# Consolidated Financial and Business Results <br> for the First Nine Months of the Fiscal Year Ending March 31, 2007 (U.S. Accounting Standards) 

Listed Company: Wacoal Holdings Corp.
Code Number: 3591
( URL: http://www.wacoal.co.jp/ )
Representative: Position: Representative Director
Name: Yoshikata Tsukamoto
For Inquiries: Position: General Manger, Corporate Planning
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Application of U.S. Accounting Standards: Yes

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

Consolidated: 2 new companies; 3 excluded companies
Equity Method: 1 new company; No excluded companies
2. First nine months of the fiscal year ending March 31, 2007: 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 Yen | \% | Million Yen | \% | Million Yen | \% |
| Nine months ended December 31, 2006 | 128,989 | 2.1 | 13,839 | 281.7 | 14,279 | 161.7 | 9,472 | 123.0 |
| Nine months ended December 31, 2005 | 126,331 | 2.0 | 3,626 | (73.6) | 5,457 | (61.1) | 4,248 | (48.1) |
| Fiscal year ended March 31, 2006 | 164,122 |  | 1,333 |  | 3,466 |  | 2,821 |  |


|  | Net Income Per Share | Diluted Net Earnings Per Share |
| :--- | :---: | :---: |
|  | Yen | Yen |
| Nine months ended December 31, 2006 | 65.97 | - |
| Nine months ended December 31, 2005 | 29.51 | - |
| Fiscal year ended March 31, 2006 | 19.60 | - |

(Note) Percentages indicated under sales, operating income, etc. represent the increase/(decrease) compared to the nine-month period ended December 31, 2005.
[Qualitative Information Regarding Consolidated Business Results]
For the third quarter of the current fiscal year, our autumn campaign products Onaka Walker, a Wacoal brand product, and Style Up Pants (Onaka), a Wing brand product, continued to show favorable sales from the second quarter of the fiscal year ending March 31, 2007. Furthermore, together with Hip Walker, a Wacoal brand product, and Style Up Pants (Hip), a Wing brand product, which were launched last July, the total number of these products sold since launch exceeded 380 million units at the end of last year, which contributed to the increase in overall sales.

However, despite these factors, and although the sales of our core products, including brassieres in the autumn and winter, showed gradual recovery, we were unable to achieve the same level of sales as the same period of the previous fiscal year. In addition, our seasonal products, mainly the "Warm Biz" related undergarments (a general program in Japan to turn down thermostats in the winter and wear one extra layer of clothing), were generally weak, because we had more warm days than in an average year.

Our SPA (retail store) business continues to show steady performance in general, despite variation among brands. As for our catalogue sales business, although sales were below levels in the same period of the previous fiscal year as a result of a reduction in the number of catalogs and customers, we have made steady improvements in profitability.

Our overseas business showed favorable results in general, particularly the U.S. market, where sales have continued to expand since the second quarter of the current fiscal year.

As a result of all these factors, sales for the third quarter of the current fiscal year were 128,989 million yen, a $2.1 \%$ increase from the same period of the previous fiscal year.

Based on the above, consolidated business results for the third quarter of the current fiscal year were as follows: operating income of 13,839 million yen (an increase of $281.7 \%$ from the same period of the previous fiscal year), pretax net profit of 14,279 million yen (an increase of $161.7 \%$ from the same period of the previous fiscal year), and net profit of 9,472 million yen (an increase of $123.0 \%$ from the same period of the previous fiscal year).

The significant increase in operating income, in contrast to sales, was influenced by the elimination of expenses incurred in connection with the implementation of our special voluntary retirement program for Wacoal Corporation and the winding up of Fukushima Wacoal Sewing Corp., as well as efforts to reduce costs and labor expenses through the special voluntary retirement program during 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, 2006 | Million Yen | Million Yen | $\%$ | Yen |
| Nine months ended December 31, 2005 | 241,177 | 188,545 | 78.2 | $1,309.19$ |
| Fiscal year ended March 31, 2006 | 245,307 | 185,761 | 75.7 | $1,290.71$ |

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, 2006 | Million Yen | Million Yen | Million Yen | Million Yen <br> 0 |
| Nine months ended December 31, 2005 | 0 | 0 | 0 | $(4,564)$ |

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 1,896 million yen, a decrease of 987 million yen from the end of the previous consolidated fiscal year.

