## Consolidated Business Results for the First Quarter of the Fiscal Year Ending March 31, 2008 U.S. Accounting Standards

July 31, 2007

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Code Number: 3591
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(Amounts less than 1 million yen have been rounded)

1. First Quarter of the Fiscal Year Ending March 31, 2008 (April 1, 2007 - June 30, 2007)
(1) Consolidated Business Results

|  | Sales |  | Operating Income |  | Pre-tax Net Income |  | Net Income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million Yen | \% | Million Yen | \% | Million Yen | \% | Million Yen | \% |
| Three months ended June 30, 2007 | 41,201 | 4.1 | 4,143 | 8.7 | 5,187 | 21.8 | 3,469 | 25.1 |
| Three months ended June 30, 2006 | 39,580 | (0.9) | 3,811 | 19.6 | 4,260 | 25.7 | 2,773 | 16.3 |
| (Reference) Fiscal Year Ended March 31, 2007 | 166,410 |  | 12,896 |  | 13,920 |  | 9,029 |  |


|  | Net Income Per Share | Diluted Net Earnings <br> Per Share |
| :--- | :---: | :---: |
| Yen | Yen |  |
| Junee months ended <br> Three months ended <br> June 30, 2006 | 24.68 | - |
| (Reference) Fiscal Year <br> Ended March 31, 2007 | 63.18 | - |

(2) Consolidated Financial Condition

|  | Total Assets | Total Shareholders' <br> Equity | Total Shareholders' <br> Equity Ratio | Shareholders' Equity <br> Per Share |
| :--- | :---: | :---: | :---: | :---: |
| Three months ended <br> June 30, 2007 <br> Three months ended <br> June 30, 2006 Million Yen | Million Yen | $\%$ | Yen |  |
| (Reference) Fiscal Year <br> Ended March 31, 2007 | 247,537 | 194,126 | 78.4 | $1,380.95$ |

(3) Consolidated Cash Flow Status

|  | Cash Flow from (Used <br> in) Operating <br> Activities | Cash Flow provided by <br> (Used in) Investing <br> Activities | Cash Flow provided <br> by (Used in) <br> Financing Activities | Balance of Cash and <br> Cash Equivalents at <br> End of Period |
| :--- | :---: | :---: | :---: | :---: |
| Three months ended <br> June 30, 2007 <br> Three months ended <br> June 30, 2006Million Yen <br> Million Yen | Million Yen <br> $(3,538)$ | Million Yen <br> 17,859 |  |  |
| Reference) Fiscal Year <br> Ended March 31, 2007 | 843 | 863 | 6,361 | 16,965 |

2. Forecast of Consolidated Business Results for the Fiscal Year Ending March 31, 2008 (April 1, 2007 - March 31, 2008)

We have not amended our forecast of consolidated business results for the six months ending September 30, 2007 or for the fiscal year ending March 31, 2008, both as released on May 10, 2007.
3. Others
(1) Changes in significant subsidiaries in three months ended June 30, 2007: None
(2) Application of simplified accounting methods: None
(3) Changes in accounting methods from those used in the most recent fiscal year (consolidated): None
*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.

Please see page 3 for information regarding forecasts.

## QUALITATIVE INFORMATION / FINANCIAL STATEMENTS

## 1. Qualitative Information Regarding Consolidated Business Results

For the first quarter of the current fiscal year, the overall sales of our core Wacoal brand business department showed the same level of performance as in the same period of the previous fiscal year, although the sales of our spring campaign product, LALAN, were below our initial plan. Furthermore, although our core summer products, the strapless-type and seamless-type brassieres, showed poor performance, the overall sales of our brassiere products maintained the sales level achieved in the same period of the previous fiscal year due to favorable performance of our $3 / 4$ cup brassiere products.

In our Wing brand business department, although our spring/summer campaign products, mainly the Yokubari Bra and Sara Hada Bra, showed steady performance, sales were below the results from the previous fiscal year partly due to a change in exhibition timing. Together with our Wacoal and Wing brand products Onaka Walker and Style Up Pants, our products from our new functionality Style Science series continues to show favorable sales, and we plan to continue developing them as one of our new product categories.

Regarding our SPA (retail store) business, we are making efforts to expand sales and improve profitability mainly from our existing stores in an effort to avoid the increased cost of actively opening new stores.

As for our catalog sales business, we have improved profitability by increasing sales over the Internet and by reducing costs in connection with the suspension of underperforming catalog media during the previous fiscal year.

Our overseas business continued to show favorable results in the United States due to an in increase in high-end consumers and stores that cater to them, and sales grew strongly versus sales from the same period of the previous fiscal year. Furthermore, China, where we restored profitability during the previous fiscal year, continues to show an upward trend.

