

Monthly Data (FY2027)

■ 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)	94	90	109	97													97
Peach John (Japan)	102	112	97	103													103
Wacoal International (America)	129	122	119	124													124
Wacoal Europe	104	100	120	108													108
Wacoal China	101	94	86	94													94

■ 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	97	102	90	96	100			100									97
GMS, Supermarket	99	107	90	98	84			84									94
Store Total *1	98	101	89	96	93			93									95
Own EC	102	107	128	113	104			104									110
Third Party EC Sites	115	117	105	112	106			106									110
EC Total	109	113	113	112	105			105									110

*1 including Specialty stores and Directly managed stores

■ Sales Summary

Jul. 2026

Overview

Wacoal (Japan) Sales Summary (In-Store Sales Basis) (Jul. 2026)

■ By Sales Channel

• Department Stores

YOY comparison: 100%

• GMS, Supermarket

YOY comparison: 84%

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

YOY comparison: 93%

• Own EC

YOY comparison: 104%

• Third Party EC Sites

YOY comparison:106%

• EC Total

YOY comparison: 113%

Peach John (Japan) Sales Summary (Delivery Basis) (Jul. 2026)

Wacoal (Overseas) Sales Summary (Delivery Basis) (Jul. 2026)

■ Sales Summary

Jun. 2026

Overview

Wacoal (Japan) Sales Summary (In-Store Sales Basis) (Jun. 2026)

■ By Sales Channel

• Department Stores

YOY comparison: 90%
The department store channel struggled due to unseasonable weather. By brand, CW-X conditioning wear saw growth, but sales of products intended for the peak summer season performed sluggishly due to lower temperatures.

• GMS, Supermarket

YOY comparison: 90%
Like the department store channel, the mass retailers channel struggled due to unfavorable weather conditions. A decrease in the number of days major clients ran promotions also negatively affected the results. By item, the WACOAL Collection line’s Gravity Care Bra (wireless) performed well.

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

YOY comparison: 89%

• Own EC

YOY comparison: 128%
Our own EC channel demonstrated sales growth, driven by successful promotional campaigns that increased both site visitor numbers and average spending. By brand, in addition to CW-X, our core brand WACOAL, and the high-priced brand Yue, nightwear product lines performed well.

• Third Party EC Sites

YOY comparison:105%
The third-party EC channel performed solidly overall. While major platforms struggled due to fewer promotional days, other platforms demonstrated growth. By item, Wing brand’s Synchro Bra Top continued to deliver significant growth.

• EC Total

YOY comparison: 113%

Peach John (Japan) Sales Summary (Delivery Basis) (Jun. 2026)

Peach John's domestic business sales were sluggish, with results coming in at 97% YoY.

Retail store sales were 98% YoY, reflecting a high base effect when compared with the previous year, which saw strong demand driven by the launch of products worn by popular celebrities. The company's own EC channel struggled at 87% YoY. As with physical stores, this channel was affected by comparisons to last year's exceptional performance. Results for other channels, including third-party EC, came in at 111% versus the previous year, supported by beauty product sales.

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

PJ Hong Kong : 91%

EC sales performance significantly exceeded the previous year's results due to improvements in online advertising. However, physical stores struggled due to the conclusion of pop-up events and a decline in customer traffic.

Taiwan PJ : 111%

Promotions utilizing celebrities and summer sales proved successful, with both physical stores and EC performing well.

Wacoal (Overseas) Sales Summary (Delivery Basis) (Jun. 2026)

Driven by contributions from the acquired company, Glamorise, Wacoal America's sales were 119% YOY.

By channel, department stores struggled due to curtailed deliveries and a decline in the number of stores. Retail stores and outlet stores, though smaller in scale, saw sales grow due to the positive effect of new store openings. Our own EC channel continued to post strong sales following the system migration in April. Third-party EC performed well, benefiting from the pull-forward effect of a major promotional event on a key platform, with other platforms also delivering solid results.

Wacoal Europe's sales were 120% YOY, benefiting from the low base effect resulting from the fire at the Bravissimo Group's distribution warehouse in late June of the previous year, as well as steady sales across all regions.

By channel, independent stores, our own EC, and third-party EC all performed well. By area, in the UK, retail stores were solid; however, department stores struggled. In North America, sales grew significantly due to the strong performance of key platforms. Continental Europe performed well overall, with France in particular showing strong growth.

Wacoal China's sales were 86% YOY.

By channel, physical stores struggled due to worsening market conditions. In the EC channel, livestreaming on social media and improvements to product pages resulted in YoY sales growth during the livestream period. However, overall performance struggled amid a deteriorating market environment and softer consumer demand, driven by the extended duration of the online 618 Shopping Festival.

■ Sales Summary

May 2026

Overview

Wacoal (Japan) Sales Summary (In-Store Sales Basis) (May 2026)

■ By Sales Channel

• Department Stores

YOY comparison: 102%
In the department store channel, promotional initiatives for the high-priced brand Yue contributed to performance. BY brand Yue and CW-X performed well.

• GMS, Supermarket

YOY comparison: 107%
In the mass retail channel, sales promotion initiatives by major clients successfully drove growth. By item, the WACOAL Collection line’s Hugging Bra and Gravity Care Bra (wireless) demonstrated strong performance, as did the cool-mesh version of Wing’s star product, the Synchro Bra Top, designed for summer.

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

YOY comparison: 101%

• Own EC

YOY comparison: 107%
Our own EC channel performed well, driven by the success of our major semi-annual sales campaign. By brand, APMHI struggled; however, high-priced brands Yue and Salute continued to see significant growth.

