## Interim Consolidated Financial Statements for the First Half of the Fiscal Year Ending March 31, 2005 [U.S. Accounting Standards]

Listed Company: Wacoal Corp.
Code Number: 3591
( URL http://www.wacoal.co.jp/ )
Representative: Position: President and Director
Name: Yoshikata Tsukamoto
For Inquiries: Position: Corporate Officer; Director of Finance, Corporate Planning Name: Ikuo Otani Tel: (075) 682-1010
Date of Meeting of Board of Directors to Approve Interim Financial Statements: November 12, 2004
Application of U.S. Accounting Standards: Yes

1. Consolidated Results for the Six-Month Period Ended September 30, 2004 (April 1, 2004 to September 30, 2004) - Unaudited
(1) Consolidated Business Results - Unaudited (Note) Amounts less than 1 million yen have been rounded off.


|  | Net Income |  | Net Income Per Share | Diluted Net Earnings Per Share |
| :--- | :---: | :---: | :---: | :---: |
| Six-Month Period Ended September <br> 30, 2004 | Million Yen | $\%$ | Yen | Yen |
| Six-Month Period Ended September <br> 30, 2003 | 4,424 | 46.8 | 45.12 | - |
| Year Ended March 31, 2004 | 2,902 | 0.1 | 30.18 | - |

(Note) (i) Equity in income of equity-method investment:
Six-month period ended September 30, 2004: 463 million yen
Six-month period ended September 30, 2003: 382 million yen
The year ended March 31, 2004: 1,032 million yen
(ii) Average number of outstanding shares during the period (year) ended (consolidated):

September 30, 2004: 143,961,474 shares
September 30, 2003: 146,569,106 shares
March 31, 2004: $146,226,674$ shares
(iii) Changes in accounting method: None
(iv) Percentages indicated under sales, operating income, pre-tax interim (current year) net income, and interim (current year) net income represent the increase/decrease compared to the previous six-month period.
(2) Consolidated Financial Condition - Unaudited

|  | Total Assets | Total Shareholders' Equity | Total Shareholders' <br> Equity Ratio | Shareholders' Equity Per <br> Share |
| :--- | :---: | :---: | :---: | :---: |
| Six-Month Period Ended <br> September 30, 2004 <br> Six-Month Period Ended <br> September 30, 2003 | Million Yen | Million Yen | $1,206.31$ |  |
| Year ended March 31, <br> 2004 | 227,444 | 173,661 | 78.4 | 1,916 |

(Note) Number of outstanding shares at end of the period (consolidated):
September 30, 2004: 143,960,102 shares
September 30, 2003: 146,567,476 shares
March 31, 2004: $143,963,825$ shares
(3)

Consolidated Cash Flow Status - Unaudited

|  | Cash Flow from <br> Operating Activities | Cash Flow provided by <br> (used in) Investing <br> Activities | Cash Flow used in <br> Financing Activities | Balance of Cash and Cash <br> Equivalents at End of Year |
| :--- | :---: | :---: | :---: | :---: |
| Six-Month Period Ended <br> September 30, 2004 <br> Six-Month Period Ended <br> September 30, 2003 <br> Year ended March 31, <br> 2004 | Million Yen <br> 1,317 | Million Yen <br> $(1,516)$ | Million Yen <br> $(2,676)$ | Million Yen <br> 24,599 |

(4) Items related to the Consolidation Criteria and Equity Method Application Number of consolidated subsidiaries: 36 companies Number of non-consolidated subsidiaries subject to equity method: None Number of affiliated companies subject to equity method: 9 companies
(5) Changes in the Consolidation Criteria and Equity Method Application Consolidated: (new) None (exception) 1 company Equity Method: (new) None (exception) None
2. Forecast of Consolidated Results for the Year Ending March 31, 2005 (April 1, 2004 to March 31, 2005)

|  | Sales | Operating Income | Pre-tax Net Income | Net Income |
| :---: | :---: | :---: | :---: | :---: |
|  | Million Yen | Million Yen | Million Yen | Million Yen |
| Annual | 164,000 | 12,500 | 12,200 | 7,300 |

(Reference) Expected net earnings per share (annual basis): 50.71 yen

* The fore going estimates are made based on information available as of the date this data was released, and actual results may significantly differ from estimates due to various factors arising in the future. Please refer to page 8 of the attachment for information relating to the foregoing estimates.


## I. Status of Corporate Group

Our corporate group consists of Wacoal Corp. (the "Company"), 36 subsidiaries and 9 affiliated companies, and is principally engaged in the manufacture and wholesale distribution of innerwear (mainly women's foundation wear, lingerie, nightwear and children's underwear), outerwear, sportswear, and other textile goods and related products, as well as the wholesale and direct sales of certain products to consumers. The corporate group also conducts business in the areas of restaurant, culture, services and interior design.

Segment information and a summary of Wacoal companies is as follows:

| Business Segment | Operating Segment |  | Major Companies |
| :---: | :---: | :---: | :---: |
| Textile Goods and Related Products | Manufacturing and Sales Companies | Domestic | Wacoal Corp., Studio Five Corp. <br> 1 Other Company <br> (Total: 3 Companies) |
|  |  | Overseas | Wacoal America Inc., <br> Wacoal China Co., Ltd., Shinyoung Wacoal Inc. (South Korea), <br> Taiwan Wacoal Co., Ltd., <br> Thai Wacoal Public Co., Ltd. <br> 3 Other Companies <br> (Total: 8 Companies) |
|  | Sales Companies | Domestic | Intimate Garden Corp., Une Nana Cool Corp. 1 Other Company <br> (Total: 3 Companies) |
|  |  | Overseas | Wacoal Singapore Private Ltd., <br> Wacoal Hong Kong Co., Ltd., <br> Wacoal France S.A., <br> Wacoal (UK) Ltd. <br> 3 Other Companies <br> (Total: 7 Companies) |
|  | Apparel Manufacturers | Domestic | Kyushu Wacoal Manufacturing Corp., Tokai Wacoal Sewing Corp., Niigata Wacoal Sewing Corp., Torica Inc. <br> 4 Other Companies <br> (Total: 8 Companies) |
|  |  | Overseas | Wacoal Dominicana Corp. (Dominican Republic) *1 <br> Guandong Wacoal Inc. <br> 2 Other Companies <br> (Total: 4 Companies) |
|  | Other Textile Related Companies | Domestic | Wacoal Distribution Corp. 1 Other Company <br> (Total: 2 Companies) |
|  |  | Overseas | Wacoal International Hong Kong Co., Ltd. (Total: 1 Company) |
| Others | Cultural Business Service Companies | Domestic | Wacoal Corp., Wacoal Art Center Co., Ltd. ${ }^{\text {(Total: } 2 \text { Companies) }}$ |
|  | Other Business Companies | Domestic | Wacoal Corp., Nanasai Co., Ltd., Wakoh Corp., Wacoal Service Co., Ltd., Kisco Co., Ltd., Wacoal Career Service Corp., House of Rose Co., Ltd. <br> (Total: 7 Companies) |
|  |  | Overseas | Wacoal International Corp. (U.S.) <br> Wacoal Investment Co., Ltd. (Taiwan) <br> 1 Other Company |

