

## Monthly Data (FY2023)

### ■ 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  | 114  | 106 | 102  | 105  | 95   | 101 |      |      |      |    | 105    |
| Peach John (Japan)             | 107  | 104 | 99   | 103 | 96   | 93   | 102  | 97  | 91   | 95   | 95   | 94  |      |      |      |    | 98     |
| Wacoal International (America) | 102  | 92  | 86   | 94  | 88   | 83   | 85   | 86  | 98   | 104  |      | 100 |      |      |      |    | 92     |
| Wacoal Europe                  | 128  | 132 | 93   | 116 | 125  | 96   | 106  | 109 | 108  | 100  |      | 104 |      |      |      |    | 110    |
| Wacoal China                   | 44   | 56  | 84   | 63  | 90   | 90   | 80   | 87  | 72   | 75   |      | 74  |      |      |      |    | 73     |

### ■ 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   | 114  | 104  | 103 | 99   | 87   | 95   | 94  |      |      |      |    | 104    |
| GMS*, Supermarket                 | Wacoal Brand | 109 | 115  | 101 | 107  | 104  | 109  | 110 | 107  | 97   | 89   | 92  | 92   |      |      |    | 101    |
|                                   | Wing Brand   | 105 | 114  | 100 | 106  | 105  | 107  | 106 | 106  | 100  | 90   | 95  | 94   |      |      |    | 102    |
| Innerwear Specialty Stores        | 102          | 115 | 99   | 105 | 86   | 99   | 103  | 94  | 92   | 93   | 80   | 87  |      |      |      |    | 95     |
| Sports Chains/Specialty Stores *1 | 103          | 120 | 112  | 112 | 109  | 123  | 138  | 121 | 160  | 140  | 115  | 138 |      |      |      |    | 124    |
| Retail                            | 115          | 139 | 100  | 116 | 91   | 109  | 108  | 101 | 98   | 95   | 93   | 95  |      |      |      |    | 103    |
| Catalog mail-order                | 101          | 110 | 102  | 105 | 76   | 125  | 92   | 95  | 94   | 120  | 101  | 105 |      |      |      |    | 103    |
| Wacoal's Own EC Site              | 107          | 98  | 92   | 98  | 100  | 96   | 118  | 105 | 85   | 106  | 113  | 103 |      |      |      |    | 102    |
| Third Party EC Sites *2           | 108          | 105 | 97   | 103 | 122  | 108  | 115  | 115 | 115  | 116  | 114  | 115 |      |      |      |    | 111    |

\*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               | 83         | 74         | 96        | 84         | 81        | 76        | 102        | 85        | 85        | 94        | 106       | 95        |      |      |      |    | 88        |
| In Store                   | 124        | 147        | 106       | 124        | 108       | 113       | 107        | 109       | 97        | 100       | 92        | 96        |      |      |      |    | 108       |
| Third Party EC Sites/Other | 137        | 113        | 87        | 109        | 112       | 86        | 84         | 93        | 85        | 80        | 74        | 81        |      |      |      |    | 94        |
| <b>Sales Total</b>         | <b>107</b> | <b>104</b> | <b>99</b> | <b>103</b> | <b>96</b> | <b>93</b> | <b>102</b> | <b>97</b> | <b>91</b> | <b>95</b> | <b>95</b> | <b>94</b> |      |      |      |    | <b>98</b> |

## Dec. 2022

### Overview

#### Wacoal (Japan) Sales Summary (Dec. 2022)

**Wacoal recorded sales of 95% year-over-year (YoY), and the results were also below our plan target. Meanwhile, Wacoal sales for the third quarter accounting period were 101% YoY.**