• Third Party EC Sites

YOY comparison:117%
The third-party EC channel saw significant sales growth as increased promotional days on key platforms boosted site traffic. By item, Wing brand’s Synchro Bra Top continued to perform well.

• EC Total

YOY comparison: 113%

Peach John (Japan) Sales Summary (Delivery Basis) (May 2026)

Peach John’s domestic business performed favorably, with results coming in at 112% YoY. Retail store sales were 110% YoY, driven by increased foot traffic via the continued use of popular celebrities in promotions and higher average customer spending resulting from enhanced customer service. Our own EC channel saw sales of 129% YoY, as celebrity-driven promotions increased site visitors while our conversion rate remained stable. Other channels, including third-party EC, generated sales of 94% YoY. While major platforms performed well in these channels, overseas wholesale operations struggled.

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

PJ Hong Kong : 96%

Although EC performed well, the business struggled overall due to sluggishness at physical stores following the conclusion of pop-up store operations.

Taiwan PJ : 111%

Both physical stores and EC performed well, driven by the success of pop-up stores and promotions featuring celebrities.

Wacoal (Overseas) Sales Summary (Delivery Basis) (May 2026)

Driven by contributions from the acquired company, Glamorise, Wacoal America’s sales were 122% YOY. By channel, department stores struggled when compared to the same month the previous year, when major clients held large-scale promotional events. Retail stores and outlet stores, though smaller in scale, achieved growth. Our own EC channel saw significant sales growth following the system migration in April. Third-party EC sales struggled on major platforms due to client purchasing restrictions, though other platforms continued to perform well.

Wacoal Europe’s sales were 100% YOY. By channel, retail stores and third-party EC performed well. By area, the UK struggled with department stores and independent stores, though retail store sales grew. In North America, major platforms performed well, driving significant growth. In continental Europe, sales were strong overall, despite sluggish performance in France.

Wacoal China’s sales were 94% YOY. By channel, existing physical stores performed steadily; however, overall store sales fell YoY due to store closures. In the EC channel, although sales promotion initiatives were strengthened across major platforms to attract customers, the results fell short of expectations, leading to weak performance.

■ Sales Summary

Apr. 2026

Overview
Wacoal (Japan) Sales Summary (In-Store Sales Basis) (Apr. 2026) ■ By Sales Channel • <u>Department Stores</u> YOY comparison: 97% The department store channel struggled due to declining store traffic. By brand, while the conditioning wear brand CW-X performed well, sales of nightwear items stagnated. • <u>GMS, Supermarket</u> YOY comparison: 99% In the mass retail channel, performance fell slightly year-over-year (YoY), mainly due to fewer promotional sale days at major dealers compared with the same month of the previous year. By item, the WACOAL Collection line’s Hugging Bra and Gravity Care Bra (wireless) continued to perform well. • <u>Store Total (including Specialty stores and Directly managed stores)</u> YOY comparison: 98% • <u>Own EC</u> YOY comparison: 102% Our own EC channel performed steadily, with promotional measures proving successful and driving increases in both visitor traffic and average purchase price. By brand, AMPHI struggled, while the core brand WACOAL performed well, and the high-priced brands Yue and Salute saw significant growth. • <u>Third Party EC Sites</u> YOY comparison: 115% The third-party EC channel saw significant sales growth as large-scale promotions on key platforms increased site traffic. By item, the Wing brand’s Synchro Bra Top and the CW-X arm supporters continued to perform well. • <u>EC Total</u> YOY comparison: 109%

Peach John (Japan) Sales Summary (Delivery Basis) (Apr. 2026)

Peach John’s domestic business sales were solid, coming in at 102% YoY.
Retail store sales were 105% YoY, supported by increased customer traffic driven by the use of popular celebrities in promotions and other successful marketing activities. Our own EC channel saw sales of 102% YoY, aided by strong loungewear sales and increased site visitors resulting from the use of new celebrity endorsers. Other channels, including third-party EC, performed favorably, with sales of 103% YOY.

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

PJ Hong Kong : 75%

Although EC performed well, the business struggled overall due to sluggishness at physical stores.

Taiwan PJ : 145%

The addition of new colors to popular items and successful celebrity-driven promotions resulted in strong performance at both physical stores and in the EC channel.

Wacoal (Overseas) Sales Summary (Delivery Basis) (Apr. 2026)

Driven by contributions from the acquired company, Glamorise, Wacoal America’s sales were 129% YoY.
By channel, department stores performed sluggishly overall, despite new products performing well. Retail stores and outlet stores, though smaller in scale, continued to grow sales. Regarding EC, our own EC performed well following a system migration; however, sales fell YoY in April due to reduced advertising spending prior to the migration. Third-party EC sales struggled as key platforms curtailed purchasing, but department store EC performed well.

Wacoal Europe’s sales were 104% YOY.
By channel, retail stores and third-party EC performed well. By area, the UK struggled this month (April) because deliveries were pulled forward to March due to a different Easter holiday timing than the previous year. Sales in North America grew significantly as deliveries progressed, driven by the easing of inventory-purchasing curbs by major platforms. In continental Europe, while France grew, overall performance was sluggish.

Wacoal China’s sales were 101% YOY.
Physical stores struggled amid declining foot traffic at commercial facilities. In the EC channel, sales grew YoY, driven by major promotional campaigns on key platforms and strengthened sales through live commerce.