# Consolidated Financial and Business Results for the First Nine Months of the Fiscal Year Ending March 31, 2006 <br> (U.S. Accounting Standards) 

January 31, 2006
Listed Company: Wacoal Holdings Corp.
Code Number: 3591 $\qquad$
( URL: 'http://www.wacoal.co.jpr!)
Representative: Position: Representative Director
Name: Yoshikata Tsukamoto
For Inquiries: Position: General Manger, Corporate Planning
Name: Ikuo Otani Tel: (075) 682-1010

1. Matters concerning preparation of the consolidated quarterly financial results
(1) Application of simplified accounting methods: None
(2) Changes in accounting methods from those used in the most recent fiscal year (consolidated): None
(3) Changes in consolidation criteria or equity-method application: Yes, 1 new company (consolidated basis)
2. First nine months of the fiscal year ending March 31, 2006: consolidated financial and business results
(1) Consolidated Business Results
(Note) Amounts less than 1 million yen have been rounded.

|  | Sales |  | Operating Income |  | Pre-tax Net Income |  | Net Income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million Yen | \% | Million Ye | \% | Million Y | \% | Million Yen | \% |
| Nine months ended December 31, 2005 | 126,331 | 2.0 | 3,626 | (73.6) | 5,457 | (61.1) | 4,248 | (48.1) |
| Nine months ended December 31, 2004 | 123,902 | (2.4) | 13,718 | 51.3 | 14,045 | 41.0 | 8,188 | 29.6 |
| (Reference) Year Ended March 31, 2005 | 160,968 |  | 11,766 |  | 12,079 |  | 6,790 |  |


|  | Net Income Per Share | Diluted Net Earnings Per Share |
| :--- | :---: | :---: |
| Nine months ended December 31, 2005 | Yen | Yen |
| Nine months ended December 31, 2004 | 29.51 | - |
| (Reference) Year Ended March 31, 2005 | 56.88 | - |

(Note) Percentages indicated under sales, operating income, etc. represent the increase/(decrease) compared to the first nine months of the fiscal year ended March 31, 2005.
[Qualitative Information Regarding Consolidated Business Results]
For the third quarter of the current fiscal year, our autumn campaign products "Hip Walker", a Wacoal brand product, and "Style Up Pants", a Wing brand product, continued to show favorable sales from the second quarter of the fiscal year ending March 31, 2006. These products enhance mobility by stimulating the muscles, which results in shaping up of the buttocks. This is because they actually train the body, which goes beyond traditional body shape undergarments which control the body only when worn. We believe this revolutionary functionality has acquired support from many women.

Furthermore, in addition to the social interest and initiatives taken in connection with "Warm Biz" (a general campaign in Japan for offices to turn down their thermostats during the winter and have employees wear one extra layer of clothing), a series of recent cold waves has also contributed to increased purchases of intimate undergarments. This season, we have focused on the large difference between the temperature inside heated office buildings and the outside temperature during the winter, and accordingly developed a product with the functionality to adjust the temperature under the clothing to a comfortable level in both environments. In addition to women who work in offices, we believe this product has captured a new group of consumers who have difficulty acclimating to the cold weather using only traditional thermal undergarments.

However, despite these factors, overall sales of our core volume products, including brassieres, and our high value-added brand products by sales channel showed poor performance.

In our direct marketing business department, the SPA (retail store) business has gained brand recognition and continues to produce steady results, with an increase in sales at existing shops combined with additional sales from newly opened shops. However, our Internet sales remain stagnant, and for this reason, we recognize the need for a significant reform in our policy regarding merchandising, media, etc.

Our overseas business (excluding France, which is experiencing a downturn in consumption) showed favorable results, particularly at Wacoal America, Inc., which showed significant year-on-year growth.

As a result of all these factors, sales for the third quarter of the current fiscal year was 126,331 million yen, a $2.0 \%$ increase from the
same period of the previous fiscal year.
Profit, however, has declined significantly compared to the same period of the prior fiscal year due to the effect on operating income of each of following events: the prior fiscal year's gain from the return of the substitutional portion of our welfare pension fund (7.1 billion yen), special additional allowance and reemployment support expenses recorded in the fourth quarter of the current fiscal year (approximately 7.0 billion yen) in connection with employees who applied for our special voluntary retirement program which was conducted in November 2005 , and a special allowance paid to retiring employees (approximately 0.6 billion yen) following the dissolution of our group subsidiary, Fukushima Wacoal Sewing Corp. as of the end of this fiscal year. However, the amount of gain from operating activities, excluding such temporary gains and losses, surpassed the gain recorded in the same period of the previous fiscal year, signaling regained profitability.