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

Sales for the 1st Brand Group, which oversees the Wacoal brand (innerwear), were 98% YoY. Due to weakness in customer numbers across all main channels, sales for the Wacoal brand fell below expectations; however, with positive performance from the Salute brand contributing, among other factors, overall results for the 1st Brand Group were above our plan target. EC-based sales for the 1st Brand Group on our own platform came in at 120% YoY. Additionally, sales for the 1st Brand Group for the third quarter accounting period were 99% YoY. EC-based sales on our own platform for the third quarter accounting period for the 1st Brand Group were 95% 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 for the 2nd Brand Group, which oversees the Wing brand, came in at 103% YoY. Though sales were above last year's level on a YoY basis due to factors such as the favorable performance of strong items such as "Luxurious Organic Cotton" underwear and contributions from EC sales on our own platform, results fell short of our plan target due to sluggish sales of mainstay products and other factors. EC-based sales for the 2nd Brand Group on our own platform were 124% YoY. Additionally, sales for the 2nd Brand Group for the third quarter accounting period were 120% YoY. EC-based sales on our own platform for the third quarter accounting period for the 2nd Brand Group were 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 and CW-X brand)

Sales for the 3rd Brand Group, which oversees the Amphi and CX-W brands, were 101% YoY, in line with last year's results. However, they fell short of our plan due to sluggishness in the number of customers visiting Amphi and factory stores. EC-based sales for the 3rd Brand Group on our own platform were 96% YoY. Additionally, sales for the 3rd Brand Group for the third quarter accounting period were 106% YoY. EC-based sales on our own platform for the third quarter accounting period for the 3rd Brand Group were 96% 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 92%, Wing brand 95%, and specialty stores 80%.

Sales for Amphi, a primary shop among our directly managed stores, fell short both on a YoY basis and versus our plan target. Factors contributing to this result were struggles with attracting new customers and sluggishness with low-priced products. Factory stores also struggled to attract customers, and sales promotion measures tailored for the busy holiday season performed poorly, resulting in underperformance YoY and versus our plan target.

Amphi: Existing stores 95%, new stores 94%

Factory stores: Existing stores 92%, new stores 96%

•Wacoal's Own EC Site

Sales\* on our own EC platform were firm, coming in at 113% YoY.

EC-based sales on our own platform for the third quarter accounting period were 103% 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 (Dec. 2022)**

Peach John's domestic business sales were 95% YoY but in line with our plan target.

With the Winter Sale contributing, our EC site sales came in at 106% YoY. On the other hand, directly managed stores came in at 92% YoY due to struggling sales at regular retail prices, especially for mainstay bras. Additionally, third-party EC sites struggled to attract customers, with results coming in at 74% YoY.

Sales for Peach John (Japan) for the third quarter accounting period were 94% YoY.

Overseas operations (store situation) are as follows.

**PJ Hong Kong: 135%**

Though sales exceeded YoY, customer numbers were below expectations, resulting in underperformance versus our plan.

**Taiwan PJ: 104%**

Though sales exceeded on a YoY basis due to successful sales promotion measures, online sales struggled, and results came in below our plan target.

**\*Shanghai PJ ceased operations in November.**

**Wacoal (Overseas) Sales Summary (Dec. 2022)**

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

|                           | Dec. | 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

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

Wacoal China

•Channel

|                       | Dec. | YTD | Ratio |
|-----------------------|------|-----|-------|
| Department Store      |      |     |       |
| Third Party EC Sites  |      |     |       |
| Other physical stores |      |     |       |
| Others                |      |     |       |

•Brand

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

•Area

|               | Dec. | YTD | Ratio |
|---------------|------|-----|-------|
| UK            |      |     |       |
| Europe        |      |     |       |
| North America |      |     |       |
| Others        |      |     |       |

•Brand

|        | Dec. | YTD | Ratio |
|--------|------|-----|-------|
| Wacoal |      |     |       |
| Salute |      |     |       |
| Amphi  |      |     |       |

# Nov. 2022

## Overview

### Wacoal (Japan) Sales Summary (Nov. 2022)

**Sales of Wacoal were 105% YoY. Although sales exceeded YoY due to the delivery of mass retailers' large-scale measures (Black Friday) and the first launch of delayed products, sales fell short of the plan as a result of sluggish point-of-sale basis sales.**

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

Sales\* (deliveries) of 1st Brand Group, which oversees the Wacoal brand (innerwear) were 97% YoY. Sales of Bust Care Bra, a reinforced item, were strong and progress was made in deliveries due to the mass retailers' large-scale measures and the launch of delayed items. However, sales of other items were sluggish, resulting in falling short both of YoY and the plan. EC sales of 1st Brand Group were 87% 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) of 2nd Brand Group which oversees the Wing brand were 110% YoY.

