

Monthly Data (FY2024)

■ Net Sales

	Apr.	May	Jun.	1Q	Jul.	Aug.	Sep.	2Q	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Annual
Wacoal (Japan)	105	103	89	98	97	91	93	94	106	94	94	98	82	107	98	96	97
Peach John (Japan)	96	97	91	94	90	97	82	90	91	81	88	86	87	90	98	91	90
Wacoal International (America)	88	99	86	91	91	94	93	92	93	97	108	98	82	97	90	90	92
Wacoal Europe	85	102	116	101	86	101	56	82	114	93	97	101	101	94	96	97	95
Wacoal China	209	119	88	119	84	84	95	87	90	99	92	94	63	120	83	83	95

■ 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	97	94	96	96	103	100	94	99	91	98	95	94	97	97	91	95	96
GMS*, Supermarket	Wacoal Brand	98	88	84	90	103	94	96	99	92	93	101	95	99	95	95	96
	Wing Brand	94	88	80	87	97	88	87	91	83	82	86	83	89	99	93	93
Innerwear Specialty Stores	85	86	90	96	99	96	95	97	94	103	89	95	95	98	94	95	96
Sports Chains/Specialty Stores *1	108	111	115	111	110	104	115	110	96	97	95	96	99	118	99	105	105
Retail	101	107	96	101	106	100	98	102	94	99	98	97	98	99	92	96	99
Catalog mail-order	92	77	101	88	80	96	74	83	91	88	114	94	90	99	93	95	91
Wacoal's Own EC Site	94	99	129	107	110	113	103	108	119	117	105	113	109	135	103	113	110
Third Party EC Sites *2	102	114	115	110	117	93	109	106	132	109	109	117	108	114	91	103	109

*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	89	87	87	88	80	93	58	76	80	59	70	69	73	71	89	77	77
In Store	98	100	93	97	93	98	92	95	95	90	95	93	95	96	94	95	95
Third Party EC Sites/Other	102	112	103	105	111	107	125	113	111	124	148	128	122	165	124	134	120
Sales Total	96	97	91	94	90	97	82	90	91	81	88	86	87	90	98	91	90

Mar. 2024

Overview

Wacoal (Japan) Sales Summary (Mar. 2023)

Wacoal's overall sales were 98% year-over-year (YoY). Though sales were lower YoY due to sluggishness in the main physical store channels, they exceeded our revised plan's target due to contributions from mainstay product promotional measures and other factors.

Wacoal sales for the fourth quarter accounting period were 96% YoY.

*Starting this fiscal year, the organizational structure for product planning has been changed to a four-brand group structure from the three-brand group structure used up to the end of the last fiscal year.

•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 94% YoY.

Sales of underwear items and "Lasee," a component line of the Wacoal brand, were weak, resulting in lower performance compared to the same month of the previous year. On the other hand, sales of the "Bust Care Bra - Wireless," which was heavily promoted, were strong, resulting in sales that exceeded our revised plan's target.

EC sales for the 1st Brand Group on our own platform were 108% YoY.

1st Brand Group sales* (deliveries) for the fourth quarter accounting period were 90% YoY.

Additionally, sales on our own EC platform for the fourth 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, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, were 95% YoY.

Due to unseasonable weather (low temperatures), the "Wing" brand struggled with bra and underwear item sales, resulting in a YoY decline in performance. However, the performance of the mainstay "Tokihanatsu Bra" and SALE items was strong, and as a result, sales were in line with our revised plan's target. EC sales for the 2nd Brand Group on our own platform were 108% YoY.

Sales* (deliveries) for the 2nd Brand Group for the fourth quarter accounting period were 94% YoY. Sales on our own EC platform for the fourth quarter accounting period for the 2nd Brand Group were also 125% YoY.

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

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

Sales* (deliveries) for the 3rd Brand Group, which primarily oversees the "Amphi" brand, came in at 92% YoY.

Though the performance of "Amphi" brand collaborative products was favorable, sales for the 3rd Brand Group came in lower YoY and against our revised plan's target due to sluggish growth in store visitor numbers and lower-than-expected results from SALE promotions. EC sales for the 3rd Brand Group on our own platform were 83% YoY.

Sales* (deliveries) for the 3rd Brand Group for the fourth quarter accounting period were 97% YoY. Sales on our own EC platform for the fourth quarter accounting period for the 3rd Brand Group were also 103% YoY.

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

•4rd Brand Group (responsible for the CW-X brand, personal wear)

Sales* (deliveries) for the 4th Brand Group, which primarily overseas conditioning wear "CW-X," were 91% YoY.

Sales of the "CW-X" conditioning wear brand fell YoY due to sluggish performance at physical stores, mainly department stores. However, sales results exceeded our revised plan's target due to greater-than-expected deliveries of personal wear (nightwear).

EC sales for the 4th Brand Group on our own platform were 149% YoY.

Sales* (deliveries) for the 4th Brand Group for the fourth quarter accounting period were 94% YoY. Sales on our own EC platform for the fourth quarter accounting period for the 4th Brand Group were also 133% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 4rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 91%, Wacoal brand at mass retailers 95%, Wing brand 93%, and specialty stores 94%. Additionally, sales at “Amphi,” a primary shop among our directly managed stores, fell YoY due to SALE results coming in significantly lower than expected. Factory store sales were lower YoY due to the sluggish growth of store visitors. Wacoal The Store struggled with sales of the “Salute” brand, and results dropped YoY.

Amphi: Existing stores 93%, new stores 88%

Factory stores: Existing stores 91%, new stores 95%

Wacoal the stores: Existing stores 97%, new stores 98%

•Wacoal's Own EC Site

Sales* on our own EC platform were above those of the same month in the previous year, coming in at 103% YoY.

Sales* on our own EC platform for the fourth quarter accounting period were 113% YoY.

(Includes sales on our own company’s EC platform for brands distributed through 1st to 4th Brand Group)

Peach John (Japan) Sales Summary (Mar. 2024)

Peach John’s domestic business sales were 98% YoY and below our revised plan’s target. For directly managed stores, though advertising activities were implemented, the number of customers we could attract fell short of our plan’s target, resulting in sales of 94% YoY. Additionally, advertising activities and promotional campaigns directed at members were carried out on our own EC platform; however, results did not meet expectations, and sales came in at 89% YoY. On the other hand, sales via third-party EC sites were 124% YoY, partly due to contributions from new store openings.

Peach John’s sales for the fourth quarter accounting period were 91% YoY.

Overseas operations (store situation) are as follows.

PJ Hong Kong: 101%

Due to the success of promotional measures, sales were in line with those of the same month the previous year.

Taiwan PJ: 114%

Due to the effectiveness of sales promotion measures utilizing influencers, sales were up YoY and exceeded our plan’s target.

Wacoal (Overseas) Sales Summary (Mar. 2024)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 90% year-over-year (YoY), a 10% decrease, and short of our revised plan's target. Additionally, sales for the fourth quarter accounting period were 90% YoY.

Wacoal America's sales were slightly lower than those of the same month last year. Although sales on our own EC platform and deliveries to third-party EC sites were sluggish, deliveries to brick-and-mortar stores (department stores) were moving ahead strongly. At IO Inc., we continue to focus on controlling SG&A expenses while implementing inventory reduction measures in preparation for the business financial settlement.

Sales for Wacoal Europe were 96% YoY, a 4% decrease, and below our revised plan's target. Sales for the fourth quarter accounting period were 97% YoY.

By region, UK sales were up YoY due to the favorable performance of the "Elomi" and "Fantasie" brands. However, North America continued to struggle due to the impact of our client's purchasing restraints. In Europe, sales were lower YoY except in Germany. By channel, sales at brick-and-mortar stores such as department stores were up YoY, while sales via our own EC platform and those of third parties fell.

Wacoal China's sales were 83% YoY, a 17% decrease, and below our revised plan's target. Sales for the fourth quarter accounting period were 83% YoY.

Regarding brick-and-mortar stores, sales fell YoY due to sluggish store visitor growth and weak sales during Women's Day. Sales at third-party online retailers also fell YoY despite promotional measures using KOLs (influencers), as these efforts did not produce the expected results.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Mar.	YTD	Ratio
Store (Department)	143%	102%	50%
Store (outlet and retail)	75%	75%	1%
Department Store EC	71%	93%	12%
Third Party EC Sites	67%	90%	12%
Wacoal's Own EC Site	93%	105%	21%
Export (exclude Canada)	46%	65%	4%

Wacoal Europe

•Channel

	Mar.	YTD	Ratio
Department Store	150%	98%	18%
Independent (Speciality Store)	102%	93%	46%
Directly-Managed Store	75%	91%	3%
Third Party EC Sites	75%	102%	7%
Wacoal's Own EC Site	80%	97%	26%

Wacoal China

•Channel

	Mar.	YTD	Ratio
Department Store	76%	95%	43%
Third Party EC Sites	87%	102%	32%
Other physical stores	94%	96%	22%
Others	66%	106%	3%

•Brand

	Mar.	YTD	Ratio
Wacoal	92%	97%	80%
B.tempt'd	174%	100%	10%
CW-X	99%	120%	1%
LIVELY	41%	57%	9%

•Area

	Mar.	YTD	Ratio
UK	125%	100%	36%
Europe	94%	101%	26%
North America	82%	88%	28%
Others	86%	88%	10%

•Brand

	Mar.	YTD	Ratio
Wacoal	84%	98%	90%
Salute	78%	97%	9%
Amphi	39%	66%	1%

Feb. 2024

Overview

Wacoal (Japan) Sales Summary (Feb. 2024)

Wacoal's overall sales were 107% year-over-year (YoY). Though factors such as the impact of inclement weather led to low store visitor numbers at our main channels, sales from our own and third-party EC platforms greatly exceeded those of the same month last year, leading to results that were up YoY and above our revised plan's target.

*Starting this fiscal year, the organizational structure for product planning has been changed to a four-brand group structure from the three-brand group structure used up to the end of the last fiscal year.

•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 113% YoY. Though Wacoal's main products and the high-priced "Yue" brand performed well, increasing Group sales YoY, they fell short of our revised plan's target due to increased returns accompanying store closures. EC sales for the 1st Brand Group on our own platform were 122% 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, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, were 112% YoY. Sales for the "Wing" brand exceeded both YoY and vs. our revised plan's target due to the strong performance of SALE items and a significant increase in sales on our own EC platform. EC sales for the 2nd Brand Group on our own platform were 160% YoY.