We also recorded a gain of approximately 1.1 billion yen as other income for the third quarter of the current fiscal year due to the exchange of our shares in UFJ Holdings for shares of Mitsubishi UFJ Financial Group, the surviving entity in the merger of Mitsubishi Tokyo Financial Group and UFJ Financial Group.

Based on the above, consolidated business results for the third quarter of the current fiscal year were as follows: operating income of 3,626 million yen (a decrease of $73.6 \%$ from the same period of the previous fiscal year), pretax net profit of 5,457 million yen (a decrease of $61.1 \%$ from the same period of the previous fiscal year); and net profit of 4,248 million yen (a decrease of $48.1 \%$ from the same period of the previous fiscal year).
(2) Consolidated Financial Condition

|  | Total Assets | Total Shareholders' <br> Equity | Total Shareholders' <br> Equity Ratio | Shareholders' Equity <br> Per Share |
| :--- | :---: | :---: | :---: | :---: |
| Nine months ended December 31, 2005 | Million Yen | Million Yen | $\%$ <br> Yen <br> Nine months ended December 31, 2004 | 245,307 |
| 227,458 | 185,761 | 75.7 | $1,290.71$ |  |
| (Reference) fiscal year Ended March 31, | 226,196 | 176,866 | 77.8 | $1,228.66$ |
| 2005 | 175,746 | 77.7 | $1,220.93$ |  |

Consolidated Cash Flow Status

|  | Cash Flow from <br> (used in) Operating <br> Activities | Cash Flow provided <br> by Investing Activities | Cash Flow provided <br> by (used in) <br> Financing Activities | Balance of Cash and <br> Cash Equivalents at <br> End of Period |
| :--- | :---: | :---: | :---: | :---: |
| Nine months ended December 31, 2005 | Million Yen <br> 7,609 | Million Yen | Million Yen <br> $(4,564)$ | Million Yen <br> 27,852 |
| Nine months ended December 31, 2004 | 4,324 | $(4,867)$ | 574 | 27,553 |
| (Reference) fiscal year Ended March 31, <br> 2005 | 2,045 | $(5,528)$ | 296 | 24,195 |

Qualitative Information regarding Consolidated Financial Condition

## Cash Flow Status

Cash and cash equivalents as of the end of the third quarter of the current fiscal year were 27,852 million yen, an increase of 3,657 million yen from the end of the previous consolidated fiscal year.

## Cash Flow Provided by Operating Activities

Cash flow provided by operating activities was 7,609 million yen due to an increase in payables, together with a quarterly net income of 4,248 million yen. The increase in payables is due to the accrued payables of additional retirement-related charges as a result of the solicitation of employees willing to accept voluntary special early retirement.

Cash Flow Provided by Investing Activities
Cash flow provided by investing activities was 344 million yen.

## Cash Flow Used by Financing Activities

Cash flow used by financing activities was 4,564 million yen due to the payment of cash dividends of 2,878 million yen and a decrease of 1.607 million yen in short-term bank loans of subsidiaries.

|  | Sales | Operating Income | Pre-tax Net Income | Net Income |
| :--- | :---: | :---: | :---: | :---: |
| Fiscal year ending March 31, 2006 | Million Yen | Million Yen | Million Yen | Million Yen |
| 1,400 |  |  |  |  |

* Expected net income per share (fiscal year ending March 31, 2006) - 9.73 yen
[Qualitative Information regarding Forecast of Consolidated Business Results]
At present, we have not amended our forecast of consolidated business results released on December 19, 2005 for the fiscal year ending March 31, 2006.

With respect to the domestic intimate apparel business, our winter season items have been running short during January due to strong sales. Because of this trend in the apparel industry, most apparel companies have expedited their preparations for spring sales, and we will also make efforts in expanding sales mainly with our spring campaign products which was fully launched in mid-January.

Overseas, the business continued to show strong growth, especially in the United States, because of sales of the popular integratedshape brassiere, "i Bra", its economic expansion and the favorable condition of its high-end market.

* The foregoing estimates were based on information available as of the date this data was released, and due to various factors arising in the future, actual results may differ from our estimates.