## Cash Flow Provided by Operating Activities

While the quarterly net income from operating activities amounted to 9,472 million yen, cash flow provided by operating activities was 6,721 million yen due to an increase in inventory assets and a decrease in accounts payable and accrued liabilities.

Cash Flow Provided by Investing Activities
Cash flow used in investing activities was 2,382 million yen due to the acquisition of stock in affiliated companies.
Cash Flow Used by Financing Activities
Cash flow used by financing activities was 5,320 million yen due to the acquisition of treasury stock.

|  | Sales | Operating Income | Pre-tax Net Income | Net Income |
| :--- | :---: | :---: | :---: | :---: |
|  | Million Yen | Million Yen | Million Yen | Million Yen |
| Fiscal year ending March 31, 2007 | 166,000 | 12,600 | 12,900 | 8,500 |

(Reference) Expected net income per share (fiscal year ending March 31, 2007) - 59.20 yen

* The number of issued shares used in calculating the expected net income per share for the forecast of consolidated business results for the fiscal year ending March 31, 2007 is the average number of issued shares during the period from April 2006 until December 2006. This is due to a significant decrease in the number of issued shares as of the end of the third quarter of the current fiscal year ending March 31, 2007, following the repurchase of 2,824 thousand shares of the Company's stock on November 29, 2006.
[Qualitative Information regarding Forecast of Consolidated Business Results]
We have amended our forecast of consolidated business results released on November 10, 2006 for the fiscal year ending March 31, 2007 as reflected above, mainly due to the weak performance of our Wacoal brand seasonal products and a decrease in sales. We have not amended our forecast of non-consolidated business results released on November 10, 2006 for the fiscal year ending March 31, 2007.

With respect to the domestic intimate apparel business, we will continue to aggressively develop our Style Science series, including Onaka Walker, and Style Up Pants (Onaka) and we will also focus on expanding sales, mainly of our brassieres spring campaign product LALAN, which will be fully launched at the end of January.

Overseas, business continued to show steady growth particularly due to an expansion of sales at high-end middle-scale department stores in the United States.

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


## I-1. Summary of Consolidated Balance Sheets

| Accounts | Third Quarter of Current Fiscal Year As of December 31, 2006 | Previous Fiscal Year <br> As of March 31, 2006 | Increase/ <br> (Decrease) | Third Quarter of Previous Fiscal Year As of December 31, 2005 |
| :---: | :---: | :---: | :---: | :---: |
| (Assets) | Million Yen | Million Yen | Million Yen | Million Yen |
| I. Current assets: |  |  |  |  |
| Cash and bank deposits | 12,101 | 11,635 | 466 | 11,388 |
| Time deposits and certificate of deposit | 6,805 | 8,258 | $(1,453)$ | 16,464 |
| Marketable securities | 17,106 | 32,699 | $(15,593)$ | 34,235 |
| Receivables: |  |  |  |  |
| Notes receivable | 919 | 458 | 461 | 1,075 |
| Accounts receivable - trade | 23,380 | 23,192 | 188 | 23,039 |
|  | 24,299 | 23,650 | 649 | 24,114 |
| Allowance for returns and doubtful receivables | $(3,036)$ | $(2,778)$ | (258) | $(2,982)$ |
|  | 21,263 | 20,872 | 391 | 21,132 |
| Inventories | 28,967 | 27,135 | 1,832 | 26,665 |
| Other current assets | 8,201 | 10,134 | $(1,933)$ | 8,910 |
| Total current assets | 94,443 | 110,733 | $(16,290)$ | 118,794 |
| II. Tangible fixed assets: |  |  |  |  |
| Land | 20,840 | 20,978 | (138) | 21,183 |
| Buildings and structures | 59,205 | 59,328 | (123) | 60,891 |
| Machinery and equipment | 14,079 | 13,789 | 290 | 13,746 |
| Construction in progress | 494 | 22 | 472 | 243 |
|  | 94,618 | 94,117 | 501 | 96,063 |
| Accumulated depreciation | $(41,804)$ | $(40,616)$ | $(1,188)$ | $(41,443)$ |
| Net tangible fixed assets | 52,814 | 53,501 | (687) | 54,620 |
| III. Other assets: |  |  |  |  |
| Investments in affiliated companies | 32,886 | 16,033 | 16,853 | 14,961 |
| Investments | 51,919 | 52,716 | (797) | 47,774 |
| Lease deposits and others | 9,115 | 9,313 | (198) | 9,158 |
| Total other assets | 93,920 | 78,062 | 15,858 | 71,893 |
| Total Assets | 241,177 | 242,296 | $(1,119)$ | 245,307 |

