish growth in visitor numbers caused by the tightening of digital privacy restrictions on targeted advertising, restraint on marketing expenses resulting from soaring advertising costs on major social media channels, and the impact of communication failures on some social media channels that occurred in early October.

Driven by strong sales in the U.K. and Europe, Wacoal Europe's sales came in at 123% YoY, an increase of 23%, and also exceeded our plan (Reference: vs two years ago 99%). In the UK, sales were strong due to an increase in tourists resulting from the relaxation of travel restrictions. Europe also performed well in all regions, with sales rising YoY and exceeding our plan. On the other hand, in North America, sales on third-party EC sites struggled, and results fell short of our plan.

Sales for Wacoal China were 86% YoY, a decrease of 14%, and also failed to achieve our plan targets (Reference: vs two years ago 97%). Physical store sales struggled due to the temporary closure of stores in some regions due to the spread of COVID-19 infections. Sales on third-party EC sites during the National Day of the People's Republic of China holiday were higher than the previous year due to the positive impact of sales promotion activities. However, due in part to Singles' Day pre-order sales, which started in late October, being booked in the following month, and though EC sales for October reached plan targets, results came in lower on a YoY basis.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Oct.	YTD	Ratio
Store (Department)	175%	237%	52%
Store (outlet and retail)	160%	426%	1%
Department Store EC	93%	127%	13%
Third Party EC Sites	81%	128%	13%
Wacoal's Own EC Site	95%	109%	18%
Export (exclude Canada)	53%	171%	3%

Wacoal Europe

•Channel

	Oct.	YTD	Ratio
Department Store	115%	175%	17%
Independent (Speciality Store)	131%	168%	52%
Directly-Managed Store	126%	80%	5%
Third Party EC Sites	104%	160%	21%
Wacoal's Own EC Site	151%	138%	5%

Wacoal China

•Channel

	Oct.	YTD	Ratio
Department Store	86%	104%	47%
Other physical stores	108%	128%	29%
Third Party EC Sites	53%	82%	17%
Others	78%	85%	7%

•Brand

	Oct.	YTD	Ratio
Wacoal	120%	163%	73%
B.tempt'd	185%	201%	9%
CW-X	92%	112%	1%
LIVELY	90%	129%	17%

•Area

	Oct.	YTD	Ratio
UK	112%	165%	32%
Europe	171%	151%	25%
North America	105%	158%	33%
Others	124%	149%	10%

•Brand

	Oct.	YTD	Ratio
Wacoal	88%	106%	85%
Salute	81%	112%	10%
Amphi	59%	92%	1%
Peach John	54%	74%	4%

September 2021

Overview

Wacoal (Japan) Sales Summary (Sep. 2021)

Wacoal sales were 82% on a year-over-year (YoY) basis (reference: vs the same month two years ago 61%), falling short on both a YoY basis and vs the plan. Due to the extension of the state of emergency declaration, the number of customers visiting commercial facilities was sluggish, and delivery delays for some products due to the closure of factories in Vietnam also had an impact, resulting in overall weakness for store-based sales. Additionally, Wacoal sales for the second quarter accounting period were 85% on a YoY basis (reference: vs two years ago 70%).

•1st Brand Group (responsible for brands organized around the Wacoal brand)

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand (innerwear), were 88% YoY. A decrease in the number of customers visiting major sales channels due to the extension of the state of emergency declaration contributed to this result. EC-based sales on our own platform for the 1st Brand Group came in at 98% on a YoY basis; though sales remained favorable due to the success of promotional measures, there were shortages of top-selling products. Sales* (deliveries) for the 1st Brand Group for the second quarter accounting period were 83% YoY. Furthermore, EC-based sales on our own platform for the second quarter accounting period came in at 104% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 1st Brand Group).

•2nd Brand Group (responsible for the Wing Brand, personal wear, family wear, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which primarily oversees the Wing brand, were 88% YoY. Though physical stores struggled due to the extension of the state of emergency declaration, sales on our own EC platform were strong. EC-based sales on our own platform for the 2nd Brand Group came in at 121% on a YoY basis. This result was because of the positive effect of sales promotion measures and sales contributions from the Match Me Bra and Synchro Bra.

Sales* (deliveries) for the 2nd Brand Group for the second quarter accounting period were 86% YoY. Furthermore, EC-based sales on our own platform for the second quarter accounting period came in at 114% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 2nd Brand Group).

•3rd Brand Group (responsible for brands organized around the Amphi brand)

Sales* for the 3rd Brand Group, which oversees the Amphi brand, were 74% YoY (reference: vs two years ago 68%) and also came in below our plan target. A decline in store visitors and delays with new products contributed to this result.

Directly-managed stores: The plan was not achieved as visitor numbers declined due to the extension of the state of emergency declaration (73% YoY, 63% vs two years ago)

Own EC: The plan was not achieved as we were unable to clear the high hurdle set the previous year. (86% YoY, 124% vs two years ago)

Sales* (deliveries) for the 3rd Brand Group for the second quarter accounting period were 82% YoY.

Furthermore, EC-based sales on our own platform for the second quarter accounting period came in at 89% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 3rd Brand Group).

Performance was sluggish in part due to the effects of people staying at home. Store-based sales for each channel on a YoY basis are as follows: department stores 84% (52% vs two years ago), Wacoal brand at mass retailers 76% (44% vs two years ago), Wing brand 78% (49% vs two years ago), and specialty stores 83% (70% vs two years ago). Furthermore, two years ago, sales in the same period were abnormally high due to last-minute demand before the consumption tax hike.

Amphi, a primary shop among our directly-managed stores, saw a significant drop in sales vs last year due to a decline in the number of customers visiting commercial facilities. Factory stores were also down vs last year partly due to people staying at home across a wide area; however, customer traffic was on a recovery trend toward the end of the month.

Amphi: Existing stores 67%, new stores 70%

Factory stores: Existing stores 79%, new stores 78%

•Wacoal's Own EC Site

*Sales through our own EC site were 107% (YoY) (reference: vs the same month two years ago 144%), clearing the high hurdle set by the same month last year.

EC-based sales on our own platform for the second quarter accounting period came in at 109% YoY (reference: vs two years ago 156%).