## I-1. Summary of Consolidated Balance Sheets

| Accounts | Three Quarters Ended December 31, 2005 | Previous Fiscal Year Ended March 31,2005 | Increase/ <br> (Decrease) | Three Quarters Ended December 31, 2004 |
| :---: | :---: | :---: | :---: | :---: |
| (Assets) | Million Yen | Million Yen | Million Yen | Million Yen |
| I. Current assets: |  |  |  |  |
| Cash and bank deposits | 11,388 | 7,173 | 4,215 | 8,450 |
| Time deposits and certificate of deposit | 16,464 | 17,022 | (558) | 19,103 |
| Marketable securities | 34,235 | 43,396 | $(9,161)$ | 42,566 |
| Receivables: |  |  |  |  |
| Notes receivable | 1,075 | 677 | 398 | 1,466 |
| Accounts receivable - trade | 23,039 | 20,879 | 2,160 | 19,888 |
|  | 24,114 | 21,556 | 2,558 | 21,354 |
| Allowance for returns and doubtful receivables | $(2,982)$ | $(2,214)$ | (768) | $(2,825)$ |
|  | 21,132 | 19,342 | 1,790 | 18,529 |
| Inventories | 26,665 | 26,785 | (120) | 26,973 |
| Other current assets | 8,910 | 6,582 | 2,328 | 10,173 |
| Total current assets | 118,794 | 120,300 | $(1,506)$ | 125,794 |
| II. Tangible fixed assets: |  |  |  |  |
| Land | 21,183 | 21,382 | (199) | 21,203 |
| Buildings and structures | 60,891 | 56,719 | 4,172 | 56,187 |
| Machinery and equipment | 13,746 | 12,918 | 828 | 12,752 |
| Construction in progress | 243 | 634 | (391) | 1,092 |
|  | 96,063 | 91,653 | 4,410 | 91,234 |
| Accumulated depreciation | $(41,443)$ | $(39,827)$ | $(1,616)$ | $(39,827)$ |
| Net tangible fixed assets | 54,620 | 51,826 | 2,794 | 51,407 |
| III. Other assets: |  |  |  |  |
| Investments in affiliated companies | 14,961 | 13,543 | 1,418 | 13,314 |
| Investments | 47,774 | 31,479 | 16,295 | 27,928 |
| Lease deposits and others | 9,158 | 9,048 | 110 | 9,015 |
| Total other assets | 71,893 | 54,070 | 17,823 | 50,257 |
| Total Assets | 245,307 | 226,196 | 19,111 | 227,458 |

(Note) Increase/(decrease) indicates the difference between the third quarter of the fiscal year ending March 31, 2006 and the previous fiscal year ended March 31, 2005.

| Accounts | Three Quarters Ended December 31, 2005 | Previous Fiscal Year <br> Ended March 31, 2005 | Increase/ <br> (Decrease) | Three Quarters Ended December 31, 2004 |
| :---: | :---: | :---: | :---: | :---: |
| (Liabilities, minority interests and shareholders' equity) | Million Yen | Million Yen | Million Yen | Million Yen |
| I. Current liabilities: <br> Short-term bank loans | 5,176 | 6,752 | $(1,576)$ | 6,832 |
| Payables: |  |  |  |  |
| Notes payable | 2,845 | 2,657 | 188 | 4,013 |
| Accounts payable - trade | 9,112 | 10,299 | $(1,187)$ | 8,143 |
|  | 11,957 | 12,956 | (999) | 12,156 |
| Accounts payable | 12,320 | 6,384 | 5,936 | 5,020 |
| Accrued payroll and bonuses | 4,665 | 6,580 | $(1,915)$ | 4,943 |
| Accrued corporate taxes, etc. | 2,117 | 370 | 1,747 | 1,831 |
| Long-term debt to be repaid within 1 year | 52 | 60 | (8) | 271 |
| Other current liabilities | 3,425 | 1,868 | 1,557 | 3,942 |
| Total current liabilities | 39,712 | 34,970 | 4,742 | 34,995 |
| II. Long-term liabilities: |  |  |  |  |
| Long-term debt | 69 | 99 | (30) | 126 |
| Reserves for retirement benefits | 5,282 | 7,083 | $(1,801)$ | 7,400 |
| Other long-term liabilities | 12,209 | 6,213 | 5,996 | 6,155 |
| Total long-term liabilities | 17,560 | 13,395 | 4,165 | 13,681 |
| III. Minority interests | 2,274 | 2,085 | 189 | 1,916 |
| IV. Shareholders' equity: |  |  |  |  |
| Common stock | 13,260 | 13,260 | - | 13,260 |
| Additional paid-in capital | 25,242 | 25,242 | - | 25,242 |
| Retained earnings | 135,942 | 134,572 | 1,370 | 135,970 |
| Accumulated other comprehensive income (loss): |  |  |  |  |
| Foreign currency exchange adjustment | $(2,028)$ | $(3,820)$ | 1,792 | $(3,201)$ |
| Unrealized gain/(loss) on securities | 13,455 | 6,565 | 6,890 | 5,661 |
| Treasury stock | (110) | (73) | (37) | (66) |
| Total shareholders' equity | 185,761 | 175,746 | 10,015 | 176,866 |
| Total liabilities, minority interests and shareholders' equity | 245,307 | 226,196 | 19,111 | 227,458 |