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## II. Management Policies

1. Basic Business Policy

As a "Female Affinity Company", our group endeavors to support a beautiful lifestyle for women. By capturing both body and mind, and by working to support each and every woman's expression of their own inner and outer beauty, we are working actively to develop our "Body Designing Business." In order to put this theme into action, and to gain the loyalty of our customers, we will provide "Authentic Value" through beauty, comfort and health products and services in our "Intimate Apparel" and "Wellness" businesses. We believe that such business activities will appeal to customers and enhance their loyalty to our "Wacoal" corporate brand. We believe that becoming a continually growing company by gaining customer support through these business activities, will also lead to increasing shareholder value. Under the assumption that the expansion of business operations will increase profits and contribute to employee job satisfaction, we will endeavor to seize markets and create new value.

In the meantime, we recognize that it is essential to engage in CSR ("Corporate Social Responsibility") activities--such as involvement in environmental issues--in order to gain trust and support from society. We believe that operating our business with due attention to CSR, and promoting activities that contribute to society in areas where we can make the most of Wacoal's originality, is part of improving our brand power and establishing our competitive position.

## 2. Basic Policy Regarding the Distribution of Profits

With respect to our dividend policy, we will endeavor to continue our pattern of steady dividends, all the while giving consideration to the appropriate dividend payout.

Moreover, as part of increasing shareholder value and returning profits to shareholders, we have over the last four years repurchased and cancelled a total of $10,100,000$ shares of the Company. We will continue to examine such measures in the future.

As regarding our internal reserves, we have actively invested in existing sales markets, developing new "SPA" (Special Retailer of Private Label Apparel) stores, developing points of contact with customers, and launching new overseas business locations. We hope that these efforts will benefit our shareholders by improving future profits.

## 3. Concept and Policy Regarding Lowering the Price of the Investment Unit

It is important that our group promotes the long-term stable retention of our company shares by investors, while also broadening our investor base. To do so, we believe lowering the price of the investment unit for the benefit of individual investors to be an effective measure. Going forward, taking stock market trends into consideration and examining the necessary costs and effects of this policy, we will proceed to take careful measures while attaching great importance to shareholders.

## 4. Measures for Business Targets

For the near future, our target is to achieve ROE (return on equity) of $6 \%$ or higher and an operating income margin of $9 \%$ or higher.

## 5. Our Medium- and Long-Term Business Strategy

To take the full advantage of limited management resources, we will "select and focus business operations" by concentrating management resources on competitive areas to increase profits, while also expanding our business operations by broadening the scope of such competitive areas and fields. In this respect, we have been conducting a positioning analysis of our business portfolio based on profitability and growth potential. As key factors in our future growth, we aim to further strengthen the market position of our Wacoal and Wing brand inner wear businesses, which are both highly profitable and showing stable growth, and at the same time increase the profitability of our catalogue, wellness and SPA businesses, which are expected to have growth potent ial but which have yet to achieve full profitability. We will implement three-year priority policies for the expansion of these business operations, and will actively invest in these areas.

With an aim towards corporate sustainability and social responsibility, we will develop a framework to address corporate ethics and environmental issues.

## Priority Policies

(1) Core brands (Wacoal and Wing)

For our Wacoal brand, we will expand our points of contact with, and services to, customers by improving existing sales floors and developing "theme solution" operations (sales floors structured to meet the specific needs of customers) aimed at the middle-aged and senior market. Moving outside of the intimate apparel category, we will differentiate ourselves and enhance our competitiveness
by creating sales locations in the same complexes as our Wellness business. Through these activities, we will address decreasing sales in certain channels, and aim to improve operating profit margin through promoting structural reforms.

For our Wing brand, including products that are part of our promotional campaigns, we will actively expand points of contact with customers by utilizing our catalogue and internet channels and launching direct sales stores in urban areas. As we look for new sales channels, we will invest in brand quality in order to maintain our position and competitiveness outside of existing chain stores, and we will seek to expand sales while maintaining our current operating profit ratio.

Promotion of SPA business

We will increase the number of stores for four existing brands (une nana cool, Subito, Amphi and Sur la plage) and aim to achieve a profit in the fiscal year ending March 2007.
(3) Promotion of Wellness business

We will concentrate providing value in "comfort" and "health", and create points of contact and sales floors based on each of these themes and that go beyond product categories. Area of business operations will be expanded to include "competitive sport" and "care" in addition to the current core area of "conditioning." We will actively invest in the core brand "CW-X" to promote it as a worldwide strategic product. By implementing these policies, we aim to increase sales and improve the operating profit ratio.
(4) Promotion of catalogue and internet sales

In addition to catalogue sales, we plan on taking advantage of the rapid spread of the Internet to build new points of contact with customers, while also maintaining the operating profit ratio and working to increase sales.
(5) Strategic investment in the Chinese market

We do not intend to merely compete for sales in the mass market in China, but regard it as a future leading market in Asia and plan on investing in marketing to ensure high brandrecognition. We will expand our business in China, with the aim to achieve a profit in the fiscal year ending March 2007.

Corporate Social Responsibility
(1) Business compliance practices

We believe that the practice of business compliance includes observance of laws and social standards, complying with internal controls based on the basic principles of our corporation, and sincerely responding to various social requirements. Since its establishment, Wacoal has strictly prohibited unlawful activities, and going forward will work to further strengt hen our internal compliance system. Based on our "Corporate Ethics--Wacoal's Action Agenda", established for reviewing various corporate activities from the viewpoint of business compliance, and our "Code of Ethics for Officers and Employees", established in response to the U.S. Sarbanes-Oxley Act, we will fully enforce business compliance internally, as well as at our domestic and overseas affiliates, while also responding to changes within and outside the company.
(2) Promotion of environmental management

Since fiscal year 2000, Wacoal has been working to build an environmental management system. In February 2001, we obtained ISO 14001 certification for both our Kyoto business office and for Nagasaki Wacoal Sewing Corp. (currently Kyushu Wacoal Manufacturing Corp.). Going forward, we will promote our environmental management system group-wide, with an aim towards giving the highest level of attention to environmental matters in the industry.
(3) Promotion of social contribution activities

Since 1974, we have been engaged in the "Remamma" business, providing innerwear and swimsuits developed for women who underwent mastectomy for breast cancer as well as free consultation and trial fitting throughout the country. Further, as a "Company to Co-exist with Women", we have been engaged in social contribution activities through our "Pink Ribbon Project" (activities to promote the early detection of breast cancer).
6. Status of and Basic Policy Regarding Corporate Governance

The goal of our basic corporate governance policy is to promote our corporate values in a stable manner, through improving management efficiency and transparency from the viewpoint of all stakeholders, including customers and shareholders.

