# Consolidated Business Results for the First Quarter of the Year Ending March 31, 2006 U.S. Accounting Standards 

July 28, 2005
Listed Company: Wacoal Corp.
Stock Exchanges: Tokyo, Osaka
Code Number: 3591 Location of Principal Office: Kyoto
( URL: http://www.wacoal.co.jp/ )
Representative: Position: President and Representative Director
Name: Yoshikata Tsukamoto
For Inquiries: Position: Corporate Officer and Director of Finance, 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: None
2. First Quarter of the Year Ending March 31, 2006: Consolidated 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 |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Three months ended | Million Yen | $\%$ | Million Yen | $\%$ | Million Yen | $\%$ | Million Yen |
| June 30, 2005 | 39,935 | $(3.3)$ | 3,187 | $(9.2)$ | 3,389 | $(9.5)$ | 2,384 |
| Three months ended <br> June 30, 2004 | 41,316 | $(1.0)$ | 3,508 | 4.6 | 3,745 | 7.2 | 2,307 |
| Reference) Year Ended <br> March 31, 2005 | 160,968 |  | 11,766 |  | 12,079 | 5.2 |  |


|  | Net Income Per Share | Diluted Net Earnings Per Share |
| :--- | :---: | :---: |
| Three months ended | Yen | Yen |
| June 30, 2005 <br> Three months ended <br> June 30, 2004 | 16.56 | - |
| (Reference) Year Ended <br> March 31, 2005 | 16.03 | - |

(Note) Percentages indicated under sales, operating income, etc. represent the increase/decrease compared to the first quarter of the year ended March 31, 2004.

Qualitative Information Regarding the Consolidated Business Results
For the first quarter of the current fiscal year, our core Wacoal brand products, such as PARFAGE which is sold only in department stores, and our high value-added brand products, such as La Vie Aisée and Gra-P targeting mature women, showed steady performance. Our summer campaign product, Décolleté make Bra, made a strong start, and although sales began to lose momentum in the middle of the quarter, we still managed to achieve our initial seasonal sales plan overall. Because we implemented a temporary recall of all of our 3-D NAMI NAMI summer campaign product in distribution when some of the products were found to be defective (please see below for details), the sales of our summer campaign were far below expectations. The sales of our other core volume products also showed poor performance, and as a result, overall sales of the Wacoal brand business department fell below the results of the previous year.

In our Wing brand business department, despite steady results from our high value-added brand products Lesiage, Le Souffle and Pulili targeting teens and juniors, overall sales fell below the results of the previous year because of a decline in the sales of brassieres, mainly due to a slump in sales of our summer campaign product Natural Fit Bra. We believe the reduction of sales discounts, which had been a key mobilizing force for the major chain store customers, also had a negative impact on the sales results for both brands in the chain store channel.

The retail store business department, in charge of developing our SPA business, is continuing to produce steady results, while overall sales from our mail-order business, mainly the catalogue sales business, fell below expectations due to a slump in sales from our core catalogue LOVE BODY, although sales from our other catalogues such as Sachet, targeting relatively young customers, our innerwear catalogue wannabe, and our SPA brand catalog Une Nana Cool, as well as Internet sales, continue to produce steady results.

In general, our overseas business showed favorable results in Europe (excluding France, which is experiencing a severe downturn in consumption due to an overall economic slowdown), the United States and Asia.

Based on the above, consolidated business results for the first quarter of the current fiscal year were as follows: sales of 39,935 million yen (a decrease of $3.3 \%$ from the same period of the previous year); operating income of 3,187 million yen (a decrease of $9.2 \%$ from the same period of the previous year due to slow sales and a decrease of gross profit, although we have attempted to reduce costs and expenses); pre-tax net profit of 3,389 million yen (a decrease of $9.5 \%$ from the same period of the previous year); and net profit of 2,384 million yen (an increase of $3.3 \%$ from the same period of the previous year).

The pre-tax net income for the first quarter of this fiscal year was 3,389 million yen, a decrease of $9.5 \%$ from the same period of the previous year, while net income was 2,384 million yen, an increase of $3.3 \%$ from the same period of the previous year

## Regarding The Recall of Wacoal Brand Summer Campaign Product "3-D Nami Nami"

3-D Nami Nami is our new product using newly developed technology called the hot gluing process. However, the adhesive strength for some of the products was below standard. Therefore, we have recalled all products in distribution and repaired the defects. We have also notified our customers who purchase the product of the recall and product exchange through a company announcement published in national newspapers, on our website and at shops. Furthermore, we have established an internal countermeasures headquarters (with our President acting as chief) and a customer help center. We have also established a "Nami Nami Management Process Clarification Committee" in order to clarify the facts in each process which lead to the occurrence of this defect and to formulate measures for improving the management process. The company is also working together to implement appropriate measures to prevent the occurrence of any defective products in the future and a system which prevent defective products from being delivered to our customers."