Sales of the Wing brand exceeded YoY (landed as planned), supported by strong sales of the reinforced underwear, Luxury Organic Cotton, as well as the expansion of sales of Wacoal's EC and deliveries associated with mass retailers' large-scale measures. EC sales of 2nd Brand Group were 135% 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) of 3rd Brand Group which oversees the Amphi brand and CW-X brand were 110% YoY.

Sales exceeded YoY due to the strong performance of the CW-X brand and the large increase in Amphi brand Wacoal's EC sales. However, sales fell short of the plan due to the struggles of factory stores where commercial facilities attracted less customers. EC sales of 3rd Brand Group were 113% 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: 87% for department stores, 89% for mass Wacoal brand retailers, 90% for Wing brand stores, and 93% for specialty stores.

Sales of Amphi, our main directly managed stores, fell short both of YoY and the plan due to the difficulties in acquiring new customers and sales of low-priced products. Sales of factory stores fell short both of YoY and the plan, partly due to the struggles in attracting customers at commercial facilities.

Amphi: Existing stores 93%, new stores 92%

Factory stores: Existing stores 87%, new stores 93%

• Wacoal's Own EC Site

Wacoal's EC sales\* remained steady at 106% 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 (Nov. 2022)**

Peach John's domestic business sales were 95% YoY, fell short of the plan.

The number of directly managed stores increased 100% YoY, thanks to steady sales of Nice Body Bra series as well as the contribution of membership measures. On the other hand, sales of Wacoal's EC products were 94% YoY, mainly due to lower-than-expected sales of collaborative and new products. In addition, EC sales by other companies struggled at 80% YoY, due to the decrease in the frequency of main products' postings on each site.

Overseas operations (store situation) are as follows.

**Shanghai PJ: 73%**

Store: Fell short both of YoY and the plan due to sluggish customer visits.

EC: Sales in the large-scale promotional campaign (Double Eleven) were sluggish, which resulted in them falling short of YoY and the plan.

**PJ Hong Kong: 101%**

Exceeded YoY due to factors such as the start of transactions with other companies' EC, but fell short of the plan due to a decline in the number of customers visiting stores.

**Taiwan PJ: 104%**

Store: Exceeded both YoY and the plan, thanks to successful sales promotion measures.

EC: Fell short both of YoY and the plan due to the impact of switching system and other factors.

**Wacoal (Overseas) Sales Summary (Nov. 2022)**

Sales for Wacoal International (IO Inc. and Wacoal America total) were 104% year-over-year (YoY), an increase of 4%; our plan target, however, was not achieved.

Overall sales for Wacoal America grew YoY due to strong sales generated via our own e-commerce site, specialized e-commerce, etc. However, as consumers demonstrated buying restraint ahead of the Black Friday sales event at the end of November, in-store sales via department stores were sluggish in the first half of that month. Clients also restrained purchasing, so results came in below our plan target. IO Inc.'s (Lively) overall sales fell slightly YoY. Though wholesale sales were up YoY thanks to promotional measures implemented by clients, our own EC platform struggled as customer visits were sluggish.

Sales for Wacoal Europe were 100% YoY and in line with our plan target. Sales in the UK were up YoY due to robust department store sales during the Black Friday sales event in the latter half of November. In Europe, sales grew on a YoY basis and also exceeded our plan target due to improved shipping operations at the new warehouse and favorable sales at specialty stores. On the other hand, sales in North America were sluggish due to client purchasing restraint.

Sales for Wacoal China fell, coming in at 75% YoY, a 25% decrease, and were also significantly below our plan target. Physical store sales were down significantly YoY due to an increase in the number of stores temporarily closing because of the spread of COVID-19, as well as a slowdown in the number of customers visiting commercial establishments. Additionally, sales via third-party EC sites were sluggish during the Singles' Day large-scale promotional period, so results fell YoY and were also below our plan target.