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

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

Sales* (deliveries) for the 3rd Brand Group, which primarily oversees the "Amphi" brand, came in at 96% YoY. Due to adverse weather conditions and other factors, the number of customers visiting our directly managed "Amphi" stores declined, and sales fell YoY; however, results were in line with our revised plan's target due to strong sales at Wacoal The Store and contributions from our own EC platform. EC sales for the 3rd Brand Group on our own platform were 129% YoY.

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

•4rd Brand Group (responsible for the CW-X brand, personal wear)

Sales* (deliveries) for the 4th Brand Group, which primarily overseas conditioning wear CW-X, were 111% YoY and above our revised plan's target. This was due to the strong performance of both "CW-X" conditioning wear and personal wear (nightwear) on our own EC platform and a decrease in product returns. EC sales for the 4th Brand Group on our own platform were 149% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 4rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 97%, Wacoal brand at mass retailers 95%, Wing brand 99%, and specialty stores 98%. Additionally, Amphi, a primary shop among our directly managed stores, dropped YoY despite an increase in the number of business days due to the leap year as it struggled with sales related to SALE promotions. Factory store sales were also lower YoY due to a decline in visitor numbers caused by unfavorable weather conditions. On the other hand, Wacoal The Store saw sales exceed those of the same month the previous year thanks to the Salute brand's strong performance.

Amphi: Existing stores 96%, new stores 96%

Factory stores: Existing stores 96%, new stores 98%

Wacoal the stores: Existing stores 112%, new stores 103%

• Wacoal's Own EC Site

Sales* on our own EC platform were strong, coming in at 135% YoY.

(Includes sales on our own company's EC platform for brands distributed through 1st to 4th Brand Group)

Peach John (Japan) Sales Summary (Feb. 2024)

Peach John's domestic business sales were 90% YoY and below our revised plan's target. Despite favorable sales on third-party EC platforms, we struggled with sales on our own platform. Regarding directly managed stores, sales were 96% YoY due to sluggish visitor growth and a failure to achieve the plan's target for focused products. For our own EC platform, we struggled to acquire new customers, and purchases by existing customers also fell below last year's level for the same month, leading to sales of 71% YoY. Third-party EC sites continued to perform well for focused items, resulting in sales of 165% YoY.

Overseas operations (store situation) are as follows.

PJ Hong Kong: 100%

Due to successful promotional activities, sales at directly managed stores were up YoY. However, due to the poor performance of the EC channel, overall sales were only in line with those of the same month last year while falling below our revised plan's target.

Taiwan PJ: 94%

Thanks to contributions from new store openings, sales were up YoY; however, both store sales and EC sales on our own platform fell short of our plan's target.

Wacoal (Overseas) Sales Summary (Feb. 2024)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 97% year-over-year (YoY), a 3% decrease, and short of our revised plan's target.

Wacoal America's sales were above those of the same month last year due to our EC platform's performance progressing in line with expectations and the contribution of improved deliveries to clients following the end of the fiscal year. However, sales fell short of our revised plan's target due to a lack of in-store sales strength that caused deliveries to fall below expectations and the impact of purchasing restraints in the specialty EC channel.

IO Inc. (LIVELY) sales were lower YoY and below our plan's target. At IO Inc., we continue to focus on controlling SG&A expenses while implementing inventory reduction measures on our own EC platform and at directly managed stores in preparation for the business liquidation.

Sales for Wacoal Europe were 94% YoY, a 6% decrease, and below our revised plan's target. This was primarily due to sluggish sales at third-party EC sites in the US area. In the UK, despite struggles in the department store channel causing a drop in sales YoY, results were basically on par with our revised plan's target. In Europe, sales dropped YoY due to struggles in the specialty store channel in France, but all other regions ended higher YoY.

Wacoal China's sales were 120% YoY, a 20% increase; however, due to sluggish customer traffic against a backdrop of weak consumer confidence, results were below our revised plan's target. Though sales at physical stores were up YoY due to the positive impact of the Chinese New Year holiday timing, they fell below our revised plan's target due to low store visitor numbers and the impact of key client purchasing restraints.

Sales at third-party EC sites increased YoY due to promotional measures utilizing KOLs and other factors; however, they did not reach our revised plan's target as we struggled with new product sales, and promotional measures did not produce the expected effects.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Feb.	YTD	Ratio
Store (Department)	113%	100%	50%
Store (outlet and retail)	49%	75%	1%
Department Store EC	79%	95%	12%
Third Party EC Sites	86%	92%	13%
Wacoal's Own EC Site	108%	106%	20%
Export (exclude Canada)	81%	67%	4%

Wacoal Europe

•Channel

	Feb.	YTD	Ratio
Department Store	96%	94%	18%
Independent (Speciality Store)	117%	92%	46%
Directly-Managed Store	85%	92%	3%
Third Party EC Sites	103%	105%	7%
Wacoal's Own EC Site	71%	99%	26%

Wacoal China

•Channel

	Feb.	YTD	Ratio
Department Store	132%	97%	43%
Third Party EC Sites	119%	105%	32%
Other physical stores	107%	97%	22%
Others	73%	110%	3%

•Brand

	Feb.	YTD	Ratio
Wacoal	102%	97%	80%
B.tempt'd	94%	97%	10%
CW-X	119%	122%	1%
LIVELY	52%	58%	9%

•Area

	Feb.	YTD	Ratio
UK	93%	98%	36%
Europe	119%	102%	25%
North America	78%	89%	29%
Others	93%	89%	10%

•Brand

	Feb.	YTD	Ratio
Wacoal	121%	100%	89%
Salute	114%	99%	10%
Amphi	82%	70%	1%

Jan. 2024

Overview

Wacoal (Japan) Sales Summary (Jan. 2024)

Wacoal's overall sales were 82% year-over-year (YoY) and below our revised plan target. Though the EC channel remained strong, the physical store channel continued to underperform, showing no signs of improvement. Additionally, as significant production adjustments aimed at controlling inventory were implemented, deliveries of new products were not made during this period as in the corresponding period last year.

*Starting this fiscal year, the organizational structure for product planning has been changed to a four-brand group structure from the three-brand group structure used up to the end of the last fiscal year.

•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 67% YoY. While the high-end brand “Salute” continued to perform well, the “Wacoal” brand underperformed due to a decrease in deliveries to clients because of continued poor in-store sales and the lack of new product deliveries in the current period, causing results to come in significantly lower YoY and vs our revised target. EC sales for the 1st Brand Group on our own platform were 102% 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, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, were 79% YoY. Sales of “Wing” brand bra items and the component line “Lesiage” struggled, and as a result, performance was lower YoY and below our revised plan’s target. EC sales for the 2nd Brand Group on our own platform were 124% YoY.

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

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

Sales* (deliveries) for the 3rd Brand Group, which primarily oversees the “Amph” brand, came in at 102% YoY. Though YoY performance was up thanks to contributions from sales via our own EC platform, directly managed stores struggled with sales of regular-price items, and we failed to achieve our revised plan’s target. EC sales for the 3rd Brand Group on our own platform were 108% YoY.

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

•4rd Brand Group (responsible for the CW-X brand, personal wear)

Sales* (deliveries) for the 4th Brand Group, which primarily overseas conditioning wear CW-X, were 77% YoY. Although there was progress with deliveries of conditioning wear brand CW-X to some clients, sales of personal wear (nightwear) struggled, especially at department stores, resulting in sales falling YoY and coming in below our revised plan target. EC sales for the 4th Brand Group on our own platform were 111% YoY.

(*Figures include EC sales on our own company’s platform for brands distributed in the 4rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 97%, Wacoal brand at mass retailers 99%, Wing brand 89%, and specialty stores 95%. Additionally, Amphi, a primary shop among our directly managed stores, performed strongly with SALE items; however, it struggled with sales of regular-price items, with results coming in at the same level as those during the same month last year. Sales at “Wacoal The Store” were up YoY due to contributions from certain stores. Meanwhile, factory store sales fell YoY as those stores struggled with performance during the New Year SALE period, which accounts for a significant portion of sales.

Amphi: Existing stores 101%, new stores 100%

Factory stores: Existing stores 92%, new stores 93%

Wacoal the stores: Existing stores 105%, new stores 101%

•Wacoal's Own EC Site

Sales* on our own EC platform were favorable, coming in at 109% YoY.

(Includes sales on our own company's EC platform for brands distributed through 1st to 4th Brand Group)

Peach John (Japan) Sales Summary (Jan. 2024)

Peach John's domestic business sales were 87% YoY and below our revised plan target.

Regarding directly managed stores, though SALE performance was strong, the stores struggled with new product sales, resulting in sales performance of 95% YoY. Though various promotions were implemented on our own EC site, the number of visitors remained sluggish, resulting in sales of 73% YoY. On the other hand, sales via third-party EC sites came in at 122% YoY due to strong performances at major client EC sites.

Overseas operations (store situation) are as follows.

PJ Hong Kong: 100%

Due to successful promotional activities, sales at directly managed stores were up YoY. However, due to the poor performance of the EC channel, overall sales were only in line with those of the same month last year while falling below our revised plan target.

Taiwan PJ: 94%

Though directly managed stores performed poorly, causing results to drop YoY, our revised plan target was exceeded thanks to contributions from SALE promotions on our own EC platform.

Wacoal (Overseas) Sales Summary (Jan. 2024)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 82% year-over-year (YoY), an 18% decrease, and also fell short of our revised plan target.

Wacoal America's sales were down YoY and below our revised plan target. Though sales via our own EC platform and those of third parties were strong, unseasonable weather (cold waves) negatively impacted physical store sales. This, coupled with the impact of major clients restraining purchases as the fiscal year-end month approached, contributed to the underperformance. Sales for IO Inc. (Lively) were lower both YoY and vs. our revised plan target. At IO Inc., we continue to focus on controlling SG&A expenses while implementing inventory reduction measures on our own EC platform and at directly managed stores in preparation for the liquidation of the business.

Sales for Wacoal Europe were 101% YoY, a 1% increase, but below our revised plan target. Though the US business struggled, specialty online and specialty store channels performed well in the UK and Europe. In the North American region, sales via third-party EC sites met our plan target; however, sales via the department store channel struggled due to falling personal consumption, and overall results for the region came in lower YoY.