(Note) Increase/(decrease) indicates the difference between the third quarter of the fiscal year ending March 31, 2006 and the previous fiscal year ended March 31, 2005.

I-2. Summary of Consolidated Income Statements

| Accounts | Three Quarte December 3 | $\begin{aligned} & \text { nded } \\ & 005 \end{aligned}$ | Three Quarte December 3 | Ended | Increase/ Decrease | Previous Fisca Ended March 3 | $\begin{aligned} & \text { Year } \\ & 2005 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million Yen | \% | $\begin{array}{r} \hline \text { Million } \\ \text { Yen } \end{array}$ | \% | Million Yen | Million Yen | \% |
| I. Sales | 126,331 | 100.0 | 123,902 | 100.0 | 2,429 | 160,968 | 100.0 |
| II. Operating expenses |  |  |  |  |  |  |  |
| Cost of sales | 62,216 | 49.2 | 62,435 | 50.4 | (219) | 84,041 | 52.2 |
| Selling, general and administrative expenses | 60,489 | 47.9 | 54,849 | 44.2 | 5,640 | 72,261 | 44.9 |
| Profit before return of substitutional portion of employee pension fund |  |  | $(7,100)$ | (5.7) | 7,100 | $(7,100)$ | (4.4) |
| Total operating expenses | 122,705 | 97.1 | 110,184 | 88.9 | 12,521 | 149,202 | 92.7 |
| Operating income | 3,626 | 2.9 | 13,718 | 11.1 | $(10,092)$ | 11,766 | 7.3 |
| III. Other income and (expenses): |  |  |  |  |  |  |  |
| Interest income | 206 | 0.2 | 191 | 0.1 | 15 | 186 | 0.1 |
| Interest expense | (46) | (0.0) | (59) | (0.1) | 13 | (79) | (0.0) |
| Dividend income | 433 | 0.3 | 254 | 0.2 | 179 | 271 | 0.2 |
| Gain on sale and exchange of investment securities | 1,338 | 1.0 | 564 | 0.5 | 774 | 571 | 0.3 |
| Valuation loss on investment in securities | (57) | (0.1) | (511) | (0.4) | 454 | (618) | (0.4) |
| Others, net | (43) | (0.0) | (112) | (0.1) | 69 | (18) | (0.0) |
| Total other income (expenses) | 1,831 | 1.4 | 327 | 0.2 | 1,504 | 313 | 0.2 |
| Income before income taxes, equity in net income of affiliated companies and minority interests | 5,457 | 4.3 | 14,045 | 11.3 | $(8,588)$ | 12,079 | 7.5 |
| Income taxes | 1,937 | 1.5 | 6,464 | 5.2 | $(4,527)$ | 5,800 | 3.6 |
| Income before equity in net income of affiliated companies and minority interests | 3,520 | 2.8 | 7,581 | 6.1 | $(4,061)$ | 6,279 | 3.9 |
| Equity in net income of affiliated companies | 903 | 0.7 | 769 | 0.6 | 134 | 871 | 0.5 |
| Minority interests | (175) | (0.1) | (162) | (0.1) | (13) | (360) | (0.2) |
| Net income | 4,248 | 3.4 | 8,188 | 6.6 | $(3,940)$ | 6,790 | 4.2 |
| Net income per share | 29.51 yen |  | 56.88 yen |  |  | 47.17 yen |  |

