

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		104													104
Peach John (Japan)	113	108		110													110
Wacoal International (America)	94	84		88													88
Wacoal Europe	140	146		143													143
Wacoal China	67	80		74													74

■ 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													91
GMS, Supermarket	92	99	93	95													95
Store Total *1	92	95	91	93													93
Own EC	115	100	97	102													102
Third Party EC Sites	115	110	113	112													112
EC Total	115	104	106	108													108

*1 including Specialty stores and Directly managed stores

■ Sales Summary

Jun. 2025

Overview

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

■ By Sales Channel

• Department Stores

YOY comparison: 90%

(An analytical comment will be disclosed around the 25th.)

• GMS, Supermarket

YOY comparison: 93%

(An analytical comment will be disclosed around the 25th.)

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

YOY comparison: 91%

• Own EC

YOY comparison: 97%

(An analytical comment will be disclosed around the 25th.)

• Third Party EC Sites

YOY comparison: 113%

(An analytical comment will be disclosed around the 25th.)

• EC Total

YOY comparison: 106%

• 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) (Jun. 2025)

Overseas operations (store situation) are as follows.

PJ Hong Kong: %

Taiwan PJ: %

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

■ Sales Summary

May 2025

Overview
<p>Wacoal (Japan) Sales Summary (In-Store Sales Basis) (May 2025)</p> <p>■ By Sales Channel</p> <p>• <u>Department Stores</u></p> <p>YOY comparison: 94%</p> <p>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.</p> <p>• <u>GMS, Supermarket</u></p> <p>YOY comparison: 99%</p> <p>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.</p> <p>• <u>Store Total (including Specialty stores and Directly managed stores)</u></p> <p>YOY comparison: 95%</p> <p>• <u>Own EC</u></p> <p>YOY comparison: 100%</p> <p>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.</p> <p>• <u>Third Party EC Sites</u></p> <p>YOY comparison: 110%</p> <p>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.</p> <p>• <u>EC Total</u></p> <p>YOY comparison: 104%</p> <p>• <u>Notes</u></p> <p>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.</p> <p>(Analytical comments will continue to be disclosed around the 25th of the following month, in line with our overseas schedule.)</p>

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

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 (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.