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

**Wacoal International (America)**

•Channel(Wacoal+B.tempt'd)

|                           | Nov. | YTD  | Ratio |
|---------------------------|------|------|-------|
| Store (Department )       | 102% | 68%  | 50%   |
| Store (outlet and retail) | 93%  | 66%  | 1%    |
| Department Store EC       | 84%  | 70%  | 13%   |
| Third Party EC Sites      | 171% | 60%  | 12%   |
| Wacoal's Own EC Site      | 108% | 69%  | 19%   |
| Export (exclude Canada)   | 212% | 115% | 5%    |

**Wacoal Europe**

•Channel

|                                | Nov. | YTD  | Ratio |
|--------------------------------|------|------|-------|
| Department Store               | 100% | 126% | 20%   |
| Independent (Speciality Store) | 99%  | 103% | 49%   |
| Directly-Managed Store         | 101% | 92%  | 4%    |
| Third Party EC Sites           | 129% | 143% | 6%    |
| Wacoal's Own EC Site           | 108% | 114% | 21%   |

**Wacoal China**

•Channel

|                       | Nov. | YTD | Ratio |
|-----------------------|------|-----|-------|
| Department Store      | 64%  | 69% | 41%   |
| Third Party EC Sites  | 72%  | 77% | 30%   |
| Other physical stores | 90%  | 84% | 26%   |
| Others                | 41%  | 48% | 3%    |

•Brand

|           | Nov. | YTD | Ratio |
|-----------|------|-----|-------|
| Wacoal    | 108% | 68% | 75%   |
| B.tempt'd | 90%  | 75% | 10%   |
| CW-X      | 141% | 61% | 1%    |
| LIVELY    | 96%  | 79% | 14%   |

•Area

|               | Nov. | YTD  | Ratio |
|---------------|------|------|-------|
| UK            | 103% | 123% | 36%   |
| Europe        | 103% | 104% | 23%   |
| North America | 98%  | 103% | 30%   |
| Others        | 105% | 112% | 11%   |

•Brand

|        | Nov. | YTD | Ratio |
|--------|------|-----|-------|
| Wacoal | 76%  | 73% | 89%   |
| Salute | 74%  | 76% | 10%   |
| Amphi  | 72%  | 73% | 1%    |

## Oct. 2022

### Overview

#### Wacoal (Japan) Sales Summary (Oct. 2022)

**Wacoal recorded sales of 102% year-over-year (YoY). However, they were below our plan target. This was due to sluggish store sales for main brands and a decrease in operating days for our EC site due to large-scale maintenance.**

•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. Sales of the “Wire-free Bust Care Bra,” for which proactive promotional activities were implemented, continued last month’s favorable trend. However, due to sluggishness with other sales activities, sales remained at roughly the same level YoY while falling short of our plan target. EC-based sales for the 1st Brand Group on our own platform came in at 78% 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 109% YoY. Though sales for the Wing brand were up on a YoY basis, the same month last year was a period when clients were curtailing inventories. Additionally, sales for mainstay products such as “Match Me Well Up” and the “Beautiful Back Look Bra” struggled, and as a result, we failed to achieve our plan target. EC-based sales for the 2nd Brand Group on our own platform were 97% 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 109% YoY. As people returned to outlet malls, factory stores performed well, with sales up YoY. However, sales came in below our plan target as Amphi stores struggled to attract customers, and sales of our mainstay “Bragenic” products fell short of expectations. EC-based sales for the 3rd Brand Group on our own platform were 75% 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%, Wacoal brand at mass retailers 97%, Wing brand 100%, and specialty stores 92%.

Sales for Amphi, a primary shop among our directly managed stores, fell short YoY and vs our plan target, partly because it struggled with sales to new customers. As for factory stores, sales were up YoY and exceeded our plan target due to increased visitors and strong sales at new stores.

Amphi: Existing stores 94%, new stores 92%

Factory stores: Existing stores 110%, new stores 116%



• Wacoal's Own EC Site

Sales\* on our own EC platform came in at 85% YoY and below our plan target. This was due to the impact of large-scale maintenance, which caused site outages.

(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. 2022)**

Peach John's domestic business sales were 91% YoY, as they were opposite the same period last year when a large-scale sales campaign was implemented. Although sales at physical stores and third-party EC sites exceeded our plan targets, sales on our own EC site fell short of our target, causing overall results to come in below our plan.

