

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	91	98	105	104		105					101
Peach John (Japan)	113	108	114	111	110	108	103	107	106	110		108					109
Wacoal International (America)	94	84	90	89	86	108	90	93	96	98		96					92
Wacoal Europe	140	146	149	145	116	127	149	129	102	99		101					128
Wacoal China	67	80	78	75	79	93	75	82	93	82		88					80

■ 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	100	97	92	96					94
GMS, Supermarket	92	99	92	94	91	99	91	93	97	88	102	95					94
Store Total *1	92	95	91	93	89	98	90	92	99	95	94	96					94
Own EC	115	100	97	102	118	87	123	109	109	103	114	108					106
Third Party EC Sites	115	110	113	112	110	112	116	112	113	134	93	111					112
EC Total	115	104	108	109	115	103	118	112	112	120	100	111					110

\*1 including Specialty stores and Directly managed stores

■ Sales Summary

Dec. 2025

Overview

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

■ By Sales Channel

• Department Stores

YOY comparison: 92%

• GMS, Supermarket

YOY comparison: 102%

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

YOY comparison: 94%

• Own EC

YOY comparison: 114%

• Third Party EC Sites

YOY comparison: 93%

• EC Total

YOY comparison: 100%

• 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) (Dec. 2025)**

**Wacoal (Overseas) Sales Summary (Delivery Basis) (Dec. 2025)**

■ Sales Summary

Nov. 2025

Overview

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

■ By Sales Channel

• Department Stores

YOY comparison: 97%  
In the department store channel, though visitor numbers exceeded those of the same month last year, sales were sluggish for the high-end brand Yue and the men’s innerwear brand WACOAL MEN.

• GMS, Supermarket

YOY comparison: 88%  
In the mass retailer channel, while performance was solid at existing stores, sales dropped YOY due to store closures and the impact of a large-scale promotional campaign at a key dealer being shifted to the following month. By item, WACOAL’s collection lines (such as the “Hugging Bra” and “Gravity Care Bra”) and the Wing brand’s star item “Synchro Bra Top,” performed well.

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

YOY comparison: 95%

• Own EC

YOY comparison: 103%  
Our own EC channel demonstrated steady performance, driven by increased site traffic from successful advertising initiatives. The cumulative number of users for the new “Bra Recommendations Based on Body Type” service on our EC site has surpassed 300,000, and the purchase rate among users remains high, approximately twice that of non-users.)

• Third Party EC Sites

YOY comparison:134%  
In the third-party EC channel, significant growth was achieved, driven by successful product and inventory initiatives aligned with major sales promotions (Black Friday) on key platforms, as well as the impact of the promotion period starting earlier than in the previous year. By brand, certain products from Wing and CW-X helped drive overall performance by achieving high positions in sales rankings on major platforms.

• EC Total

YOY comparison: 120%

• Notes

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**Peach John (Japan) Sales Summary (Delivery Basis) (Nov. 2025)**

Peach John’s domestic business sales grew, with results coming in at 110% YoY.  
Directly managed stores achieved 102% YOY sales growth, supported by the launch of collaborative products with influencers and sales promotions targeted at members. Our own EC site saw significant growth of 119% YOY, driven by increased visitors from advertising investments and sales promotions for members. Other channels, including third-party EC, continued to demonstrate growth, particularly on major platforms, achieving sales of 113% compared to the same month of the previous year.

The status of overseas businesses (store status) is as follows:

**PJ香港（PJ Hong Kong）：92%**

While our own EC site demonstrated significant growth, customer traffic at physical stores struggled, leading to sluggish overall performance.

**台湾PJ（Taiwan PJ）：135%**

Sales measures proved effective, with both EC and physical stores performing well. Physical store sales grew significantly, driven by increased customer purchases resulting from expanded sales oppor

**Wacoal (Overseas) Sales Summary (Delivery Basis) (Nov. 2025)**

Wacoal America’s sales were 98% YOY.  
By channel, department stores struggled with in-store sales, but deliveries progressed and exceeded those of the same month last year. Directly managed stores and outlet stores, though small in scale, performed well for the eighth consecutive month. Regarding EC, both our own EC site and specialty EC sites focused on major promotions at the end of November (Black Friday). However, our own site struggled to capture market share from competitors due to insufficient product appeal, while specialty EC sites struggled due to the impact of strict purchasing constraints on major platforms, resulting in weak performance for both.