Wacoal China's sales were 63% YoY, a 37% decrease, and below our revised plan target. Though sales via third-party EC platforms were on par with those of the same month in the previous year, physical stores struggled to attract customers. Additionally, the negative impact of the Chinese New Year period being later this year was significant. (Chinese New Year in 2023 was January 22 but fell on February 10 in 2024).

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Jan.	YTD	Ratio
Store (Department)	79%	99%	50%
Store (outlet and retail)	41%	77%	1%
Department Store EC	105%	96%	13%
Third Party EC Sites	95%	93%	12%
Wacoal's Own EC Site	110%	106%	20%
Export (exclude Canada)	33%	66%	4%

Wacoal Europe

•Channel

	Jan.	YTD	Ratio
Department Store	81%	94%	18%
Independent (Speciality Store)	106%	90%	46%
Directly-Managed Store	74%	92%	4%
Third Party EC Sites	95%	105%	7%
Wacoal's Own EC Site	105%	104%	25%

Wacoal China

•Channel

	Jan.	YTD	Ratio
Department Store	54%	95%	42%
Third Party EC Sites	62%	103%	32%
Other physical stores	95%	96%	23%
Others	90%	114%	3%

•Brand

	Jan.	YTD	Ratio
Wacoal	86%	97%	80%
B.tempt'd	86%	97%	10%
CW-X	128%	122%	1%
LIVELY	38%	60%	9%

•Area

	Jan.	YTD	Ratio
UK	98%	98%	37%
Europe	118%	100%	24%
North America	90%	90%	29%
Others	98%	88%	10%

•Brand

	Jan.	YTD	Ratio
Wacoal	63%	99%	89%
Salute	58%	98%	10%
Amphi	90%	69%	1%

Dec. 2023

Overview

Wacoal (Japan) Sales Summary (Dec. 2023)

Wacoal sales were 94% year-over-year (YoY) and below our revised plan target. Though the EC and factory store channels remained strong, sluggish sales of the “Wing” brand and increased returns accompanying poor sales at physical stores negatively impacted performance.

Wacoal Sales for the third quarter accounting period were 98

*Starting this fiscal year, the organizational structure for product planning has been changed to a four-brand group structure from the three-brand group structure used up to the end of the last fiscal year.

•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 85% YoY. Though the Wacoal brand saw favorable sales for the strengthened “Hugging Bra,” component lines “Parfage” and “L’ge” experienced declines. Additionally, increased returns accompanying poor sales at physical stores negatively impacted performance, causing the 1st Brand Group’s results to fall YoY and also come in below our revised plan target. EC sales for the 1st Brand Group on our own platform were 103% YoY.

Sales* (deliveries) for the 1st Brand Group for the third quarter accounting period were 96% YoY. Additionally, sales on our own EC platform for the third quarter accounting period for the 1st Brand Group were 115% 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, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, were 98% YoY. Though shorts and the “Natural Up Bra,” a new item, performed well for the Wing Brand, seasonal products such as underwear underperformed, and the revised plan target was not achieved. EC sales for the 2nd Brand Group on our own platform were 108% YoY, with strong results from SALES and other factors contributing.

Sales* (deliveries) for the 2nd Brand Group for the third quarter accounting period were 94% YoY. Sales on our own EC platform for the third quarter accounting period for the 2nd Brand Group were 119% YoY.

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

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

Sales* (deliveries) for the 3rd Brand Group, which primarily oversees the Amphi brand, came in at 95% YoY. Though the EC channel for the Amphi brand saw a YoY increase, a decrease in physical store visitors and a significant shortfall in sales vs expectations during SALE events negatively impacted performance, causing results to fall short YoY and vs. the revised plan target. EC sales for the 3rd Brand Group on our own platform were 103% YoY.

Sales* (deliveries) for the 3rd Brand Group for the third quarter accounting period were 106% YoY. Sales on our own EC platform for the third quarter accounting period for the 3rd Brand Group were 117% YoY.

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

•4rd Brand Group (responsible for the CW-X brand, personal wear)

Sales* (deliveries) for the 4th Brand Group, which primarily overseas conditioning wear CW-X, were 86% YoY. While deliveries for CW-X, a conditioning wear brand, progressed favorably as the New Year approached, sales of personal wear (nightwear), focused around our EC platform, were weak, resulting in performance falling YoY and coming in below our plan target. EC sales for the 4th Brand Group on our own platform were 105% YoY.

Sales* (deliveries) for the 4th Brand Group for the third quarter accounting period were 99% YoY. Sales on our own EC platform for the third quarter accounting period for the 4th Brand Group were 101% YoY.

(*Figures include EC sales on our own company’s platform for brands distributed in the 4rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 95%, Wacoal brand at mass retailers 101%, Wing brand 86%, and specialty stores 89%. Additionally, sales at Amphi, a primary shop among our directly managed stores, fell YoY due to poor performance during SALE events. Sales at “WACOAL The Store” fell YoY partly due to restrained purchasing ahead of the SALE for “Salute” brand products. On the other hand, promotional efforts for factory stores were successful, and sales through that channel grew YoY.

Amphi: Existing stores 96%, new stores 95%

Factory stores: Existing stores 105%, new stores 106%

Wacoal the stores: Existing stores 97%, new stores 94%

•Wacoal's Own EC Site

Sales* on our own EC platform were favorable, coming in at 105% YoY.

Sales* on our own EC platform for the third quarter accounting period were 113% YoY.

(Includes sales on our own company’s EC platform for brands distributed through 1st to 4th Brand Group)

Peach John (Japan) Sales Summary (Dec. 2023)

Peach John’s domestic business sales were 88% YoY and below our revised plan target. Regarding directly managed stores, although results from SALE events were favorable, growth in customer numbers remained sluggish, resulting in sales performance of 95% YoY. For sales via our own EC platform, although promotional measures for collaborative products and members were implemented, the expected results could not be achieved, and results were 70% YoY. On the other hand, sales via third-party EC sites were 148% YoY and above our plan target due to strong results from SALES on each platform.

Peach John’s sales for the third quarter accounting period were 86% YoY.

Overseas operations (store situation) are as follows.

PJ Hong Kong: 69%

Though sales promotion measures were implemented for directly managed stores and the EC channel, the number of visitors fell below expectations, and sales came in lower YoY and vs. our plan target.

Taiwan PJ: 105%

Though sales at directly managed stores were up YoY, sales via our own EC platform struggled, with overall performance coming in below our plan target.

Wacoal (Overseas) Sales Summary (Dec. 2023)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 108% year-over-year (YoY), an 8% increase; however, due to IO Inc.'s struggles, sales fell short of our revised plan target. Sales for the third quarter accounting period were 98% YoY.

Wacoal America's sales were up YoY and exceeded our revised plan target. This was due to the easing of purchasing restraints by department stores and strong sales at third-party EC sites, especially for SALE items.

Sales for IO Inc. (Lively) were lower both YoY and vs. our revised plan target. This was due to the conclusion of transactions with major clients as a result of withdrawing from the business, as well as an increase in returns.

Sales for Wacoal Europe were 97% YoY, a 3% decrease, and below our revised plan target. Sales for the third quarter accounting period were 101% YoY.

By region, both the UK and Europe have continued to experience a decline in consumer sentiment. Additionally, restraint on purchases in the specialty store channel and increased returns from third-party EC sites resulted in sales dropping YoY. On the other hand, North America continued to perform well due to the strong performance of third-party EC sites, with sales increasing on a YoY basis.

Wacoal China's sales were 92% YoY, an 8% decrease, and below our revised plan target. Sales for the third quarter accounting period were 94% YoY.

Though physical store sales exceeded those of the same month the previous year, this was partially due to the same period last year being impacted by COVID-19. However, sales promotion measures have been less effective than expected, and visitor numbers remain subdued.

Regarding sales via third-party EC sites, though we implement promotional measures using KOLs (influencers), both the number of customers attracted and purchase rates remained low, resulting in a YoY decline in sales.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Dec.	YTD	Ratio
Store (Department)	142%	101%	51%
Store (outlet and retail)	45%	81%	1%
Department Store EC	127%	95%	13%
Third Party EC Sites	130%	93%	12%
Wacoal's Own EC Site	105%	105%	20%
Export (exclude Canada)	37%	71%	4%

Wacoal Europe

•Channel

	Dec.	YTD	Ratio
Department Store	96%	96%	19%
Independent (Speciality Store)	72%	89%	46%
Directly-Managed Store	103%	94%	4%
Third Party EC Sites	100%	106%	7%
Wacoal's Own EC Site	154%	104%	24%

Wacoal China

•Channel

	Dec.	YTD	Ratio
Department Store	71%	103%	42%
Third Party EC Sites	151%	111%	31%
Other physical stores	100%	96%	23%
Others	101%	116%	4%

•Brand

	Dec.	YTD	Ratio
Wacoal	118%	98%	79%
B.tempt'd	145%	98%	10%
CW-X	133%	121%	1%
LIVELY	38%	60%	9%

•Area

	Dec.	YTD	Ratio
UK	94%	98%	37%
Europe	66%	95%	23%
North America	127%	90%	29%
Others	94%	92%	11%

•Brand

	Dec.	YTD	Ratio
Wacoal	88%	104%	90%
Salute	156%	106%	9%
Amphi	111%	68%	1%

Nov. 2023

Overview

Wacoal (Japan) Sales Summary (Nov. 2023)

Wacoal sales were 94% year-over-year (YoY) and below our revised plan target. Though EC performance was strong, physical store sales were sluggish, and other factors, such as increased returns from clients, also had an impact.

*Starting this fiscal year, the organizational structure for product planning has been changed to a four-brand group structure from the three-brand group structure used up to the end of the last fiscal year.

•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 99% YoY. The Wacoal brand delivered favorable sales for strengthened items such as the “Hugging Bra” and knit items; however, component lines “Parfage” and “Lasee” experienced sluggish sales, causing the 1st Brand Group’s results to fall YoY and also come in below our revised plan target. EC sales for the 1st Brand Group on our own platform were 121% 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, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, were 82% YoY. In addition to the ongoing struggle with in-store sales in the mass retail channel, factors such as returns aimed at adjusting in-store inventory also had an impact, causing sales to drop YoY and also come in lower than our revised plan target. EC sales for the 2nd Brand Group on our own platform were 126% YoY, with major sales promotions (Black Friday) contributing.

