

■ Net Sales

	Apr.	May	Jun.	1Q	Jul.	Aug.	Sep.	2Q	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Annual
Wacoal (Japan)	98	123	109	110	92	113		101									106
Peach John (Japan)	107	104	99	103	96	93		94									99
Wacoal International (America)	102	92	86	94	88			88									92
Wacoal Europe	128	132	93	116	125			125									118
Wacoal China	44	56	84	63	90			90									68

■ 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		113	153	98	118	95	115		103									112
GMS*, Supermarket	Wacoal Brand	109	115	101	107	104	109		106									107
	Wing Brand	105	114	100	106	105	107		106									106
Innerwear Specialty Stores		98	110	96	100	88	97		92									98
Sports Chains/Specialty Stores *1		103	120	111	112	78	128		95									104
Retail		115	130	109	117	91	113		105									112
Catalog mail-order		101	110	102	105	76	125		98									103
Wacoal's Own EC Site		107	98	92	98	100	96		98									98
Third Party EC Sites *2		111	108	100	106	123	115		119									110

*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 %)

[illegible]

Aug. 2022

Overview

Wacoal (Japan) Sales Summary (Aug. 2022)

Wacoal recorded sales of 113% year-over-year (YoY). Though sales were above the level of the same month of the previous year when there were struggles due to the impacts of the state of emergency declaration (in response to COVID-19) and unfavorable weather, they fell short of the plan target due to factors such as weak store visitor numbers.

•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. However, they fell below the plan target due to factors such as a slump in the number of customers visiting physical stores and production delays resulting in the delivery of some products being pushed back. EC-based sales for the 1st Brand Group on our own platform came in at 99% 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 115% YoY. Sales for the Wing brand exceeded the level of the same month of the previous year due to the strong performance of our own EC site that was driven by products made in collaboration with other brands and the Synchro Bra Top, etc., as well as the fact that this period stands opposite the same period one year ago that was more negatively impacted by the COVID-19 pandemic. On the other hand, sales of mainstay products such as the Beautiful Back Look Bra and the Lesiagne brand struggled at physical stores, resulting in sales falling short of the plan target. EC-based sales for the 2nd Brand Group on our own platform were 113% 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 and CW-X brand)

Sales* (deliveries) for the 3rd Brand Group, which oversees the Amphi and CX-W brands, were 113% YoY. In addition to the strong performance of factory stores, steady sales of Bragenic Plus and the CW-X brand resulted in sales exceeding the level of the same month of the previous year. But at the same time, sales fell short of the plan target due to factors such as sluggishness with the Glama-Rich line, a mainstay product at directly managed stores. EC-based sales for the 3rd Brand Group on our own platform were 82% 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 115%, Wacoal brand at mass retailers 109%, Wing brand 107%, and specialty stores 97%.

For Amphi, a primary shop among our directly managed stores, main products struggled, and sales fell YoY. As for factory stores, an increase in the number of store visitors contributed, and sales significantly exceeded those of the same month the previous year.

Amphi: Existing stores 97%, new stores 97%

Factory stores: Existing stores 139%, new stores 137%

• Wacoal's Own EC Site

Although the number of site visitors exceeded on a YoY basis, the purchase rate declined, resulting in sales* on our own EC platform coming in at 96% YoY and also falling below the plan target.

(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. 2022)

Peach John's domestic business sales were 93% YoY and below our plan target.

Sales at directly managed stores were 113% YoY due to the strong performance of the mainstay Nice Body Bra series. On the other hand, sales on our own EC site struggled, coming in at 76% YoY, as sales promotion measures did not lead to purchases as expected. Sales at third-party EC sites were 86% YoY; however, as sales of mainstay products on each site were firm, results exceeded our plan target.

Overseas operations (store situation) are as follows.

Shanghai PJ: 86%

Physical stores: Due to a decline in the number of customers resulting from the spread of COVID-19 infections, sales fell YoY and came in below the plan target.

Online: Due to the impact of sluggish performance generated via SALES, sales fell YoY and came in below the plan target.

PJ Hong Kong: 82%

Although sales came in above our plan target due to governmental sales support measures and other factors, they fell on a YoY basis.

Taiwan PJ: 107%

Though sales exceeded those of the same month of the previous year, which had experienced sluggishness due to spreading COVID-19 infections, they came in below our plan target.