(Includes sales on our own company's EC platform for brands distributed through 1st, 2nd and 3rd Brand Group)

Peach John (Japan) Sales Summary (Sep.2021)

Sales for Peach John's domestic business came in at 103% YoY (reference: vs two years ago 95%); however, they fell short of our plan target.

For our own EC site, sales came in at 108% YoY due to strong pre-orders for much-talked-about collaborative products. Directly-managed stores recorded sales of 95% on a YoY basis and fell below our plan as the impact of a decline in visitors resulting from people staying at home was significant despite the implementation of sales promotion measures directed toward members. Regarding third-party EC sites, performance at some was strong, and sales came in at 122% YoY and were also above our plan target.

Peach John sales for the second quarter accounting period came in at 95% YoY (reference: vs two years ago 109%).

Overseas operations (store situation) are as follows.

Shanghai PJ: 77%

Online: As a result of promotional measures, sales exceeded those of the same period last year; however, they fell below our plan target.

Stores: Due to sluggish sales and the impact of store closures for renovations, sales were below plan targets and also fell on a YoY basis.

PJ Hong Kong: 101 %

Due to the positive impact of promotional measures, sales for standard products were strong, and results exceeded both the plan and on a YoY basis.

Taiwan PJ: 104%

Due to the strong performance of our own EC site and the effect of limited-time stores aimed at expanding brand awareness, overall sales exceeded those for the same period last year; however, our plan target was not achieved.

Wacoal (Overseas) Sales Summary (Sep. 2021)

Sales for Wacoal International (total for Wacoal America and IO Inc.) were 132% year-over-year (YoY), an increase of 32% (Reference: 127% vs two years ago). Additionally, sales for the second quarter accounting period were 131% YoY (Reference: 125% vs two years ago).

Wacoal America sales exceed both on a YoY basis and vs our plan despite momentum slowing from the previous month due to client inventories recovering to pre-pandemic levels and shortages for some products.

Though sales at IO Inc. (LIVELY) were up YoY, they failed to achieve our plan targets. Sales continued to be affected by restrictions on targeted advertising in response to the tightening of digital privacy and marketing expense restraint due to soaring advertising costs on major social media sites, leading to sluggishness in visitor numbers.

With strong sales in the major regions of the U.K., Europe, and North America serving as a driver, Wacoal Europe's sales came in at 121% YoY, which is an increase of 21%, and also exceeded our plan (Reference: 105% vs two years ago). Sales for the second quarter accounting period came in at 130% YoY, a 30% increase (Reference: 106% vs two years ago).

As for the UK, overall performance was strong due to the increased flow of people into urban areas. Additionally, for Europe, though Germany struggled, Northern Europe and the Netherlands performed well, and results exceeded our plan targets. On the other hand, sales in Australia and New Zealand struggled due to lockdowns in some regions caused by the spread of COVID-19.

Sales for Wacoal China were 85% YoY, a decrease of 15%, and they also failed to achieve our plan targets (Reference: 79% vs the same month two years ago). Sales for the third quarter accounting period came in at 81% YoY, a decrease of 19% (Reference: 81% vs two years ago).

Concerning physical stores, various sales promotion measures were implemented; however, sales were sluggish. Additionally, sales via third-party EC sites did not reach the level achieved during the same month last year. This was due to the purchasing rate falling below our plan despite the number of customers visiting sites increasing because of sales promotion measures utilizing live commerce.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Sep.	YTD	Ratio
Store (Department)	136%	254%	52%
Store (outlet and retail)	219%	558%	1%
Department Store EC	87%	135%	12%
Third Party EC Sites	135%	137%	14%
Wacoal's Own EC Site	139%	112%	18%
Export (exclude Canada)	192%	213%	3%

Wacoal Europe

•Channel

	Sep.	YTD	Ratio
Department Store	121%	191%	17%
Independent (Speciality Store)	133%	175%	52%
Directly-Managed Store	13%	68%	4%
Third Party EC Sites	102%	169%	21%
Wacoal's Own EC Site	271%	154%	6%

Wacoal China

•Channel

	Sep.	YTD	Ratio
Department Store	74%	106%	46%
Other physical stores	105%	143%	29%
Third Party EC Sites	96%	85%	18%
Others	72%	86%	7%

•Brand

	Sep.	YTD	Ratio
Wacoal	134%	172%	73%
B.tempt'd	107%	205%	8%
CW-X	150%	117%	1%
LIVELY	152%	135%	18%

•Area

	Sep.	YTD	Ratio
UK	131%	177%	32%
Europe	115%	148%	24%
North America	115%	167%	34%
Others	119%	154%	10%

•Brand

	Sep.	YTD	Ratio
Wacoal	87%	108%	85%
Salute	79%	116%	10%
Amphi	111%	95%	1%
Peach John	64%	76%	4%

August 2021

Overview

Wacoal (Japan) Sales Summary (Aug. 2021)

Wacoal sales were 83% on a year-over-year (YoY) basis (reference: vs the same month two years ago 67%), falling short on both a YoY basis and vs the plan. In addition to the extension of the state of emergency declaration and the expansion of the areas where it is in effect, unseasonable weather and large sporting events also prevented growth in the number of visitors to commercial establishments, and store-based sales struggled as a result.

•1st Brand Group (responsible for brands organized around the Wacoal brand)

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand (innerwear), were 80% YoY. Although some products, such as the Salute brand, performed well, the overall business struggled due to a decline in customer numbers caused by unseasonable weather and an extension to the state of emergency declaration. EC-based sales on our own platform for the 1st Brand Group came in at 108% YoY. This result benefitted from the effect of sales promotion measures and steady sales of our new product, “&RECOVERY.”

(*Figures include EC sales on our own company’s platform for brands distributed in the 1st Brand Group).

•2nd Brand Group (responsible for the Wing Brand, personal wear, family wear, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which primarily oversees the Wing brand, were 87% YoY. In addition to the impact of people staying at home due to the state of emergency declaration, there was also the impact of being opposite the period last year when large-scale sales promotion campaigns were held by some business partners (last year they were held in August, this year in July), so results fell short on both a YoY basis and vs our plan. Meanwhile, EC-based sales for the 2nd Brand Group on our own platform came in at 117% YoY.