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

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

Sales* (deliveries) for the 3rd Brand Group, which primarily oversees the Amphi brand, came in at 116% YoY. Due to a significant increase in sales via the Amphi brand’s own EC platform, sales increased YoY; however, in-store sales struggled, and our revised plan target was not met. EC sales for the 3rd Brand Group on our own platform were 129% YoY.

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

•4rd Brand Group (responsible for the CW-X brand, personal wear)

Sales* (deliveries) for the 4th Brand Group, which primarily overseas conditioning wear CW-X, were 97% YoY. The performance of “CW-X” conditioning wear was favorable, driven by sales contributions from large-scale promotions (Black Friday) and expanded deployment by some key clients. However, personal wear (nightwear) deliveries fell below expectations, resulting in lower 4th Brand Group sales, both YoY and vs our revised plan target. EC sales for the 4th Brand Group on our own platform were 92% YoY.

(*Figures include EC sales on our own company’s platform for brands distributed in the 4rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 98%, Wacoal brand at mass retailers 93%, Wing brand 82%, and specialty stores 103%. Additionally, sales at Amphi, a primary shop among our directly managed stores, fell YoY due to the lackluster performance of sales promotion measures. “Wacoal The Store” increased sales YoY thanks to the favorable performance of the Salute brand. Sales at factory stores were on par with those of the same month last year.

Amphi: Existing stores 96%, new stores 95%

Factory stores: Existing stores 99%, new stores 100%

Wacoal the stores: Existing stores 111%, new stores 110%

•[Wacoal's Own EC Site](#)

Sales* on our own EC platform were favorable, coming in at 117% YoY.

(Includes sales on our own company's EC platform for brands distributed through 1st to 4th Brand Group)

Peach John (Japan) Sales Summary (Nov. 2023)

Peach John's domestic business sales were 81% YoY and below our revised plan's target. Regarding directly managed stores, though efforts were made to adjust promotional measures, they did not produce results related to attracting customers, and sales came in at 90% YoY. Similarly, our own EC platform continued to face challenges in attracting customers. Additionally, an approximately five-day suspension of business operations on the company's website as it underwent a renewal and reopening contributed to a 59% YoY result for online sales. Meanwhile, sales via third-party EC sites ended at 124% YoY, partly due to the contribution of sales from newly opened stores.

Overseas operations (store situation) are as follows.

PJ Hong Kong: 99%

Directly managed stores performed well, mainly due to SALE items. However, EC performed poorly, and results came in lower YoY and vs our plan target.

Taiwan PJ: 106%

Though sales increased YoY with large-scale promotions (Singles' Day) on our own EC site contributing, directly managed stores struggled, and overall results were below our plan target.

Wacoal (Overseas) Sales Summary (Nov. 2023)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 97% year-over-year (YoY), a 3% decrease, and below our revised plan target.

Though Wacoal America's sales did not reach our revised plan target, they were up YoY. This was due to some key clients' easing of purchasing restrictions, leading to progress with deliveries to department stores and third-party EC sites. In addition, various promotional measures helped drive strong growth on our own EC platform.

Sales for IO Inc. (Lively) were lower both YoY and vs our revised plan target. Though the company made efforts to clear inventory during the Black Friday and Cyber Monday SALE periods, results did not meet expectations as competitors also stepped up promotional discounts in the same way.

Sales for Wacoal Europe were 93% YoY, a 7% decrease, and below our revised plan target. This was due to sluggish sales at specialty stores and department stores despite our own and third-party EC channels demonstrating strong performance. By region, the UK fell YoY due to struggles in the specialty store channel. In Europe, although Germany and some areas performed well, sales in some other areas, primarily France, fell YoY. On the other hand, sales in North America were higher YoY due to the strong performance at department stores and third-party EC sites.

Wacoal China's sales were 99% YoY, a 1% decrease, but in line with our revised plan target. Being opposite the same period last year, which was impacted by reduced store operations caused by the spread of COVID-19, contributed to sales at physical stores improving YoY. However, weakness with the number of visitors remained. Regarding sales via third-party EC sites, though promotional measures utilizing KOLs (influencers) were implemented during the Singles' Day holiday, expected results were not realized, and sales fell YoY.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Nov.	YTD	Ratio
Store (Department)	100%	98%	51%
Store (outlet and retail)	40%	84%	1%
Department Store EC	82%	93%	12%
Third Party EC Sites	138%	89%	11%
Wacoal's Own EC Site	100%	105%	21%
Export (exclude Canada)	88%	75%	4%

Wacoal Europe

•Channel

	Nov.	YTD	Ratio
Department Store	89%	96%	18%
Independent (Speciality Store)	78%	90%	47%
Directly-Managed Store	93%	93%	4%
Third Party EC Sites	104%	107%	7%
Wacoal's Own EC Site	140%	100%	24%

Wacoal China

•Channel

	Nov.	YTD	Ratio
Department Store	130%	108%	42%
Third Party EC Sites	122%	108%	31%
Other physical stores	82%	96%	23%
Others	147%	116%	4%

•Brand

	Nov.	YTD	Ratio
Wacoal	100%	97%	79%
B.tempt'd	97%	94%	10%
CW-X	102%	120%	1%
LIVELY	69%	62%	10%

•Area

	Nov.	YTD	Ratio
UK	84%	99%	37%
Europe	82%	98%	24%
North America	114%	87%	28%
Others	95%	92%	11%

•Brand

	Nov.	YTD	Ratio
Wacoal	105%	106%	90%
Salute	124%	103%	9%
Amphi	66%	64%	1%

Oct. 2023

Overview

Wacoal (Japan) Sales Summary (Oct. 2023)

Wacoal sales were 106% year-over-year (YoY), driven by strong EC performance. However, sales at the main physical store channel fell short of expectations and came in below our plan's target.

*Starting this fiscal year, the organizational structure for product planning has been changed to a four-brand group structure from the three-brand group structure used up to the end of the last fiscal year.

•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 106% YoY. The favorable performance of the “Salute” brand and bottoms drove sales above the level of the same month last year, but sales of key Wacoal brand products, such as the “Gravity-Defying Bust Care Bra,” were sluggish, and our plan’s target was not achieved. EC sales for the 1st Brand Group on our own platform were 124% 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, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, were 107% YoY. Sales for the “Wing” brand increased YoY due to being opposite the same period last year when EC maintenance was implemented. However, struggling store sales of mainstay products such as the “Beautiful Back Bra” and the impact of mild winter weather on “undergarments” resulted in sales falling below our plan’s target. EC sales for the 2nd Brand Group on our own platform were 124% YoY.

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

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

Sales* (deliveries) for the 3rd Brand Group, which primarily oversees the Amphi brand, came in at 112% YoY. Sales increased YoY due to the strong performance of SALE items and being opposite the same period last year when EC maintenance was implemented. However, store sales of regular-price products such as the mainstay “Day Up Bra” did not reach expectations, so our plan target was not achieved.

EC sales for the 3rd Brand Group on our own platform were 126% YoY.

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

•4rd Brand Group (responsible for the CW-X brand, personal wear)

Sales* (deliveries) for the 4th Brand Group, which primarily overseas conditioning wear CW-X, were 108% YoY. While deliveries of personal wear (nightwear) exceeded expectations, store sales of the “CW-X” brand, especially at department stores, were sluggish, resulting in performance slightly below our plan’s target. Sales for the 4th Brand Group on our own EC platform were 113% YoY.

(*Figures include EC sales on our own company’s platform for brands distributed in the 4rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 91%, Wacoal brand at mass retailers 92%, Wing brand 83%, and specialty stores 94%. Additionally, sales at Amphi, a primary shop among our directly managed stores, were down YoY as sales for regular-priced items were sluggish. Sales at “WACOAL The Store” increased YoY as the Salute brand products performed well. At factory stores, the effectiveness of sales promotion measures was less than expected, resulting in sales on par with those of the same month last year.

Amphi: Existing stores 94%, new stores 93%

Factory stores: Existing stores 95%, new stores 93%

Wacoal the stores: Existing stores 101%, new stores 104%

• Wacoal's Own EC Site

Sales* on our own EC platform were up YoY at 119%; this was partly due to being opposite the same period last year when large-scale maintenance was implemented.

(Includes sales on our own company's EC platform for brands distributed through 1st to 4th Brand Group)

Peach John (Japan) Sales Summary (Oct. 2023)

Peach John's domestic business sales were 91% YoY and below our plan's target. Sales on third-party EC sites were 111% YoY due to new store opening contributions. However, site visitor numbers fell below expectations, leading to results below our plan's target. As for directly managed stores and our own EC platform, though sales promotion measures for increasing customer numbers were implemented, the expected effects were not realized, and sales came in lower YoY and below our plan's target.

(Directly managed stores: 95% YoY, Our EC platform: 80% YoY)

Overseas operations (store situation) are as follows.

PJ Hong Kong: 98%

Though store visitors temporarily increased with the launch of new products, results fell YoY and were also below our plan's target.

Taiwan PJ: 109%

With sales from new store openings contributing, results were up YoY. However, they fell short of our plan's target due to sluggish sales of new products at stores and online.

Wacoal (Overseas) Sales Summary (Oct. 2023)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 93% year-over-year (YoY), a 7% decrease, and below our initial plan target.

Wacoal America's sales were 96% YoY. EC sales on our own platform and via third-party sites were strong thanks to the contribution of promotional measures. However, due to the sluggish performance of physical stores caused by the purchasing restraints of some key clients and a decline in intra-group transactions, sales fell both YoY and vs our plan's target.

Sales for IO Inc. (Lively) were lower both YoY and vs our plan target. Factors attributed to this result include restrained purchasing ahead of a large-scale promotion in November and efforts to control promotional expenses.

Sales for Wacoal Europe were 114% YoY, a 14% increase, and in line with our initial plan target. Our recovery from last month's system disruption caused by unauthorized access facilitated deliveries to clients. As a result, performances in the UK, Europe, and North America exceeded our plan's figures.

Wacoal China's sales were 90% YoY, a 10% decrease, and below our initial plan target. Even though we implemented promotional measures, the number of people visiting stores fell below expectations, so store results came in lower YoY and vs our plan target. Third-party EC sales were up YoY due to robust sales of strong products at some key clients. However, they came in below our plan's target due to the impact of restraint in implementing promotional measures using KOLs (influencers).