Sales at directly managed stores were 97% YoY; however, due to strong sales of the "Nice Buddy" series, they came in above our plan target. Sales on our own EC site were 85% YoY and below our plan target due to insufficiently approaching new customers and being opposite the same period last year when sales of collaborative products were strong. Sales at third-party EC sites were 92% YoY; however, they exceeded our plan target.

Overseas operations (store situation) are as follows.

**Shanghai PJ: 92%**

Stores: Store visitor numbers declined due to continuing restrictions on movement in response to COVID-19, and sales fell YoY while also coming in below our plan.

Online: Limited offer products performed well, and sales were up YoY; however, the plan target was not achieved.

**PJ Hong Kong: 96%**

The impact of government sales support measures was smaller than expected, and sales fell YoY; however, collaborative projects were successful, so sales came in above our plan target.

**Taiwan PJ: 91%**

Stores: The number of customers continued to decline due to the impact of COVID-19, and sales fell YoY and vs our plan.

Online: Sales were up YoY and exceeded our plan target due to successful sales promotion measures.

**Wacoal (Overseas) Sales Summary (Oct. 2022)**

Sales for Wacoal International (IO Inc. and Wacoal America total) were 98% year-over-year (YoY), a decrease of 2%, essentially coming in at the same level as last year.

Sales for Wacoal America were positive YoY and exceeded our plan target. Though store-based sales struggled due to slumping consumer sentiment, deliveries of top-selling products progressed with the normalization of production and contributed positively. Additionally, sales on our EC platform were strong, with a Black Friday promotion that started in the last week of October contributing. IO Inc.'s (Lively) overall sales fell YoY and came in under our plan target. This was due to a shift to a management plan emphasizing profitability and significantly reducing sales promotion expenses.

Due to strong UK performance and the depreciation of the pound against major currencies, sales for Wacoal Europe were 108% YoY, an increase of 8%. However, they failed to achieve our plan target.

With specialty stores performing well, UK sales exceeded both on a YoY basis and vs our plan target. For Europe, sales were positive YoY and came in above our plan target. This was due to the stabilization of shipping operations at new warehouses and the depreciation of the pound. On the other hand, sales in North America remained sluggish due to client purchasing restraints.

Sales for Wacoal China fell, coming in at 72% YoY, a 28% decrease, and were also below our plan target. Sales at physical stores remained sluggish due to weak consumer sentiment resulting from strict restrictions on movement in response to COVID-19. Sales on third-party EC sites also struggled. This was partly due to restrained consumer purchasing ahead of major promotions to be held in November and weak sales on new platforms.

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

**Wacoal International (America)**

•Channel(Wacoal+B.tempt'd)

|                           | Oct. | YTD  | Ratio |
|---------------------------|------|------|-------|
| Store (Department )       | 97%  | 89%  | 50%   |
| Store (outlet and retail) | 81%  | 88%  | 1%    |
| Department Store EC       | 109% | 97%  | 13%   |
| Third Party EC Sites      | 55%  | 90%  | 13%   |
| Wacoal's Own EC Site      | 109% | 97%  | 18%   |
| Export (exclude Canada)   | 356% | 170% | 5%    |

**Wacoal Europe**

•Channel

|                                | Oct. | YTD  | Ratio |
|--------------------------------|------|------|-------|
| Department Store               | 119% | 130% | 20%   |
| Independent (Speciality Store) | 103% | 104% | 48%   |
| Directly-Managed Store         | 103% | 91%  | 4%    |
| Third Party EC Sites           | 131% | 144% | 6%    |
| Wacoal's Own EC Site           | 112% | 115% | 22%   |

**Wacoal China**

•Channel

|                       | Oct. | YTD | Ratio |
|-----------------------|------|-----|-------|
| Department Store      | 73%  | 70% | 54%   |
| Third Party EC Sites  | 77%  | 78% | 41%   |
| Other physical stores | 69%  | 81% | -     |
| Others                | 40%  | 49% | 5%    |