Consolidated Financial Condition

|  | Total Assets | Total Shareholders' Equity | Total Shareholders' Equity Ratio | Shareholders' Equity Per Share |
| :--- | :---: | :---: | :---: | :---: |
|  | Million Yen | Million Yen | $\%$ | Yen |
| June 30, 2005 | 224,749 | 175,971 | 78.3 | $1,222.51$ |
| June 30,2004 | 226,733 | 171,657 | 75.7 | $1,192.39$ |
| March 31, 2005 | 226,196 | 175,746 | 77.7 | $1,220.93$ |

Consolidated Cash Flow Status

|  | Cash Flow from (used in) <br> Operating Activities | Cash Flow provided <br> by Investing Activities | Cash Flow provided by (used <br> in) Financing Activities | Balance of Cash and Cash <br> Equivalents at End of Period |
| :--- | :---: | :---: | :---: | :---: |
| Million Yen | Million Yen | Million Yen | Million Yen |  |
| Three months ended <br> June 30, 2005 <br> Three months ended <br> June 30, 2004 | 1,008 | 2,407 | $(2,825)$ | 24,839 |
| (Reference) Year Ended <br> March 31, 2005 | $(8)$ | 2,458 | 804 | 30,672 |

Qualitative Information regarding Consolidated Financial Condition

## Cash Flow Status

Cash and cash equivalents as of the end of the first quarter of this fiscal year were 24,839 million yen, an increase of 644 million yen from the end of the previous consolidated fiscal year.

## Cash Flow from Operating Activities

Although our quarterly net income was 2,384 million yen, the cash flow provided by operating activities was 1,008 mill ion yen because of the expenditure of 1,896 million yen, mainly due to a decrease in payables.

## Cash Flow Provided by Investing Activities

Cash flow provided by investing activities was 2,407 million yen. While this figure increased due to proceeds from sal es and the redemption of marketable securities of 11,950 million yen, it decreased due to expenditures for the acquisition of mark etable securities ( 6,327 million yen), the acquisition of tangible fixed assets ( 1,152 million yen) and the acquisition of investment s ( 2,103 million yen), etc.

## Cash Flow Provided by Financing Activities

Cash flow used by financing activities was 2,825 million yen due to the payment of cash dividends of 2,878 million yen.
3. Forecast of Business Results (Consolidated) for the Year Ending March 31, 2006

|  | Sales | Operating Income | Pre-tax Net Income | Net Income |
| :--- | :---: | :---: | :---: | :---: |
| Six months ending <br> September 30, 2005 | Million Yen | Million Yen | Million Yen | Million Yen |
| Year ending March <br> 31,2006 | 84,500 | 6,000 | 6,000 | 3,800 |

(Reference) Expected net income per share (Year ending March 31, 2006) - 38.90 yen
Qualitative Information regarding Forecast of Consolidated Business Results
At present, we have not amended our forecast of business results released on May 10, 2005 (six months ending September 30, 2005 and year ending March 31, 2006).

Sales of our Wacoal brand and our Wing Brand campaign products Hip Walker and Style Up Pants made a good start i n the second quarter of this fiscal year, and we expect that the sales figures for both products will exceed the initial sales expectati ons. On the other hand, regarding profitability, we continue to aim to achieve our initial projections by improving our cost to sale $s$ ratio and containing expenses.