Specifically, we have reformed our corporate organization and meeting procedures to reinforce the decision-making and supervising authority of the board of directors and to clarify responsibilities for business operations. In June 2002, the Company introduced a new corporate officer system, and decreased the number of directors from 16 to 13 . Since then, the number of directors has been further decreased to 8 . In line with the introduction of the corporate officer system, we have established meetings of corporate officers to review the business plans of each business section, report quarterly results, and communicate various instructions and information. Currently, such meetings consist of the directors, 20 corporate officers, and 2 full time corporate auditors. When analyzing and reviewing business plans based on corporate-wide policy, the meetings are operated as business strategy meetings.

In order to increase transparency regardingmanagerial matters, we have enhanced our IR ("Investor Relations") activities and made our utmost efforts to actively disclose information to our shareholders and investors. Furthermore, the Company established a Disclosure Committee in August 2003 to develop corporate governance and ensure the creditability of disclosures of financial information.

Regarding the implementation of corporate ethics practices, in April, 2002, we inaugurated our Corporate Ethics Implementation Committee, and enacted "Corporate Ethics - Wacoal's Action Agenda" as a guideline for directors, corporate officers and employees. In addition, we have been working to promote corp orate ethics through seminars. In addition, we enacted a "Code of Ethics for Directors and Employees" in May 2004, in response to the U.S. Sarbanes-Oxley Act.

The following chart shows our system of corporate governance.
(As of September 1, 2004)


## III. Business Results and Financial Condition

## 1. Business Results

During the six-month period ended September 30, 2004, the Japanese economy was recovering with improvement in corporate profits as well as strong consumer spending, such as the demand for home electronics products associated with the Olympic games. Overseas, the U.S. economy shows steady recovery and the Asian economy is moving from recovery to expansion.

Business results in the woman's fashion industry were affected by lower turnout due to various factors including a long rainy season, a series of typhoons, broadcast of the Olympic games and the heat wave in the summer. As a result, overall business results were low.

In this environment, we sought to improve the strength of our products and to develop products centered on consumer needs focusing on innerwear while developing new points of contact with customers through directly managed stores. With respect to the Wacoal brand, the spring campaign product "Kanjiru Bra" and "Shakitto Bra", the summer campaign product "T-Shirt Bra NAMI NAMI" and the autumn campaign product "Kanjiru Bra" and "Shakitto Bra", were featured. These campaign products had been well received by consumers for their superior function and design, but did not reach the anticipated sales volume as they were the improved versions of the same product from the previous season and were not appealing enough as new products. As the overall retail industry faced lower turnout, our core product group including those campaign products showed slow sales. High quality brands "Parfage" and "Salute", promoted through department store and boutique channels and high value-added brands "La Vie Aisée" and "Gra-P" innerwear, targeting the middle-aged and senior market, is showing steady results. As for our Wing brand, the spring campaign product "Natural Up Bra" and "Natural Fit Bra" were slightly below the sales target, while the summer campaign product "T-Shirts Bra" and autumn campaign product "Arrange Bra", "Natural Fit Bra" and "Kyutto Up Bra" performed well and exceeded the sales target.

Aimed at developing new channels and points of contact with customers, the SPA business is starting to show steady development, with increased brand recognition and increase in both the number of stores and sales amount.

In other areas, our catalogue business struggled overall and fell short of last year's results, except for internet sales. In our Wellness business, our main product, sports conditioning wear "CW-X" showed steady increase, thanks to an increase in brand recognition and active expansion of sales floors. In addition, "Wacoal Panty Stocking", a collaborative product with Seven-Eleven Japan, Co., Ltd. launched in the spring 2004, showed favorable sales exceeding the target.

With regard to our overseas business, in Asian countries, the "T-Shirt Bra NAMI NAMI" Asian campaign involving the sale of the same product to China, Hong Kong and Taiwan simultaneously with Japan, performed well; however, there were also sales regions where sales were slow, such as Thailand, Korea and the Philippines. The U.S. market showed steady recovery and sales in middle and upscale department stores were favorable, which contributed to Wacoal America's sales since it sold through those channels, but the yen-based results were affected by the rise of the yen and were below the results of the previous six-month period.

Consolidated sales for this six-month period were 83,242 million yen, a $1.3 \%$ decrease compared to the previous six-month period.
In terms of profit, in September 2004 we returned the substitutional portion of the employee pension fund of Wacoal Corp. to the Japanese government and reported 7,100 million yen as government subsidy and 928 million yen as additional net periodic pension cost from the return of such substitutional portion of the employee pension fund. As for the non-consolidated financial statements, 5,577 million yen was reported as extraordinary gains during the previous fiscal year as the gain from the return of the substitutional portion of the employee pension fund. As a result, operating income for this six-month period was 11,292 million yen, a $87.5 \%$ increase compared to the previous fiscal year.

Pre-tax net income for the current six-month period was 11,187 million yen, a $67.1 \%$ increase compared to the previous six-month period, and net income for the current six-month period was 6,495 million yen, a $46.8 \%$ increase compared to the previous six-month period.

Regarding sales by business category, currentsix-month period sales of "textile goods and related products" were 76,232 million yen, a $1.1 \%$ decrease compared to the previous six-month period. "Other" sales during the current six-month period were 7,010 million yen, a $3.9 \%$ decrease compared to the previous six-month period.

Regarding sales by location, "Japan" represented 74,381 million yen, accounting for $89.4 \%$ of group sales, whereas "Asia" accounted for $3.2 \%$ and "Europe and the U.S." accounted for $7.4 \%$.

## 2. Financial Condition

As a result of reporting net income of 6,495 million yen (including gains from the return of the substitutional portion of the employee pension fund which does not require any cost of cash) etc., cash flow from operating activities during this six-month period was 1,317 million yen.

Cash flow relating to investing activities amounted to an expenditure of 1,516 million yen as a result of acquisition of securities, etc.
Cash flow related to financing activities amounted to an expenditure of 2,676 million yen, due mainly to the payment of dividends.

The balance of cash and cash equivalent for the end of this six-month period, calculated by the total of the above deducted by the exchange difference on cash and cash equivalents, was 24,599 million yen, a 2,844 million yen decrease compared to the previous fiscal year.