(Note) 1. Increase/(decrease) indicates the difference between the third quarter of the fiscal year ending March 31, 2006 and the third quarter of the fiscal year ended March 31, 2005.
2. Applying Statement of Financial Accounting Standards No. 130: Reporting Comprehensive Income, the increase/decrease of capital accounts other than capital transactions (comprehensive income) for (1) the third quarter of the fiscal year ending March 31, 2006, (2) the third quarter of the fiscal year ended March 31, 2005, and (3) the fiscal year ended March 31, 2005 was an increase of 12,930 million yen, 8,283 million yen, and 7,170 million yen, respectively.

\begin{tabular}{|c|c|c|c|}
\hline Accounts \& Nine Months Ended December 31, 2005 \& Nine Months Ended December 31, 2004 \& Previous Fiscal Year Ended March 31, 2005 \\
\hline \begin{tabular}{l}
I. Operating activities \\
1. Net income \\
2. Adjustments of net income to cash flow from operating activities \\
(1) Depreciation and amortization \\
(2) Gain/loss on sale of fixed assets and impaired loss \\
(3) Profit before return of substitutional portion of employee pension fund \\
(4) Valuation loss on investment in securities \\
(5) Gain (loss) on sale and exchange of investment securities \\
(6) Equity in net income of affiliated companies (after dividend income) \\
(7) Changes in assets and liabilities Increase in receivables Decrease (increase) in inventories Increase (decrease) in payables and accounts payable Increase (decrease) in reserves for retirement benefits \\
(8) Others
\end{tabular} \& \begin{tabular}{l}
Million Yen \\
4,248 \\
2,423 \\
- \\
57 \\
\((1,338)\) \\
(460) \\
\((1,616)\)
509
5,613
\((1,405)\)
\((822)\)
\end{tabular} \& \begin{tabular}{l}
Million Yen \\
8,188 \\
2,409 \\
31 \\
\((7,100)\) \\
512 \\
(563) \\
(345) \\
\((1,016)\) \\
(796) \\
(253) \\
1,508 \\
1,749
\end{tabular} \& \begin{tabular}{l}
Million Yen \\
6,790 \\
3,312 \\
133 \\
\((7,100)\) \\
618 \\
(571) \\
(448) \\
\((1,350)\) \\
(878) \\
1,198 \\
1,193 \\
(852)
\end{tabular} \\
\hline \begin{tabular}{l}
Net cash flow from operating activities \\
II. Investing activities \\
1. Proceeds from sales and redemption of marketable securities \\
2. Acquisition of marketable securities \\
3. Proceeds from sales of fixed assets \\
4. Acquisition of tangible fixed assets \\
5. Proceeds from sale and redemption of investments \\
6. Acquisition of investments in affiliated companies \\
7. Acquisition of investments \\
8. Decrease (increase) in other assets
\end{tabular} \& 7,609
27,059
\((17,753)\)
131
\((5,830)\)
721
-
\((4,230)\)
246 \& 4,324
40,441
\((38,662)\)
125
\((3,630)\)
905
\((15)\)
\((1,012)\)
\((3,019)\) \& 2,045
51,990
\((51,111)\)
340
\((5,418)\)
926
\((16)\)
\((2,985)\)
746 \\
\hline \begin{tabular}{l}
Net cash flow provided by (used in) investing activities \\
III. Financing activities \\
1. Net increase (decrease) in short-term bank loans \\
2. Proceeds from long term debt \\
3. Repayment of long-term debt \\
4. Purchase of treasury stock \\
5. Dividends paid in cash
\end{tabular} \& 344

$(1,607)$
43
$(85)$
$(37)$

$(2,878)$ \& \[
$$
\begin{array}{r}
(4,867) \\
\\
2,850 \\
79 \\
(180) \\
(16) \\
(2,159) \\
\hline
\end{array}
$$

\] \& \[

$$
\begin{array}{r}
(5,528) \\
\\
2,813 \\
45 \\
(380) \\
(23) \\
(2,159) \\
\hline
\end{array}
$$
\] <br>

\hline Net cash flow provided by (used in) financing activities \& $(4,564)$ \& 574 \& 296 <br>
\hline IV. Effect of exchange rate on cash and cash equivalents \& 268 \& 79 \& (61) <br>
\hline V. Increase (decrease) in cash and cash equivalents \& 3,657 \& 110 \& $(3,248)$ <br>
\hline VI. Initial balance of cash and cash equivalents \& 24,195 \& 27,443 \& 27,443 <br>
\hline VII. Period end balance of cash and cash equivalents \& 27,852 \& 27,553 \& 24,195 <br>
\hline
\end{tabular}