Wacoal (Overseas) Sales Summary (Aug. 2022)

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Aug.	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

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

Wacoal China

•Channel

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

•Brand

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

•Area

	Aug.	YTD	Ratio
UK			
Europe			
North America			
Others			

•Brand

	Aug.	YTD	Ratio
Wacoal			
Salute			
Amphi			

July 2022

Overview

Wacoal (Japan) Sales Summary (Jul. 2022)

Wacoal recorded sales of 92% year-over-year (YoY), with results also falling below our plan target. The number of customers visiting physical stores was sluggish from mid-July onward and was one of the factors contributing to this performance.

•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 89% YoY. Though some products, such as the Bust Care Bra and Night Up Bra, exceeded plan targets, other products, such as underwear and panties, came in below plan. Additionally, the Salute brand and Wacoal brand lines Parfage and Lasee were sluggish, while sales at department stores and specialty stores also struggled. As a result of these factors, sales fell YoY and came in below our plan target. EC-based sales for the 1st Brand Group on our own platform came in at 101% 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 96% YoY. Though sales for the Wing brand were strong at mass retailers and remained favorable on our own EC site, growing YoY, due to a slump in nightwear and other items, sales for the 2nd Brand Group overall fell short both YoY and vs the plan. EC-based sales for the 2nd brand group on our own platform were 128% 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 and CW-X brand)

Sales* (deliveries) for the 3rd Brand Group, which oversees the Amphi Brand, were 98% YoY. While the number of customers visiting stores was stagnant, results from Sales exceeded those of the same month last year. However, sales of the mainstay Glama Rich Bra were sluggish, resulting in Group sales falling YoY and coming in below our plan target. On the other hand, sales of wellness items, such as CW-X, finished significantly higher YoY. EC-based sales for the 3rd brand group on our own platform were 85% 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 95%, Wacoal brand at mass retailers 104%, Wing brand 105%, and specialty stores 88%.

For Amphi, a primary shop among our directly managed stores, main products struggled, and sales fell YoY. As for factory stores, sales came in at the same level as last year.

Amphi: Existing stores 87%, new stores 88%

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

• Wacoal's Own EC Site

Sales* on our own EC platform were at the same level as last year at 100% YoY but fell below our plan target.

(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. 2022)

Peach John's domestic business sales were 96% YoY and below our plan target.

Sales at directly managed stores were 108% YoY due to favorable sales for main products, such as the Nice Body Bra. Sales at third-party EC sites were 112% YoY thanks to the steady performance of main products. On the other hand, sales on our own EC site struggled, coming in at 81% YoY, as promotional measures did not lead to as many purchases as expected.

Overseas operations (store situation) are as follows.

Shanghai PJ: 65%

Physical stores: Due to a decline in the number of customers resulting from the spread of COVID-19 infections, sales fell YoY and came in below the plan target.

Online: Due to decreased exposure for innerwear on major third-party EC sites, sales fell YoY and came in below the plan target.

PJ Hong Kong: 105%

Due to favorable contributions from Sales, results increased YoY. However, due to the impact of store closures caused by a typhoon, they came in below our plan target.

Taiwan PJ: 139%

Due to the impact of spreading COVID-19 infections, store sales struggled. Although results increased YoY, they fell short of our plan target.

Wacoal (Overseas) Sales Summary (Jul. 2022)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 88% year-over-year (YoY), a decrease of 12%; they also fell below our plan target.

Sales for Wacoal America fell short on a YoY basis and came in below our plan target. This was due to a lack of progress in deliveries to department stores, etc., caused by delays at the Dominican factory and client purchasing restraint. IO Inc.'s (LIVELY) overall sales fell YoY and came in under our plan target. This was due to sluggish sales on our own EC platform, as sales promotion expenses were held down in light of the deteriorating marketing environment.

Sales for Wacoal Europe were 125% YoY, an increase of 25%; they also came in above our plan target. Though sales in Europe were lower YoY due to warehouse shipping delays and other factors, swimwear sales were strong in the UK, and in the US, deliveries of the Elomi brand proceeded favorably, resulting in a YoY increase.

