

■ Net Sales

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

(Year on Year Change %)

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

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

(Year on Year Change %)

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■ 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.

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)

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Jun.	YTD	Ratio
Store (Department)			
Store (outlet and retail)			
Department Store EC			
Third Party EC Sites			
Wacoal's Own EC Site			
Export (exclude Canada)			

Wacoal Europe

•Channel

	Jun.	YTD	Ratio
Department Store			
Independent (Speciality Store)			
Directly-Managed Store			
Third Party EC Sites			
Wacoal's Own EC Site			

Wacoal China

•Channel

	Jun.	YTD	Ratio
Department Store			
Other physical stores			
Third Party EC Sites			
Others			

•Brand

	Jun.	YTD	Ratio
Wacoal			
B.tempt'd			
CW-X			
LIVELY			

•Area

	Jun.	YTD	Ratio
UK			
Europe			
North America			
Others			

•Brand

	Jun.	YTD	Ratio
Wacoal			
Salute			
Amphi			
Peach John			

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(Wacoal+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
Wacoal	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(Wacoal+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	226%	162%	50%
Other physical stores	266%	266%	27%
Third Party EC Sites	73%	87%	16%
Others	114%	115%	7%

•Brand

	Mar.	YTD	Ratio
Wacoal	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	155%	154%	85%
Salute	209%	193%	10%
Amphi	74%	87%	1%
Peach John	96%	103%	4%