## Additional Information

| Cash paid for: | 45 | 59 | 85 |
| :--- | ---: | ---: | ---: |
| Interest | 1,582 | 5,033 | 5,395 |
| Income taxes, etc. |  |  |  |

## II. Segment Information

## (1) Segment Information by Type of Business

Nine months ended December 31, 2005

|  | Textile goods and <br> related products | Others | Total | Elimination or <br> corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales <br> $(1)$ Sales to outside customers | 116,107 | 10,224 | 126,331 |  | - |
| $(2)$ Internal sales among segments | - | 3,068 | 3,068 | $(3,068)$ | 126,331 |
| $\quad$ Total | 116,107 | 13,292 | 129,399 | $(3,068)$ | 126,331 |
| $\quad$ Total operating expenses | 111,019 | 13,599 | 124,618 | $(1,913)$ | 122,705 |
| $\quad$ Operating income (loss) | 5,088 | $(307)$ | 4,781 | $(1,155)$ | 3,626 |

Nine months ended December 31, 2004

|  | Textile goods and <br> related products | Others | Total | Elimination or <br> corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales <br> $(1)$ Sales to outside customers | 113,685 | 10,217 | 123,902 | - | 123,902 |
| $(2)$ Internal sales among segments | - | 2,974 | 2,974 | $(2,974)$ | - |
| Total | 113,685 | 13,191 | 126,876 | $(2,974)$ | 123,902 |
| $\quad$ Total operating expenses | 106,449 | 13,219 | 119,668 | $(9,484)$ | 110,184 |
| Operating income (loss) | 7,236 | $(28)$ | 7,208 | 6,510 | 13,718 |

(Note) 1. Segment information is prepared based on the "Regulations Concerning Consolidated Interim Financial Statements".
2. Based on the type, quality, and similarity in sales markets for their respective products, we divide our businesses into two segments: (1) textile goods and related products and (2) others.
3. Core products of the respective businesses:

Textile goods and related products: intimate apparel (foundation, lingerie, nightwear and children's innerwear), outerwear, sportswear, hosiery, etc.
Others: mannequins, shop design and implementation, restaurant, culture, services, etc.
(2) Segment Information by Location

Nine months ended December 31, 2005

|  | Japan | Asia | Europe/U.S. | Total | Elimination or <br> corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
| Sales <br> $(1)$ Sales to outside customers | 110,788 | 4,353 | 11,190 | 126,331 | - | 126,331 |
| $(2)$ Internal sales among segments | 856 | 3,597 | 1 | 4,454 | $(4,454)$ | - |
| $\quad$ Total | 111,644 | 7,950 | 11,191 | 130,785 | $(4,454)$ | 126,331 |
| $\quad$ Total operating expenses | 108,991 | 7,459 | 9,554 | 126,004 | $(3,299)$ | 122,705 |
| $\quad$ Operating income (loss) | 2,653 | 491 | 1,637 | 4,781 | $(1,155)$ | 3,626 |


|  | Japan | Asia | Europe/U.S. | Total | Elimination or corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales <br> (1) Sales to outside customers | 110,121 | 3,974 | 9,807 | 123,902 | - | 123,902 |
| (2) Internal sales among segments | 722 | 3,129 | - | 3,851 | $(3,851)$ | - |
| Total | 110,843 | 7,103 | 9,807 | 127,753 | $(3,851)$ | 123,902 |
| Total operating expenses | 105,481 | 6,562 | 8,502 | 120,545 | $(10,361)$ | 110,184 |
| Operating income | 5,362 | 541 | 1,305 | 7,208 | 6,510 | 13,718 |

(Note) 1. Segment information is prepared based on the "Regulations Concerning Consolidated Interim Financial Statements".
2. Major countries and areas included in the respective segments other than Japan:

Asia: various countries of East Asia and Southeast Asia
Europe/U.S.: the U.S. and various European countries
(3) Overseas Sales

Nine months ended December 31, 2005

|  |  |  |  |  |
| :--- | :--- | :---: | :---: | :---: |
|  | Asia | Europe/U.S. | Total |  |
| I. | Overseas sales | 4,353 | 11,190 | 15,543 |
| II. | Consolidated sales |  |  | 126,331 |
| III. | Ratio of overseas sales in consolidated sales | $3.4 \%$ | $8.9 \%$ | $12.3 \%$ |

