

Monthly Data (FY2026)

■ YoY Revenue of Major Subsidiaries (Delivery Basis)

	Apr.	May	Jun.	1Q	Jul.	Aug.	Sep.	2Q	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Annual
Wacoal (Japan)	121	92	92	100	100	105		103									101
Peach John (Japan)	113	108	114	111	110	108		109									110
Wacoal International (America)	94	84	90	89	86	108		94									91
Wacoal Europe	140	146	149	145	116	127		121									136
Wacoal China	67	80	78	75	79	93		86									79

■ YoY Net Sales of Wacoal Corp. (In-Store Sales Basis)

(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	90	94	90	91	90	99	93	94									92
GMS, Supermarket	92	99	92	94	91	99	91	93									94
Store Total *1	92	95	91	93	89	98	90	92									93
Own EC	115	100	97	102	118	87	123	109									102
Third Party EC Sites	115	110	113	112	110	112	116	112									112
EC Total	115	104	108	109	115	103	118	112									109

*1 including Specialty stores and Directly managed stores

■ Sales Summary

Sep. 2025

Overview

Wacoal (Japan) Sales Summary (In-Store Sales Basis) (Aug. 2025)

■ By Sales Channel

• Department Stores

YOY comparison: 93%
(An analytical comment will be disclosed around the 27th.)

• GMS, Supermarket

YOY comparison: 91%
(An analytical comment will be disclosed around the 27th.)

• Store Total (including Specialty stores and Directly managed stores)

YOY comparison: 90%

• Own EC

YOY comparison: 123%
(An analytical comment will be disclosed around the 27th.)

• Third Party EC Sites

YOY comparison: 116%
(An analytical comment will be disclosed around the 27th.)

• EC Total

YOY comparison: 118%

• Notes

Starting from April 2025, we will change our sales reporting method from the previous brand-based, shipment-based reporting to a channel-based, in-store sales performance-based reporting. This change aims to provide more timely and accurate information that better reflects actual conditions. Accordingly, the disclosure schedule will be moved up from around the 15th of the following month to around the 3rd.
(Analytical comments will continue to be disclosed around the 25th of the following month, in line with our overseas schedule.)

Peach John (Japan) Sales Summary (Delivery Basis) (Aug. 2025)

Wacoal (Overseas) Sales Summary (Delivery Basis) (Aug. 2025)

■ Sales Summary

Aug. 2025

Overview

Wacoal (Japan) Sales Summary (In-Store Sales Basis) (Aug. 2025)

■ By Sales Channel

• Department Stores

YOY comparison: 99%
In the department store channel, although the fulfillment rate improved, the number of customers making purchases remained sluggish. By item, bras and summer innerwear performed well.

• GMS, Supermarket

YOY comparison: 99%
In the mass retailer channel, overall sales were down year-over-year (YoY) due to the impact of store closures. However, an improvement in the fulfillment rate for core items contributed to existing stores outperforming on a YoY basis. By item, sales of WACOAL’s new SUHADA ONE and Wing’s summer products were strong.

• Store Total (including Specialty stores and Directly managed stores)

YOY comparison: 98%

• Own EC

YOY comparison: 87%
In our own EC channel, both visitor numbers and average customer spending improved YoY, but the purchase rate declined, resulting in sluggish overall growth. By brand, while WACOAL and AMPHI struggled with sales, CW-X and GOCOCi experienced significant growth.

• Third Party EC Sites

YOY comparison: 112%
In the third-party EC channel, promotional measures implemented on each platform were successful, resulting in YoY sales growth. In particular, sales of key products from Wing and CW-X grew significantly.

• EC Total

YOY comparison: 103%

• Notes

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Peach John (Japan) Sales Summary (Delivery Basis) (Aug. 2025)

Peach John's domestic business sales were strong at 108% YoY with all channels outperforming.

At directly managed stores, sales increased 107% YoY, driven by growth in full-price product sales. Our own EC site saw growth of 106% YoY, due to the success of discount promotions. Other channels, including third-party EC, recorded sales of 108% YoY, thanks to continued growth primarily on major platforms.