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


## I-1. Summary of Consolidated Balance Sheets

| Accounts | Current First Quarter As of June 30, 2005 | Previous Year <br> As of March 31,20 <br> 05 | Increase/Decrease | Previous First Quarter <br> As of June 30, 2004 |
| :---: | :---: | :---: | :---: | :---: |
| (Assets) | Million Yen | Million Yen | Million Yen | Million Yen |
| I. Current assets: |  |  |  |  |
| Cash and bank deposits | 10,447 | 7,173 | 3,274 | 10,345 |
| Time deposits and certificate of deposit | 14,392 | 17,022 | $(2,630)$ | 20,327 |
| Marketable securities | 37,899 | 43,396 | $(5,497)$ | 40,061 |
| Receivables: |  |  |  |  |
| Notes receivable | 1,258 | 677 | 581 | 2,168 |
| Accounts receivable - trade | 20,793 | $\underline{20,879}$ | (86) | 19,383 |
|  | 22,051 | 21,556 | 495 | 21,551 |
| Allowance for returns and doubtful receivables | (2,790) | $(2,214)$ | (576) | $(2,817)$ |
|  | 19,261 | 19,342 | (81) | 18,734 |
| Inventories | 27,451 | 26,785 | 666 | 26,206 |
| Other current assets | 6,861 | 6,582 | 279 | 7,800 |
| Total current assets | 116,311 | 120,300 | $(3,989)$ | 123,473 |
| II. Tangible fixed assets: |  |  |  |  |
| Land | 21,396 | 21,382 | 14 | 19,951 |
| Buildings and structures | 56,892 | 56,719 | 173 | 56,037 |
| Machinery and equipment | 13,274 | 12,918 | 356 | 12,471 |
| Construction in progress | 628 | 634 | (6) | 600 |
|  | 92,190 | 91,653 | 537 | 89,059 |
| Accumulated depreciation | $(40,390)$ | $(39,827)$ | (563) | $(39,223)$ |
| Net tangible fixed assets | 51,800 | 51,826 | (26) | 49,836 |
| III. Other assets: |  |  |  |  |
| Investments in affiliated companies | 14,387 | 13,543 | 844 | 12,722 |
| Investments | 33,112 | 31,479 | 1,633 | 31,580 |
| Lease deposits and others | 9,139 | 9,048 | 91 | 9,122 |
| Total other assets | 56,638 | 54,070 | 2,568 | 53,424 |
| Total Assets | 224,749 | 226,196 | $(1,447)$ | 226,733 |

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

| Accounts | Current First Quarter As of June 30, 2005 | Previous Year As of March 31, 2005 | Increase/Decrease | Previous First Quarter <br> As of June 30, 2004 |
| :---: | :---: | :---: | :---: | :---: |
| (Liabilities, minority interests and shareholders' equity) | Million Yen | Million Yen | Million Yen | Million Yen |
| I. Current liabilities: <br> Short-term bank loans | 6,841 | 6,752 | 89 | 6,940 |
| Payables: |  |  |  |  |
| Notes payable | 4,146 | 2,657 | 1,489 | 3,747 |
| Accounts payable - trade | 8,473 | 10,299 | $(1,826)$ | 8,076 |
|  | 12,619 | 12,956 | (337) | 11,823 |
| Accounts payable | 4,266 | 6,384 | $(2,118)$ | 4,593 |
| Accrued payroll and bonuses | 5,002 | 6,580 | $(1,578)$ | 5,248 |
| Accrued corporate taxes, etc. | 1,501 | 370 | 1,131 | 1,906 |
| Long-term debt to be repaid within 1 year | 60 | 60 | - | 317 |
| Other current liabilities | 3,280 | 1,868 | 1,412 | 3,203 |
| Total current liabilities | 33,569 | 34,970 | $(1,401)$ | 34,030 |
| II. Long-term liabilities: |  |  |  |  |
| Long-term debt | 93 | 99 | (6) | 152 |
| Customer deposits | - | - | - | 769 |
| Reserves for retirement benefits | 6,296 | 7,083 | (787) | 13,681 |
| Long-term accrued accunts payable | 397 | - | 397 | - |
| Other long-term liabilities | 6,252 | 6,213 | 39 | 4,657 |
| Total long-term liabilities | 13,038 | 13,395 | (357) | 19,259 |
| III. Minority interests | 2,171 | 2,085 | 86 | 1,787 |
| IV. Shareholders' equity: |  |  |  |  |
| Common stock | 13,260 | 13,260 | - | 13,260 |
| Additional paid-in capital | 25,242 | 25,242 | - | 25,242 |
| Retained earnings | 134,078 | 134,572 | (494) | 130,089 |
| Accumulated other comprehensive income (loss): |  |  |  |  |
| Foreign currency exchange adjustment | $(2,931)$ | $(3,820)$ | 889 | $(3,960)$ |
| Unrealized gain/(loss) on securities | 6,397 | 6,565 | (168) | 7,287 |
| Additional minimum pension liability | - | - | - | (207) |
| Treasury stock | (75) | (73) | (2) | (54) |
| Total shareholders' equity | 175,971 | 175,746 | 225 | 171,657 |
| Total liabilities, minority interests and shareholders' equity | 224,749 | 226,196 | $(1,447)$ | 226,733 |