(*Figures include EC sales on our own company’s platform for brands distributed in the 2nd Brand Group).

•3rd Brand Group (responsible for brands organized around the Amphi brand)

Sales* for the 3rd Brand Group, which oversees the Amphi Brand, were 76% YoY (reference: vs two years ago 74%). In addition to people staying at home due to a rapid increase in COVID-19 infections, visitors to commercial establishments also declined due to unseasonable weather. These factors impacted sales, which missed both on a YoY basis and vs our plan.

Directly-managed stores: The plan was not achieved as visitor numbers declined due to the spread of COVID-19 and unseasonable weather (75% YoY, 68% vs two years ago)

Own EC: The plan was not achieved due to the high hurdle from the previous year (92% YoY, 179% vs two years ago)

(*Figures include EC sales on our own company’s platform for brands distributed in the 3rd Brand Group).

Performance was sluggish due to a sharp increase in COVID-19 infections and unseasonable weather. Store-based sales for each channel on a YoY basis are as follows: department stores 75% (57% vs two years ago), Wacoal brand at mass retailers 56% (62% vs two years ago), Wing brand 70% (70% vs two years ago), and specialty stores 82% (88% vs two years ago). Results vs two years ago were also weak due to the impact of COVID-19 and because they were opposite the period two years ago when there was a rush of last-minute demand before the consumption tax hike.

Regarding directly-managed stores, our directly-controlled shop Amphi struggled due to a decline in visitors. Though we implemented measures such as bringing forward delivery dates for new products, these measures were ineffective, and sales dropped YoY. Additionally, for factory stores, unseasonable weather negatively impacted visitor numbers during Sales and the Obon holiday period, causing a YoY drop in sales.

Amphi: Existing stores 72%, new stores 75%

Factory stores: Existing stores 77%, new stores 77%

•Wacoal's Own EC Site

Sales through our own EC site were 112% (YoY) (reference: vs the same month two years ago 175%), clearing the high hurdle set by the same month last year.

(Includes sales on our own company's EC platform for brands distributed through 1st, 2nd and 3rd Brand Group)

Peach John (Japan) Sales Summary (Aug. 2021)

Sales for Peach John's domestic business came in at 97% YoY (reference: vs two years ago 109%), however, they achieved our plan targets.

Due to the high hurdle set last year, sales through our own EC site came in at 98% YoY. However, they exceeded plan targets due to the effectiveness of Sales and promotional measures.

Directly-managed stores recorded sales of 90% on a YoY basis and fell below our plan as the impact of a decline in visitors resulting from a rapid increase in COVID-19 infections was significant.

Driven by strong sales at the Wacoal Web Store, sales through third-party EC sites came in at 123% on a YoY basis and also topped our plan targets.

Overseas operations (store situation) are as follows.

Shanghai PJ: 53%

Online: Though new promotional measures were implemented, they were not effective, and we struggled. As a result, sales were below plan targets and also fell on a YoY basis.

Stores: Due to the impact of people staying at home due to the spread of COVID-19 infections, sales were below plan targets and also fell on a YoY basis.

PJ Hong Kong: 126%

Partly due to government benefits aimed at increasing consumption, sales exceeded plan targets and on a YoY basis.

Taiwan PJ: 89 %

Though online sales on our own EC platform were strong, they could not cover the shortcomings of directly-managed stores, which struggled due to the impact of people staying at home because of COVID-19. As a result, sales were down both vs the plan and on a YoY basis.

Wacoal (Overseas) Sales Summary (Aug. 2021)

Sales for Wacoal America exceeded our plan and were also up on a year-over-year basis. The effect of primary clients raising their inventory levels and deliveries to Canada and Mexico contributed to this result. Additionally, inventory levels at real stores have already returned to previous levels, and we expect delivery momentum to stabilize going forward.

Sales at IO Inc. (LIVELY) failed to achieve our plan targets and also fell YoY. As for our own EC operation, marketing expenses were curbed due to soaring advertising costs on major social media channels, and the number of site visitors was sluggish as a result. Wholesale sales were sluggish as well.

As a result of the above, sales for Wacoal International (IO Inc. and Wacoal America total) were 137% YoY, which is an increase of 37% (Reference: vs two years ago 111%).

Due to the continuation of strong sales in the major regions of the U.K., Europe, and North America, Wacoal Europe's sales came in at 136% YoY, an increase of 36% (Reference: vs two years ago 113%). In the UK, specialty stores and our own EC site continued to perform well from the previous month. Additionally, for Europe, though France and Germany struggled, other regions performed well, and results exceeded our plan targets. On the other hand, sales in Australia were weak due to lockdowns in some regions caused by the spread of COVID-19 variants.

Sales for Wacoal China were sluggish at 72% on a YoY basis, a decrease of 28%, and also failed to achieve our plan targets. (Reference: vs the same month two years ago 84%). Physical stores struggled due to the impact of store closures, etc., caused by the spread of COVID-19 variants. Sales via third-party EC sites were firm, due in part to the effect of sales promotion measures utilizing live commerce, however, overall sales fell short on a YoY basis and against our plan targets.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Aug.	YTD	Ratio
Store (Department)	189%	297%	52%
Store (outlet and retail)	249%	744%	1%
Department Store EC	84%	146%	13%
Third Party EC Sites	146%	132%	13%
Wacoal's Own EC Site	111%	108%	18%
Export (exclude Canada)	165%	220%	3%

•Brand

	Aug.	YTD	Ratio
Wacoal	146%	180%	72%
B.tempt'd	161%	246%	8%
CW-X	125%	110%	1%
LIVELY	98%	133%	19%

Wacoal Europe

•Channel

	Aug.	YTD	Ratio
Department Store	105%	216%	17%
Independent (Speciality Store)	160%	186%	51%
Directly-Managed Store	49%	76%	5%
Third Party EC Sites	162%	185%	22%
Wacoal's Own EC Site	163%	140%	5%

•Area

	Aug.	YTD	Ratio
UK	133%	189%	31%
Europe	134%	156%	24%
North America	144%	178%	35%
Others	119%	163%	10%

Wacoal China

•Channel

	Aug.	YTD	Ratio
Department Store	59%	110%	47%
Other physical stores	80%	149%	28%
Third Party EC Sites	94%	84%	18%
Others	75%	87%	7%

•Brand

	Aug.	YTD	Ratio
Wacoal	73%	111%	85%
Salute	70%	122%	10%
Amphi	101%	94%	1%
Peach John	57%	77%	4%

July 2021

Overview

Wacoal (Japan) Sales Summary (Jul. 2021)

Wacoal sales were 88% on a year-over-year (YoY) basis (reference: vs the same month two years ago 85%), falling short on both a YoY basis and vs our plan. Although store-based sales in the main channels exceeded those of the same month last year, they were impacted by inventory controls implemented by clients. Meanwhile, though performance struggled due to the impact of the state of emergency declarations issued for Tokyo and Osaka, store-based sales continued the recovery trend from last month.