Overseas operations (store situation) are as follows.

PJ Hong Kong: 108%

Promotional measures were successful, and both physical stores and our own e-commerce performed well.

Taiwan PJ: 104%

Physical stores maintained strong performance, and e-commerce continued to grow steadily.

Wacoal (Overseas) Sales Summary (Delivery Basis) (Aug. 2025)

Wacoal America's sales were 108% year-over-year (YoY), driven by strong performance from core products and the effects of price revisions. By channel, sales at department stores were up YoY with the strong performance of their EC sites, which helped offset the lingering impact of purchasing restraints. Our own EC site also performed well, driven by sales of core products. On the other hand, specialty EC sites continued to struggle again this month, as shipments were delayed due to purchasing restraints by major platforms.

Sales for Wacoal Europe were up YoY at 127%, with sales from the Bravissimo Group, acquired at the end of September last year, contributing. Note that the Bravissimo Group's e-commerce shipments, which were suspended due to a warehouse fire in late June, resumed on September 1st.

By channel, though sales at the main specialty store channel were slightly down YoY, the directly managed store channel performed well, benefiting from Bravissimo Group sales.

By area, the UK, which benefits from sales generated by the Bravissimo Group's directly managed stores, saw sales increase YoY. However, continental Europe, with sluggish sales in France, fell below the results recorded in the same month of the previous year. North America's sales ended the month roughly in line with those of the same month last year, despite the negative impact caused by tariff measures and other economic challenges.

Wacoal China's sales were 93% YoY, with both physical stores and EC underperforming.

By channel, physical stores remained sluggish, as promotional measures failed to improve the number of visitors or purchase rate. Third-party EC also struggled, as promotional measures aimed at acquiring new customers did not achieve the expected results.

■ Sales Summary

Jul. 2025

Overview

Wacoal (Japan) Sales Summary (In-Store Sales Basis) (Jul. 2025)

■ By Sales Channel

• Department Stores

YOY comparison: 90%

In the department store channel, following the trend from the previous month, we continued to struggle with acquiring new customers, and the number of shoppers declined, resulting in a year-over-year (YoY) drop in sales. By item, sales were sluggish overall, including mainstay bra products.

•GMS, Supermarket

YOY comparison: 91%

In the mass retailer channel, overall sales were lower YoY, primarily due to the impact of store closures. However, sales at existing stores were up YoY, thanks to the success of large-scale promotions conducted by major clients. By item, sales of the Synchro bra top from Wing and the CW-X models worn by Ohtani increased significantly.

•Store Total (including Specialty stores and Directly managed stores)

YOY comparison: 89%

•Own EC

YOY comparison: 118%

Due to the success of various promotional measures, our own EC channel saw a significant increase in sales YoY to achieve the highest level of sales on record for a single month. The introduction of the new service “Bra Fit Diagnosis for Me,” along with a free shipping campaign and other intermittent measures, contributed to increases in both purchase rates and average purchase value.

•Third Party EC Sites

YOY comparison: 110%

In the third-party EC channel, large-scale SALES implemented by major client platforms led to increased page views, which contributed to sales growth and resulted in performance surpassing the level recorded in the same month last year. Sales were particularly strong for the Wing Synchro Bra and CW-X tights, which are a mainstay product.

•EC Total

YOY comparison: 115%

•Notes

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Peach John (Japan) Sales Summary (Delivery Basis) (Jul. 2025)

Peach John's domestic business sales were strong at 110% YoY. At directly managed stores, although a summer SALE was implemented, the number of visitors was lower than expected, resulting in sales of 96% YoY. On the other hand, our own EC site performed well with successful promotional measures such as a summer SALE, driving an increase in visitors, resulting in favorable sales of 120% YoY. Additionally, other channels, including third-party EC, also performed strongly, particularly on major platforms, with sales reaching 122% YoY.

Overseas operations (store situation) are as follows.

PJ Hong Kong: 86%

Results from SALES fell short of expectations, resulting in a performance drop YoY.

Taiwan PJ: 88%

Sales fell YoY due to store relocations and downsizings; however, existing stores performed steadily.