(Note) Increase/(decrease) indicates the difference between the third quarter of the fiscal year ending March 31, 2007 and the previous fiscal year ended March 31, 2006.

| Accounts | Nine Months Ended December 31, 2006 | Previous Fiscal Year <br> Ended March 31, 2006 | Increase/ <br> (Decrease) | Nine Months Ended December 31, 2005 |
| :---: | :---: | :---: | :---: | :---: |
| (Liabilities) | Million Yen | Million Yen | Million Yen | Million Yen |
| I. Current liabilities: <br> Short-term bank loans | 8,073 | 6,392 | 1,681 | 5,176 |
| Payables: |  |  |  |  |
| Notes payable | 2,226 | 1,610 | 616 | 2,845 |
| Accounts payable - trade | 9,569 | 10,608 | $(1,039)$ | 9,112 |
|  | 11,795 | 12,218 | (423) | 11,957 |
| Accounts payable | 4,680 | 6,289 | $(1,609)$ | 12,320 |
| Accrued payroll and bonuses | 4,398 | 6,790 | $(2,392)$ | 4,665 |
| Accrued corporate taxes, etc. | 1,204 | 1,806 | (602) | 2,117 |
| Other current liabilities | 3,825 | 2,030 | 1,795 | 3,477 |
| Total current liabilities | 33,975 | 35,525 | $(1,550)$ | 39,712 |
| II. Long-term liabilities: |  |  |  |  |
| Reserves for retirement benefits | 2,799 | 4,622 | $(1,823)$ | 5,282 |
| Other long-term liabilities | 13,404 | 13,271 | 133 | 12,278 |
| Total long-term liabilities | 16,203 | 17,893 | $(1,690)$ | 17,560 |
| (Minority Interests) <br> Minority interests | 2,454 | 2,403 | 51 | 2,274 |
| (Shareholders' Equity) |  |  |  |  |
| I. Common stock | 13,260 | 13,260 | - | 13,260 |
| II. Additional paid-in capital | 25,242 | 25,242 | - | 25,242 |
| III. Retained earnings | 141,109 | 134,515 | 6,594 | 135,942 |
| IV. Accumulated other comprehensive income (loss): |  |  |  |  |
| Foreign currency exchange adjustment | (36) | (736) | 700 | $(2,028)$ |
| Unrealized gain/(loss) on securities | 13,327 | 14,311 | (984) | 13,455 |
| V. Treasury stock | $(4,357)$ | (117) | $(4,240)$ | (110) |
| Total shareholders' equity | 188,545 | 186,475 | 2,070 | 185,761 |
| Total liabilities, minority interests and shareholders' equity | 241,177 | 242,296 | $(1,119)$ | 245,307 |

(Note) Increase/(decrease) indicates the difference between the third quarter of the fiscal year ending March 31, 2007 and the previous fiscal year ended March 31, 2006.