As a result, consolidated business results for the first quarter of the current fiscal year were as follows: sales were 41,201 million yen (an increase of $4.1 \%$ from the same period of the previous fiscal year); operating income was 4,143 million yen (an increase of $8.7 \%$ from the same period of the previous fiscal year); pre-tax net income was 5,187 million yen (an increase of $21.8 \%$ from the same period of the previous fiscal year); and net income was 3,469 million yen (an increase of $25.1 \%$ from the same period of the previous fiscal year).

## 2. Qualitative Information regarding Consolidated Financial Condition

## Cash Flow Status

Cash and cash equivalents as of the end of the first quarter of the current fiscal year were 17,859 million yen, a decrease of 1,957 million yen from the end of the previous consolidated fiscal year.

## Cash Flow from Operations

Cash flow from operations was 843 million yen, an increase of 878 million yen from the same period of the previous fiscal year, due to an increase in net income.

## Cash Flow Provided by Investing Activities

Cash flow provided by investing activities was 863 million yen due to an increase in proceeds from investment sales.

## Cash Flow Used in Financing Activities

Cash flow used in financing activities was 3,538 million yen, including a cash dividend payment of 3,093 million yen.

## 3. Qualitative Information regarding Forecast of Consolidated Business Results

We have not amended our forecast of consolidated business results released on May 10, 2007.
As for our domestic innerwear business, we will make efforts to further expand the sales of our LALAN brand, a Wacoal brand product that is being consecutively developed for spring, summer and fall, and gain recognition of the brand
from our customers. As for our Wing brand products, we will aim to continue expanding sales with the launch of Kirei, a new brand mainly targeting consumers in their forties, which is the main consumer segment of chain stores -- our main sales channel. We will also continue actively developing Style Science, a Wacoal and Wing product series that continues to show favorable performance. As for our direct sales business, we will focus on profitability and make efforts to expand sales and control expenses to balance our business operations. As for our overseas business, we expect that it will continue generally showing strong performance.
4. Summary of Consolidated Financial Statements
(1) Summary of Consolidated Balance Sheets

| Accounts | $\begin{array}{c}\text { Furrent First Quarter } \\ \text { as of June } 30,2007\end{array}$ | $\begin{array}{c}\text { First Quarter of } \\ \text { Previous Fiscal Year } \\ \text { as of March 31, 2007 }\end{array}$ |  |
| :---: | ---: | ---: | ---: | :---: |
| Previous Fiscal Year |  |  |  |
| as of June 30, 2006 |  |  |  |$]$

(Note) Increase/(decrease) indicates the difference between the end of the first quarter of the current fiscal year (as of June 30, 2007) and the end of the previous fiscal year ended (as of March 31, 2007).

| Accounts | $\begin{array}{c}\text { Current First Quarter } \\ \text { as of June 30, 2007 }\end{array}$ | $\begin{array}{c}\text { First Quarter of the } \\ \text { Previous Fiscal Year } \\ \text { as of March 31, 2007 }\end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Previous Fiscal Year |  |  |  |
| as of June 30, 2006 |  |  |  |$]$

(Note) Increase/(decrease) indicates the difference between the end of the first quarter of the current fiscal year (as of June 30, 2007) and the end of the previous fiscal year ended (as of March 31, 2007).