Nine months ended December 31, 2004
(Unit: Million Yen)

|  |  | Asia | Europe/U.S. | Total |
| :--- | :--- | :---: | :---: | :---: |
| I. | Overseas sales | 3,974 | 9,807 | 13,781 |
| II. | Consolidated sales |  |  | 123,902 |
| III. | Ratio of overseas sales in consolidated sales | $3.2 \%$ | $7.9 \%$ | $11.1 \%$ |

(Note) 1. Segment information is prepared based on the "Regulations Concerning Consolidated Interim Financial Statements".
2. Major countries and areas included in the respective segments other than Japan:

Asia: various countries of East Asia and Southeast Asia
Europe/U.S.: the U.S. and various European countries

## III. Status of Production and Sales

(1) Production Results

| Segment name by <br> type of business | Nine months <br> Ended December 31, 2005 |  | Nine months <br> Ended December 31, 2004 |  | Increase/(Decrease) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Distribution Ratio | Amount | Distribution Ratio | Amount | Distribution Ratio |
|  | Million Yen | $\%$ | Million Yen | $\%$ | Million Yen |  |

(2) Sales Results

| Segment name by type of business |  | Nine months <br> Ended December 31, 2005 |  | Nine months <br> Ended December 31, 2004 |  | Increase/(Decrease) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | Distribution Ratio | Amount | Distribution Ratio | Amount | Distribution Ratio |
| Textile <br> goods <br> and <br> related <br> products |  | Million Yen | \% | Million Yen | \% | Million Yen | \% |
|  | Foundation and lingerie | 93,260 | 73.8 | 90,081 | 72.7 | 3,179 | 3.5 |
|  | Nightwear | 8,389 | 6.7 | 8,540 | 6.9 | (151) | (1.8) |
|  | Children's underwear | 1,779 | 1.4 | 1,821 | 1.5 | (42) | (2.3) |
|  | Subtotal | 103,428 | 81.9 | 100,442 | 81.1 | 2,986 | 3.0 |
|  | Outerwear/Sport swear, etc. | 7,053 | 5.6 | 7,420 | 6.0 | (367) | (4.9) |
|  | Hosiery | 2,037 | 1.6 | 1,900 | 1.5 | 137 | 7.2 |
|  | Other textile goods and related products | 3,589 | 2.8 | 3,923 | 3.2 | (334) | (8.5) |
|  | Total | 116,107 | 91.9 | 113,685 | 91.8 | 2,422 | 2.1 |
| Others |  | 10,224 | 8.1 | 10,217 | 8.2 | 7 | 0.1 |
| Total |  | 126,331 | 100.0 | 123,902 | 100.0 | 2,429 | 2.0 |

(Reference) Recent Trend of Quarterly Business Results
Fiscal Year ending March 31, 2006 (Consolidated)

|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| :---: | :---: | :---: | :---: | :---: |
|  | First Three Months <br> Ended June 30, 2005 | First Six Months <br> Ended <br> September 30, 2005 | First Nine Months <br> Ended <br> December 31, 2005 | Fiscal Year Ending <br> March 31, 2006 |
| Sales (million yen) | 39,935 | 82,566 | 126,331 |  |
| Operating income (million yen) | 3,187 | 6,294 | 3,626 |  |
| Pre-tax net income (million yen) | 3,389 | 6,693 | 5,457 |  |
| Net income (million yen) | 2,384 | 4,435 | 4,248 |  |
| Net income per share (yen) | 16.56 | 30.81 | 29.51 |  |
| Diluted net earnings per share (yen) | - | - | - |  |
| Total assets (million yen) | 224,749 | 234,308 | 245,307 |  |
| Total shareholders' equity (million yen) | 175,971 | 182,358 | 185,761 |  |
| Shareholders' equity per share (yen) | 1,222.51 | 1,266.90 | 1,290.71 |  |
| Cash flow from (used in) <br> operating activities (million yen) | 1,008 | 2,490 | 7,609 |  |
| Cash flow provided by (used in) investing activities (million yen) | 2,407 | 770 | 344 |  |
| Cash flow provided by (used in) <br> financing activities (million yen) | $(2,825)$ | $(4,072)$ | $(4,564)$ |  |
| Balance of cash and cash equivalents at end of period (million yen) | 24,839 | 23,531 | 27,852 |  |