Wacoal Europe’s sales were 99% YOY.  
By channel, sales via third-party EC sites grew as strong performance in Germany offset the impact of purchasing constraints imposed by major platforms in the U.S.; however, the core specialty store channel remained sluggish.  
By area, though sales growth in the UK, which primarily operates specialty stores, struggled, continental Europe, led by Germany with strong third-party EC performance, continued to perform well. In North America, sales increased YOY, with the growth of Bravissimo’s proprietary EC platform contributing.

Wacoal China’s sales were 82% YOY.  
By Channel, physical stores implemented promotions for innerwear and loungewear, as well as coupon initiatives targeted at members; however, while some positive impacts were observed, overall performance remained sluggish. Regarding EC, during the large-scale promotion in November (Singles’ Day), efforts were focused on boosting awareness through information dissemination via MUSE, resulting in a significant increase in site visitors. Nevertheless, challenges with the product lineup led to sluggish growth in the purchase rate, resulting in struggling performance.

## ■ Sales Summary

### Oct. 2025

#### Overview

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

##### ■ By Sales Channel

##### • Department Stores

YOY comparison: 100%

In the department store channel, despite the impact of store closures, the number of store visitors (both new and existing customers) increased. Additionally, winter items such as underwear performed well following the temperature change in the latter half of October. As a result, overall sales remained on par with the same month of the previous year.

##### • GMS, Supermarket

YOY comparison: 97%

In the mass retailer channel, while overall sales dropped year-over-year (YoY) due to store closures, on an existing store basis, results exceeded those of the same month of the previous year. Additionally, due to the drop in temperature in the latter half of October, winter items such as underwear saw growth, similar to the department store channel.

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

YOY comparison: 99%

##### • Own EC

YOY comparison: 109%

Our own EC channel saw sales growth, driven by successful initiatives such as time-limited SALEs that were not implemented the previous year. The new service, “Bra Recommendations Based on Body Type,” launched on our EC site in mid-July and surpassed 210,000 cumulative users by the end of October. The purchase rate of bras among the service users remains high, approximately twice that of non-users.

##### • Third Party EC Sites

YOY comparison: 113%

In the third-party EC channel, enhanced promotional efforts on major platforms proved effective, driving significant growth. By brand, Wing, led by its star item “Synchro Bra Top,” performed well, and CW-X also saw strong results, supported by the popularity of models favored by Shohei Ohtani.

##### • EC Total

YOY comparison: 112%

##### • Notes

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**Peach John (Japan) Sales Summary (Delivery Basis) (Oct. 2025)**

Peach John’s domestic business sales grew, with results coming in at 106% YoY.  
For directly managed stores, although existing stores outperformed YoY due to improved purchase rates, the overall figure was 99% YoY, reflecting the impact of store closures and other factors. Our own EC site saw significant growth at 113% YoY, with sales driven by an increase in visitors thanks to measures such as featuring popular celebrities as models. Other channels, including third-party EC, continued to grow, particularly on major platforms, achieving sales of 113% compared to the same month of the previous year.

The status of overseas businesses (store status) is as follows:

**PJ Hong Kong: 97%**

While our own EC site demonstrated significant growth at 120% YoY, efforts to attract customers to physical stores through in-store promotions fell short of plan, and sales struggled.

**Taiwan PJ: 131%**

Sales measures were successful, resulting in strong performance across both EC and physical stores. Physical stores saw significant growth compared to the previous year, driven by the implementation of various marketing strategies.

**Wacoal (Overseas) Sales Summary (Delivery Basis) (Oct. 2025)**

Wacoal America’s sales were 96% YoY.  
By channel, In the department store channel, although in-store sales remained sluggish, shipments continued and surpassed the prior-year month. Directly managed stores and outlet stores performed well, despite their smaller scale. Regarding EC, specialty EC sites struggled significantly due to limited procurement on major platforms. In contrast, our own EC site saw significant growth. This was driven by increased visitor traffic from successful email marketing efforts and a free shipping campaign.

Wacoal Europe’s sales were 102% YoY. Please note that sales from Bravissimo, acquired at the end of September last year, are being included in YoY comparisons starting this October.  
By channel, our own EC site and directly managed stores, led by Bravissimo, performed favorably, and sales at key independent stores also remained strong.  
By area, both the UK, supported by Bravissimo’s strong performance and robust sales to independent stores, and Germany, where specialty EC performed well, experienced growth. In contrast, shipments to independent stores in France were sluggish. In North America, sales were impacted as key clients demonstrated purchasing restraint; however, strong performance by Bravissimo helped bring overall sales in line with those of the same month in the previous year.