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

## I-2. Summary of Consolidated Income Statements

| Accounts | Current First Quarter <br> From April 1, 2005 <br> To June 30, 2005 |  | Previous First Quarter From April 1, 2004 To June 30, 2004 |  | Increase/ <br> Decrease | Previous Year From April 1, 2004 To March 31, 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million Yen | \% | Million Ye <br> n | \% | Million Yen | Million Yen | \% |
| I. Sales | 39,935 | 100.0 | 41,316 | 100.0 | $(1,381)$ | 160,968 | 100.0 |
| II. Operating expenses |  |  |  |  |  |  |  |
| Cost of sales | 19,014 | 47.6 | 19,730 | 47.7 | (716) | 84,041 | 52.2 |
| Selling, general and administrative expenses | 17,734 | 44.4 | 18,078 | 43.8 | (344) | 72,261 | 44.9 |
| Profit before return of substitutional portion of employee pension fund | - |  |  |  | - | $(7,100)$ | (4.4) |
| Total operating expenses | 36,748 | 92.0 | 37,808 | 91.5 | $(1,060)$ | 149,202 | 92.7 |
| Operating income | 3,187 | 8.0 | 3,508 | 8.5 | (321) | 11,766 | 7.3 |
| III. Other income and (expenses): |  |  |  |  |  |  |  |
| Interest income | 101 | 0.3 | 97 | 0.2 | 4 | 186 | 0.1 |
| Interest expense | (17) | (0.0) | (16) | (0.0) | (1) | (79) | (0.0) |
| Dividend income | 210 | 0.5 | 150 | 0.4 | 60 | 271 | 0.2 |
| Gain on sale and exchange of investment securities | - |  | - |  | - | 571 | 0.3 |
| Valuation loss on investment in securities | (58) | (0.2) |  |  | (58) | (618) | (0.4) |
| Others (net) | (34) | (0.1) | 6 | 0.0 | (40) | (18) | (0.0) |
| Total other income (expenses), net | 202 | 0.5 | 237 | 0.6 | (35) | 313 | 0.2 |
| Income before income taxes, equity in net income of affiliated companies and minority interests | 3,389 | 8.5 | 3,745 | 9.1 | (356) | 12,079 | 7.5 |
| Income taxes | 1,169 | 2.9 | 1,715 | 4.2 | (546) | 5,800 | 3.6 |
| Income before equity in net income of affiliated companies and minority interests | 2,220 | 5.6 | 2,030 | 4.9 | 190 | 6,279 | 3.9 |
| Equity in net income of affiliated companies | 303 | 0.8 | 299 | 0.7 | 4 | 871 | 0.5 |
| Minority interests | (139) | (0.4) | (22) | (0.0) | (117) | (360) | (0.2) |
| Net income | 2,384 | 6.0 | 2,307 | 5.6 | 77 | 6,790 | 4.2 |
| Net income per share | 16.56 yen |  | 16.03 yen |  |  | 47.17 yen |  |

(Note) 1. Increase/decrease indicates the difference between the first quarter of the year ending March 31, 2006 and the first quarter of the year ended March 31, 2005.
2. Applying Statement of Financial Accounting Standards No. 130: Reporting Comprehensive Income, the increase/de crease of capital accounts other than capital transactions (comprehensive income) for (1) the first quarter of the year ending March 31, 2006, (2) the first quarter of the year ended March 31, 2005, and (3) the year ended March 31, 20 05 was an increase of 3,105 million yen, 3,062 million yen, and 7,170 million yen, respectively.