| Accounts | Current First (From April to June 30, | $\begin{aligned} & \text { arter } \\ & 2007 \\ & \hline 17 \\ & \hline \end{aligned}$ | First Quarte Previous Fisca <br> (April 1, 2 <br> to June 30, 200 | of <br> Year <br> 6 <br> 3) | Increase/ <br> (Decrease) | Previous Fisc (April 1, 2 to March 31, |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million Yen | \% | Million Yen | \% | Million Yen | Million Yen | \% |
| I. Sales | 41,201 | 100.0 | 39,580 | 100.0 | 1,621 | 166,410 | 100.0 |
| II. Operating expenses |  |  |  |  |  |  |  |
| Cost of sales | 19,975 | 48.5 | 19,314 | 48.8 | 661 | 84,658 | 50.9 |
| Selling, general and administrative expenses | 17,083 | 41.4 | 16,455 | 41.6 | 628 | 68,856 | 41.4 |
| Total operating expenses | 37,058 | 89.9 | 35,769 | 90.4 | 1,289 | 153,514 | 92.3 |
| Operating income | 4,143 | 10.1 | 3,811 | 9.6 | 332 | 12,896 | 7.7 |
| III. Other income and (expenses): |  |  |  |  |  |  |  |
| Interest income | 62 | 0.1 | 97 | 0.2 | (35) | 236 | 0.1 |
| Interest expense | (16) | (0.0) | (11) | (0.0) | (5) | (73) | (0.0) |
| Dividend income | 352 | 0.9 | 305 | 0.8 | 47 | 603 | 0.4 |
| Gain on sale and exchange of marketable securities and/or investment securities | 556 | 1.3 |  | - | 556 | 406 | 0.3 |
| Valuation loss on investment in securities | (6) | (0.0) | (6) | (0.0) | - | (365) | (0.2) |
| Others (net) | 96 | 0.2 | 64 | 0.1 | 32 | 217 | 0.1 |
| Total other income (expenses), net | 1,044 | 2.5 | 449 | 1.1 | 595 | 1,024 | 0.7 |
| Income before income taxes, equity in net income of affiliated companies and minority interests | 5,187 | 12.6 | 4,260 | 10.7 | 927 | 13,920 | 8.4 |
| Income taxes | 2,184 | 5.3 | 1,850 | 4.6 | 334 | 6,502 | 3.9 |
| Income before equity in net income of affiliated companies and minority interests | 3,003 | 7.3 | 2,410 | 6.1 | 593 | 7,418 | 4.5 |
| Equity in net income of affiliated companies | 503 | 1.2 | 416 | 1.0 | 87 | 1,771 | 1.0 |
| Minority interests | (37) | (0.1) | (53) | (0.1) | 16 | (160) | (0.1) |
| Net income | 3,469 | 8.4 | 2,773 | 7.0 | 696 | 9,029 | 5.4 |
| Earnings per share | 24.68 yen |  | 19.27 yen |  |  | 63.18 yen |  |

(Notes) 1. Increase/(decrease) indicates the difference between the first quarter of the fiscal year ending March 31, 2008 and the first quarter of the fiscal year ended March 31, 2007.
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 first quarter of the fiscal year ending March 31, 2008, (2) the first quarter of the fiscal year ended March 31, 2007, and (3) the fiscal year ended March 31, 2007 was an increase of 3,945 million yen, 633 million yen and 10,598 million yen, respectively.

| Accounts | Current First Quarter <br> (April 1, 2007 <br> to June 30, 2007) | Previous First Quarter <br> (April 1, 2006 <br> to June 30, 2006) | Previous Fiscal Year <br> (April 1, 2006 <br> to March 31, 2007) |
| :---: | :---: | :---: | :---: |
|  | Million Yen | Million Yen | Million Yen |
| I. Operating activities |  |  |  |
| 1. Net income | 3,469 | 2,773 | 9,029 |
| 2. Adjustments of net income to cash flow from operating activities |  |  |  |
| (1) Depreciation and amortization | 934 | 863 | 3,735 |
| (2) Gain/(loss) on sale of fixed assets | (206) | (186) | 25 |
| (3) Valuation loss on investment in securities | 6 |  | 365 |
| (4) Gain (loss) on sale of marketable securities and investment securities | (556) | - | (406) |
| (5) Equity in net income of affiliated companies (after dividend income) | (137) | (270) | $(1,164)$ |
| (6) Changes in assets and liabilities |  |  |  |
| Decrease in receivables | 165 | 1,949 | 574 |
| Increase in inventories | (403) | $(1,973)$ | $(2,897)$ |
| Increase (decrease) in payables and accounts payable | $(2,946)$ | $(2,496)$ | 219 |
| Decrease in reserves for retirement benefits | (626) | (638) | $(2,472)$ |
| (7) Others | 1,143 | (63) | 2,331 |
| Net cash flow from operating activities | 843 | (35) | 9,339 |
| II. Investing activities |  |  |  |
| 1. Proceeds from sales and redemption of marketable securities | 2,300 | 12,201 | 28,509 |
| 2. Acquisition of marketable securities | $(1,999)$ | $(5,278)$ | $(9,929)$ |
| 3. Proceeds from sales of fixed assets | 346 | 437 | 524 |
| 4. Acquisition of tangible fixed assets | (451) | (361) | $(2,536)$ |
| 5. Proceeds from sale of investments | 1,328 | 30 | 8 |
| 6. Acquisition of investments in affiliated companies | - | $(15,319)$ | $(15,326)$ |
| 7. Acquisition of investments | (502) | (944) | $(1,887)$ |
| 8. Proceeds from acquisition of shares of the newly consolidated subsidiaries |  | 80 | 80 |
| 9. Increase in other assets | (159) | (73) | (628) |
| Net cash flow provided by (used in) investing activities | 863 | $(9,227)$ | $(1,185)$ |
| III. Financing activities |  |  |  |
| 1. Net increase (decrease) in short-term bank loans | (441) | 9,246 | (575) |
| 2. Proceeds from long term debt | - | - | 130 |
| 3. Repayment of long-term debt | - | - | (34) |
| 4. Purchase of treasury stock | (4) | (7) | $(5,047)$ |
| 5. Dividends paid in cash | $(3,093)$ | $(2,878)$ | $(2,878)$ |
| Net cash flow provided by (used in) financing activities | $(3,538)$ | 6,361 | $(8,404)$ |
| IV. Effect of exchange rate on cash and cash equivalents | (125) | (27) | 173 |
| V. Increase (decrease) in cash and cash equivalents | $(1,957)$ | $(2,928)$ | (77) |
| VI. Initial balance of cash and cash equivalents | 19,816 | 19,893 | 19,893 |
| VII. Period end balance of cash and cash equivalents | 17,859 | 16,965 | 19,816 |