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Oct.	YTD	Ratio
Store (Department)	89%	98%	51%
Store (outlet and retail)	39%	89%	1%
Department Store EC	80%	94%	13%
Third Party EC Sites	226%	86%	11%
Wacoal's Own EC Site	102%	106%	20%
Export (exclude Canada)	63%	74%	4%

Wacoal Europe

•Channel

	Oct.	YTD	Ratio
Department Store	103%	96%	19%
Independent (Speciality Store)	108%	92%	47%
Directly-Managed Store	84%	93%	4%
Third Party EC Sites	42%	107%	7%
Wacoal's Own EC Site	166%	96%	23%

Wacoal China

•Channel

	Oct.	YTD	Ratio
Department Store	86%	106%	43%
Third Party EC Sites	90%	106%	33%
Other physical stores	125%	102%	20%
Others	132%	112%	4%

•Brand

	Oct.	YTD	Ratio
Wacoal	95%	96%	79%
B.tempt'd	97%	94%	10%
CW-X	128%	126%	1%
LIVELY	67%	61%	10%

•Area

	Oct.	YTD	Ratio
UK	106%	100%	38%
Europe	109%	100%	24%
North America	126%	85%	28%
Others	121%	92%	10%

•Brand

	Oct.	YTD	Ratio
Wacoal	95%	106%	89%
Salute	78%	100%	10%
Amphi	166%	63%	1%

Sep. 2023

Overview

Wacoal (Japan) Sales Summary (Sep. 2023)

Wacoal sales were 93% year-over-year (YoY) and below our plan's target. While EC sales remained strong, store-based sales were weak due to sluggish sales of fall products caused by lingering summer heat, etc., leading to this result.

Sales for the second quarter accounting period were 94% YoY.

*Starting this fiscal year, the organizational structure for product planning has been changed to a four-brand group structure from the three-brand group structure used up to the end of the last fiscal year.

•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 84% YoY. Though sales for the "Bust Care Bra Wireless" were favorable thanks to proactive sales promotion measures, fall products struggled due to lingering summer heat, resulting in 1st Brand Group sales that were below those of the same month the previous year and short of our plan's target. EC sales for the 1st Brand Group on our own platform were 96% YoY.

Sales* (deliveries) for the 1st Brand Group for the second quarter accounting period were 86% YoY. Additionally, sales on our own EC platform for the second quarter accounting period for the 1st Brand Group were 103% 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, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, were 92% YoY. Sales came in short of both our plan's target and YoY due to slumping store visitor numbers caused by the impact of the weather and a reduction in discount SALES by some clients. EC sales for the 2nd Brand Group on our own platform were 107% YoY.

Sales* (deliveries) for the 2nd Brand Group for the second quarter accounting period were 90% YoY. Sales on our own EC platform for the second quarter accounting period for the 2nd Brand Group were also 121% YoY.

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

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

Sales* (deliveries) for the 3rd Brand Group, which oversees the Amphi brand, came in at 89% YoY. Though SALE items continued their strong performance from the previous month, sales of mainstay products such as the "Day Up Bra" were weak due to sluggish store visitor growth, resulting in sales that were lower YoY and below our plan's target. EC sales for the 3rd Brand Group on our own platform were 105% YoY.

Sales* (deliveries) for the 3rd Brand Group for the second quarter accounting period were 108% YoY. Sales on our own EC platform for the second quarter accounting period for the 3rd Brand Group were also 109% YoY.

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

•4rd Brand Group (responsible for the CW-X brand, personal wear)

Sales* (deliveries) for the 4th Brand Group, which primarily overseas conditioning wear CW-X, were 103% YoY. Deliveries of personal wear (nightwear) that exceeded our plan's target and other factors contributed to this positive result. On the other hand, sales for the CW-X brand came in below our expectations, resulting in 4th Brand Group sales falling slightly short of our plan's overall target. Sales for the 4th Brand Group on our own EC platform were 115% YoY.

Sales* (deliveries) for the 4th Brand Group for the second quarter accounting period were 103% YoY. Sales on our own EC platform for the second quarter accounting period for the 4th Brand Group were 111% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 4rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 94%, Wacoal brand at mass retailers 96%, Wing brand 87%, and specialty stores 95%. Additionally, sales at Amphi, a primary shop among our directly managed stores, were down YoY as sales for regular-priced items were sluggish. Sales at “Wacoal The Store” were below our plan’s target as the Salute brand products struggled. At factory stores, the effectiveness of sales promotion measures was less than expected, resulting in sales at the same level as those of the same month last year.

Amphi: Existing stores 98%, new stores 97%

Factory stores: Existing stores 94%, new stores 97%

Wacoal the stores: Existing stores 97%, new stores 101%

•Wacoal's Own EC Site

Sales* on our own EC platform were up YoY at 103%.

Sales* on our own EC platform for the second quarter accounting period were 108% YoY.

(Includes sales on our own company’s EC platform for brands distributed through 1st to 4th Brand Group)

Peach John (Japan) Sales Summary (Sep. 2023)

Peach John’s domestic business sales were 82% YoY and below our plan’s target. Sales on third-party EC sites were 125% YoY and above our plan’s target. The strong performance of SALE items and the start of dealings with a new EC mall operator contributed to this favorable result. On the other hand, despite directly managed stores implementing sales promotion measures for members, they struggled to attract visitors, resulting in sales of 92% YoY, which were also below our plan’s target. Similar to our directly managed stores, the number of visitors to our EC site was sluggish, and EC site YoY sales also had to be compared to the same month the previous year when sales promotion measures were conducted. As a result of these factors, EC sales on our own site were 58% YoY and significantly below our plan’s target.

Peach John’s sales for the second quarter accounting period were 90% YoY.

Overseas operations (store situation) are as follows.

PJ Hong Kong: 109%

Though EC site performance was strong, centered on SALE items, sales were weak at directly managed stores, so results were below our plan’s target.

Taiwan PJ: 105%

Despite the contribution of opening a new directly managed store, our overall results came in below our plan’s target as our EC site struggled due to a decrease in the number of visitors.

Wacoal (Overseas) Sales Summary (Sep. 2023)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 93% year-over-year (YoY), a 7% decrease, and below our plan target. Additionally, sales for the second quarter accounting period were 92% YoY.

Wacoal America's sales fell both YoY and vs our plan target. Though EC sales on our platform increased due to the strong performance of SALE items and contributions from promotional measures, deliveries to major department stores were lower than expected, partly due to client purchasing restraint, resulting in this negative outcome.

Sales for IO Inc. (Lively) fell both YoY and vs our plan target. Though promotional measures were implemented, they failed to sufficiently attract customers and improve the purchase rate.

Sales for Wacoal Europe were 56% YoY, a 44% decrease, and significantly below our plan target. Sales for the second quarter accounting period were 82% YoY.

As disclosed on September 27, Wacoal Europe experienced a third-party unauthorized access (*) event to its internal network in mid-September, causing disruptions to its system operations. As a result, sales operations were severely impaired until the latter part of September, resulting in a significant decrease in sales. Please note the core system has already been restored, and business operations have resumed.

Wacoal China's sales were 95% YoY, a 5% decrease, and below our plan target. Sales for the second quarter accounting period were 87% YoY.

Although promotional measures to increase customer traffic to physical stores were implemented, they did not achieve the expected results due to sluggish consumer confidence, and sales remained at lower-than-expected levels. In addition, third-party EC sites continued to struggle to attract customers due to the impact of canceling sales promotion measures featuring influencers, resulting in sales coming in lower YoY and vs our plan target.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Sep.	YTD	Ratio
Store (Department)	92%	100%	50%
Store (outlet and retail)	83%	96%	1%
Department Store EC	75%	97%	13%
Third Party EC Sites	96%	77%	11%
Wacoal's Own EC Site	116%	106%	21%
Export (exclude Canada)	79%	76%	4%

Wacoal Europe

•Channel

	Sep.	YTD	Ratio
Department Store	50%	95%	19%
Independent (Speciality Store)	53%	81%	42%
Directly-Managed Store	57%	96%	4%
Third Party EC Sites	119%	112%	8%
Wacoal's Own EC Site	55%	105%	27%

Wacoal China

•Channel

	Sep.	YTD	Ratio
Department Store	140%	109%	42%
Third Party EC Sites	97%	109%	33%
Other physical stores	51%	100%	21%
Others	102%	110%	4%

•Brand

	Sep.	YTD	Ratio
Wacoal	92%	96%	79%
B.tempt'd	98%	93%	10%
CW-X	148%	126%	1%
LIVELY	86%	61%	10%

•Area

	Sep.	YTD	Ratio
UK	81%	100%	39%
Europe	54%	98%	24%
North America	38%	80%	27%
Others	47%	87%	10%

•Brand

	Sep.	YTD	Ratio
Wacoal	98%	108%	89%
Salute	105%	104%	10%
Amphi	58%	57%	1%

Aug. 2023

Overview

Wacoal (Japan) Sales Summary (Aug. 2023)

Wacoal sales were 91% year-over-year (YoY) and below our plan target. While EC sales were strong, sales through the main physical store channel were sluggish, leading to this result.

*Starting this fiscal year, the organizational structure for product planning has been changed to a four-brand group structure from the three-brand group structure used up to the end of the last fiscal year.

•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 87% YoY and below our plan target. While sales of the high-end brand “Yue” and “Hugging Bra,” a new product under the Wacoal brand, were strong, sales of other Wacoal-branded products struggled, and the resulting increase in product returns from clients contributed to this result. EC sales for the 1st Brand Group on our own platform were 107% 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, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, were 81% YoY. EC sales on our own platform continued to perform well, partly due to contributions from SALES. However, as with the 1st Brand Group, physical store-based sales were sluggish, resulting in lower sales YoY and vs our plan target. EC sales for the 2nd Brand Group on our own platform were 133% YoY.

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

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

Sales* (deliveries) for the 3rd Brand Group, which primarily oversees the Amphi brand, came in at 111% YoY. Sales were up YoY partially due to the strong performance during SALES; however, they fell short of our plan target as sales at regular prices did not meet expectations. EC sales for the 3rd Brand Group on our own platform were 108% YoY.

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

•4rd Brand Group (responsible for the CW-X brand, personal wear)

Sales* (deliveries) for the 4th Brand Group, which primarily overseas conditioning wear CW-X, were 100% YoY. In addition to deliveries of personal wear (nightwear) exceeding expectations, advance deliveries of CW-X brand products in response to client promotional activities also contributed, allowing us to exceed our plan target. Sales for the 4th Brand Group on our own EC platform were 118% YoY.