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

| Accounts | Current First Quarter From April 1, 2005 To June 30, 2005 | Previous First Quarter From April 1, 2004 To June 30, 2004 | Previous Year <br> From April 1, 2004 <br> To March 31, 2005 |
| :---: | :---: | :---: | :---: |
|  | Million Yen | Million Yen | Million Yen |
| I. Operating activities |  |  |  |
| 1. Net income | 2,384 | 2,307 | 6,790 |
| 2. Adjustments of net income to cash flow from operating activities |  |  |  |
| (1) Depreciation and amortization | 784 | 837 | 3,312 |
| (2) Gain/loss on sale of fixed assets | 29 | (8) | 133 |
| (3) Profit before return of substitutional portion of employee pension fund | - | - | $(7,100)$ |
| (4) Valuation loss on investment in securities | 58 | - | 618 |
| (5) Gain (loss) on sale and exchange of investment securities | - |  | (571) |
| (6) Equity in net income of affiliated companies (after dividend income) | (170) | (119) | (448) |
| (7) Changes in assets and liabilities |  |  |  |
| Decrease (increase) in receivables | 142 | $(1,307)$ | $(1,350)$ |
| Decrease (increase) in inventories | (528) | (215) | (878) |
| Increase (decrease) in payables | $(1,896)$ | (869) | 1,198 |
| Increase (decrease) in reserves for retirement benefits | (390) | 154 | 1,193 |
| Increase (decrease) in accrued expenses and other current liabilities | 950 | $(2,459)$ | $(2,655)$ |
| (8) Others | (355) | 1,671 | 1,803 |
| Net cash flow from operating activities | 1,008 | (8) | 2,045 |
| II. Investing activities |  |  |  |
| 1. Proceeds from sales and redemption of marketable securities | 11,950 | 13,373 | 51,990 |
| 2. Acquisition of marketable securities | $(6,327)$ | $(9,207)$ | $(51,111)$ |
| 3. Proceeds from sales of fixed assets | - | 46 | 340 |
| 4. Acquisition of tangible fixed assets | $(1,152)$ | (811) | $(5,418)$ |
| 5. Proceeds from sale and redemption of investments | 1 | - | 926 |
| 6. Acquisition of investments in affiliated companies | - | (15) | (16) |
| 7. Acquisition of investments | $(2,103)$ | (903) | $(2,985)$ |
| 8. Increase (decrease) in other assets | 38 | (25) | 746 |
| Net cash flow provided by (used in) investing activities | 2,407 | 2,458 | $(5,528)$ |
| III. Financing activities |  |  |  |
| 1. Net increase in short-term bank loans | 63 | 2,993 | 2,813 |
| 2. Proceeds from long term debt | - | 32 | 45 |
| 3. Repayment of long-term debt | (8) | (58) | (380) |
| 4. Purchase of treasury stock | (2) | (4) | (23) |
| 5. Dividends paid in cash | $(2,878)$ | $(2,159)$ | $(2,159)$ |
| Net cash flow provided by (used in) financing activities | $(2,825)$ | 804 | 296 |
| IV. Effect of exchange rate on cash and cash equivalents | 54 | (25) | (61) |
| V. Increase (decrease) in cash and cash equivalents | 644 | 3,229 | $(3,248)$ |
| VI. Initial balance of cash and cash equivalents | 24,195 | 27,443 | 27,443 |
| VII. Period end balance of cash and cash equivalents | 24,839 | 30,672 | 24,195 |

## Additional Information

| Cash paid for: |  |  |  |
| :--- | ---: | ---: | ---: |
| Interest | 16 | 18 | 85 |
| Income taxes, etc. | 293 | 2,752 | 5,395 |

## II. Segment Information

## (1) Segment Information by Type of Business

Three months ended June 30, 2005


Three months ended June 30, 2004
(Unit: Million Yen)

|  | Textile goods and <br> related products | Others | Total | Elimination or <br> corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales <br> $(1)$ Sales to outside customers | 38,473 | 2,843 | 41,316 | - |  |
| $(2)$ Internal sales among segments | - | 973 | 973 | $(973)$ | 41,316 |
| Total | 38,473 | 3,816 | 42,289 | $(973)$ | 41,316 |
| Total operating expenses | 34,593 | 3,923 | 38,516 | $(708)$ | 37,808 |
| Operating income (loss) | 3,880 | $(107)$ | 3,773 | $(265)$ | 3,508 |

(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: innerwear (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

Three months ended June 30, 2005

|  | (Unit: Million Yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | Asia | Europe/U.S. | Total | Elimination or corporate | Consolidated |
| Sales <br> (1) Sales to outside customers | 35,223 | 1,434 | 3,278 | 39,935 | - | 39,935 |
| (2) Internal sales among segments | 240 | 1,069 | - | 1,309 | $(1,309)$ | - |
| Total | 35,463 | 2,503 | 3,278 | 41,244 | $(1,309)$ | 39,935 |
| Total operating expenses | 32,463 | 2,308 | 2,852 | 37,623 | (875) | 36,748 |
| Operating income | 3,000 | 195 | 426 | 3,621 | (434) | 3,187 |