Wacoal China’s sales were 93% YoY.  
By channel, physical stores struggled with sales primarily due to a decrease in visitor numbers, despite implementing additional promotions for underwear and loungewear. On the other hand, EC sales grew YoY as visitor numbers increased following the announcement of MUSE's appointment on October 10 and the implementation of information dissemination strategies via social media and other channels.

■ Sales Summary

Sep. 2025

Overview

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

■ By Sales Channel

• Department Stores

YOY comparison: 93%

In the department store channel, sales struggled due to a decrease in the number of customers. By brand, although high-priced labels such as Salute and Yue, as well as GOCOCi performed well, sales of the core brand, Wacoal, were sluggish.

• GMS, Supermarket

YOY comparison: 91%

In the mass retailer channel, sales were negatively impacted by both store closures and a decrease in the number of customers. By brand, while sales grew in some areas, such as the strong initial performance of the new Wacoal product “Gravity Care Bra Wireless Simple,” Wing brand markdown sales decreased, pulling down overall performance.

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

YOY comparison: 90%

• Own EC

YOY comparison: 123%

Our own EC channel performed well, with visitor numbers and average customer spend increasing due to initiatives such as the 25th Anniversary Appreciation Sale. By brand, while CW-X and GOCOCi continued to demonstrate growth, the core brand WACOAL and the high-priced brand Salute also performed well. Additionally, the cumulative number of users of the “Bra Fit Diagnosis for Me” service, launched in July, exceeded 190,000 by the end of September, and the purchase rate among users was more than double that of non-users.

• Third Party EC Sites

YOY comparison: 116%

In the third-party EC channel, sales remained strong on major platforms, with andST, which we began trading with last year, also contributing to growth. By brand, in addition to continued strong performance from Wing and CW-X, AMPHI also demonstrated growth.

• EC Total

YOY comparison: 116%

• Notes

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## **Peach John (Japan) Sales Summary (Delivery Basis) (Sep. 2025)**

Peach John's domestic business sales remained strong, totaling 103% YoY across all channels. For directly managed stores, although existing stores outperformed YoY due to improved purchase rates, the overall figure was 97% YoY, reflecting the impact of store closures and other factors. Our own EC site saw 105% YoY growth, driven by sales promotions that increased visitor numbers. Other channels, including third-party EC, continued to grow, particularly on major platforms, achieving sales of 112% compared to the same month of the previous year. The status of overseas businesses (store status) is as follows:

Overseas operations (store situation) are as follows.

### **PJ Hong Kong: 177%**

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

### **Taiwan PJ: 97%**

**While EC performed strongly, physical store sales declined YoY due to store closures; however, on an existing-store basis, sales grew.**

## **Wacoal (Overseas) Sales Summary (Delivery Basis) (Sep. 2025)**

Wacoal America's sales were 90% year-over-year (YoY), affected in part by purchasing restraints by key clients. By channel, department stores struggled as key clients curtailed purchases. Directly managed stores and outlet stores performed robustly at 166% YoY. Specialty EC remained sluggish, as shipments slowed amid purchasing restraints by major platforms. In contrast, our own EC site maintained solid performance due to stable sales of alpha-sized products, which we are trialing for the first time.

Sales for Wacoal Europe were up YoY at 149%, with sales from the Bravissimo Group, acquired at the end of September, contributing. Note that the Bravissimo Group's e-commerce shipments, which were suspended for approximately two months due to a warehouse fire in late June, resumed on September 1st in the UK (and in early October in the US), and post-resumption sales have been performing strongly due to pent-up demand.

By channel, our own EC platform and directly managed stores, both of which benefit from Bravissimo Group sales, performed well, as did key specialty stores.

By area, both the UK, which benefits from sales generated by the Bravissimo Group, and Spain, where the El Corte Inglés department stores performed well, experienced sales growth. However, in France and Germany, where deliveries to specialty stores were sluggish, sales dropped YoY. North America struggled across all channels amid worsening economic conditions.

Wacoal China's sales were 75% YoY, with both physical stores and EC struggling.

By channel, although physical stores implemented promotional measures targeting members, the timing mismatch with promotional periods implemented by the commercial facilities themselves as a whole limited their effectiveness, resulting in sluggish performance. Regarding EC, sales on major platforms were on par with the same month the previous year, driven by large-scale promotions such as the Tmall 99 event; however, other marketplaces underperformed, resulting in overall sluggish growth.

■ 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%<br>

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%<br>

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%<br>

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%<br>

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%<br>

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%<br>

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%<br>

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%<br>

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

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) (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.