[Insert Page Break Here]Fiscal Year ended March 31, 2005 (Consolidated)

|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| :---: | :---: | :---: | :---: | :---: |
|  | First Three Months <br> Ended June 30, 2004 | First Six Months Ended September 30, 2004 | First Nine Months <br> Ended <br> December 31, 2004 | Fiscal Year Ended <br> March 31, 2005 |
| Sales (million yen) | 41,316 | 83,242 | 123,902 | 160,968 |
| Operating income (million yen) | 3,508 | 11,292 | 13,718 | 11,766 |
| Pre-tax Net income (million yen) | 3,745 | 11,187 | 14,045 | 12,079 |
| Net income (million yen) | 2,307 | 6,495 | 8,188 | 6,790 |
| Net income per share (yen) | 16.03 | 45.12 | 56.88 | 47.17 |
| Diluted net earnings per share <br> (yen) | - | - | - | - |
| Total assets (million yen) | 226,733 | 221,444 | 227,458 | 226,196 |
| Total shareholders' equity <br> (million yen) | 171,657 | 173,661 | 176,866 | 175,746 |
| Shareholders' equity per share <br> (yen) | 1,192.39 | 1,206.31 | 1,228.66 | 1,220.93 |
| Cash flow from (used in) <br> operating activities (million yen) | (8) | 1,317 | 4,324 | 2,045 |
| Cash flow provided by (used in) investing activities (million yen) | 2,458 | $(1,516)$ | $(4,867)$ | $(5,528)$ |
| Cash flow provided by (used in) <br> financing activities (million yen) | 804 | $(2,676)$ | 574 | 296 |
| Balance of cash and cash equivalents at end of period (million yen) | 30,672 | 24,599 | 27,553 | 24,195 |

## CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

The attached financial statements and accompanying information contain forward-looking statements that are based on our current expectations, assumptions, estimates and projections about our company, our industry and other relevant factors. The forward-looking statements are subject to various risks and uncertainties. These statements can be identified by the fact that they do not relate strictly to historical or current facts. The forward-looking statements discuss future expectations, identify strategies, contain projections of results of operations or of financial condition, or state other "forward-looking" information. Forward-looking statements are contained in the section entitled " 3 . Forecast of Consolidated Business Results for the Fiscal Year Ending March 31, 2006", and elsewhere in the attached financial statements.

Known and unknown risks, uncertainties and other factors could cause our actual results, performance or achievements to differ materially from those expressed or implied by any forward-looking statements contained in the attached financial statements and accompanying information. Among the factors that you should bear in mind as you consider any forward-looking statement are the following:

- The impact of weak consumer spending in Japan and our other markets on our sales and profitability;
- The impact on our business of anticipated continued weakness of department stores and other general retailers in Japan;
- Our ability to successfully develop, manufacture and market products in Japan and our other markets that meet the changing tastes and needs of consumers;
- Our ability to reduce costs by consolidating our activities in Japan, increasing our product sourcing and manufacturing in lower-cost countries such as China and Vietnam, and other efforts to reduce costs;
- Our ability to successfully expand our network of our own specialty retail stores and achieve profitable operations at these stores;
- Our ability to further develop our catalog and Internet sales capabilities;
- The highly competitive nature of our business and the strength of our competitors;
- Effects of seasonality on our business and performance;
- Risks related to conducting our business internationally, including political and economic instability, unexpected legal or regulatory changes, trade protection measures and import or export licensing requirements, changes in tax laws, fluctuations in currency exchange rates, difficulties managing widespread operations, differing protection of intellectual property, difficulties in collecting accounts receivable and public health crises;
- The impact of weakness in the Japanese equity markets on our holdings of Japanese equity securities;
- Unexpected increases in our funding obligations with respect to our employee benefit plans due to adverse conditions in the equity or debt markets or other factors; and
- Acquisitions, divestitures, restructurings, product withdrawals or other extraordinary events affecting our business.

The information contained in the section entitled "Item 3-Key Information—Risk Factors" of our Annual Report on Form 20-F for the fiscal year ended March 31, 2005 also identifies factors that could cause our actual results, performance or achievements to differ materially from those expressed or implied in any forward-looking statement contained in the attached financial statements and accompanying information. You should understand that it is not possible to predict or identify all such factors. Consequently, you should not consider the foregoing list or the information provided in our annual report to be a complete set of all such factors.

We undertake no obligation to update any forward-looking statements contained in the attached financial statements and accompanying information, whether as a result of new information, future events or otherwise.