## I-2. Summary of Consolidated Income Statements

| Accounts | Nine Months Ended December 31, 2006 |  | Nine Months Ended December 31, 2005 |  | Increase/ <br> (Decrease) | Previous Fiscal Year Ended March 31, 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million Yen | \% | Million Yen | \% | Million Yen | Million Yen | \% |
| I. Sales | 128,989 | 100.0 | 126,331 | 100.0 | 2,658 | 164,122 | 100.0 |
| II. Operating expenses |  |  |  |  |  |  |  |
| Cost of sales | 64,156 | 49.8 | 62,216 | 49.2 | 1,940 | 84,322 | 51.4 |
| Selling, general and administrative expenses | 50,994 | 39.5 | 53,006 | 42.0 | $(2,012)$ | 70,946 | 43.2 |
| Special retirement related expenses | - | - | 7,483 | 5.9 | $(7,483)$ | 7,521 | 4.6 |
| Total operating expenses | 115,150 | 89.3 | 122,705 | 97.1 | $(7,555)$ | 162,789 | 99.2 |
| Operating income | 13,839 | 10.7 | 3,626 | 2.9 | 10,213 | 1,333 | 0.8 |
| III. Other income and (expenses): |  |  |  |  |  |  |  |
| Interest income | 179 | 0.2 | 206 | 0.2 | (27) | 213 | 0.1 |
| Interest expense | (48) | (0.0) | (46) | (0.0) | (2) | (56) | (0.0) |
| Dividend income | 542 | 0.4 | 433 | 0.3 | 109 | 493 | 0.3 |
| Gain on sale and exchange of investment securities | - | - | 1,338 | 1.0 | $(1,338)$ | 1,656 | 1.0 |
| Valuation loss on investment in securities | (347) | (0.3) | (57) | (0.1) | (290) | (65) | (0.0) |
| Others, net | 114 | 0.1 | (43) | (0.0) | 157 | (108) | (0.1) |
| Total other income (expenses) | 440 | 0.4 | 1,831 | 1.4 | $(1,391)$ | 2,133 | 1.3 |
| Income before income taxes, equity in net income of affiliated companies and minority interests | 14,279 | 11.1 | 5,457 | 4.3 | 8,822 | 3,466 | 2.1 |
| Income taxes | 6,124 | 4.8 | 1,937 | 1.5 | 4,187 | 1,459 | 0.9 |
| Income before equity in net income of affiliated companies and minority interests | 8,155 | 6.3 | 3,520 | 2.8 | 4,635 | 2,007 | 1.2 |
| Equity in net income of affiliated companies | 1,463 | 1.1 | 903 | 0.7 | 560 | 1,122 | 0.7 |
| Minority interests | (146) | (0.1) | (175) | (0.1) | 29 | (308) | (0.2) |
| Net income | 9,472 | 7.3 | 4,248 | 3.4 | 5,224 | 2,821 | 1.7 |
| Net income per share |  | 7 yen |  | 1 yen |  |  | yen |

(Note) 1. Increase/(decrease) indicates the difference between the third quarter of the fiscal year ending March 31, 2007 and the third quarter of the fiscal year ended March 31, 2006.
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, 2007, (2) the third quarter of the fiscal year ended March 31, 2006, and (3) the fiscal year ended March 31, 2006 was an increase of 9,188 million yen, 12,930 million yen, and 13,651 million yen, respectively.

## I-3. Summary of Consolidated Cash Flow Statements

| Accounts | Nine Months Ended December 31, 2006 | Nine Months Ended December 31, 2005 | Previous Fiscal Year Ended March 31, 2006 |
| :---: | :---: | :---: | :---: |
|  | Million Yen | Million Yen | Million Yen |
| I. Operating activities |  |  |  |
| 1. Net income | 9,472 | 4,248 | 2,821 |
| 2. Adjustments of net income to cash flow from operating activities |  |  |  |
| (1) Depreciation and amortization | 2,676 | 2,423 | 3,433 |
| (2) Gain/loss on sale of fixed assets and impaired loss | (37) | 400 | 1,226 |
| (3) Valuation loss on investment in securities | 347 | 57 | 65 |
| (4) Gain (loss) on sale and exchange of investment securities |  | $(1,338)$ | $(1,656)$ |
| (5) Equity in net income of affiliated companies (after dividend income) | (873) | (460) | (674) |
| (6) Changes in assets and liabilities |  |  |  |
| Decrease (increase) in receivables | (257) | $(1,616)$ | $(1,296)$ |
| Decrease (increase) in inventories | $(1,770)$ | 509 | 274 |
| Increase (decrease) in payables and accounts payable | $(2,272)$ | 5,613 | (252) |
| Decrease in reserves for retirement benefits | $(1,873)$ | $(1,405)$ | $(2,068)$ |
| (8) Others | 1,305 | (822) | $(1,154)$ |
| Net cash flow from operating activities | 6,718 | 7,609 | 719 |
| II. Investing activities |  |  |  |
| 1. Proceeds from sales and redemption of marketable securities | 23,737 | 27,059 | 32,161 |
| 2. Acquisition of marketable securities | $(7,928)$ | $(17,753)$ | $(21,525)$ |
| 3. Proceeds from sales of fixed assets | 481 | 131 | 513 |
| 4. Acquisition of tangible fixed assets | $(1,688)$ | $(5,830)$ | $(6,456)$ |
| 5. Proceeds from sale and redemption of investments | 8 | 721 | 1,231 |
| 6. Acquisition of investments in affiliated companies | $(15,326)$ | - | - |
| 7. Acquisition of investments | $(1,506)$ | $(4,230)$ | $(7,905)$ |
| 8. Proceeds from acquisition of shares of the newly consolidated subsidiaries | 80 | - | - |
| 9. Decrease (increase) in other assets | (237) | 246 | (88) |
| Net cash flow provided by (used in) investing activities | $(2,379)$ | 344 | $(2,069)$ |
| III. Financing activities <br> 1. Net increase (decrease) in short-term bank loans | 1,680 | $(1,607)$ | (409) |
| 2. Proceeds from long term debt | 135 | 43 | 19 |
| 3. Repayment of long-term debt | (17) | (85) | (116) |
| 4. Purchase of treasury stock | $(4,240)$ | (37) | (44) |
| 5. Dividends paid in cash | $(2,878)$ | $(2,878)$ | $(2,878)$ |
| activities | $(5,320)$ | $(4,564)$ | $(3,428)$ |
| IV. Effect of exchange rate on cash and cash equivalents | (6) | 268 | 476 |
| V. Increase (decrease) in cash and cash equivalents | (987) | 3,657 | $(4,302)$ |
| VI. Initial balance of cash and cash equivalents | 19,893 | 24,195 | 24,195 |
| VII. Period end balance of cash and cash equivalents | 18,906 | 27,852 | 19,893 |