(*Figures include EC sales on our own company’s platform for brands distributed in the 4rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 100%, Wacoal brand at mass retailers 94%, Wing brand 88%, and specialty stores 96%. Additionally, sales at Amphi, a primary shop among our directly managed stores, were up YoY due to the success of promotional measures for SALE products. Sales at “WACOAL The Store” were on par with those of the same month last year due to enhanced promotions for items on Sale. On the other hand, for factory stores, despite contributions from new stores, sales at existing stores fell YoY due to weakened promotional efforts resulting from the impact of typhoons.

Amphi: Existing stores 102%, new stores 100%

Factory stores: Existing stores 96%, new stores 102%

Wacoal the stores: Existing stores 99%, new stores 101%

• Wacoal's Own EC Site

Sales* on our own EC platform remained strong at 113% YoY.

(Includes sales on our own company's EC platform for brands distributed through 1st to 4th Brand Group)

Peach John (Japan) Sales Summary (Aug. 2023)

Peach John's domestic business sales were 97% YoY and below our plan target. Though sales on third-party EC sites came in at 107% YoY due to the strong performance of items on Sale, sales at regular prices were lower than expected, so results came in below our plan target. As for sales at directly managed stores and our own EC platform, although promotional measures aimed at increasing customer numbers were implemented, they did not achieve the expected results, and sales fell YoY and vs our plan target (directly managed stores were 98% YoY, and our own EC platform as 93% YoY).

Overseas operations (store situation) are as follows.

PJ Hong Kong: 130%

Although sales of mainstay products contributed to increased sales YoY, store visitors did not grow as expected, and results were below our plan target.

Taiwan PJ: 103%

Although new stores contributed to increased sales YoY, the number of store visitors and mainstay product sales were below expectations, and results came in below our plan target.

Wacoal (Overseas) Sales Summary (Aug. 2023)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 94% year-over-year (YoY), a 6% decrease, and below our plan target.

Wacoal America's sales were 95% YoY. Sales at physical stores and department store EC sites exceeded levels of the same month last year due in part to improvements in deliveries to some clients. However, the specialty store EC channel was sluggish due to the strong impact of purchasing restraint by clients, and we continued to struggle with selling products at regular retail prices on our own EC platform, resulting in lower sales both YoY and vs our plan target.

Sales for IO Inc. (Lively) fell significantly both YoY and vs our plan target. Though sales via the wholesale channel were higher YoY due in part to progress in delivering products to new clients, this was more than offset by continued struggles at our own EC site.

Sales for Wacoal Europe were 101% YoY, a 1% increase, but below our plan target. Sales in Europe were up both YoY and vs our plan target thanks to strong demand and contributions from improved operations at the warehouse in the Netherlands, which started operating last year. On the other hand, sales in the UK were lower both YoY and vs our plan target due to weak customer traffic at stores resulting from unseasonable weather. Additionally, North America's sales were up YoY thanks to strong performance at department stores and third-party EC sites. However, they fell short of our plan target due to sluggish sales at specialty stores.

Wacoal China's sales were 84% YoY, a 16% decrease, and below our plan target due to poor online and physical store performance.

Regarding physical stores, although sales promotion measures were implemented to increase store visitor numbers, they did not produce the expected results amid worsening consumer sentiment. As a result, sales fell both YoY and vs our plan target. Sales at third-party EC sites also fell YoY and vs our plan target due to sales promotion measures ending unsuccessfully.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Aug.	YTD	Ratio
Store (Department)	104%	102%	50%
Store (outlet and retail)	94%	98%	1%
Department Store EC	126%	101%	13%
Third Party EC Sites	58%	74%	11%
Wacoal's Own EC Site	88%	105%	21%
Export (exclude Canada)	72%	76%	4%

Wacoal Europe

•Channel

	Aug.	YTD	Ratio
Department Store	94%	102%	20%
Independent (Speciality Store)	80%	86%	41%
Directly-Managed Store	107%	103%	4%
Third Party EC Sites	97%	111%	8%
Wacoal's Own EC Site	164%	112%	27%

Wacoal China

•Channel

	Aug.	YTD	Ratio
Department Store	87%	104%	44%
Third Party EC Sites	87%	112%	33%
Other physical stores	83%	99%	20%
Others	122%	102%	3%

•Brand

	Aug.	YTD	Ratio
Wacoal	92%	97%	80%
B.tempt'd	111%	93%	9%
CW-X	140%	121%	1%
LIVELY	83%	58%	10%

•Area

	Aug.	YTD	Ratio
UK	92%	102%	39%
Europe	125%	107%	24%
North America	105%	86%	28%
Others	88%	97%	9%

•Brand

	Aug.	YTD	Ratio
Wacoal	90%	106%	89%
Salute	70%	103%	10%
Amphi	55%	65%	1%

Jul. 2023

Overview

Wacoal (Japan) Sales Summary (Jul. 2023)

Wacoal recorded sales of 97% year-over-year (YoY). This result was also below our plan target. Though store sales showed signs of recovery across major channels, the impact of store inventory adjustments and other factors led to this decline. Our own EC channels continued to perform well.

*Starting this fiscal year, the organizational structure for product planning has been changed to a four-brand group structure from the three-brand group structure used up to the end of the last fiscal year.

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

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand (innerwear), were 88% YoY. Store-based sales were up YoY due to the strong performance of mainstay products such as the “Hugging Bra” and “Ribbon Bra.” However, due to store inventory adjustments, overall sales (deliveries) fell YoY and were below our plan target. EC sales for the 1st Brand Group on our own platform came in at 106% YoY.

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

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

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, were 97% YoY. Sales on our own EC platform remained strong and physical stores secured sales levels on par with those of the same month the previous year. However, as was the case for the 1st Brand Group, store inventory adjustments resulted in overall sales coming in lower YoY and below our plan target. EC sales for the 2nd Brand Group on our own platform were 126% YoY, with discount coupon measures during the actual demand period contributing to this increase.

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

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

Sales* (deliveries) for the 3rd Brand Group, which primarily oversees the Amphi brand, came in at 125% YoY. Though Sale items performed well, resulting in a positive YoY outcome, regular-price products did not sell as well as expected, and results came in below our plan target. EC sales for the 3rd Brand Group on our own platform were 114% YoY.

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

•4rd Brand Group (responsible for the CW-X brand, personal wear)

Sales* (deliveries) for the 4th Brand Group, which primarily overseas conditioning wear CW-X, were 110% YoY and in line with our plan target. This was due to the strong performance of the CW-X brand and personal wear (nightwear). Sales for the 4th Brand Group on our own EC platform were 103% YoY.

(*Figures include EC sales on our own company’s platform for brands distributed in the 4rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 103%, Wacoal brand at mass retailers 103%, Wing brand 97%, and specialty stores 99%. Additionally, sales at Amphi, a primary shop among our directly managed stores, were up YoY, with the increased performance of Sale items contributing. Sales at “Wacoal The Store” were also higher YoY due to the strong performance of items on Sale. On the other hand, factory store sales dropped YoY and were below our plan target due to factors such as the impact of timing discrepancies related to sales promotion measures.

Amphi: Existing stores 108%, new stores 106%

Factory stores: Existing stores 99%, new stores 104%

Wacoal the stores: Existing stores 107%, new stores 108%

•[Wacoal's Own EC Site](#)

Sales* on our own EC platform were 110% YoY, with mainstay products from each brand contributing.

(Includes sales on our own company's EC platform for brands distributed through 1st to 4th Brand Group)

Peach John (Japan) Sales Summary (Jul. 2023)

Peach John's domestic business sales were 90% YoY and below our plan target. Though sales on third-party EC sites came in at 111% YoY due to the strong performance of Sale items, they fell below our plan target as mainstay products struggled. As for sales at directly managed stores and our own EC platform, though we continued to implement promotional measures aimed at increasing visitor numbers, we were unable to achieve the expected results, and sales fell YoY and were below our plan target (directly managed stores were 93% YoY, and our own EC platform as 80% YoY).

Overseas operations (store situation) are as follows.

PJ Hong Kong: 106%

While sales surpassed the level of those of the same month the previous year, the number of store visitors did not grow as expected, so our plan target was not achieved.

Taiwan PJ: 115%

Though EC sales were on par with those of the same month the previous year, directly managed stores struggled, and results came in below our plan target.

Wacoal (Overseas) Sales Summary (Jul. 2023)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 91% year-over-year (YoY), a 9% decrease, and below our plan target.

Wacoal America's sales were lower YoY at 98% and below our plan target. Our EC channel continued to perform well with the launch of new products and sales promotion measures contributing. Additionally, deliveries to some wholesale clients for physical stores surpassed the level of the same month the previous year. On the other hand, however, third-party EC sites (department store EC sites, specialized EC sites) continued demonstrating purchasing restraint, resulting in sluggishness.

Sales for IO Inc. (Lively) fell significantly YoY and vs our plan target due to weakness in the number of visitors to our EC site.

Sales for Wacoal Europe were 86% YoY, a 14% decrease, and below our plan target due to sluggish sales in the UK and US.

In Europe, the "Wacoal" and "Elomi" brands performed well, exceeding on a YoY basis. On the other hand, sales in the UK fell YoY due to restrained purchasing by clients and sluggish swimwear sales caused by poor weather. In North America as well, we struggled with deliveries to department stores and third-party EC sites, resulting in sales falling YoY.

Wacoal China's sales were 84% YoY, a 16% decrease, and below our plan target due to poor performance both online and at physical stores.