Free cash flow, which has been calculated by subtracting the amount of capital investment from operating activities cash flow, amounted to an expenditure of 321 million yen.

Trends in certain cash-flow indicators - Unaudited

|  | Six-Month Period <br> ended September 30, 2003 | Fiscal Year <br> ended March 31, 2004 | Six-Month Period <br> ended September 30, 2004 |
| :--- | :---: | :---: | :---: |
| Equity ratio (\%) | 74.7 | 76.0 | 78.4 |
| Equity ratio based on the market value (\%) | 60.4 | 67.9 | 70.2 |
| Debt redemption years (years) | - | 0.8 | - |
| Interest coverage ratio (times) | 42.0 | 46.0 | 33.8 |

Equity ratio=shareholders' equity/total assets
Equity ratio based on the market value=aggregate market value of shareholders' equity/total assets
Debt redemption years=interest-bearing debt/cash flow from operating activities
Interest coverage ratio=cash flow from operating activities/interest payment

## 3. Forecast for the Fiscal Year End

Regarding overall business conditions, the domestic economy shows steady recovery as corporate revenues and business sentiment improve, and consumer spending is gently increasing, thanks to improved consumer confidence. As for other countries, the economy in Europe, U.S. and Asia has been recovering overall, although the effect of inflating oil prices cannot be ignored.

In the domestic women's fashion industry, although improvement of consumer spending is expected due to economic recovery, sales of apparel in large-size retail stores are still low, and harsh market conditions are expected to continue.

Under these circumstances, the Wacoal group will make further efforts to develop products that are specific to each generation of consumers, and we will aggressively pursue our goal of increasing our points of contact with consumers based on our mid-term business plan.

Our target for the fiscal year end is to achieve sales of 164,000 million yen, operating income of 12,500 million yen, pre-tax net income of 12,200 million yen, and net income of 7,300 million yen.

Concerning the dividend for this fiscal year, as previously announced, the dividend payable is expected to be 15.00 yen per share.

IV-1. Interim Consolidated Balance Sheet - Unaudited

| Accounts | Current Six-Month Period <br> As of Sept. 30, 2004 | Previous Fiscal Year <br> As of March 31, 2004 | Amount Increased/Decreased | Previous Six-Month Period <br> As of Sept. 30, 2003 |
| :---: | :---: | :---: | :---: | :---: |
| (Assets) | Million Yen | Million Yen | Million Yen | Million Yen |
| Current assets |  |  |  |  |
| Cash and bank deposits | 7,157 | 6,847 | 310 | 16,784 |
| Time deposits | 17,442 | 20,596 | $(3,154)$ | 20,080 |
| Marketable securities | 40,303 | 44,316 | $(4,013)$ | 39,220 |
| Receivables |  |  |  |  |
| Notes receivable | 1,530 | 1,226 | 304 | 1,288 |
| Accounts receivable-trade | $\underline{23,258}$ | $\underline{19,053}$ | 4,205 | $\underline{23,577}$ |
|  | 24,788 | 20,279 | 4,509 | 24,865 |
| Allowance for returns and doubtful receivables | $\underline{(2,867)}$ | $(2,140)$ | (727) | (2,889) |
|  | 21,921 | 18,139 | 3,782 | 21,976 |
| Inventories | 25,912 | 26,060 | (148) | 25,956 |
| Deferred tax assets | 5,225 | 5,219 | 6 | 4,991 |
| Other current assets | 4,584 | 1,868 | 2,716 | 1,579 |
| Total current assets | 122,544 | 123,045 | (501) | 130,586 |
| Tangible fixed assets |  |  |  |  |
| Land | 19,955 | 19,910 | 45 | 22,422 |
| Buildings and structures | 56,020 | 55,879 | 141 | 56,069 |
| Machinery and equipment | 12,339 | 12,413 | (74) | 12,407 |
| Construction in progress | 958 | $\underline{370}$ | 588 | 40 |
|  | 89,272 | 88,572 | 700 | 90,938 |
| Accumulated depreciation | $(39,242)$ | $(38,640)$ | (602) | $(37,820)$ |
| Net tangible fixed assets | 50,030 | 49,932 | 98 | 53,118 |
| Other assets |  |  |  |  |
| Investments in affiliated companies | 12,772 | 12,838 | (66) | 11,300 |
| Investments | 27,078 | 29,872 | $(2,794)$ | 24,481 |
| Deferred tax assets | 700 | 959 | (259) | 849 |
| Lease deposits and others | 8,320 | 8,157 | 163 | 7,582 |
| Total other assets | 48,870 | 51,826 | $(2,956)$ | 44,212 |
| Total Assets | 221,444 | 224,803 | $(3,359)$ | 227,916 |

(Note) Increase or decrease shows the difference between the current six-month period and the previous fiscal year.

| Accounts | Current Six-Month Period <br> As of Sept. 30, 2004 | Previous Fiscal Year <br> As of March 31, 2004 | Amount Increased/Decreased | Previous Six-Month Period As of Sept. 30, 2003 |
| :---: | :---: | :---: | :---: | :---: |
| (Liabilities, minority interests and shareholders' equity) | Million Yen | Million Yen | Million Yen | Million Yen |
| Current Liabilities |  |  |  |  |
| Short-term bank loans | 3,544 | 3,954 | (410) | 5,558 |
| Payables |  |  |  |  |
| Notes payable | 2,388 | 2,885 | (497) | 2,504 |
| Accounts payable-trade | 10,118 | 9,343 | 775 | 10,808 |
|  | 12,506 | 12,228 | 278 | 13,312 |
| Accounts payable | 4,649 | 5,340 | (691) | 4,197 |
| Accrued payroll and bonuses | 6,580 | 6,895 | (315) | 7,235 |
| Accrued corporate taxes, etc. | 2,481 | 2,724 | (243) | 3,320 |
| Current portion of long-term debt | 275 | 374 | (99) | 193 |
| Other current liabilities | 2,530 | 1,579 | 951 | 1,705 |
| Total current liabilities | 32,565 | 33,094 | (529) | 35,520 |
| Long-term liabilities |  |  |  |  |
| Long-term debt | 126 | 122 | 4 | 410 |
| Customer deposits | 788 | 805 | (17) | 821 |
| Reserves for retirement benefit | 7,868 | 14,794 | $(6,926)$ | 17,620 |
| Deferred tax liability | 4,554 | 3,424 | 1,130 | 1,463 |
| Total long-term liabilities | 13,336 | 19,145 | $(5,809)$ | 20,314 |
| Minority interests | 1,882 | 1,806 | 76 | 1,735 |
| Shareholders' equity |  |  |  |  |
| Common stock | 13,260 | 13,260 | - | 13,260 |
| Additional paid-in capital | 25,242 | 25,242 | - | 25,242 |
| Retained earnings | 134,277 | 129,941 | 4,336 | 133,912 |
| Accumulated other comprehensive income (loss) |  |  |  |  |
| Foreign currency exchange adjustment | $(3,649)$ | $(3,512)$ | (137) | $(1,993)$ |
| Unrealized gain/(loss) on securities | 4,807 | 6,831 | $(2,024)$ | 3,512 |
| Additional minimum pension liability | (222) | (954) | 732 | $(3,541)$ |
| Treasury stock | (54) | (50) | (4) | (45) |
| Total shareholders' equity | 173,661 | 170,758 | 2,903 | 170,347 |
| Total liabilities, minority interests and shareholders' equity | 221,444 | 224,803 | $(3,359)$ | 227,916 |

(Note) Increase or decrease shows the difference between the current six-month period and the previous fiscal year.