•Brand

|           | Oct. | YTD  | Ratio |
|-----------|------|------|-------|
| Wacoal    | 101% | 93%  | 75%   |
| B.tempt'd | 94%  | 101% | 10%   |
| CW-X      | 114% | 81%  | 1%    |
| LIVELY    | 87%  | 78%  | 14%   |

•Area

|               | Oct. | YTD  | Ratio |
|---------------|------|------|-------|
| UK            | 114% | 126% | 36%   |
| Europe        | 107% | 104% | 23%   |
| North America | 108% | 104% | 31%   |
| Others        | 102% | 113% | 10%   |

•Brand

|        | Oct. | YTD | Ratio |
|--------|------|-----|-------|
| Wacoal | 70%  | 73% | 89%   |
| Salute | 93%  | 76% | 10%   |
| Amphi  | 42%  | 73% | 1%    |

# Sep. 2022

## Overview

### Wacoal (Japan) Sales Summary (Sep. 2022)

**Wacoal recorded sales of 114% year-over-year (YoY). Though sales were above the level of the same month the previous year, which were sluggish due to the impact of the COVID-19 pandemic, they fell short of our plan target. Additionally, Wacoal sales for the second quarter accounting period were 106% 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 118% YoY. Sales of the “Wire-free Bust Care Bra,” for which proactive promotional activities were implemented, were favorable, and this period was also opposite the same period last year that was more severely impacted by the COVID-19 pandemic, resulting in the YoY increase. On the other hand, sales of other Wacoal brand products and the Salute and Yue lines were below expectations, and our plan target was not achieved. EC-based sales for the 1st Brand Group on our own platform came in at 132% YoY.

Additionally, sales\* (deliveries) for the 1st Brand Group for the second quarter accounting period were 106% YoY. EC-based sales on our own platform for the second quarter accounting period for the 1st Brand Group were 110% 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 107% YoY. Though sales for the Wing brand exceeded those of the same month the previous year, which was more severely impacted by the COVID-19 pandemic, sales for mainstay products such as “Match Me Well Up” and the “Beautiful Back Look Bra” struggled. As a result, sales performance was below our plan target. EC-based sales for the 2nd Brand Group on our own platform were 123% YoY.

Additionally, sales\* (deliveries) for the 2nd Brand Group for the second quarter accounting period were 106% YoY. EC-based sales on our own platform for the second quarter accounting period for the 2nd Brand Group were 122% 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 116% YoY. Though sales increased on a YoY basis due to the strong performance of the “Glama-Rich Bra,” wire-free “Bragenic” products underperformed, and some factory stores closed due to a typhoon, resulting in sales coming in below our plan target. EC-based sales for the 3rd Brand Group on our own platform were 107% YoY.

Additionally, sales\* for the 3rd Brand Group for the second quarter accounting period were 108% YoY. EC-based sales on our own platform for the second quarter accounting period for the 3rd Brand Group were 91% 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 104%, Wacoal brand at mass retailers 110%, Wing brand 106%, and specialty stores 101%.

Sales for Amphi, a primary shop among our directly managed stores, exceeded those of the same month the previous year due partially to the success of promotional measures. However, they fell short of our plan target due to struggling sales of the mainstay “Bragenic” products. As for factory stores, sales grew YoY with an increase in store visitors contributing. However, due to store closures resulting from the impact of a typhoon, results fell short of our plan target.

Amphi: Existing stores 106%, new stores 104%

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

#### •Wacoal's Own EC Site

Sales\* on our own EC platform were strong, coming in at 118% YoY.

EC-based sales on our own platform for the second quarter accounting period were 105% 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 (Sep. 2022)**

Peach John's domestic business sales were 102% YoY. However, they fell short of our plan target due to lower-than-expected sales of mainstay products at directly managed stores and on our own EC site.

Sales at directly managed stores were 107% YoY, with an increase in store visitors contributing to this result. Sales promotion measures drove performance on our own EC site, with sales coming in at 102% YoY. Sales at third-party EC sites were 84% YoY, but in line with our plan target.

Sales for Peach John (Japan) for the second quarter accounting period were 97% YoY.

Overseas operations (store situation) are as follows.