## Additional Information

| Cash paid for: | 16 | 7 | 70 |
| :--- | ---: | ---: | ---: |
| Interest | 428 | 1,686 | 4,667 |

## (4) Segment Information

(a) Segment Information by Type of Business

Three months ended June 30, 2007

|  | Textile goods and <br> related products | Others | Total | Elimination or <br> corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales <br> $(1)$ Sales to outside customers | 38,206 | 2,995 | 41,201 | - | 41,201 |
| $(2)$ Internal sales among segments | - | 881 | 881 | $(881)$ | - |
| $\quad$ Total | 38,206 | 3,876 | 42,082 | $(881)$ | 41,201 |
| Total operating expenses | 33,778 | 3,977 | 37,755 | $(697)$ | 37,058 |
| $\quad$ Operating income (loss) | 4,428 | $(101)$ | 4,327 | $(184)$ | 4,143 |

Three months ended June 30, 2006

|  | Textile goods and related products | Others | Total | Elimination or corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales <br> (1) Sales to outside customers | 36,537 | 3,043 | 39,580 | - | 39,580 |
| (2) Internal sales among segments | - | 805 | 805 | (805) | - |
| Total | 36,537 | 3,848 | 40,385 | (805) | 39,580 |
| Total operating expenses | 32,375 | 4,009 | 36,384 | (615) | 35,769 |
| Operating income (loss) | 4,162 | (161) | 4,001 | (190) | 3,811 |

(Note) 1. 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.
2. 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.
(b) Segment Information by Location

Three months ended June 30, 2007

|  |  |  |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | Japan | Asia | Europe/U.S. | Total | Elimination or <br> corporate | Consolidated |$|$

Three months ended June 30, 2006

| (Unit: Million Yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | Asia | Europe/U.S. | Total | Elimination or corporate | Consolidated |
| Sales <br> (1) Sales to outside customers | 33,622 | 1,711 | 4,247 | 39,580 | - | 39,580 |
| (2) Internal sales among segments | 253 | 1,157 | - | 1,410 | $(1,410)$ | - |
| Total | 33,875 | 2,868 | 4,247 | 40,990 | $(1,410)$ | 39,580 |
| Total operating expenses | 30,918 | 2,618 | 3,453 | 36,989 | $(1,220)$ | 35,769 |
| Operating income | 2,957 | 250 | 794 | 4,001 | (190) | 3,811 |

(Note) 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
(c) Overseas Sales

Three months ended June 30, 2007

|  |  | (Unit: Million Yen) |  |  |
| :--- | :--- | :---: | :---: | :---: |
| I. | Overseas sales | Asia | Europe/U.S. | Total |
| II. | Consolidated sales | 1,997 | 4,445 | 6,442 |
| III. | Ratio of overseas sales in consolidated sales | - | - | 41,201 |

Three months ended June 30, 2006

|  |  |  |  |  |
| :--- | :--- | :---: | :---: | :---: |
|  | (Unit: Million Yen) |  |  |  |
| I. | Overseas sales | Asia | Europe/U.S. | Total |
| II. | Consolidated sales | 1,711 | 4,247 | 5,958 |
| III. | Ratio of overseas sales in consolidated sales | - | - | 39,580 |

(Note) 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
(a) Production Results

| Segment name by <br> type of business | Three months <br> Ended June 30, 2007 |  | Three months <br> Ended June 30, 2006 |  | Increase/(Decrease) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Distribution Ratio | Amount | Distribution Ratio | Amount | Distribution Ratio |
| Textile goods and <br> related products | Million Yen | 17,033 | 100.0 | Million Yen | $\%$ | Million Yen |