Against a backdrop of weak consumer confidence, physical store sales were weak due to the sluggish growth of customers visiting commercial facilities. Regarding third-party EC sites, the suspension of promotional measures on major EC malls and other factors had a negative impact, resulting in lower sales YoY.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Jul.	YTD	Ratio
Store (Department)	107%	101%	50%
Store (outlet and retail)	109%	98%	1%
Department Store EC	84%	97%	13%
Third Party EC Sites	87%	78%	11%
Wacoal's Own EC Site	114%	109%	21%
Export (exclude Canada)	45%	76%	4%

Wacoal Europe

•Channel

	Jul.	YTD	Ratio
Department Store	93%	103%	19%
Independent (Speciality Store)	82%	88%	42%
Directly-Managed Store	113%	102%	4%
Third Party EC Sites	87%	115%	8%
Wacoal's Own EC Site	86%	104%	27%

Wacoal China

•Channel

	Jul.	YTD	Ratio
Department Store	88%	109%	42%
Third Party EC Sites	90%	119%	32%
Other physical stores	76%	118%	22%
Others	70%	110%	4%

•Brand

	Jul.	YTD	Ratio
Wacoal	97%	98%	80%
B.tempt'd	116%	89%	9%
CW-X	133%	118%	1%
LIVELY	58%	55%	10%

•Area

	Jul.	YTD	Ratio
UK	88%	104%	39%
Europe	117%	104%	24%
North America	64%	83%	28%
Others	110%	100%	9%

•Brand

	Jul.	YTD	Ratio
Wacoal	88%	115%	89%
Salute	80%	114%	10%
Amphi	48%	57%	1%

Jun. 2023

Overview

Wacoal (Japan) Sales Summary (Jun. 2023)

Wacoal recorded sales of 89% year-over-year (YoY), which were also below our plan target. Although we strengthened promotional measures for mainstay products for each brand, physical store channels such as mass retailers continued to struggle as they failed to improve visitor growth. On the other hand, sales on both our own EC platform and those belonging to third parties grew as each brand's promotional measures contributed to improving visitor numbers and purchase rates.

Wacoal sales for the first quarter accounting period were 98% YoY.

*Starting this fiscal year, the organizational structure for product planning has been changed to a four-brand group structure from the three-brand group structure used up to the end of the last fiscal year.

•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 101% YoY but below our plan target. As a result of implementing promotional measures in conjunction with the release of the "Hugging Bra," a new product, the number of visitors to our EC site increased, and EC sales for the 1st Brand Group on our own platform came in at 133% YoY. However, we were unable to increase the number of visitors to brick-and-mortar stores, and store-based sales in this main channel fell significantly short of our plan target. Sales* (deliveries) for the 1st Brand Group for the first quarter accounting period were 100% YoY. Sales on our own EC platform for the first quarter accounting period for the 1st Brand Group were also 100% 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, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, struggled at 83% YoY and were below our plan target. This was primarily due to struggles with store-based sales. Although efforts were made to strengthen sales promotions for the "Match Me Bra," a mainstay product of the Wing brand, some clients had trouble attracting customers due to the impact of a reduction in discount Sales, resulting in sluggish sales at physical stores. Additionally, deliveries were also sluggish due to slumping store-based sales. On the other hand, EC sales for the 2nd Brand Group on our own platform were 151%, as promotional measures for the "Match Me Bra" contributed to an increase in visitor numbers.

Sales* (deliveries) for the 2nd Brand Group for the first quarter accounting period were 97% YoY. Sales on our own EC platform for the first quarter accounting period for the 2nd Brand Group were also 124% YoY.

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

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

Sales* (deliveries) for the 3rd Brand Group, which primarily oversees the Amphi brand, came in at 105% YoY but below our plan target. Though we struggled with sales of mainstay products, sales of items on Sale were strong, accounting for this result. EC sales for the 3rd Brand Group on our own platform came in at 111% YoY.

Sales* (deliveries) for the 3rd Brand Group for the first quarter accounting period were 108% YoY. Sales on our own EC platform for the first quarter accounting period for the 3rd Brand Group were also 110% YoY.

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

•4rd Brand Group (responsible for the CW-X brand, personal wear)

Sales* (deliveries) for the 4th Brand Group, which primarily overseas conditioning wear "CW-X," were 90% YoY and below our plan target. Personal wear (nightwear) continued its strong performance from the previous month, but sales of the CW-X brand were sluggish across main channels. Sales for the 4th Brand Group on our own EC platform were 124% YoY.

Sales* (deliveries) for the 4th Brand Group for the first quarter accounting period were 111% YoY. Sales on our own EC platform for the first quarter accounting period for the 4th Brand Group were also 109% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 4rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 96%, Wacoal brand at mass retailers 84%, Wing brand 80%, and specialty stores 90%. Additionally, sales at Amphi, a primary shop among our directly managed stores, came in lower YoY as promotional measures ended poorly. Factory store sales struggled due to unseasonable weather and came in lower compared to the same month the previous year. Meanwhile, Wacoal The Store struggled with sales to new members, and sales fell YoY.

Amphi: Existing stores 91%, new stores 90%

Factory stores: Existing stores 96%, new stores 103%

Wacoal the stores: Existing stores 95%, new stores 97%

•Wacoal's Own EC Site

Sales* on our own EC platform were 129% YoY, as promotional measures for each brand contributed to increased sales.

Sales* on our own EC platform for the first quarter accounting period were 107% YoY.

(Includes sales on our own company's EC platform for brands distributed through 1st to 4th Brand Group)

Peach John (Japan) Sales Summary (Jun. 2023)

Peach John's domestic business sales were 91% YoY and below our plan target. Though sales on third-party EC sites were 103% YoY, they fell short of our plan target as sales of regular-price products struggled. As for sales at directly managed stores and our own EC platform, they were lower YoY and below our plan target due to sluggish growth in customer numbers despite the implementation of promotional measures (directly managed stores were 93% YoY, and our own EC platform as 87% YoY).

Peach John's sales for the first quarter accounting period were 94% YoY.

Overseas operations (store situation) are as follows.

PJ Hong Kong: 106%

Sales were higher YoY on the back of strongly performing summer products; however, they came in below our plan target.

Taiwan PJ: 115%

Though sales were higher YoY, they were below our plan target as the number of customers visiting physical stores and our own EC site did not reach the expected levels.

Wacoal (Overseas) Sales Summary (Jun. 2023)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 86% year-over-year (YoY), a 14% decrease, and below our plan target. Additionally, sales for the first quarter accounting period were 91% YoY.

Wacoal America's sales were lower YoY due to sluggish performance on third-party EC sites (EC at department stores and specialized retailers) that resulted from clients restraining their purchasing. On the other hand, deliveries to some department stores exceeded expectations, and performance on our own EC site remained strong due to the contribution of promotional measures, so sales exceeded our plan target.

Sales for IO Inc. (Lively) declined YoY and were below our plan target. Despite progress in deliveries to some clients, this result was due to a drop in visitors to the company's website resulting from our curbing of sales promotion expenses to improve profitability.

Sales for Wacoal Europe were 116% YoY, a 16% increase, and in line with our plan target. Sales for the first quarter accounting period were 101% YoY. Looking at the major regions, in the UK, sales of swimwear and lingerie, centered on the Fantasie brand, were strong and beat YoY and vs our plan target. In Europe, sales recovered from the previous month when some areas experienced sluggishness due to unseasonable weather, with all areas increasing YoY. In N. America, deliveries to department stores and specialty retailers struggled, and sales declined YoY; however, results exceeded our plan target due to strong performance at third-party EC sites.

Wacoal China's sales were 88% YoY, a 12% decrease, and below our plan target. Sales for the first quarter accounting period were 119% YoY; however, this was partly due to being opposite the same period last year that was more severely impacted by COVID-19.

At brick-and-mortar stores, promotional measures, etc., were implemented to recover sales. However, they did not achieve the desired results as consumer sentiment remained below expectations, resulting in sales coming in lower YoY and vs our plan target.

Regarding third-party EC sales, site visitor numbers increased due to promotional measures using KOLs, but the purchase rate remained sluggish, resulting in sales coming in below our plan target.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Jun.	YTD	Ratio
Store (Department)	106%	99%	50%
Store (outlet and retail)	93%	95%	1%
Department Store EC	74%	100%	14%
Third Party EC Sites	63%	75%	10%
Wacoal's Own EC Site	105%	107%	20%
Export (exclude Canada)	89%	93%	5%

Wacoal Europe

•Channel

	Jun.	YTD	Ratio
Department Store	120%	107%	19%
Independent (Speciality Store)	97%	90%	43%
Directly-Managed Store	124%	97%	4%
Third Party EC Sites	160%	127%	8%
Wacoal's Own EC Site	141%	112%	26%

Wacoal China

•Channel

	Jun.	YTD	Ratio
Department Store	90%	117%	41%
Third Party EC Sites	98%	130%	31%
Other physical stores	92%	126%	25%
Others	67%	126%	3%

•Brand

	Jun.	YTD	Ratio
Wacoal	94%	99%	80%
B.tempt'd	81%	83%	9%
CW-X	119%	114%	1%
LIVELY	53%	78%	10%

•Area

	Jun.	YTD	Ratio
UK	122%	110%	40%
Europe	116%	100%	23%
North America	110%	91%	28%
Others	108%	96%	9%

•Brand

	Jun.	YTD	Ratio
Wacoal	91%	124%	89%
Salute	103%	128%	10%
Amphi	49%	59%	1%

May 2023

Overview

Wacoal (Japan) Sales Summary (May 2023)

Wacoal recorded sales of 103% year-over-year (YoY). Although mainstay brands Wacoal and Wing struggled with store-based sales, strong sales at directly managed stores and new Wing brand product deliveries contributed positively, resulting in a YoY increase (our plan target was not achieved).

*Starting this fiscal year, the organizational structure for product planning has been changed to a four-brand group structure from the three-brand group structure used up to the end of the last fiscal year.

•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 98% YoY. Though sales for the Salute brand remained strong and underwear item sales exceeded our plan expectations, sales of mainstay Wacoal brand products such as SUHADA ONE were sluggish, resulting in sales coming in lower YoY and below our plan target. Sales for the 1st Brand Group on our own EC platform were 83% 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, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, were 108% YoY. Strong sales on our own EC platform and new product deliveries contributed to this result. Though sales for the strengthened "Match Me Bra" were strong on our EC site, they struggled at physical stores. Sales for the 2nd Brand Group on our own EC platform were 124% YoY.

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

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

Sales* (deliveries) for the 3rd Brand Group, which primarily oversees the Amphi brand, came in at 122% YoY.

Though sales for regular-price items were sluggish, the Golden Week Sale contributed to increased performance, and sales were in line with our plan target. Sales for the 3rd Brand Group on our own EC platform were 114% YoY.

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

•4rd Brand Group (responsible for the CW-X brand, personal wear)

Sales* (deliveries) for the 4th Brand Group, which primarily overseas conditioning wear CW-X, were 117% YoY and above our plan target. Increased sales of personal wear contribute to this result. Sales for the 4th Brand Group on our own EC platform were 109% YoY.

(*Figures include EC sales on our own company's platform for brands distributed in the 4rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 94%, Wacoal brand at mass retailers 88%, Wing brand 88%, and specialty stores 86%.