Three months ended June 30, 20047

|  | Japan | Asia | Europe/U.S. | Total | Elimination or <br> corporate | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Sales <br> $(1)$ Sales to outside customers | 37,008 | 1,296 | 3,012 | 41,316 | - | 41,316 |
| $(2)$ Internal sales among segments | 206 | 921 | - | 1,127 | $(1,127)$ | - |
| $\quad$ Total | 37,214 | 2,217 | 3,012 | 42,443 | $(1,127)$ | 41,316 |
| $\quad$ Total operating expenses | 34,000 | 2,008 | 2,662 | 38,670 | $(862)$ | 37,808 |
| $\quad$ Operating income | 3,214 | 209 | 350 | 3,773 | $(265)$ | 3,508 |

(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

Three months ended June 30, 2005
(Unit: Million Yen)

|  | (Unit: Million Yen) |  | Europe/U.S. | Total |
| :--- | :--- | :---: | :---: | :---: |
| I. | Overseas sales | 1,434 | 3,278 | 4,712 |
| II. | Consolidated sales |  |  | 39,935 |
| III. | Ratio of overseas sales in consolidated sales | $3.6 \%$ | $8.2 \%$ | $11.8 \%$ |

Three months ended June 30, 2004
(Unit: Million Yen)

|  |  | Asia | Europe/U.S. | Total |
| :--- | :--- | :---: | :---: | :---: |
| I. | Overseas sales | 1,296 | 3,012 | 4,308 |
| II. | Consolidated sales |  |  | 41,316 |
| III. | Ratio of overseas sales in consolidated sales | $3.1 \%$ | $7.3 \%$ | $10.4 \%$ |

(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 | Three months <br> Ended June 30, 2005 |  | Three months <br> Ended June 30, 2004 |  | Increase/Decrease |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |

(2) Sales Results

| Segment name by type of business |  | Three months <br> Ended June 30, 2005 |  | Three months <br> Ended June 30, 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 | 29,536 | 74.0 | 30,102 | 72.8 | (566) | (1.9) |
|  | Nightwear | 2,892 | 7.2 | 3,089 | 7.5 | (197) | (6.4) |
|  | Children's underwear | 526 | 1.3 | 652 | 1.6 | (126) | (19.3) |
|  | Subtotal | 32,954 | 82.5 | 33,843 | 81.9 | (889) | (2.6) |
|  | Outerwear/Sport swear | 2,229 | 5.6 | 2,833 | 6.8 | (604) | (21.3) |
|  | Hosiery | 691 | 1.7 | 528 | 1.3 | 163 | 30.9 |
|  | Other textile goods and related products | 1,251 | 3.2 | 1,269 | 3.1 | (18) | (1.4) |
|  | Total | 37,125 | 93.0 | 38,473 | 93.1 | $(1,348)$ | (3.5) |
| Others |  | 2,810 | 7.0 | 2,843 | 6.9 | (33) | (1.2) |
| Total |  | 39,935 | 100.0 | 41,316 | 100.0 | $(1,381)$ | (3.3) |

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

|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| :---: | :---: | :---: | :---: | :---: |
|  | First three months ended June 30, 200 5 | First six months ending <br> September 30, 2005 | First nine months Ending <br> December 31, 2005 | Year ending March 31, 2006 |
| Sales (Million Yen) | 39,935 |  |  |  |
| Operating Income (Million Yen) | 3,187 |  |  |  |
| Pre-tax Net Income (Million Yen) | 3,389 |  |  |  |
| Net Income (Million Yen) | 2,384 |  |  |  |
| Net Income Per Share (Yen) | 16.56 |  |  |  |
| Diluted Net Earnings Per Share (Yen) |  |  |  |  |
| Total Assets (Million Yen) | 224,749 |  |  |  |
| Total Shareholders' Equity (Million Yen) | 175,971 |  |  |  |
| Shareholders' Equity Per Share (Yen) | 1,222.51 |  |  |  |
| Cash Flow from (used in) <br> Operating Activities (Million Yen) | 1,008 |  |  |  |
| Cash Flow provided by (used in) Investing Activities (Million Yen) | 2,407 |  |  |  |
| Cash Flow provided by (used in) Financing Activities (Million Yen) | $(2,825)$ |  |  |  |
| Balance of Cash and Cash Equivalent s at End of Period (Million Yen) | 24,839 |  |  |  |

Year ended March 31, 2005 (consolidated)

|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| :---: | :---: | :---: | :---: | :---: |
|  | First three months ended June 30, 200 4 | First six months en ded September 30, 2004 | First nine months ended December 31, 2 004 | Year ended 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 (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 (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 Equivalent s at End of Period <br> (Million Yen) | 30,672 | 24,599 | 27,553 | 24,195 |