•1st Brand Group (responsible for brands organized around the Wacoal brand)

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand (innerwear), were 82% YoY. In addition to the impact of people staying at home due to the state of emergency declarations issued for Tokyo and Osaka and semi-state of emergency COVID-19 measures elsewhere, deliveries were also sluggish due to inventory controls implemented by clients. As a result, sales underperformed both vs our plan and on a YoY basis. EC-based sales on our own platform for the 1st Brand Group came in at 105% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 1st Brand Group).

•2nd Brand Group (responsible for the Wing Brand, personal wear, family wear, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which primarily oversees the Wing brand, were 83% YoY. Continuing from last month, store-based sales centered around the new Match Me Bra remained at the same level on a YoY basis. However, partly because of client inventory controls, total sales for the 2nd Brand Group fell significantly below our plan. EC-based sales for the 2nd Brand Group on our own platform came in at 105% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 2nd Brand Group).

•3rd Brand Group (responsible for brands organized around the Amphi brand)

Sales* for the 3rd Brand Group, which oversees the Amphi Brand, were 95% YoY (reference: vs two years ago 94%). From the middle of July, visitors to commercial establishments were on a recovery trend, and sales at physical stores increased accordingly, ending the month on the same level as the plan.

Directly-managed stores: Although sales of main products were sluggish, our plan targets were achieved (YoY 95%, vs the same month two years ago 90%).

Own EC: The plan was not achieved due to the high hurdle from the previous year (YoY 90%, vs the same month two years ago 140%).

(*Figures include EC sales on our own company's platform for brands distributed in the 3rd Brand Group).

The recovery trend continued from the latter part of last month for store-based sales for each channel. Results on a YoY basis were: department stores 114% (vs two years ago 89%), Wacoal brand at mass retailers 110% (vs two years ago 83%), Wing brand 98% (vs two years ago 78%), and specialty stores 92% (vs two years ago 107%). Regarding directly-managed stores, though main products such as Glamarch struggled at the flagship shop Alphi, sales are on a recovery track due to an increase in store visitors that started from the middle of the month. Factory stores exceeded results YoY due to a recovery in the number of visitors to commercial establishments and contributions from sales promotion measures.

Amphi: Existing stores 87%, new stores 90%

Factory stores: Existing stores 102%, new stores 102%

•Wacoal's Own EC Site

Sales through our own EC site were 107% (YoY) (reference: vs the same month two years ago 153%), clearing the high hurdle set by the same month last year.

(Includes sales on our own company's EC platform for brands distributed through 1st, 2nd and 3rd Brand Group)

Peach John (Japan) Sales Summary (Jul. 2021)

Sales for Peach John's domestic business came in at 87% YoY (reference: vs two years ago 121%), however, they exceeded our plan targets.

For our own EC site, the hurdle set by the same month last year was high, and sales for the month finished at 75% YoY. However, due to strong sales of new colors of mainstay products, our plan targets were exceeded. Directly-managed stores exceeded the plan and recorded sales of 101% on a YoY basis due to an increase in customers visiting the stores to purchase mainstay products. Additionally, sales at EC sites of other companies came in at 100% on a YOY basis while also exceeding our plan targets.

Overseas operations (store situation) are as follows.

Shanghai PJ: 59%

Although sales promotion measures were implemented at both directly-managed stores and online, sales struggled, and as a result, fell below our plan targets and on a YoY basis.

PJ Hong Kong: 86%

Although sales came in lower on a YoY basis due to the impact of some store closures, the effectiveness of promotional measures contributed to an increase in store visitors while SALES contributed to revenue. Thus, results came in at the same level as our plan.

Taiwan PJ: 68 %

Though online sales on our own EC platform were strong, directly-managed stores struggled due to the impact of people staying at home because of the spread of COVID-19. As a result, sales were down both vs our plan and on a YoY basis.

Wacoal (Overseas) Sales Summary (Jul. 2021)

July sales for Wacoal America exceeded both our plan and, on a year-over-year (YoY) basis. In addition to the continued strong performance of physical stores and e-commerce in the US, where economic activities are resuming, deliveries to Canada and Brazil also contributed to this result.

With some of our major clients increasing their inventory levels, deliveries are also progressing favorably.

Meanwhile, sales at IO Inc (LIVELY) failed to achieve our plan targets and also fell on a YoY basis. This was due to the sluggish growth of EC site visitors resulting from curbed marketing expenses, which were restrained from a cost-benefit perspective in response to soaring advertising costs on major social media channels. Additionally, wholesale sales were also weak due to product shortages.

As a result of the above, sales for Wacoal International (IO Inc. and Wacoal America total) were 126% YoY, which is an increase of 26% (reference: vs two years ago 152%).

Due to strong sales continuing from the previous month in the major regions of the U.K., Europe, and North America, Wacoal Europe's July sales exceeded our plan, and also came in at 131% YoY, which is an increase of 31% (Reference: vs two years ago 100%). In the UK, specialty stores and our own EC site performed well. In Europe, southern European countries such as Spain and Italy struggled; however, recoveries in other regions made progress.