## IV-2. Interim Consolidated Income Statement - Unaudited


(Note) Increase or decrease shows the difference between the current six-month period and the previous six-month period.

## IV-3. Interim Consolidated Comprehensive Income Statement - Unaudited

| Accounts | Current Six-Month Period <br> From April 1, 2004 <br> To September 30, 2004 | Previous Six-Month Period <br> From April 1, 2003 <br> To September 30, 2003 | Amount <br> Increased/Decreased | Previous Fiscal Year <br> From April 1, 2003 <br> To March 31, 2004 |
| :--- | :---: | :---: | :---: | :---: |
| Met income | Million Yen | Million Yen | Million Yen | Million Yen |
| Other comprehensive income (loss) - after | 6,495 | 4,424 | 2,071 | 2,902 |
| adjustment of tax effect |  |  |  |  |
| Foreign currency exchange adjustment | $(137)$ | $(46)$ | $(91)$ | $(1,565)$ |
| Net unrealized gain on securities | $(2,024)$ | 4,358 | $(6,382)$ | 7,677 |
| Minimum pension liability adjustment | 732 | 2,752 | $(2,020)$ | 5,339 |
| Total of other comprehensive income <br> (loss) | $(1,429)$ | 7,064 | $(8,493)$ | 11,451 |
| Comprehensive income | 5,066 | 11,488 | $(6,422)$ | 14,353 |

(Note) Increase or decrease shows the difference between the current six-month period and the previous six-month period.

Current Six-Month Period

|  | No. of shares <br> held outside <br> of company | Common <br> Stock | Additional <br> Paid-in <br> Capital | Retained <br> Earnings | Accumulated <br> other <br> comprehensive <br> income | Treasury <br> stock |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Million Yen | Million Yen | Million Yen | Million Yen | Million Yen |
| As of April 1, 2004 <br> Net income <br> Other comprehensive loss <br> Cash dividends paid <br> $(15.0$ yen per 1 share) | 143,964 | 13,260 | 25,242 | 129,941 | 2,365 | $(50)$ |
| Purchase of treasury stock |  |  | 6,495 | $(1,429)$ |  |  |
| As of September 30, 2004 | 143,960 | 13,260 | 25,242 | 134,277 | 936 | $(54)$ |

Previous Six-Month Period

|  | No. of shares <br> held outside <br> of company | Common <br> Stock | Additional <br> Paid-in <br> Capital | Retained <br> Earnings | Accumulated <br> other <br> comprehensive <br> income | Treasury <br> stock |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Million Yen | Million Yen | Million Yen | Million Yen | Million Yen |
| As of April 1,2003 <br> Net income <br> Other comprehensive income <br> Cash dividends paid <br> $(13.5$ yen per 1 share) | 146,570 | 13,260 | 25,242 | 131,466 | $(9,086)$ | $(43)$ |
| Purchase of treasury stock |  |  |  |  |  |  |$\quad(3)$

Previous fiscal year

|  | No. of shares <br> held outside <br> of company | Common <br> Stock | Additional <br> Paid-in <br> Capital | Retained <br> Earnings | Accumulated <br> other <br> comprehensive <br> income | Treasury <br> stock |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Million Yen | Million Yen | Million Yen | Million Yen | Million Yen |
| As of April 1, 2003 <br> Net income <br> Other comprehensive income <br> Cash dividends paid <br> $(13.5$ yen per 1 share) | 146,570 | 13,260 | 25,242 | 131,466 | $(9,086)$ | $(43)$ |
| Retirement of treasury stock <br> Purchase of treasury stock | 2,902 | 11,451 |  |  |  |  |
| As of March 31, 2004 |  |  | $(1,978)$ |  |  |  |


| Accounts | Current Six-Month Period <br> From April 1, 2004 <br> To Sept. 30, 2004 | Previous Six-Month <br> Period <br> From April 1, 2003 <br> To Sept. 30, 2003 | Previous Fiscal Year <br> From April 1, 2003 <br> To March 31, 2004 |
| :---: | :---: | :---: | :---: |
|  | Million Yen | Million Yen | Million Yen |
| I. Operating activities |  |  |  |
| 1. Net income | 6,495 | 4,424 | 2,902 |
| 2. Adjustment of net income to cash flow from operating activities |  |  |  |
| (1) Depreciation and amortization | 1,614 | 1,464 | 3,081 |
| (2) Deferred taxes | 2,295 | (955) | $(3,254)$ |
| (3) Gain/loss on sale of fixed assets | 36 | 308 | 455 |
| (4) Impairment loss on fixed assets | - | - | 2,574 |
| (5) Valuation loss on investment in securities | 294 | 101 | 142 |
| (6) Gain on sale of investment | (16) | (436) | (932) |
| (7) Equity in net income of affiliated companies | (102) | (116) | (726) |
| (8) Changes in assets and liabilities |  |  |  |
| Increase in receivables | $(4,513)$ | $(4,413)$ | (46) |
| Decrease (increase) in inventories | 145 | $(1,591)$ | $(2,124)$ |
| Decrease (increase) in other current assets | 762 | 486 | (346) |
| Increase (decrease) in payables | (177) | 1,067 | 1,020 |
| Increase (decrease) in reserves for retirement benefits | $(5,684)$ | 1,644 | 3,212 |
| Increase (decrease) in accrued expenses and other current liabilities | (557) | 238 | (657) |
| (9) Others | 725 | 638 | (100) |
| Net cash flow from operating activities | 1,317 | 2,859 | 5,201 |
| II. Investing activities |  |  |  |
| 1. Proceeds from sale and redemption of marketable securities | 23,873 | 32,279 | 59,977 |
| 2. Acquisition of marketable securities | $(19,885)$ | $(22,810)$ | $(56,019)$ |
| 3. Proceeds from sales of fixed assets | 29 | 265 | 369 |
| 4. Acquisition of tangible fixed assets | $(1,638)$ | $(1,045)$ | $(2,338)$ |
| 5. Proceeds from sale and redemption of investments | 25 | 487 | 2,130 |
| 6. Acquisition of investments in affiliated companies | (15) | (253) | $(1,690)$ |
| 7. Acquisition of investments | (906) | (5) | (776) |
| 8. Increase in other assets | $(2,999)$ | (66) | (325) |
| Net cash flow provided by (used in) investingactivities | $(1,516)$ | 8,852 | 1,328 |
| III. Financing activities |  |  |  |
| 1. Decrease in short-term bank loans | (417) | (114) | $(1,595)$ |
| 2. Proceeds from long-term debt | 78 | 204 | 49 |
| 3. Repayment of long-term debt | (174) | (212) | (158) |
| 4. Purchase of treasury stock | (4) | (2) | $(2,456)$ |
| 5. Dividends paid in cash | $(2,159)$ | $(1,978)$ | $(1,978)$ |
| Net cash flow used in financing activities | $(2,676)$ | $(2,102)$ | $(6,138)$ |
| IV. Effect of exchange rate on cash and cash equivalents | 31 | 9 | (194) |
| V. Increase/decrease in cash and cash equivalents | $(2,844)$ | 9,618 | 197 |
| VI. Initial balance of cash and cash equivalents | 27,443 | 27,246 | 27,246 |
| VII. Period (Year) end balance of cash and cash equivalents | 24,599 | 36,864 | 27,443 |