## Additional Information

| Cash paid for: |  |  |  |
| :--- | ---: | ---: | ---: |
| Interest | 51 | 45 | 56 |
| Income taxes, etc. | 2,586 | 1,582 | 1,832 |
| Investment activities without cash disbursement |  |  |  |
| Share exchange | - | - | 1,321 |

## II. Segment Information

## (1) Segment Information by Type of Business

Nine months ended December 31, 2006

|  | Textile goods and <br> related products | Others | Total | Elimination or <br> corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales <br> $(1)$ Sales to outside customers | 117,674 | 11,315 | 128,989 |  | - |
| $(2)$ Internal sales among segments | - | 2,873 | 2,873 | $(2,873)$ | 128,989 |
| $\quad$ Total | 117,674 | 14,188 | 131,862 | $(2,873)$ | - |
| $\quad$ Total operating expenses | 103,290 | 14,222 | 117,512 | $(2,362)$ | 115,150 |
| $\quad$ Operating income (loss) | 14,384 | $(34)$ | 14,350 | $(511)$ | 13,839 |

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 | - | 126,331 |
| $(2)$ Internal sales among segments | - | 3,068 | 3,068 | $(3,068)$ | - |
| $\quad$ 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 |

(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, 2006

|  | Japan | Asia | Europe/U.S. | Total | Elimination or <br> corporate | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
| Sales <br> $(1)$ Sales to outside customers | 109,888 | 5,059 | 14,042 | 128,989 | - | 128,989 |
| $(2)$ Internal sales among segments | 1,085 | 4,243 | - | 5,328 | $(5,328)$ | - |
| $\quad$ Total | 110,973 | 9,302 | 14,042 | 134,317 | $(5,328)$ | 128,989 |
| $\quad$ Total operating expenses | 100,045 | 8,595 | 11,327 | 119,967 | $(4,817)$ | 115,150 |
| $\quad$ Operating income | 10,928 | 707 | 2,715 | 14,350 | $(511)$ | 13,839 |

(Unit: Million Yen)

|  | 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 | $(4,454)$ | - |
| 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 | 2,653 | 491 | 1,637 | 4,781 | $(1,155)$ | 3,626 |

(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, 2006

| (Unit: Million Yen) |  |  |  |  |
| :--- | :--- | :---: | :---: | :---: |
|  |  | Asia | Europe/U.S. | Total |
| I. | Overseas sales | 5,059 | 14,042 | 19,101 |
| II. | Consolidated sales | - | - | 128,989 |
| III. | Ratio of overseas sales in consolidated sales | $3.9 \%$ | $10.9 \%$ | $14.8 \%$ |

Nine months ended December 31, 2005
(Unit: Million Yen)

|  |  | 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 | $3.4 \%$ | $8.9 \%$ | $12.3 \%$ |