July sales for Wacoal China remained sluggish, coming in at 88% on a YoY basis, a decrease of 12%, and also failing to achieve our plan targets. (Reference: vs the same month two years ago 79%). Though a campaign designed to attract new customers to physical stores continued from the previous month, the stores struggled due to the impact of store closures and people staying at home because of the spread of COVID-19 variant infections. As for the EC business, efforts were made to increase average customer spending and the purchase rate. However, the number of site visitors fell below our plan targets: thus, sales underperformed on both a YoY basis and vs our plan.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Jul.	YTD	Ratio
Store (Department)	169%	345%	51%
Store (outlet and retail)	340%	1122%	1%
Department Store EC	99%	165%	14%
Third Party EC Sites	137%	129%	13%
Wacoal's Own EC Site	104%	107%	18%
Export (exclude Canada)	158%	238%	3%

•Brand

	Jul.	YTD	Ratio
Wacoal	137%	190%	72%
B.tempt'd	152%	238%	8%
CW-X	139%	109%	1%
LIVELY	94%	141%	19%

Wacoal Europe

•Channel

	Jul.	YTD	Ratio
Department Store	170%	323%	16%
Independent (Speciality Store)	142%	195%	51%
Directly-Managed Store	74%	85%	5%
Third Party EC Sites	105%	191%	23%
Wacoal's Own EC Site	149%	133%	5%

•Area

	Jul.	YTD	Ratio
UK	164%	220%	30%
Europe	119%	162%	25%
North America	118%	118%	35%
Others	127%	180%	10%

Wacoal China

•Channel

	Jul.	YTD	Ratio
Department Store	82%	119%	47%
Other physical stores	107%	164%	28%
Third Party EC Sites	73%	83%	18%
Others	82%	89%	7%

•Brand

	Jul.	YTD	Ratio
Wacoal	88%	117%	85%
Salute	88%	133%	10%
Amphi	129%	93%	1%
Peach John	76%	80%	4%

June 2021

Overview

Wacoal (Japan) Sales Summary (Jun. 2021)

Wacoal sales were 105% on a year-over-year (YoY) basis (reference: vs the same month two years ago 88%); however, they fell short of plan. Although sales were sluggish until mid-June due to the impact of people voluntarily staying at home because of the state of emergency declaration and semi-state of emergency COVID-19 measures, store-based sales have been on a recovery trend since the lifting of the state of emergency.

Additionally, Wacoal sales for the first quarter accounting period were 146% on a YoY basis (reference: vs two years ago 77%).

•1st Brand Group (responsible for brands organized around the Wacoal brand)

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand (innerwear), were 118% YoY. Although sales were affected by store closures in some areas and people voluntarily staying at home due to the state of emergency declaration that was extended until mid-June, they recovered in the latter half of the month and finished near a level close to the plan. EC-based sales for the 1st Brand Group on our own platform came in at 115% on a YoY basis.

Sales* (deliveries) for the 1st Brand Group for the first quarter accounting period were 152% YoY. Furthermore, EC-based sales on our own platform for the first quarter accounting period came in at 104% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 1st Brand Group).

•2nd Brand Group (responsible for the Wing Brand, personal wear, family wear, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which primarily oversees the Wing brand, were 102% YoY. The Match Me Bra, a new product, performed well due in part to the contribution of sales promotion measures that utilized social media. As a result, Wing Brand sales exceeded their plan. However, sales for personal wear, family wear, and men's wear were weak, so total sales for the 2nd Brand Group fell short of the plan targets. EC-based sales for the 2nd Brand Group on our own platform came in at 107% on a YoY basis.

Sales* (deliveries) for the 2nd Brand Group for the first quarter accounting period were 140% YoY. Furthermore, EC-based sales on our own platform for the first quarter accounting period came in at 93% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 2nd Brand Group).

•3rd Brand Group (responsible for brands organized around the Amphi brand)

Sales* for the 3rd Brand Group, which oversees the Amphi Brand, were 82% YoY (reference: vs two years ago 84%).

Due to the large impact of commercial facility closures in urban areas because of the extension of the state of emergency declaration, sales came in significantly below the plan.

Directly-managed stores: The plan was not achieved due to the impact of weekend store closures because of the extension of the state of emergency declaration (83% YoY, vs two years ago 77%).

Own EC: The plan was not achieved due to the high hurdle set the previous year (88% YoY, vs two years ago 194%).

Sales* (deliveries) for the 3rd Brand Group for the first quarter accounting period were 133% YoY. Furthermore, EC-based sales on our own platform for the first quarter accounting period came in at 73% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 3rd Brand Group).

This period is opposite the same month last year when a special flat-rate benefit of 100,000 was given to all citizens of Japan as an emergency economic measure in response to COVID-19, and results reflect this. Store-based sales for each channel on a YoY basis: department stores 83% (77% vs two years ago), Wacoal brand at mass retailers 91% (96% vs two years ago), Wing brand 83% (91% vs two years ago), and specialty stores 85% (78% vs two years ago).

Regarding directly-managed stores, although sales of the popular Bragenic bra were favorable, the mainstay Glamarich product struggled, and as a result, sales at the flagship shop Alphi were sluggish. Factory stores struggled until the middle of the month due to the impact of weekend closures caused by the extension of the state of emergency declaration. However, sales have been on a recovery trend since the latter part of the month as the number of customers visiting regional and suburban stores has increased.

Amphi: Existing stores 70%, new stores 72%

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

•Wacoal's Own EC Site

Sales through our own EC site were 105% (YoY) (reference: vs the same month two years ago 194%), clearing the high hurdle set by the same month last year (however, they fell short of plan). EC-based sales on our own platform for the first quarter accounting period came in at 94% YoY. (reference: vs two years ago 179%).

(Includes sales on our own company's EC platform for brands distributed through 1st, 2nd and 3rd Brand Group)

Peach John (Japan) Sales Summary (Jun. 2021)

Sales for Peach John's domestic business came in at 91% YoY (reference: vs two years ago 121%); however, they reached plan targets. For our own EC site, the hurdle set by the same month last year was high, and sales came in at 90% YoY; however, plan targets were achieved. Factors contributing to this include contributions from SALES and the favorable reception of the release of new colors of mainstay products. The plan was not achieved for directly-managed stores, and sales also came in at 91% YoY due to the impact of some store closures caused by the extension of the state of emergency declaration. Regarding EC sites of other companies, some sites struggled, and sales came in at 95% YoY. However, the plan was achieved as a result of strong sales at the Wacoal Web Store.