Wacoal (Overseas) Sales Summary (Delivery Basis) (Jul. 2025)

Wacoal America's sales were 86% year-over-year (YoY), due to purchasing restraints from major clients. By channel, department stores' sales fell YoY due to these purchasing restraints. Similarly, specialty EC also struggled, as deliveries were delayed due to major platforms implementing purchasing restraints. On the other hand, our own EC site saw increased purchase rates driven by enhanced promotional measures, resulting in sales rising YoY.

Sales for Wacoal Europe were up YoY at 116%, with sales from the Bravissimo Group, acquired at the end of September last year, contributing. Due to a logistics warehouse fire in late June this year, the Bravissimo Group has currently halted shipments from its own EC platform. However, their directly managed stores are operating as normal. EC shipments are scheduled to resume on September 1.

By channel, directly managed stores, which benefited from the contribution from the Bravissimo Group, and specialty stores, which benefited from strong performance in continental Europe, saw sales rise YoY. However, our own EC platform struggled due to the impact of the warehouse fire, with sales falling significantly YoY.

By area, deliveries to major department stores in North America were sluggish. However, the UK, which benefits from sales generated by the Bravissimo Group's directly managed stores, and continental Europe, boosted by strong performance in France and Germany, both saw sales exceed those of the same month the previous year.

Wacoal China's sales were 79% YoY, with both physical stores and EC struggling.

By channel, although physical stores implement promotional measures designed to increase the number of store visitors and average customer spending, the expected results were not achieved, and sales remained sluggish. As for third-party EC sites, while continuing products performed well, sales of new products were slow, and advertising campaigns did not achieve their expected outcomes.

■ Sales Summary

Jun. 2025

Overview

Wacoal (Japan) Sales Summary (In-Store Sales Basis) (Jun. 2025)

■ By Sales Channel

• Department Stores

YOY comparison: 90%

In the department store channel, acquiring new customers was a struggle, and the number of shoppers declined, causing sales to drop year-over-year (YoY). By item, sales were sluggish overall, including mainstay bra products.

• GMS, Supermarket

YOY comparison: 92%

In the mass retailer channel, overall sales were lower YoY, primarily due to the impact of store closures. However, existing stores recorded YoY performance of 101%, thanks to contributions from summer SALES conducted by major clients. By item, the Wing Synchro bra top and GOCOCi wireless bras continued to perform well.

• Store Total (including Specialty stores and Directly managed stores)

YOY comparison: 91%

• Own EC

YOY comparison: 97%

Although our own EC channel saw an increase in customers due to strengthened advertising and a rise in the average purchase price thanks to various promotional measures, a decline in the purchase rate resulted in sales falling below those of the same month the previous year. By brand, CW-X and WACOAL MEN demonstrated growth, but sales of the core WACOAL brand were sluggish.

• Third Party EC Sites

YOY comparison: 113%

In the third-party EC channel, promotional measures were successful in enhancing product appeal, and sales on major platforms were favorable led by the Wing and CW-X brands, resulting in YoY sales growth. In particular, strong sales of Wing's Synchro bra top drove overall performance.

• EC Total

YOY comparison: 108%

• Notes

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Peach John (Japan) Sales Summary (Delivery Basis) (Jun. 2025)

Peach John’s domestic business sales were strong at 114% YoY. Regarding other channels, including third-party EC, sales were strong at 125%YoY, driven mainly by the success of major platforms. Directly managed stores and our own EC site performed well thanks to successful promotional campaigns and the use of popular celebrities. (Directly managed stores: 105% YoY, Own EC site: 119% YoY)

Overseas operations (store situation) are as follows.

PJ Hong Kong: 86%

Though promotional measures aimed at increasing store visitors were implemented, they did not achieve the expected results.

Taiwan PJ: 117%

Store visitor numbers grew due to successful promotional measures, resulting in increased sales YoY.