#### **Shanghai PJ: 43%**

Stores: Store visitor numbers continued to decline due to the impact of COVID-19, and sales came in lower both YoY and versus our plan.

Online: Due to the impact of struggling SALE results, sales were lower both YoY and versus our plan.

#### **PJ Hong Kong: 89%**

Sales were lower both YoY and versus our plan, as customers were reluctant to make purchases ahead of governmental sales support measures to be implemented the following month.

#### **Taiwan PJ: 100%**

Due to the success of sales promotion measures, sales were up on a YoY basis. However, store visitor numbers did not increase as expected, so sales fell below our plan target.

#### **Wacoal (Overseas) Sales Summary (Sep. 2022)**

Sales for Wacoal International (IO Inc. and Wacoal America total) were 85% year-over-year (YoY), a decrease of 15%; they also fell below our plan target. Additionally, sales for the second quarter accounting period were 86% YoY.

Overall sales for Wacoal America fell short on a YoY basis and came in below our plan target. Though department store EC sales were favorable, due in part to the contribution from SALES, actual brick-and-mortar department stores experienced sales declines due to a worsening consumer mindset and client purchasing restraint. Additionally, sales on our own EC platform were sluggish, partially due to following on from last month when a sales campaign was conducted.

IO Inc.'s (Lively) sales fell YoY and came in under our plan target. This was due to a decrease in the number of visitors to the company's website as a result of continuing to hold down sales promotion expenses to improve profitability.

Sales for Wacoal Europe were 106% YoY, an increase of 6%, and were also in line with our plan target. Additionally, sales for the second quarter accounting period were 109% YoY. Though sales in the UK were lower YoY, sales were firm in Europe due in part to a recovery in swimwear sales. Additionally, sales in North America beat on a YoY basis due to factors such as increased deliveries for the Freya brand.

Sales for Wacoal China fell, coming in at 80% YoY, a 20% decrease, and were also below our plan target. Additionally, sales for the second quarter accounting period were 87% YoY. Physical store sales struggled due to the continuation of severe restrictions in response to COVID-19. Though sales on third-party EC sites exceeded those of the same month the previous year due to successful sales promotion measures utilizing KOLs, sales on new platforms struggled against a backdrop of poor brand awareness and other factors and thus came in below

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

**Wacoal International (America)**

•Channel(Wacoal+B.tempt'd)

|                           | Sep. | YTD  | Ratio |
|---------------------------|------|------|-------|
| Store (Department )       | 94%  | 88%  | 48%   |
| Store (outlet and retail) | 91%  | 89%  | 1%    |
| Department Store EC       | 123% | 95%  | 13%   |
| Third Party EC Sites      | 73%  | 94%  | 14%   |
| Wacoal's Own EC Site      | 69%  | 96%  | 19%   |
| Export (exclude Canada)   | 72%  | 153% | 5%    |

**Wacoal Europe**

•Channel

|                                | Sep. | YTD  | Ratio |
|--------------------------------|------|------|-------|
| Department Store               | 96%  | 132% | 20%   |
| Independent (Speciality Store) | 104% | 104% | 47%   |
| Directly-Managed Store         | 114% | 90%  | 4%    |
| Third Party EC Sites           | 76%  | 146% | 7%    |
| Wacoal's Own EC Site           | 128% | 115% | 22%   |

**Wacoal China**

•Channel

|                       | Sep. | YTD | Ratio |
|-----------------------|------|-----|-------|
| Department Store      | 62%  | 69% | 41%   |
| Third Party EC Sites  | 83%  | 78% | 32%   |
| Other physical stores | 136% | 82% | 23%   |
| Others                | 50%  | 51% | 4%    |

•Brand

|           | Sep. | YTD  | Ratio |
|-----------|------|------|-------|
| Wacoal    | 87%  | 92%  | 75%   |
| B.tempt'd | 98%  | 103% | 9%    |
| CW-X      | 57%  | 74%  | 1%    |
| LIVELY    | 69%  | 77%  | 15%   |

•Area

|               | Sep. | YTD  | Ratio |
|---------------|------|------|-------|
| UK            | 81%  | 127% | 36%   |
| Europe        | 109% | 104% | 23%   |
| North America | 121% | 103% | 31%   |
| Others        | 140% | 115% | 10%   |