Additional Information

| Cash paid for | 41 | 71 | 114 |
| :--- | ---: | ---: | ---: |
| Interest | 2,960 | 3,023 | 5,846 |
| Income taxes, etc. |  |  |  |

## IV-6. Basic Matters in Preparing Interim Consolidated Financial Statements

1. Matters Regarding the Scope of Consolidation and Application of the Equity Method

Major consolidated subsidiaries:
Studio Five Corp., Kyushu Wacoal Sewing Corp., Torica Co., Ltd., Nanasai Co., Ltd., Wacoal International Corp., Wacoal America Inc., Wacoal France S.A., Wacoal Hong Kong Co., Ltd., Wacoal Investment Co., Ltd. and Wacoal China Co., Ltd.

Major affiliated companies:
Shinyoung Wacoal Inc., Taiwan Wacoal Co., Ltd. and Thai Wacoal Public Co., Ltd.
2. Matters Regarding Changes in Consolidation

Consolidation (excluded): Kumamoto Wacoal Sewing Corp.
3. Standard of Preparation of Interim Consolidated Financial Statements

The interim consolidated financial statements have been prepared based on terms, format and preparation methods in compliance with accounting standards generally accepted in the United States for the issuance of American Depositary Receipts (ADR)(hereinafter referred to as the "U.S. Accounting Standards"). Various laws and ordinances relating to accounting in the U.S. include Accounting Series Releases Regarding Reporting to and Filing with the Security Exchange Commission (Regulation S-X), and the U.S. Accounting Standards include the standard of the Financial Accounting Standards Board (FASB), the guidelines of the Accounting Principles Board (APB), and the Accounting Research Bulletin (ARB) of the Committee on Accounting Procedures, among others. Thus, the contents are different from what is prepared in accordance with the "Standards of Preparation of Interim Consolidated Financial Statements in Jap an" and the "Rules of Preparation of Interim Consolidated Financial Statements." However, the segment information has been prepared in accordance with the "Principles of Preparation of Interim Consolidated Financial Statements."
4. Significant Accounting Policies
(1) Valuation Standard of Inventories

The average cost method was mainly used for goods, products and supplies, and the first-in first-out method was used for raw materials, with both valued under the lower cost accounting method.
(2) Valuation Standard of Tangible Fixed Assets and Method of Depreciation

Tangible fixed assets are valued at its acquisition cost. Depreciation expenses are calculated mainly using the straight-line method based on the estimated useful lives of the assets (the lease term is used for capitalized leased assets).
(3) Valuation Method of Marketable Securities and Investment Securities

Based on the provisions of FASB Standard No. 115, marketable securities and investment securities have been classified as available for sale securities, and valued at its fair value. Moreover, unrealized valuation profit/loss is classified and included in accumulated other comprehensive income (loss) within shareholders' equity.
(4) Reserve for Retirement Benefits

This is accounted for based on the provisions of FASB Standard No. 87.
Further, as regarding the return of the substitutional portion of the employee pension fund, the Emerging Task Force Standards 03-2 "Accounting for the Transfer to the Japanese Government of the Substitutional Portion of Employee Pension Fund Liabilities" was applied.
(5) Lease Transactions

Based on the provisions of FASB Standard No. 13, capital leases have been capitalized at fair value of the lease payments and the corresponding unpaid liabilities have been reported.
(6) Accounting Procedure for Consumption Tax, etc.

Accounting procedure for consumption tax, etc., is based on the tax-excluded method.
(7) Interim Consolidated Cash Flow Statement

Upon preparing the consolidated cash flow statements, time deposits and certificate of deposits with original maturities of three (3) months or less have been included in cash and cash equivalents.
(Notes)

1. Market Value, etc. of Securities - Unaudited

|  |  |  |  |  |  |  |  |  | (Unit: Million Yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current Six-Month period As of September 30, 2004 |  |  |  | Previous Six-Month Period As of September 30, 2003 |  |  |  | Previous Fiscal Year As of March 31, 2004 |  |  |  |
|  | $\begin{array}{\|c\|} \hline \text { Acquisition } \\ \text { Cost } \end{array}$ | Total Unrealized Profit | Total Unrealized Loss | $\begin{gathered} \text { Fair } \\ \text { Value } \end{gathered}$ | $\begin{aligned} & \hline \text { Acquisition } \\ & \text { Cost } \end{aligned}$ | Total Unrealized Profit | Total Unrealized Loss | $\begin{gathered} \text { Fair } \\ \text { Value } \end{gathered}$ | $\begin{aligned} & \text { Acquisition } \\ & \text { Cost } \end{aligned}$ | Total Unrealized Profit | Total Unrealized Loss | $\begin{gathered} \text { Fair } \\ \text { Value } \end{gathered}$ |
| Securities |  |  |  |  |  |  |  |  |  |  |  |  |
| Government | 4,324 | 10 | 1 | 4,333 | 2,726 | 0 | 12 | 2,714 | 2,722 | 2 | 4 | 2,720 |
| Bonds, local government bonds |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate | 19,109 | 20 | 2 | 19,127 | 18,292 | 17 | 7 | 18,302 | 22,962 | 19 | 4 | 22,977 |
| Bonds |  |  |  |  |  |  |  |  |  |  |  |  |
| Bank Bonds | 13,674 | 93 | 5 | 13,762 | 15,184 | 67 | 7 | 15,244 | 12,781 | 87 | 5 | 12,863 |
| Trust Fund | 3,065 | 38 | 22 | 3,081 | 2,924 | 40 | 4 | 2,960 | 5,722 | 43 | 9 | 5,756 |
| Total | 40,172 | 161 | 30 | 40,303 | 39,126 | 124 | 30 | 39,220 | 44,187 | 151 | 22 | 44,316 |
| Investment |  |  |  |  |  |  |  |  |  |  |  |  |
| Equities | 15,873 | 10,563 | 167 | 26,269 | 15,718 | 8,578 | 161 | 24,135 | 15,457 | 13,805 | 6 | 29,256 |
| Total | 15,873 | 10,563 | 167 | 26,269 | 15,718 | 8,578 | 161 | 24,135 | 15,457 | 13,805 | 6 | 29,256 |

