

## ■ Net Sales

[illegible]

## ■ Wacoal Corp. Store Sales

[illegible]

\*2 Third Party EC Sites: EC businesses of underwear stores, EC specialized merchandizers, etc.

### ■ Sales of Peach John

[illegible]

## ■ Sales Summary (April 2020 - March 2021)

### April 2020

#### Overview

#### Wacoal (Japan) Sales Summary (Mar. 2020)

##### • Wholesale Business

After a state of emergency was declared in response to the spread of novel coronavirus infections, it was determined that sales personnel in applicable areas would stay at home starting from April 8. Additionally, after the state of emergency was expanded to cover the entire country on April 18, all sales personnel have been requested to stay at home since then. As of April 30, almost all stores have been closed (only some mass retailers remain open), and accordingly, sales derived from the physical store channel decreased significantly. Conversely, due to expanded demand because of people staying at home, EC channel sales of Wacoal brand and Wing brand sleep bras, such as the Night Up Bra, and the wireless bra GOCOCi have been comparatively strong. Store-based sales results for the month of April: department stores 13%, Wacoal brand at mass retailers 29%, Wing brand at mass retailers 33%, and undergarment specialty stores 28%. Sales (deliveries) for the wholesale business came in at 28% for the month on a year-over-year (YoY) basis (a decrease of 72%).

##### • Retail Business

For the retail store business, sales were 12% for the month on a YoY basis (a decrease of 88%). This reflects the fact that all stores (approximately 150 stores, including Amphi and factory stores) were closed from April 18 onward due to the spread of coronavirus infections. Regarding in-house EC sales for directly-operated store brands (Amphi, etc.), push marketing was successfully utilized for campaigns such as “Free shipping coupons,” and “BRAGENIC general elections,” increasing the number of customers aged 25 to 29 and resulting in YoY sales of 246%.

Amphi: Existing stores 11%, new stores 11%)

Factory stores: Existing stores 6%, new stores 6%)

##### • Wacoal's Own EC Site

Physical store closures resulted in an increase of online store visitors and a rise in the purchase rate; as a result, in-house EC sales were 122% YoY. Due to people working from home and refraining from going outside, sales of wireless bras and sleep bras were strong. Also, in addition to pajamas and loungewear, demand for sports bras and maternity products rose.

As a result, Wacoal's sales for the month of April were 28% on a year-over-year basis.

#### Peach John (Japan) Sales Summary (Mar. 2020)

Sales for Peach John's domestic business came in at 81% YoY. Due to the spread of coronavirus infections, all directly-operated stores were temporarily closed. However, successful LINE stamp promotional measures drove an increase in the number of new visitors to the online store, thus contributing to increased in-house EC sales.

Overseas operations (store situation) are as follows.

##### Shanghai PJ: 68%

Since the easing of coronavirus countermeasures, the situation is gradually returning to normal. Full-price sales are recovering; however, sales remain at about 70% YoY.

##### PJ Hong Kong: 41%

Due to the spread of coronavirus infections, the number of store visitors decreased.

##### Taiwan PJ: 61%

Due to the spread of coronavirus infections, the number of store visitors decreased.

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

Wacoal International (America)

•Channel(Wacooal+B.tempt'd)

	Apr.	YTD	Ratio
Store (Department )			
Store (outlet and retail)			
Department Store EC			
Third Party EC Sites			
Wacoal's Own EC Site			
Export (exclude Canada)			

Wacoal Europe

•Channel

	Apr.	YTD	Ratio
Department Store			
Independent (Speciality Store)			
Directly-Managed Store			
Third Party EC Sites			

Wacoal China

•Channel

	Apr.	YTD	Ratio
Department Store			
Third Party EC Sites			
Others			

•Brand

	Apr.	YTD	Ratio
Wacooal			
B.tempt'd			
CW-X			
LIVELY			

•Area

	Apr.	YTD	Ratio
UK			
Europe			
North America			
Others			

•Brand

	Apr.	YTD	Ratio
Wacoal			
Salute			
Amphi			
LA ROSABELLE			
Peach John			