Peach John sales for the first quarter accounting period came in at 107% YoY. (reference: vs two years ago 112%).

Overseas operations (store situation) are as follows.

Shanghai PJ: 75%

Online: The number of visitors was sluggish, and sales struggled.

Directly-managed stores: Visits by customers to existing stores are on a recovery trend, and sales exceeded those of the same month in the previous year but still fell below plan.

PJ Hong Kong: 80%

The closure of some stores had an impact, and sales fell short on a YoY basis; however, due in part to the effects of promotional measures, the plan was achieved.

Taiwan PJ: 56%

Though online sales on our own EC platform were strong, directly-managed stores struggled due to the impact of people staying at home because of COVID-19. As a result, sales underachieved, both vs the plan and on a YoY basis.

Wacoal (Overseas) Sales Summary (Jun. 2021)

June sales for Wacoal America exceeded both the plan and, on a year-over-year (YoY) basis. Supported by robust personal spending, sales at both stores and online were strong, contributing to the continued positive results. Additionally, these results also exceeded those of the same month two years ago, which was not affected by COVID-19.

Against a backdrop of increases in the purchase rate and average customer spending, sales at IO Inc. (LIVELY) have maintained high growth. On the other hand, the number of visitors to the EC site fell below the plan, so the planned figures were not achieved.

As a result of the above, sales for Wacoal International (IO Inc. and Wacoal America total) were 163% YoY, which is an increase of 63% (reference: vs two years ago 143%).

Additionally, sales for the first quarter accounting period came in at 215% YoY. (Reference: vs two years ago 146%).

Due to strong sales in the major regions of the U.K., Europe, and North America, Wacoal Europe's June sales came in at 164% YoY, a 64% increase (Reference: vs two years ago 131%).

In addition to the recovery resulting from the lifting of lockdown measures in the UK and Europe, increased orders from the U.S. market, which continues to be strong, also contributed, thus results also significantly exceeded the plan. Sales in the department store channel have also achieved a significant recovery.

Additionally, sales for the first quarter accounting period came in at 221% YoY. (Reference: vs two years ago 111%).

June sales for Wacoal China remained sluggish at 90% on a YoY basis, and also failed to achieve plan targets (Reference: vs the same month two years ago 86%). Though a campaign to acquire new customers for physical stores was carried out, minimal progress was made in this regard. Additionally, this June was opposite the same period last year when sales promotion activities were held, contributing to the sluggishness. Regarding EC, the competitive environment with emerging brands is becoming more severe, causing the number of visitors during the promotional period implemented by operators to decrease; as a result, sales fell short of both the plan and on a YoY basis.

Additionally, sales for the second quarter accounting period came in at 99% YoY. (Reference: vs two years ago 90%).

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Jun.	YTD	Ratio
Store (Department)	285%	595%	51%
Store (outlet and retail)	—	10242%	1%
Department Store EC	115%	214%	14%
Third Party EC Sites	83%	127%	13%
Wacoal's Own EC Site	96%	108%	18%
Export (exclude Canada)	105%	374%	3%

Wacoal Europe

•Channel

	Jun.	YTD	Ratio
Department Store	316%	493%	16%
Independent (Speciality Store)	172%	227%	50%
Directly-Managed Store	64%	89%	5%
Third Party EC Sites	154%	242%	25%
Wacoal's Own EC Site	113%	127%	4%

Wacoal China

•Channel

	Jun.	YTD	Ratio
Department Store	90%	126%	47%
Other physical stores	117%	177%	27%
Third Party EC Sites	85%	84%	19%
Others	66%	90%	7%

•Brand

	Jun.	YTD	Ratio
Wacoal	150%	225%	71%
B.tempt'd	273%	409%	8%
CW-X	70%	103%	1%
LIVELY	200%	169%	20%

•Area

	Jun.	YTD	Ratio
UK	226%	255%	29%
Europe	144%	289%	24%
North America	154%	230%	37%
Others	127%	208%	10%

•Brand

	Jun.	YTD	Ratio
Wacoal	92%	122%	85%
Salute	94%	142%	10%
Amphi	102%	90%	1%
Peach John	65%	81%	4%

May 2021

Overview

Wacoal (Japan) Sales Summary (May 2021)

Wacoal sales were 139% on a year-over-year (YoY) basis. However, they fell short of plan due to store closures and people staying at home following the extension of the state of emergency declaration issued for Tokyo and Osaka prefectures. (Reference: vs two years ago 70%)

•1st Brand Group (responsible for brands organized around the Wacoal brand)

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand and others, were 128% YoY; however, due to the significant impact of store closures in Tokyo and the Kansai area and people staying home because of the state of emergency extension, plan targets were not achieved.

(*Figures include EC sales on our own company's platform for brands distributed in the 1st Brand Group).

•2nd Brand Group (responsible for the Wing Brand, personal wear, family wear, men's innerwear)

Sales * (deliveries) for the 2nd Brand Group, which oversees the Wing Brand, were 133% YoY. The Syncro Bra Top, which uses perspiration-absorbing and quick-drying materials, contributed to sales; however, in addition to the impact of people staying at home due to the extension of the state of emergency, shortened business hours at commercial facilities also had a negative impact and the plan was not achieved.

(*Figures include EC sales on our own company's platform for brands distributed in the 2nd Brand Group).

•3rd Brand Group (responsible for brands organized around the Amphi brand)

Sales* for the 3rd Brand Group, which oversees the Amphi Brand, were 171% YoY (reference: vs two years ago 67%). However, due to store closures continuing mainly in the Kansai area because of the extension of the state of emergency, results fell below plan targets.

Directly-managed stores:The plan was not achieved, partly due to a decrease in the number of customers visiting urban stores. (YoY 277%, vs two years ago 79%)

Own EC: The plan was not achieved due to the high hurdle from the previous year. (YoY 66%, vs two years ago 214%)

(*Figures include EC sales on our own company's platform for brands distributed in the 3rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 173% (47% vs two years ago), Wacoal brand at mass retailers 136% (70% vs two years ago), Wing brand 116% (70% vs two years ago), and specialty stores 162% (74% vs two years ago).