(2) Sales Results

| Segment name by type of business |  | Three months <br> Ended June 30, 2007 |  | Three months <br> Ended June 30, 2006 |  | 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 | 30,522 | 74.1 | 29,135 | 73.6 | 1,387 | 4.8 |
|  | Nightwear | 3,299 | 8.0 | 3,043 | 7.7 | 256 | 8.4 |
|  | Children's underwear | 553 | 1.3 | 590 | 1.5 | (37) | (6.3) |
|  | Subtotal | 34,374 | 83.4 | 32,768 | 82.8 | 1,606 | 4.9 |
|  | Outerwear/Sport swear | 2,227 | 5.4 | 2,099 | 5.3 | 128 | 6.1 |
|  | Hosiery | 506 | 1.2 | 474 | 1.2 | 32 | 6.8 |
|  | Other textile goods and related products | 1,099 | 2.7 | 1,196 | 3.0 | (97) | (8.1) |
|  | Total | 38,206 | 92.7 | 36,537 | 92.3 | 1,669 | 4.6 |
| Others |  | 2,995 | 7.3 | 3,043 | 7.7 | (48) | (1.6) |
| Total |  | 41,201 | 100.0 | 39,580 | 100.0 | 1,621 | 4.1 |

(Reference) Recent Trend of Quarterly Business Results
Fiscal Year ending March 31, 2008 (consolidated)

|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| :---: | :---: | :---: | :---: | :---: |
|  | First three months ended June 30, 2007 | $\begin{aligned} & \text { First six months } \\ & \text { ending } \\ & \text { September 30, } 2007 \end{aligned}$ | First nine months Ending December 31, 2007 | Fiscal Year ending <br> March 31, 2008 |
| Sales (Million Yen) | 41,201 |  |  |  |
| Operating Income (Million Yen) | 4,143 |  |  |  |
| Pre-tax Net Income (Million Yen) | 5,187 |  |  |  |
| Net Income (Million Yen) | 3,469 |  |  |  |
| Net Income Per Share (Yen) | 24.68 |  |  |  |
| Diluted Net Earnings Per Share (Yen) | - |  |  |  |
| Total Assets (Million Yen) | 247,537 |  |  |  |
| Total Shareholders' Equity (Million Yen) | 194,126 |  |  |  |
| Shareholders' Equity Per Share | 1,380.95 |  |  |  |
| Cash Flow from (used in) <br> Operating Activities <br> (Million Yen) | 843 |  |  |  |
| Cash Flow provided by (used in) Investing Activities (Million Yen) | 863 |  |  |  |
| Cash Flow provided by (used in) Financing Activities (Million Yen) | $(3,538)$ |  |  |  |
| Balance of Cash and Cash Equivalents at End of Period (Million Yen) | 17,859 |  |  |  |

Fiscal Year ended March 31, 2007 (consolidated)

|  | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| :---: | :---: | :---: | :---: | :---: |
|  | First three months ended June 30, 2006 | First six months ended September 30, 2006 | First nine months ended December 31, 2006 | Fiscal Year ended March 31, 2007 |
| Sales (Million Yen) | 39,580 | 83,928 | 128,989 | 166,410 |
| Operating Income (Million Yen) | 3,811 | 9,181 | 13,839 | 12,896 |
| Pre-tax Net Income (Million Yen) | 4,260 | 9,647 | 14,279 | 13,920 |
| Net Income (Million Yen) | 2,773 | 6,226 | 9,472 | 9,029 |
| Net Income Per Share (Yen) | 19.27 | 43.26 | 65.97 | 63.18 |
| Diluted Net Earnings Per Share (Yen) (Y) | - | - | - | - |
| Total Assets (Million Yen) | 243,443 | 242,520 | 241,177 | 250,266 |
| Total Shareholders' Equity (Million Yen) | 184,223 | 187,621 | 188,545 | 193,278 |
| Shareholders' Equity Per Share (Yen) | 1,280.11 | 1,303.75 | 1,336.44 | 1,374.89 |
| Cash Flow from (used in) <br> Operating Activities <br> (Million Yen) | (35) | 2,342 | 6,718 | 9,339 |
| Cash Flow provided by (used in) Investing Activities (Million Yen) | $(9,227)$ | $(4,541)$ | $(2,379)$ | $(1,185)$ |
| Cash Flow provided by (used in) <br> Financing Activities (Million Yen) | 6,361 | 180 | $(5,320)$ | $(8,404)$ |
| Balance of Cash and Cash Equivalents at End of Period (Million Yen) | 16,965 | 17,797 | 18,906 | 19,816 |