Sales for Wacoal China fell, coming in at 90% YoY, a 10% decrease, and were also below our plan target. Physical store sales struggled as visitor numbers remained sluggish due to the continuation of severe restrictions in response to COVID-19 and record-breaking heat waves affecting various regions. Additionally, though sales on third-party EC sites exceeded those of the previous year due to contributions resulting from the start of transactions with new EC operators, etc., results came in below our plan partly due to a lack of brand recognition.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Jul.	YTD	Ratio
Store (Department)	80%	90%	48%
Store (outlet and retail)	79%	87%	1%
Department Store EC	74%	92%	13%
Third Party EC Sites	97%	98%	14%
Wacoal's Own EC Site	97%	98%	19%
Export (exclude Canada)	148%	177%	5%

Wacoal Europe

•Channel

	Jul.	YTD	Ratio
Department Store	139%	147%	20%
Independent (Speciality Store)	100%	107%	46%
Directly-Managed Store	83%	85%	4%
Third Party EC Sites	158%	158%	7%
Wacoal's Own EC Site	182%	119%	23%

Wacoal China

•Channel

	Jul.	YTD	Ratio
Department Store	86%	66%	44%
Third Party EC Sites	94%	73%	31%
Other physical stores	104%	73%	22%
Others	94%	53%	3%

•Brand

	Jul.	YTD	Ratio
Wacoal	88%	94%	73%
B.tempt'd	79%	108%	9%
CW-X	64%	76%	1%
LIVELY	94%	81%	17%

•Area

	Jul.	YTD	Ratio
UK	148%	147%	37%
Europe	94%	108%	22%
North America	130%	104%	32%
Others	111%	108%	9%

•Brand

	Jul.	YTD	Ratio
Wacoal	91%	69%	89%
Salute	98%	70%	10%
Amphi	68%	70%	1%

June 2022

Overview

Wacoal (Japan) Sales Summary (Jun. 2022)

Sales of Wacoal were 109% year-over-year (YoY), reversing the results from the state of emergency the previous year. On the other hand, recovery from the effects of the pandemic was slower than expected, resulting in failure to meet the plan target.

Sales of Wacoal for the first quarter accounting period were 110% YoY.

•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 due to improved in-store sales. On the other hand, the plan was not achieved due to struggling EC sales on our own platform. EC-based sales for the 1st Brand Group on our own platform were 92% YoY.

Sales* (deliveries) for the 1st Brand Group for the first quarter accounting period were 109% YoY. In addition, 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 111% YoY. This was a result of improved sales from some products, such as the flagship product "Tokihanatsu Bra." EC-based sales for the 2nd Brand Group on our own platform were 99% YoY.

Sales* (deliveries) for the 2nd Brand Group for the first quarter accounting period were 101% YoY. In addition, EC-based sales on our own platform for the first quarter accounting period 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* (deliveries) for the 3rd Brand Group, which oversees the Amphi Brand, were 109% YoY, reversing the results from the state of emergency the previous year. However, the plan target was not achieved due to the spread of COVID-19 leading to fewer in-store customers. EC-based sales for the 3rd Brand Group on our own platform were 84% YoY.

Sales* (deliveries) for the 3rd Brand Group for the first quarter accounting period were 117% YoY. In addition, EC-based sales on our own platform for the first quarter accounting period came in at 81% YoY.

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

Sales in each channel on a point-of-sale basis were: 98% for department stores, 101% for mass Wacoal brand retailers, 100% for Wing brand stores, and 96% for specialty stores.

Amphi, our directly-managed flagship retail store, aimed to increase sales through large-scale group deliveries. However, the number of customers visiting the store was sluggish, and sales dropped YoY. For factory stores, sales increased YoY due to the robust performance of individual promotional measures such as summer sales and new membership promotions.

Amphi: Existing stores 95%, new stores 95%

Factory stores: Existing stores 110%, new stores 109%

•Wacoal's Own EC Site

Sales* on our own EC platform were 92% YoY, failing to reach the high bar set in the previous year.

EC-based sales on our own platform for the first quarter accounting period came in at 98% YoY.

(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. 2022)

Despite strong sales at retail stores, Peach John's domestic business sales were 99% YoY, in line with the target plan. This was due to struggling EC-based sales on our own and third party platforms.

Though promotional measures were implemented, the summer sale fell below the plan target. As a result, EC-based sales on our own platform came in at 96% YoY. Retail store sales were 106% (and also exceeded the plan target) compared to the previous year due to an increase in visitors going to stores, caused by increased outings following the lifting of semi-state of emergency COVID-19 measures and the strong promotion performance. Sales at third-party EC sites were 88% YoY thanks to steady sales of main products, falling below the previous year but mostly in line with the plan target.

Overseas operations (store situation) are as follows.

Shanghai PJ: 64%

Even after the lifting of COVID-19 lockdowns, store traffic remained low and affected sales.

Both mail-order and in-store sales fell YoY and below the plan target.

PJ Hong Kong: 114%

Strong sales of the Strapless Bra, a seasonal product, led to higher sales YoY.