•Brand

|        | Sep. | YTD | Ratio |
|--------|------|-----|-------|
| Wacoal | 81%  | 73% | 89%   |
| Salute | 76%  | 74% | 10%   |
| Amphi  | 97%  | 76% | 1%    |

# 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 Lesiage 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)**

Sales at Wacoal International (combined sales of Wacoal America and IO) was 85% compared with the same month of the previous year (17% reduction), which fell below the plan target. EC Sales at Wacoal America exceeded the result of the same month of the previous year and the plan thanks to the success of its sales promotion measures. However, its wholesale fell year-on-year and went below the plan in total, because it had a hard time in supplying products, due to strong purchase control by many of its customers. IO (LIVELY) changed its management structure in August, shifting its policy from a focus on growth to a focus on profitability. As a result of curbing sales promotion expenses to improve profitability, the number of visitors to the company's website decreased and the sales fell below the same period of the previous year and the plan. However, it saw improvement in promotion efficiency, including improvement in purchase rate and customer acquisition costs (CAC).

Sales at Wacoal Europe fell to 96% year-on-year (4% reduction), but exceeded the plan.

In the U.K., sales at department stores and specialty stores were favorable and increased year-on-year. On the other hand, sales in Europe fell year-on-year due to delays in product delivery, and sales in North America fell year-on-year mainly due to sluggish consumer sentiment.

Sales of Wacoal China was 90% year-on-year (10% reduction), which fell below the plan.

Continued strict COVID-19 restrictions slowed down physical stores sales. Sales on other companies' EC websites were lower than the same period of the previous year and the plan, because sales activities at new platforms were sluggish due to lack of brand awareness and in reaction to sales activities in the same month of the previous year.

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

**Wacoal International (America)**

•Channel(Wacoal+B.tempt'd)

|                           | Aug. | YTD  | Ratio |
|---------------------------|------|------|-------|
| Store (Department )       | 73%  | 87%  | 48%   |
| Store (outlet and retail) | 99%  | 89%  | 1%    |
| Department Store EC       | 85%  | 91%  | 13%   |
| Third Party EC Sites      | 99%  | 98%  | 14%   |
| Wacoal's Own EC Site      | 115% | 101% | 19%   |
| Export (exclude Canada)   | 173% | 176% | 5%    |

**Wacoal Europe**

•Channel

|                                | Aug. | YTD  | Ratio |
|--------------------------------|------|------|-------|
| Department Store               | 112% | 139% | 21%   |
| Independent (Speciality Store) | 89%  | 104% | 46%   |
| Directly-Managed Store         | 91%  | 86%  | 4%    |
| Third Party EC Sites           | 147% | 155% | 7%    |
| Wacoal's Own EC Site           | 87%  | 113% | 22%   |

**Wacoal China**

•Channel

|                       | Aug. | YTD | Ratio |
|-----------------------|------|-----|-------|
| Department Store      | 92%  | 70% | 43%   |
| Third Party EC Sites  | 101% | 77% | 31%   |
| Other physical stores | 88%  | 76% | 22%   |
| Others                | 44%  | 51% | 4%    |

•Brand

|           | Aug. | YTD  | Ratio |
|-----------|------|------|-------|
| Wacoal    | 88%  | 93%  | 74%   |
| B.tempt'd | 86%  | 104% | 9%    |
| CW-X      | 104% | 79%  | 1%    |
| LIVELY    | 57%  | 78%  | 16%   |

•Area

|               | Aug. | YTD  | Ratio |
|---------------|------|------|-------|
| UK            | 106% | 136% | 38%   |
| Europe        | 82%  | 103% | 22%   |
| North America | 86%  | 101% | 31%   |
| Others        | 123% | 111% | 9%    |

•Brand

|        | Aug. | YTD | Ratio |
|--------|------|-----|-------|
| Wacoal | 91%  | 72% | 89%   |
| Salute | 91%  | 73% | 10%   |
| Amphi  | 92%  | 73% | 1%    |



# 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  | -    | -   | -     |