Wacoal (Overseas) Sales Summary (Delivery Basis) (Jun. 2025)

Wacoal America’s sales (deliveries) were 90% year-over-year (YoY). Weakening consumer sentiment caused by the impact of tariffs factored into this result. By channel, department stores experienced sluggish store traffic, impacted by a key client’s store downsizing. Dedicated EC saw strong performance across major platforms, but this was impacted by sluggish sales on other platforms. Regarding our own EC site, the platform saw a recovery in visitor numbers due to the effects of user experience improvements and promotional campaigns, resulting in increased sales YoY.

Sales (deliveries) for Wacoal Europe were up YoY at 149%, with sales from the Bravissimo Group, acquired at the end of September, contributing. By channel, our own EC site and directly managed stores, which the Bravissimo Group contributed to, experienced significant YoY growth. However, specialty stores struggled with sales. By area, the UK, which was positively influenced by the Bravissimo Group, and North America saw sales increase YoY, and continental Europe benefited from the strong performance of Germany’s EC platform.

Wacoal China’s sales (deliveries) were 78% YoY. By channel, though physical stores implemented promotional measures to coincide with the EC market’s sales event on June 18, the number of store visitors was lower than expected. As for third-party EC sites, customer traffic on major platforms struggled to grow, and sales promotion efforts underperformed.

■ Sales Summary

May 2025

Overview

Wacoal (Japan) Sales Summary (In-Store Sales Basis) (May 2025)

■ By Sales Channel

• Department Stores

YOY comparison: 94%

In the department store channel, acquiring new customers was a struggle, and sales dropped year-over-year (YoY). By item, though summer products performed well, sales of other items were sluggish.

• GMS, Supermarket

YOY comparison: 99%

In the mass retailer channel, despite the impact of store closures, sales at existing stores were strong, exceeding those of the same month in the previous year. Accordingly, overall performance was only slightly lower YoY. By item, GOCOCi and other wireless bras and bra tops performed well, and sales of mainstay bra products also grew, led by the Wing brand.

• Store Total (including Specialty stores and Directly managed stores)

YOY comparison: 95%

• Own EC

YOY comparison: 100%

In our own EC channel, while the purchase rate declined, both the number of visitors and the average purchase price performed strongly, resulting in sales reaching approximately the same level as those of the same month in the previous year. Examining performance by brand, WACOAL struggled to grow sales, whereas CW-X experienced significant growth. The Wing brand also performed well, with sales rising YoY.

• Third Party EC Sites

YOY comparison: 110%

In the third-party EC channel, sales on major platforms, led by the Wing and CW-X lines, continued their strong performance from the previous month, resulting in YoY growth. Notably, sales of the Wing brand's Synchro Bra Top and CW-X models worn by Shohei Ohtani experienced significant growth.

• EC Total

YOY comparison: 104%

• Notes

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Peach John (Japan) Sales Summary (Delivery Basis) (May 2025)

Peach John's domestic business sales were strong at 108% YoY. For directly managed stores, the strong performance of existing stores, which continued from the previous month, drove sales, with results coming in at 105% YoY. Sales via our own EC platform were 89% YoY, declining due to factors such as struggling sales with regular-price items and the impact of a shifted timeline for promotional campaigns aimed at members. As for other channels, including third-party EC sites, performance was strong, particularly on major platforms, resulting in sales of 153% YoY.

Overseas operations (store situation) are as follows.

PJ Hong Kong: 97%

Although EC sales were strong and pop-up store openings contributed, overall results dropped YoY due to slumping sales at existing stores.

Taiwan PJ: 104%

Both physical stores and the EC channel performed well, with sales increasing YoY.

Wacoal (Overseas) Sales Summary (Delivery Basis) (May 2025)

Wacoal America's sales (deliveries) were 84% year-over-year (YoY). Weakening consumer sentiment caused by uncertainty regarding tariff policies factored in this result.

By channel, department sales dropped YoY as deliveries to clients were slow. Specialty EC performed well on major platforms; however, sales fell YoY in reaction to strong deliveries in the previous month. Regarding our own EC site, though promotional measures were implemented, the number of visitors did not grow as much as expected, and sales dropped YoY.

Sales (deliveries) for Wacoal Europe were up YoY at 146%, with sales from the Bravissimo Group, acquired at the end of September, contributing.