Taiwan PJ: 156%

Although the YoY increase was significant due to being opposite the state of emergency during the previous year, the sales promotion measures did not perform well and the plan target was not achieved.

Wacoal (Overseas) Sales Summary (Jun 2022)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 86% year-over-year (YoY), a decrease of 14%; falling below YoY and our plan target. Additionally, sales for the first quarter accounting period were 94% YoY.

For Wacoal America, EC sales were strong. However, physical store sales fell below YoY, and as a result, overall sales fell below YoY and our plan. Contributing factors included rebound from last year when there was a recovery from the COVID-19 slump and clients demonstrating purchasing restraint due to concerns about future slumps in consumer confidence.

IO Inc.'s (Lively) overall sales fell YoY and came in under our plan target. EC sales continued to struggle as advertising was decreased based on worsening marketing investment efficiency and other factors. Additionally, wholesale sales were sluggish as clients struggled to attract customers and thus curbed their purchasing.

Sales for Wacoal Europe were 93% year-over-year, a decrease of 7%; they also fell below our plan target. On the other hand, sales for the first quarter accounting period were 116% YoY, and above our plan target.

In the UK, sales were strong at specialty stores and department stores, bettering those for the same period last year. However, in Europe, though swimwear sales were favorable, other products struggled, and sales fell below YoY.

Sales in North America fell below YoY due to rebound from last year when there was a recovery from the COVID-19 slump and other factors.

Sales for Wacoal China fell at 84% YoY, a 16% decrease, and were also below our plan target. Sales for the first quarter accounting period were 63% YoY.

For physical stores, though movement restrictions for COVID-19 were eased, the return of customers to commercial facilities was sluggish due to prevention of infections, resulting in slow sales. Though the purchase rate and the purchase unit price increased due to CRM activities and other factors, E-commerce continued to struggle as the number of visitors decreased due to the impact of promotion cancellations, etc.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Jun.	YTD	Ratio
Store (Department)	72%	94%	49%
Store (outlet and retail)	77%	90%	1%
Department Store EC	81%	98%	14%
Third Party EC Sites	168%	99%	13%
Wacoal's Own EC Site	103%	98%	18%
Export (exclude Canada)	167%	197%	5%

Wacoal Europe

•Channel

	Jun.	YTD	Ratio
Department Store	73%	150%	20%
Independent (Speciality Store)	94%	114%	50%
Directly-Managed Store	80%	90%	4%
Third Party EC Sites	116%	153%	6%
Wacoal's Own EC Site	108%	95%	20%

Wacoal China

•Channel

	Jun.	YTD	Ratio
Department Store	89%	61%	44%
Third Party EC Sites	91%	66%	29%
Other physical stores	81%	69%	24%
Others	65%	45%	3%

•Brand

	Jun.	YTD	Ratio
Wacoal	90%	96%	72%
B.tempt'd	82%	118%	10%
CW-X	77%	80%	1%
LIVELY	78%	77%	17%

•Area

	Jun.	YTD	Ratio
UK	100%	146%	37%
Europe	87%	113%	24%
North America	86%	96%	30%
Others	113%	106%	9%

•Brand

	Jun.	YTD	Ratio
Wacoal	86%	64%	89%
Salute	81%	62%	10%
Amphi	76%	70%	1%

May 2022

Overview

Wacoal (Japan) Sales Summary (May 2022)

Wacoal sales were 123% year-over-year (YoY). However, this was achieved opposite the same period one year ago when an emergency declaration was issued due to COVID-19. Although store-based sales are on a recovery track, the pace of recovery was slower than expected, so results fell below the plan target.

•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 131% YoY. However, this was achieved opposite the same period one year ago when an emergency declaration was issued due to COVID-19. Though web advertising measures performed well, sales did not achieve the plan target. EC-based sales for the 1st Brand Group on our own platform came in at 107% 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 108% YoY. However, this was achieved opposite the same period one year ago when an emergency declaration was issued due to COVID-19. Though directly managed stores for the Wing brand opened, the purchase rate was sluggish, and sales did not meet the plan target. EC-based sales for the 2nd brand group on our own platform were 102% 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* (deliveries) for the 3rd Brand Group, which oversees the Amphi Brand, were 130% YoY. This was due to a recovery in the number of people visiting factory stores and other stores that accompanied a decline in the number of COVID-19 infections. The plan target was also achieved. EC-based sales for the 3rd brand group on our own platform were 76% 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 153%, Wacoal brand at mass retailers 115%, Wing brand 114%, and specialty stores 112%.