Additionally, sales at Amphi, a primary shop among our directly managed stores, came in higher YoY thanks to contributions from products on Sale. Factory store sales fell YoY due to lower-than-expected sales. On the other hand, sales at Wacoal the Store significantly exceeded our plan target due to strong sales of new products.

Amphi: Existing stores 103%, new stores 102%

Factory stores: Existing stores 94%, new stores 104%

Wacoal the stores: Existing stores 119%, new stores 126%

• Wacoal's Own EC Site

Sales* on our own EC platform were in line with those of the previous year, coming in at 99% YoY.

(Includes sales on our own company's EC platform for brands distributed through 1st to 4th Brand Group)

Peach John (Japan) Sales Summary (May 2023)

Peach John's domestic business sales were 97% YoY and also below our plan's target.

Though sales on third-party EC sites were 112% YoY, they fell short of our plan target as sales of high-priced products continued their struggle from the previous month. Despite favorable sales of standard products, sales at directly managed stores remained at the same level YoY as the stores struggled to acquire new customers. Meanwhile, on our own EC site, although demand for Sale products and collaborative items was strong, sales of mainstay products struggled due to sluggish visitor growth, and results came in at 87% YoY.

Overseas operations (store situation) are as follows.

PJ Hong Kong: 125%

Though sales for Sale products and new items were strong and results improved YoY, they fell below our plan target.

Taiwan PJ: 117%

Sales came in higher YoY as they were opposite the same period last year that COVID-19 impacted; however, they came in below our plan target as our EC site struggled.

Wacoal (Overseas) Sales Summary (May 2023)

Sales for Wacoal International (IO Inc. and Wacoal America total) were 99% year-over-year (YoY), a decrease of 1%, and below our plan target.

Wacoal America's sales came in higher YoY and above our plan target. Though online and offline store-based sales at many primary department stores remained sluggish, deliveries carried over from the previous month, deliveries brought forward in response to client promotional measures, and store sales on our own EC site all contributed to the positive result. However, attitudes toward consumption remain cautious, and we expect clients to continue to show restraint toward purchasing.

Sales for IO Inc. (Lively) came in below those of the same month last year and fell short of our plan target. This resulted from sluggishness in attracting customers and weak purchasing rates due to a significant curtailment of sales promotion expenses compared to last year, which is being done to improve profitability.

Sales for Wacoal Europe were 102% YoY, a 2% increase, but below our plan target.

According to region, sales in the UK were up YoY due to strong sales through major clients and favorable performance on our own EC site centered around the Fantasie brand.

Additionally, in North America, sales were in line with those of the same month in the previous year due to improving deliveries to major clients. On the other hand, sales in Europe struggled due to unseasonable weather and the impact of strikes in France.

Sales for Wacoal China came in at 119% YoY, an increase of 19%, partly due to being opposite the same period last year that was more severely impacted by COVID-19; however, they came in significantly below our plan target.

Though sales at physical stores improved YoY partly due to last year's low sales level that resulted from store closures, they came in well below our plan target due to a delayed recovery in consumer confidence. Additionally, though sales on third-party EC sites were up YoY partly due to promotional measures by KOLs, they finished below our plan due to struggling sales on the new platform

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	May.	YTD	Ratio
Store (Department)	116%	97%	50%
Store (outlet and retail)	98%	95%	1%
Department Store EC	134%	114%	15%
Third Party EC Sites	83%	82%	10%
Wacoal's Own EC Site	103%	109%	19%
Export (exclude Canada)	49%	86%	5%

Wacoal Europe

•Channel

	May.	YTD	Ratio
Department Store	120%	103%	22%
Independent (Speciality Store)	88%	85%	42%
Directly-Managed Store	83%	84%	3%
Third Party EC Sites	109%	114%	8%
Wacoal's Own EC Site	120%	100%	25%

Wacoal China

•Channel

	May.	YTD	Ratio
Department Store	116%	136%	44%
Third Party EC Sites	142%	154%	34%
Other physical stores	103%	221%	18%
Others	177%	220%	4%

•Brand

	May.	YTD	Ratio
Wacoal	110%	101%	80%
B.tempt'd	98%	83%	10%
CW-X	82%	113%	1%
LIVELY	48%	55%	9%

•Area

	May.	YTD	Ratio
UK	112%	105%	42%
Europe	90%	93%	23%
North America	100%	83%	27%
Others	106%	90%	8%

•Brand

	May.	YTD	Ratio
Wacoal	123%	157%	89%
Salute	132%	146%	11%
Amphi	43%	79%	0%

April 2023

Overview

Wacoal (Japan) Sales Summary (Apr. 2023)

Wacoal recorded sales of 105% year-over-year (YoY). Although store-based sales struggled as visitors remained low, deliveries to major clients proceeded according to plan levels. As a result, sales exceeded both on a YoY basis and vs our plan target.

*Starting this fiscal year, the organizational structure for product planning has been changed to a four-brand group structure from the three-brand group structure used up to the end of the last fiscal year.

*YoY comparisons for each brand group will be disclosed from next month onward, as calculations of the previous year's results have not been completed in time due to the organizational restructuring.

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

Sales* (deliveries) for the 1st Brand Group, which oversees the Wacoal brand (innerwear), came in below our plan target. This was due to weak store-based sales of mainstay products at department stores and mass retailers, etc., as well as sales on our own EC platform falling short of our plan target.

(*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, men's innerwear)

Sales* (deliveries) for the 2nd Brand Group, which oversees the Wing brand, exceeded our plan target. Sales of the "Tokihanatsu Bra," which exceeded our plan target, and the progress of deliveries to major clients contributed to this result.

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

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

Sales* for the 3rd Brand Group, which primarily oversees the Amphi brand, fell below our plan target. This was due to the impact of sluggish sales of "Bragenic," despite strong sales on our own EC platform.

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

•4rd Brand Group (responsible for the CW-X brand)

Sales* for the 4th Brand Group, which primarily overseas conditioning wear "CW-X," exceeded our plan target, with sales of the "CW-X" brand on third-party EC sites contributing to this result.

(*Figures include EC sales on our own company's platform for brands distributed in the 4rd Brand Group).

Store-based sales for each channel on a YoY basis: department stores 97%, Wacoal brand at mass retailers 98%, Wing brand 94%, and specialty stores 85%.

Additionally, sales at Amphi, a primary shop among our directly managed stores, were lower YoY due to the impact of being opposite robust sales in the same month of the previous year resulting from the launch of new products. As for factory stores, visitors to existing stores were sluggish.

Amphi: Existing stores 97%, new stores 97%

Factory stores: Existing stores 99%, new stores 106%

•Wacoal's Own EC Site

Sales* on our own EC platform were sluggish at 94% YoY.

(Includes sales on our own company's EC platform for brands distributed through 1st to 4th Brand Group)

Peach John (Japan) Sales Summary (Apr. 2023)

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

Though sales on our own EC site fell below those of the previous year as we struggled to acquire new customers, they did finish above our plan figures, partly due to contributions from favorable SALE results. On the other hand, sales on third-party EC sites were up YoY; however, they ended below our plan target due to sluggish sales of high-priced products.

Additionally, sales at directly managed stores fell YoY and against our plan target due to the impact of sluggish sales of regular-priced products.

Overseas operations (store situation) are as follows.

PJ Hong Kong: 109%

Sales came in above the level of the same month the previous year thanks to the effect of governmental consumption support measures and other factors. However, they came in below our plan target due to the poor performance of the membership campaign.

Taiwan PJ: 100%

In addition to robust sales of summer products, stores saw a recovery in sales due to the easing of COVID-19 restrictions, and results exceeded both YoY and vs our plan target.

Wacoal (Overseas) Sales Summary (Apr. 2023)

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

Wacoal America's sales fell YoY as they were impacted by client purchasing restraints resulting from their uncertainties about the future and sluggish deliveries to physical stores. On the other hand, our own EC platform performed well due to contributions from promotional measures, and we finished above our plan target values.

Sales for IO Inc. (Lively) came in below those of the same month last year. This was due to efforts to control promotional expenses in line with sales progress during the month, compared to the previous year when sales promotion expenses were proactively invested in acquiring customers. IO Inc. is reviewing its advertising media and pricing strategies to improve profitability. Although sales promotion efficiency is improving, the number of people visiting the website did not reach the expected level, and results came in below our plan target.

Sales for Wacoal Europe were 85% YoY, a 15% decrease, and also below our plan target. This was due to lower YoY results in the key regions of the UK, Europe, and North America.

Though sales on our own EC platform remained strong, sales in the UK and Europe fell YoY as this period was on the opposite side of strong sales in the same month the previous year that had resulted from the recovery from the impact of COVID-19. Additionally, sales in North America fell YoY and against our plan target due to factors such as client purchasing restraints and the postponement of sales promotion measures.

Sales for Wacoal China came in at 209% YoY, an increase of 109%, due to an improving situation surrounding the impact of COVID-19. However, both physical stores and EC performance fell below our plan targets. This was due to factors such as a slow recovery in consumer confidence and the cancellation of promotional measures using influencers on third-party EC sites.

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

Wacoal International (America)

•Channel(Wacoal+B.tempt'd)

	Apr.	YTD	Ratio
Store (Department)	83%	83%	47%
Store (outlet and retail)	93%	93%	1%
Department Store EC	98%	98%	14%
Third Party EC Sites	82%	82%	12%
Wacoal's Own EC Site	114%	114%	20%
Export (exclude Canada)	130%	130%	6%

Wacoal Europe

•Channel

	Apr.	YTD	Ratio
Department Store	86%	86%	21%
Independent (Speciality Store)	68%	68%	37%
Directly-Managed Store	95%	95%	4%
Third Party EC Sites	114%	114%	7%
Wacoal's Own EC Site	109%	109%	31%

Wacoal China

•Channel

	Apr.	YTD	Ratio
Department Store	160%	160%	47%
Third Party EC Sites	168%	168%	33%
Other physical stores	-	-	17%
Others	348%	348%	3%

•Brand

	Apr.	YTD	Ratio
Wacoal	94%	94%	77%
B.tempt'd	75%	75%	11%
CW-X	158%	158%	1%
LIVELY	61%	61%	11%

•Area

	Apr.	YTD	Ratio
UK	97%	97%	40%
Europe	97%	97%	24%
North America	68%	68%	28%
Others	75%	75%	8%

•Brand

	Apr.	YTD	Ratio
Wacoal	217%	217%	89%
Salute	162%	162%	10%
Amphi	-	-	1%