2. Contract Amount, Market Value and Valuation Profit/Loss of Derivative Transactions

In order to prepare for the fluctuat ion risk of the foreign currency exchange rate and interest, forward exchange contracts have been utilized as financial derivative products. There are forward exchange transactions (dollar-buying, yen-selling) which are non-market transactions. Nevertheless, indications thereof have been omitted as the valuation profit/loss and contract amounts are of little importance.

## V. Segment Information- Unaudited

(1) Segment Information by Type of Business

Current six-month period (April 1, 2004 to September 30, 2004)
(Unit: Million Yen)

|  | Textile goods and <br> related products | Others | Total | Elimination or <br> corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales and operating income/loss <br> (1) Sales to outside customers | 76,232 | 7,010 | 83,242 |  |  |
| (2) Internal sales or transfer among <br> segments | - | 2,001 | 2,001 | $(2,001)$ | 83,242 |
| Total | 76,232 | 9,011 | 85,243 | $(2,001)$ | - |
| Operating expenses | 71,573 | 8,958 | 80,531 | $(8,581)$ | 83,242 |
| Operating income | 4,659 | 53 | 4,712 | 6,580 | 71,950 |

Previous six-month period (April 1, 2003 to September 30, 2003)

| (Unit: Million Yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Textile goods and related products | Others | Total | Elimination or corporate | Consolidated |
| Sales and operating income/loss <br> (1) Sales to outside customers | 77,052 | 7,295 | 84,347 | - | 84,347 |
| (2) Internal sales or transfer among segments | - | 3,784 | 3,784 | $(3,784)$ | - |
| Total | 77,052 | 11,079 | 88,131 | $(3,784)$ | 84,347 |
| Operating expenses | 70,319 | 10,961 | 81,280 | $(2,954)$ | 78,326 |
| Operating income | 6,733 | 118 | 6,851 | (830) | 6,021 |

Previous fiscal year (April 1, 2003 to March 31, 2004)
(Unit: Million Yen)

|  | Textile goods and <br> related products | Others | Total | Elimination or <br> corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales and operating income/loss <br> $(1)$ Sales to outside customers | 146,945 | 16,210 | 163,155 | - |  |
| $(2)$ Internal sales or transfer among <br> segments | - | 3,697 | 3,697 | $(3,697)$ | - |
| Total | 146,945 | 19,907 | 166,852 | $(3,697)$ | 163,155 |
| Operating expenses | 140,729 | 21,447 | 162,176 | $(2,037)$ | 160,139 |
| Operating income | 6,216 | $(1,540)$ | 4,676 | $(1,660)$ | 3,016 |

(Note) 1. Segment information is prepared based on the "Rules of Preparation of Interim Consolidated Financial Statements."
2. Business classification is classified into textile goods and related products and others based on the type, quality, and resemblance in the sales market of such products.
3. Core products of 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.

Current six-month period (April 1, 2004 to September 30, 2004)

|  | Japan | Asia | Europe/U.S. | Total | Elimination or <br> corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales and operating income/loss <br> $(1)$ Sales to outside customers | 74,381 | 2,716 | 6,145 | 83,242 | - | 83,242 |
| (2) Internal sales or transfer among <br> segments | 488 | 2,006 | - | 2,494 | $(2,494)$ | - |
| Total | 74,869 | 4,722 | 6,145 | 85,736 | $(2,494)$ | 83,242 |
| Operating expenses | 71,380 | 4,241 | 5,403 | 81,024 | $(9,074)$ | 71,950 |
| Operating income | 3,489 | 481 | 742 | 4,712 | 6,580 | 11,292 |

Previous six-month period (April 1, 2003 to September 30, 2003)

|  | Japan | Asia | Europe/U.S. | Total | Elimination or <br> corporate | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
| Sales and operating income/loss <br> (1) Sales to outside customers | 75,245 | 2,651 | 6,451 | 84,347 | - | 84,347 |
| (2) Internal sales or transfer among <br> segments | 476 | 1,965 | - | 2,441 | $(2,441)$ | - |
| Total | 75,721 | 4,616 | 6,451 | 86,788 | $(2,441)$ | 84,347 |
| Operating expenses | 69,903 | 4,285 | 5,749 | 79,937 | $(1,611)$ | 78,326 |
| Operating income | 5,818 | 331 | 702 | 6,851 | $(830)$ | 6,021 |

Previous fiscal year (April 1, 2003 to March 31, 2004)
(Unit: Million Yen)

|  | Japan | Asia | Europe/U.S. | Total | Elimination or <br> corporate | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
| Sales and operating income/loss <br> $(1)$ Sales to outside customers | 144,896 | 4,957 | 13,302 | 163,155 | - | 163,155 |
| $(2)$ <br> Internal sales or transfer among <br> segments <br> Total 912 | 3,895 | 1 | 4,808 | $(4,808)$ | - |  |
| Operating expenses | 145,808 | 8,852 | 13,303 | 167,963 | $(4,808)$ | 163,155 |
| Operating income | 143,033 | 8,338 | 11,916 | 163,287 | $(3,148)$ | 160,139 |

(Note) 1. Segment information is prepared based on the "Rules of Preparation of Interim Consolidated Financial Statements."
2. Main countries and areas belonging to classifications other than Japan

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

Current six-month period (April 1, 2004 to September 30, 2004)

|  |  |  |  |  |
| :--- | :--- | :---: | :---: | :---: |
|  | Asia | Europe/U.S. | Total |  |
| I. | Overseas sales | 2,716 | 6,145 | 8,861 |
| II. | Consolidated sales | - | - | 83,242 |
| III. | Ratio of overseas sales in consolidated sales | $3.2 \%$ | $7.4 \%$ | $10.6 \%$ |