For Amphi, a primary shop among our directly managed stores, the impact of inventory shortages of main products continued. As for factory stores, sales were higher YoY. This was due to an increase in area-wide travel and the strengthening of sales promotion measures, as well as being opposite the same period one year ago when an emergency declaration was issued due to COVID-19 and stores were closed.

Amphi: Existing stores 130%, new stores 129%

Factory stores: Existing stores 159%, new stores 158%

•Wacoal's Own EC Site

Sales* on our own EC platform were on par with the previous year at 98% on a YoY basis.

(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 2022)

With favorable performance at directly managed stores and third-party EC platforms serving as a driver, Peach John's domestic business sales came in at 104% YoY. Though promotional measures were implemented, other factors such as the purchase rate were below plan targets, and sales at our EC site came in at 74% YoY. As for directly managed stores, sales came in at 107% YoY (and also exceeded the plan target), with an increase in store visitors contributing to this result. Sales at third-party EC sites were 109% YoY thanks to steady sales of main products.

Overseas operations (store situation) are as follows.

Shanghai PJ: 58%

Due to the impact of lockdowns accompanying the spread of COVID-19 infections, sales fell YoY and below the plan target.

PJ Hong Kong: 79%

Being on the backside of the government's distribution of electronic consumption coupons last month, sales fell YoY and below the plan target.

Taiwan PJ: 115%

Though the sales budget was not achieved because the number of visitors to existing stores declined due to the spread of COVID-19 infections, POP UP stores were opened, so sales grew on a YoY basis.

Wacoal (Overseas) Sales Summary (May 2022)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 92% year-over-year (YoY), a decrease of 8%, and also fell below our plan target.

Sales for Wacoal America were down YoY. This was partly due to being opposite the period last year when there was a sharp recovery in sales resulting from the lifting of COVID-19 restrictions and consumers receiving benefit payments from the US government. Sales also fell short of our plan target due to the impact of discrepancies for the month in which sales are booked and a slowdown in the momentum of deliveries to major clients.

IO Inc.'s sales fell short of the plan target and on a YoY basis, with both our EC and wholesale operations struggling to attract customers.

With strong sales in the major regions of the U.K. and Europe, Wacoal Europe's sales came in at 132% YoY, an increase of 32%, and also exceeded our plan target.

In addition to strong sales at specialty stores and on our EC site in the UK, Europe also performed well, especially at specialty stores, and each of these regions came in higher on a YoY basis and exceeded plan targets. On the other hand, though sales in North America came in higher YoY, they fell short of our plan target due to lower than expected swimwear sales and other factors.

Due to the continuing impact of tightened COVID-19 restrictions, sales for Wacoal China fell YoY, coming in at 56%, a 44% decrease. This result was significantly below our plan target as

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Mar.	YTD	Ratio
Store (Department)	87%	106%	51%
Store (outlet and retail)	89%	98%	1%
Department Store EC	92%	110%	13%
Third Party EC Sites	78%	79%	12%
Wacoal's Own EC Site	107%	96%	18%
Export (exclude Canada)	258%	206%	5%

Wacoal Europe

•Channel

	Mar.	YTD	Ratio
Department Store	212%	221%	23%
Independent (Speciality Store)	128%	127%	48%
Directly-Managed Store	97%	96%	4%
Third Party EC Sites	208%	176%	6%
Wacoal's Own EC Site	87%	90%	19%

Wacoal China

•Channel

	Mar.	YTD	Ratio
Department Store	50%	50%	47%
Third Party EC Sites	52%	56%	31%
Other physical stores	86%	49%	19%
Others	43%	31%	3%

•Brand

	Mar.	YTD	Ratio
Wacoal	95%	100%	73%
B.tempt'd	88%	140%	11%
CW-X	134%	81%	1%
LIVELY	82%	77%	15%

•Area

	Mar.	YTD	Ratio
UK	165%	180%	37%
Europe	138%	131%	23%
North America	106%	101%	31%
Others	100%	103%	9%

•Brand

	Mar.	YTD	Ratio
Wacoal	56%	51%	88%
Salute	53%	53%	11%
Amphi	104%	59%	1%

April 2022

Overview

Wacoal (Japan) Sales Summary (Apr. 2022)

Sales of Wacoal were 98% compared to the previous year. Sales on a point-of-sale basis recovered gradually until the second half of April, but the rate of recovery in the first half was lower than expected, resulting in falling below the plan.