By channel, our own EC site and directly operated stores, which the Bravissimo Group contributed to, experienced significant YoY growth. However, specialty stores saw sales drop YoY.

By area, the UK, which benefited from the Bravissimo Group acquisition, and North America saw sales increase YoY. On the other hand, sales in continental Europe fell YoY due to the poor performance of swimwear.

Wacoal China's sales (deliveries) were 80% YoY, with both physical stores and EC struggling.

By channel, physical stores experienced some positive effects from promotional campaigns targeting members; however, overall sales fell below those of the same month in the previous year. As for third-party EC sites, despite implementing promotional activities earlier than planned, sales dropped YoY due to a decline in overall platform visitors.

■ Sales Summary

Apr. 2025

Overview

Wacoal (Japan) Sales Summary (Apr. 2025)

■ By Sales Channel

• Department Stores

YOY comparison: 90%

In the department store channel, a decrease in customer traffic had an impact on sales, resulting in a year-over-year (YoY) decline. By item, underwear maintained sales levels comparable to last year, but core bra categories struggled.

• GMS, Supermarket

YOY comparison: 92%

In the mass retailer channel, store closures had a significant impact, leading to a YoY decline in sales. By item, wireless bras, such as the GOCOCi line, and bra tops experienced growth, but sales of core bra categories, except for some Wing products, remained sluggish.

• Store Total (including Specialty stores and Directly managed stores)

YOY comparison: 92%

• Own EC

YOY comparison: 115%

In our own EC channel, both website visitor numbers and average spending per customer were strong, resulting in a YoY increase in sales. Initiatives such as free shipping campaigns were successful, and strong sales of items like bra tops contributed to this growth.

• Third Party EC Sites

YOY comparison: 115%

In the third-party EC channel, sales on major platforms were strong, led by the Wing and CW-X lines, resulting in YoY growth. Notably, sales of models worn by Shohei Ohtani experienced significant growth.

• EC Total

YOY comparison: 115%

• Notes

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Peach John (Japan) Sales Summary (Apr. 2025)

Peach John's domestic business sales were strong at 113% YoY. For directly managed stores, the strong performance of existing stores drove sales, with results coming in at 102% YoY. Sales via our own EC platform were 110% YoY, thanks to successful promotional efforts targeting existing members. As for other channels, including third-party EC sites, performance was strong, particularly on major platforms, with transactions within the Wacoal Group also contributing, resulting in sales of 132% YoY.

Overseas operations (store situation) are as follows.

PJ Hong Kong: 82%

Despite implementing sales promotion measures, the expected results fell short, and sales declined YoY.

Taiwan PJ: 75%

Sales dropped YoY as both physical stores and EC experienced sluggish customer traffic.

Wacoal (Overseas) Sales Summary (Apr. 2025)

Wacoal America's sales (deliveries) were 94% year-over-year (YoY). While both our own and third-party EC channels performed better than in the same period of the previous year, the impact of department store closures was significant.

By channel, department store sales were below those of the same month in the previous year, affected not only by store closures but also by the shift in the timing of Easter. However, our specialty EC experienced strong sales on major platforms, and our own EC site benefited from an improved purchase rate. As a result, these two channels saw YoY growth.

Sales (deliveries) for Wacoal Europe were up YoY at 140%, with sales from the Bravissimo Group, acquired at the end of September, contributing.

By channel, our own EC site and directly operated stores, which the Bravissimo Group contributed to, experienced significant YoY growth. Specialty store sales also exceeded those of the same month in the previous year, driven by growth in continental Europe.

By area, the UK, which was favorably influenced by the Bravissimo Group, and Europe, which continues to show steady growth, both experienced increased sales on a YoY basis. On the other hand, North American sales fell YoY, impacted by deteriorating economic sentiment and the suspension of deliveries to some clients.

Wacoal China's sales (deliveries) were 67% YoY, with both physical stores and EC struggling.

By channel, physical stores undertook various customer acquisition efforts; however, these efforts did not yield the expected results, and sales declined YoY. Although third-party EC sites implemented promotional activities targeting existing customers, these efforts were unsuccessful, and sales fell YoY.