(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 Ended <br> December 31, 2006 |  | Nine Months Ended <br> December 31, 2005 |  | 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 Ended December 31, 2006 |  | Nine Months Ended December 31, 2005 |  | 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 | 95,645 | 74.2 | 93,260 | 73.8 | 2,385 | 2.6 |
|  | Nightwear | 8,292 | 6.4 | 8,389 | 6.7 | (97) | (1.2) |
|  | Children's underwear | 1,693 | 1.3 | 1,779 | 1.4 | (86) | (4.8) |
|  | Subtotal | 105,630 | 81.9 | 103,428 | 81.9 | 2,202 | 2.1 |
|  | Outerwear/Sport swear, etc. |  | 5.6 | 7,053 | 5.6 |  | 3.0 |
|  | Hosiery | 1,627 | 1.3 | 2,037 | 1.6 | (410) | (20.1) |
|  | Other textile goods and related products | 3,153 | 2.4 | 3,589 | 2.8 | (436) | (12.1) |
|  | Total | 117,674 | 91.2 | 116,107 | 91.9 | 1,567 | 1.3 |
| Others |  | 11,315 | 8.8 | 10,224 | 8.1 | 1,091 | 10.7 |
| Total |  | 128,989 | 100.0 | 126,331 | 100.0 | 2,658 | 2.1 |

## (Reference) Recent Trend of Quarterly Business Results

Fiscal Year ending March 31, 2007 (Consolidated)

|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended June 30, 2006 | Six Months Ended September 30, 2006 | Nine Months Ended December 31, 2006 | Fiscal Year Ending March 31, 2007 |
| Sales (million yen) | 39,580 | 83,928 | 128,989 |  |
| Operating income (million yen) | 3,811 | 9,181 | 13,839 |  |
| Pre-tax net income (million yen) | 4,260 | 9,647 | 14,279 |  |
| Net income (million yen) | 2,773 | 6,226 | 9,472 |  |
| Net income per share (yen) | 19.27 | 43.26 | 65.97 |  |
| Diluted net earnings per share <br> (yen) | - | - | - |  |
| Total assets (million yen) | 243,443 | 242,520 | 241,177 |  |
| Total shareholders' equity (million yen) | 184,223 | 187,621 | 188,545 |  |
| Shareholders' equity per share <br> (yen) | 1,280.11 | 1,303.75 | 1,309.19 |  |
| Cash flow from (used in) operating activities (million yen) | (35) | 2,342 | 0 |  |
| Cash flow provided by (used in) investing activities (million yen) | $(9,227)$ | $(4,541)$ | 0 |  |
| Cash flow provided by (used in) financing activities (million yen) | 6,361 | 180 | 0 |  |
| Balance of cash and cash equivalents at end of period <br> (million yen) | 16,965 | 17,797 | 0 |  |

Fiscal Year ended March 31, 2006 (Consolidated)

|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended June 30, 2005 | Six Months Ended September 30, 2005 | Nine Months Ended December 31, 2005 | Fiscal Year Ended <br> March 31, 2006 |
| Sales (million yen) | 39,935 | 82,566 | 126,331 | 164,122 |
| Operating income (million yen) | 3,187 | 6,294 | 3,626 | 1,333 |
| Pre-tax Net income (million yen) | 3,389 | 6,693 | 5,457 | 3,466 |
| Net income (million yen) | 2,384 | 4,435 | 4,248 | 2,821 |
| Net income per share (yen) | 16.56 | 30.81 | 29.51 | 19.60 |
| Diluted net earnings per share (yen) | - | - | - | - |
| Total assets (million yen) | 224,749 | 234,308 | 245,307 | 242,296 |
| Total shareholders' equity (million yen) | 175,971 | 182,358 | 185,761 | 186,475 |
| Shareholders' equity per share (yen) | 1,222.51 | 1,266.90 | 1,290.71 | 1,295.72 |
| Cash flow from (used in) operating activities (million yen) | 1,008 | 2,490 | 7,609 | 719 |
| Cash flow provided by (used in) investing activities (million yen) | 2,407 | 770 | 344 | $(2,069)$ |
| Cash flow provided by (used in) financing activities (million yen) | $(2,825)$ | $(4,072)$ | $(4,564)$ | $(3,428)$ |
| Balance of cash and cash equivalents at end of period (million yen) | 24,839 | 23,531 | 27,852 | 19,893 |