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

Sales* (deliveries) of Brand Group 1, which is in charge of the Wacoal brand (innerwear), were 100% compared to the previous year, falling below the plan. This is due to sluggish point-of-sale basis sales in the first half of April, despite strong EC sales. EC sales of Brand Group 1 were 117% compared to the previous year.

(*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) of Brand Group 2, which is in charge of the Wing brand, are overall 87% compared to the previous year, falling below the plan. This is due to a decrease in visitors to mass retailers, which are a major source of sales, despite EC sales being 131% compared to last year due to strong sales of Match Me Bras.

(*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* (deliveries) of Brand Group 3 in charge of the Amphi brand were 115% compared to the previous year due to a recovery in visitors to Factory stores and other locations as a result of the decreasing number of infected individuals. There were also product delays and several other factors, but they did not affect the plan. EC sales of Brand Group 3 were 84% compared to the previous year.

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

Sales in each channel on a point-of-sale basis were: 113% for department stores, 109% for mass Wacoal brand retailers, 105% for Wing brand stores, and 105% for specialty stores.

The flagship retail store Amphi was affected by delays in its flagship products. Sales for Factory stores exceeded those of the previous year due to increased travel and a recovery from last year's store closures caused by the state of emergency.

Amphi: Existing stores 106%, new stores 105%

Factory stores: Existing stores 133%, new stores 132%

•Wacoal's Own EC Site

Wacoal's EC sales* maintained its growth trend at 107% compared to the previous 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 (Apr. 2022)

Peach John's domestic business sales were 107% compared to the previous year, driven by strong sales in directly managed stores and other companies' EC stores.

Overseas operations (store situation) are as follows.

Shanghai PJ: 4%

Due to the spread of infectious diseases and resulting lockdowns, sales have fallen year-on-year and are below the plan.

PJ Hong Kong: 151%

Sales have recovered due to decreasing infections, and governments are taking measures to support consumption. As a result, sales have increased year-on-year and exceeded the plan.

Taiwan PJ: 95%

Although our EC sales were strong and exceeded the plan as a result of promotional measures, we are still struggling due to another rise in infections, and sales fell year-on-year, falling

Wacoal (Overseas) Sales Summary (Apr. 2022)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 102% year-over-year (YoY), which is an increase of 2%; however, due to IO Inc.'s struggles, they fell short of our plan.

For Wacoal America, though online results for the month fell YoY due to intensifying competition, overall sales exceeded the level of the same month the previous year due to the favorable performance of physical stores and the effect of product price revisions implemented in February. On the other hand, despite maintaining a high purchasing rate, IO Inc.'s sales fell YoY and also came in below our plan target due to continuing sluggishness in the number of website visitors.

With strong sales in the major regions of the U.K., Europe, and North America, Wacoal Europe's sales came in at 128% YoY, an increase of 28%. Sales also exceeded our plan targets. In the UK, sales at specialty stores and our own EC site were strong. In Europe and North America, robust sales continued, especially at specialty stores, exceeding plan targets and on a YoY basis.

Due to the impact of tightened COVID-19 restrictions, sales for Wacoal China fell YoY, coming in at 44%, a 56% decrease. This result was significantly below our plan target as well.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Mar.	YTD	Ratio
Store (Department)	128%	128%	52%
Store (outlet and retail)	107%	107%	1%
Department Store EC	129%	129%	13%
Third Party EC Sites	79%	79%	14%
Wacoal's Own EC Site	88%	88%	16%
Export (exclude Canada)	166%	166%	4%

Wacoal Europe

•Channel

	Mar.	YTD	Ratio
Department Store	231%	231%	22%
Independent (Speciality Store)	126%	126%	47%
Directly-Managed Store	82%	82%	4%
Third Party EC Sites	168%	168%	5%
Wacoal's Own EC Site	92%	92%	22%

Wacoal China

•Channel

	Mar.	YTD	Ratio
Department Store	51%	51%	59%
Third Party EC Sites	60%	60%	39%
Other physical stores	-	-	-
Others	16%	16%	2%

•Brand

	Mar.	YTD	Ratio
Wacoal	104%	104%	72%
B.tempt'd	208%	208%	13%
CW-X	52%	52%	0%
LIVELY	73%	73%	15%

•Area

	Mar.	YTD	Ratio
UK	202%	202%	35%
Europe	124%	124%	22%
North America	97%	97%	34%
Others	107%	107%	9%

•Brand

	Mar.	YTD	Ratio
Wacoal	43%	43%	86%
Salute	54%	54%	14%
Amphi	-	-	-