As for directly-managed stores, the flagship shop Alphi struggled with sales due to the impact of store closures accompanying the extension of the state of emergency declaration. Factory stores also continued their struggle from the previous month due to people curtailing their activities because of the state of emergency extension, a decrease in visitors to commercial establishments, and store closures in the Tokyo and Kansai area.

Amphi: Existing stores 249%, new stores 260%) (61% vs two years ago)

Factory stores: Existing stores 286%, new stores 300%) (62% vs two years ago)

•Wacoal's Own EC Site

Sales through our own EC site came in at 87% YoY and also fell below plan due to the high hurdle set by the same month the previous year. (Reference: vs two years ago 179%)
(Includes sales on our own company's EC platform for brands distributed through 1st, 2nd and 3rd Brand Group)

Peach John (Japan) Sales Summary (May 2021)

Sales for Peach John's domestic business came in at 108% YoY (Reference: vs two years ago 102%); however, they fell short of plan targets. Due to the high hurdle set last year, sales through our own EC site came in at 77% YoY. However, they exceeded plan targets and were driven by sales of collaborative products and mainstay items. Sales at directly-managed stores came in at 433% YoY, partly due to being opposite the same month the previous year when stores were temporarily closed due to the spread of COVID-19. However, the plan was not achieved because of the impact of store closures accompanying the extension of the state of emergency declaration in some areas. Regarding EC sites of other companies, some sites struggled, and sales came in at 78% YoY, falling short of plan targets.

Overseas operations (store situation) are as follows.

Shanghai PJ: 64%

(Online) The number of visitors resulting from implemented measures was less than planned, and sales struggled.

(Directly-managed stores) Visitors to existing stores recovered to the same level as the same month last year; however, due to the impact of store closures, results fell on a YoY basis and vs the plan.

PJ Hong Kong: 110%

Due to the positive impact of promotional measures, sales performed well, exceeding both the plan and on a YoY basis.

Taiwan PJ: 72%

Though online sales were strong, stores struggled because of people staying at home due to COVID-19, and sales were down both vs the budget and on a YoY basis.

Wacoal (Overseas) Sales Summary (May 2021)

May sales for Wacoal America exceeded both the plan and, on a year-over-year (YoY) basis. Factors contributing to the positive results included an easing of COVID-19 control measures and benefits payments from the government that supported growth in individual consumer spending, resulting in strong sales at both physical stores and the EC channel. (Reference: vs the same month two years ago, 112%). Sales at IO Inc. (LIVELY) grew significantly YoY. However, visitors to the EC site fell below what was planned, and some products were out of stock, so planned figures were not achieved.

As a result of the above, sales for Wacoal International (IO Inc. and Wacoal America total) were 222% YoY, which is an increase of 122% (Reference: vs the same month two years ago 126%).

May sales for Wacoal Europe exceeded both the plan and on a YoY basis, with strong sales in North America continued from the previous month which has greatly contributed to the sales. In the UK, the number of visitors to physical stores is gradually increasing. However, compared with other countries and regions recovering from lockdowns, the pace is slow, and results fell below the plan. On the other hand, after lockdowns were lifted on the European continent, sales have been strong, especially at specialty stores, and results exceeded both the plan and, on a year-over-year (YoY) basis. Additionally, other countries and regions such as Australia also performed well.

As a result of the above, May sales for Wacoal Europe were 224% on a YoY basis (an increase of 124%) and also exceeded the plan (Reference: vs the same month two years ago 101%).

May sales for Wacoal China were 97% on a YoY basis; however, they exceed the planned targets. (Reference: vs the same month two years ago 107%). At physical stores, sales promotions targeting members contributed to sales growth, and results exceed the plan. On the other hand, for EC, sales promotions implemented by site operators to stimulate consumption were smaller than the previous year when government support was received, resulting in fewer visitors. Thus, results fell below both the plan and on a YoY basis.

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

Wacoal International (America)

•Channel(Wacooal+B.tempt'd)

	May	YTD	Ratio
Store (Department)	1640%	1495%	50%
Store (outlet and retail)	—	6531%	1%
Department Store EC	335%	549%	12%
Third Party EC Sites	78%	151%	15%
Wacoal's Own EC Site	96%	114%	19%
Export (exclude Canada)	2524%	2014%	3%

Wacoal Europe

•Channel

	May	YTD	Ratio
Department Store	1332%	1011%	13%
Independent (Speciality Store)	218%	287%	49%
Directly-Managed Store	76%	115%	6%
Third Party EC Sites	267%	315%	28%
Wacoal's Own EC Site	125%	138%	4%

Wacoal China

•Channel

	May	YTD	Ratio
Department Store	94%	134%	50%
Other physical stores	129%	195%	28%
Third Party EC Sites	71%	84%	15%
Others	84%	100%	7%

•Brand

	May	YTD	Ratio
Wacooal	243%	300%	71%
B.tempt'd	551%	579%	8%
CW-X	66%	120%	1%
LIVELY	153%	157%	20%

•Area

	May	YTD	Ratio
UK	254%	282%	27%
Europe	192%	244%	23%
North America	238%	309%	39%
Others	197%	303%	11%

•Brand

	May	YTD	Ratio
Wacoal	99%	132%	85%
Salute	95%	156%	10%
Amphi	88%	86%	1%
Peach John	64%	88%	4%

April 2021

Overview

Wacoal (Japan) Sales Summary (Apr. 2021)

Wacoal sales were 268% on a year-over-year (YoY) basis. However, they fell short of plan due to people staying at home following the state of emergency declaration issued for Tokyo and Osaka prefectures. (reference: 75% vs two years ago)

Please note that YoY comparisons of sales for the 1st Brand Group and 2nd Brand Group will be disclosed from the following month onward as retroactive revisions of the previous year's results have not yet been completed.

• 1st Brand Group (responsible for brands organized around the Wacoal brand)

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand and others, came in above those achieved for the same month in the previous year; however, due to the impact of people staying at home because of the state of emergency declaration, they fell short of plan.

(*Figures include EC sales on our own company's platform for brands distributed in the 1st Brand Group).

• 2nd Brand Group (responsible for the Wing Brand, personal wear, family wear, men's innerwear)

Sales * (deliveries) for the 2nd Brand Group, which oversees the Wing Brand, exceeded both plan and those achieved in the same month in the previous year, due to the contribution of sales of Cotton Luxury Organic, which is underwear made with organic materials.

(*Figures include EC sales on our own company's platform for brands distributed in the 2nd Brand Group).

• 3rd Brand Group (responsible for brands organized around the Amphi brand)

Sales* for the 3rd Brand Group, which oversees the Amphi Brand, were 332% on a YoY basis, but this was partly due to being opposite the same month last year when sales were sluggish due to the spread of COVID-19 (reference: 73% vs two years ago). Due to the impact of the state of emergency declaration covering the metropolitan area, plan figures were not achieved.

Directly-managed stores: The plan was not achieved, partly due to a decrease in the number of customers visiting urban stores. (706% YoY, 66% vs two years ago)

Own EC: The plan was not achieved due to the high hurdle from the previous year. (67% YoY, 162% vs two years ago)

Store-based sales for each channel on a YoY basis: department stores 487% (64% vs two years ago), Wacoal brand at mass retailers 256% (74% vs two years ago), Wing brand 238% (80% vs two years ago), and specialty stores 98% (77% vs two years ago).

As for directly-managed stores, the flagship shop Alphi struggle with sales due to a decrease in the number of customers visiting stores because they were staying at home.

Factory stores also struggled due to: people curtailing their activities as a measure to help prevent the spread of the virus, a decrease in visitors to commercial establishments, and store closures in some areas due to the state of emergency declaration.

Amphi: Existing stores 606%, new stores 626%) (60% vs two years ago)

Factory stores: Existing stores 979%, new stores 999%) (54% vs two years ago)

• Wacoal's Own EC Site

Sales through our own EC site came in at 92% YoY and below plan due to the high hurdle set by the same month the previous year. (reference: 162% vs two years ago)

(Includes sales on our own company's EC platform for brands distributed through 1st, 2nd and 3rd Brand Group)

Peach John (Japan) Sales Summary (Apr. 2021)

Sales for Peach John's domestic business came in at 139% YoY (reference: vs two years ago 114%), however, did not achieve plan figures.

Though the number of visitors to our own EC site increased, the purchase rate declined due to inventory shortages of mainstay products, resulting in sales of 85% on a YoY basis. Sales at directly-managed stores came in at 810% YoY, partly due to being opposite the same month the previous year when stores were temporarily closed due to the spread of COVID-19.

However, the plan was not achieved because of the impact of store closures due to the state of emergency declaration issued for some areas. Regarding EC sites of other companies, sales came in at 96% YoY as they struggled due to a decline in visitor numbers.

Overseas operations (store situation) are as follows.

Shanghai PJ: 72%

Though sales of mainstay items are recovering, EC struggled due to a decrease in site visitors. At stores, promotional measures were successful, and sales exceeded on a YoY basis; however, they failed to achieve the plan figures.

PJ Hong Kong: 85%

Though promotional measures were implemented, sales were sluggish and fell below the plan and on a YoY basis.

Taiwan PJ: 122%

Visits by customers to both stores and the EC site are on a recovery trend, and sales exceeded those of the same month in the previous year but still fell below plan.

Wacoal (Overseas) Sales Summary (Apr. 2021)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 296% year-over-year (YoY), which is an increase of 196% (reference: vs the same month two years ago 143%).

April sales for Wacoal America exceeded both the plan and on a YoY basis (reference: vs the same month two years ago 122%). This was due to an acceleration of COVID-19 vaccinations and a strengthening economic recovery trend, which benefitted from the distribution of a \$1,400 per person benefit as a pillar of the government's economic stimulus package.

IO Inc. (LIVELY) sales exceeded both the plan and those achieved in the same month of the previous year. Factors contributing to this positive outcome included own EC sales exceeding the plan and strong sales at Target, with whom we commenced dealings in March.

April sales for Wacoal Europe were 387% on a YoY basis (an increase of 287%) and also exceeded the plan (reference: vs the same month two years ago 102%). In the UK, lockdowns were lifted on April 12, and though sales were strong at specialty stores, the recovery at department stores was weak, thus results fell short of plan. The European continent also fell short of plan. Though restrictions had been relaxed in some countries, the impact of lockdowns and curfews still in effect in several other countries weighed negatively on results. On the other hand, North America continued to perform well, which boosted the overall performance.

April sales for Wacoal China were 122% on a YoY basis; however, they failed to achieve plan targets. (reference: vs the same month two years ago 77%). At physical stores, sales remained sluggish, despite sales promotions aimed at increasing sales. Additionally, regarding EC, sales struggled during the promotional period implemented by operators, and as a result, fell short of the plan and on a YoY basis.

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

Wacoal International (America)

•Channel(Wacooal+B.tempt'd)

	Mar.	YTD	Ratio
Store (Department)	1360%	1360%	45%
Store (outlet and retail)	3237%	3237%	1%
Department Store EC	2057%	2057%	11%
Third Party EC Sites	302%	302%	19%
Wacoal's Own EC Site	134%	134%	21%
Export (exclude Canada)	1744%	1744%	3%

Wacoal Europe

•Channel

	Mar.	YTD	Ratio
Department Store	782%	782%	12%
Independent (Speciality Store)	431%	431%	48%
Directly-Managed Store	230%	230%	6%
Third Party EC Sites	374%	374%	30%
Wacoal's Own EC Site	161%	161%	4%

Wacoal China

•Channel

	Mar.	YTD	Ratio
Department Store	122%	151%	51%
Other physical stores	159%	232%	28%
Third Party EC Sites	93%	88%	15%
Others	76%	105%	7%

•Brand

	Mar.	YTD	Ratio
Wacooal	380%	71%	71%
B.tempt'd	619%	6%	6%
CW-X	220%	1%	1%
LIVELY	161%	22%	22%

•Area

	Mar.	YTD	Ratio
UK	334%	334%	22%
Europe	347%	347%	22%
North America	408%	208%	45%
Others	635%	635%	11%

•Brand

	Mar.	YTD	Ratio
Wacoal	120%	146%	85%
Salute	169%	187%	10%
Amphi	81%	86%	1%
Peach John	72%	97%	4%