Previous six-month period (April 1, 2003 to September 30, 2003)

|  |  |  |  |  |
| :--- | :--- | :---: | :---: | :---: |
|  | Asia | Europe/U.S. | Total |  |
| I. | Overseas sales | 2,651 | 6,451 | 9,102 |
| II. | Consolidated sales | - | - | 84,347 |
| III. | Ratio of overseas sales in consolidated sales | $3.1 \%$ | $7.7 \%$ | $10.8 \%$ |

Previous fiscal year (April 1, 2003 to March 31, 2004)

|  | (Unit: Million Yen) |  |  |  |
| :--- | :--- | :---: | :---: | :---: |
| I. | Overseas sales | Asia | Europe/U.S. | Total |
| II. | Consolidated sales | 4,957 | 13,302 | 18,259 |
| III. | Ratio of overseas sales in consolidated sales | - | - | 163,155 |

(Note) 1. Segment information is prepared based on the "Rules of Preparation of Interim Consolidated Financial Statements."
2. Main countries and areas belonging to classifications other than Japan

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

| Segment name by type of business | Current Six-Month Period <br> From April 1, 2004 <br> To September 30, 2004 |  | Previous YearFrom April 1, 2003To September 30, 2003 |  | Previous Fiscal Year From April 1, 2003 To March 31, 2004 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Distribution Ratio | Amount | Distribution Ratio | Amount | Distribution Ratio |
| Textile goods and related products | $\begin{gathered} \text { Million Yen } \\ 35,213 \end{gathered}$ | $100.0$ | $\begin{gathered} \hline \text { Million Yen } \\ 36,731 \end{gathered}$ | $100.0{ }^{\%}$ | $\begin{gathered} \text { Million Yen } \\ 70,572 \end{gathered}$ | 100.0 \% |

(2) Sales Results


Listed Company: Wacoal Corporation
Code Number: 3591
(URL http://www.wacoal.co.jp/)
Representative: Position: President and Director
Name: Yoshitaka Tsukamoto
For Inquiries: Position: Corporate Officer; Director of Finance, Corporate Planning
Name: Ikuo Otani Tel: (075) 682-1010
Date of Meeting of Board of Directors to Approve Interim Financial Statements: November 12, 2004
Existence of Interim Dividend System: None
Adoption of Unit Share System: Yes (1 Unit: 1,000 shares)

1. Results for the Six-Month Period Ended September 30, 2004 (April 1, 2004 to September 30, 2004) - Unaudited
(1) Business Results - Unaudited (Note) Amounts less than 1 million yen have been rounded off.

|  | Sales |  | Operating Income | Ordinary Income |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Million Yen | $\%$ | Million Yen | $\%$ | Million Yen |
| Six-Month Period Ended | 68,451 | $(0.0)$ | 4,321 | $(22.6)$ | 5,492 |
| September 30, 2004 |  |  |  | $(17.9)$ | 6,556 |
| Six-Month Period Ended | 68,464 | $(1.1)$ | 5,581 | $(15.5)$ |  |
| September 30, 2003 | 128,496 | $(0.1)$ | 5,775 | $(29.3)$ | $(24.8)$ |
| Year Ended March 2004 |  |  |  |  |  |


|  | Net Income |  | Net <br> Income <br> Per Share |
| :--- | :--- | ---: | :--- |
| Six-Month Period Ended <br> September 30, 2004 | Million Yen <br> Six-Month Period Ended |  | 3,978 |
| September 30, 2003 <br> Year Ended March 2004 | 4,035 | $(22.1)$ | Yen |

(Note) (i) Average number of shares during the period (year) ended:
September 30, 2004: 143,961,474 shares
September 30, 2003: 146,569,106 shares
March 31, 2004: $146,226,674$ shares
(ii) Changes in accounting method: None
(iii) Percentages indicated under sales, operating income, ordinary income and net income represent the increase/decrease compared to the previous six-month period.
(2) Status of Dividends - Unaudited

|  | Interim Dividend Per Share |  | Annual Dividend Per Share |
| :--- | :--- | :--- | :--- |
|  | - | - | Yen |
| Six-Month Period Ended |  | - |  |
| September 30, 2004 <br> Six-Month Period Ended | - | 15.00 |  |
| September 30, 2003 <br> Year Ended March 2004 | - | - |  |

(3) Financial Status - Unaudited

|  | Total Assets | Total Shareholders' <br> Equity | Shareholders' Equity <br> Ratio | Shareholders' Equity Per Share |
| :--- | :---: | :---: | :---: | :---: |
| Six-Month Period Ended <br> September 30, 2004 | Million Yen | Million Yen | 82.0 | Yen |
| Six-Month Period Ended <br> September 30, 2003 <br> Year Ended March 2004 | 201,804 | 160,950 | 161,610 | 80.1 |

(Note) (i) Number of outstanding shares at end of the year:
September 30, 2004: 143,960,102 shares
September 30, 2003: 146,567,476 shares
March 31, 2004: $143,963,825$ shares
(ii) Number of treasury stock at end of the year:

September 30, 2004: 56,583 shares
September 30, 2003: 49,209 shares
2. Forecast of Business Results for the Year Ending March 2005 (April 1, 2004 to March 31, 2005)

|  | Sales | Operating Income | Net Income | Annual Dividend Per Share |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | End of Year |  |
| Annual | Million Yen | Million Yen | Million Yen | Yen | Yen |
| Yen |  |  |  |  |  |
|  | 13,100 | 7,300 | 3,700 | 0.00 | 15.00 |

(Reference) Expected net income per share (annual basis): 25.44 yen

* The foregoing estimates are made based on information available as of the date this data was released, and actual results may significantly differ from estimates due to various factors arising in the future. Please refer to page 8 of the attachment for items relating to the foregoing estimates.

VIII-1. Interim Balance Sheet - Unaudited

| Accounts | Current Six-Month Period As of September 30, 2004 |  | Previous Fiscal Year As of March 31, 2004 |  | Amounts Increased/Decreased | Previous Six-Month Period As of September 30, 2003 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Assets) | Million Yen | \% | Million Yen | \% |  | Million Yen | \% |
| I. Current Assets | 92,524 | 47.1 | 91,602 | 46.2 | 922 | 101,096 | 50.1 |
| Cash and bank deposits | 19,979 |  | 22,307 |  | $(2,328)$ | 32,038 |  |
| Trade notes | 1,075 |  | 467 |  | 608 | 812 |  |
| Trade accounts | 17,981 |  | 13,975 |  | 4,005 | 17,347 |  |
| Marketable securities | 20,828 |  | 24,705 |  | $(3,876)$ | 21,978 |  |
| Inventory assets | 19,713 |  | 19,999 |  | (286) | 18,633 |  |
| Deferred income taxes | 4,114 |  | 4,055 |  | 58 | 3,432 |  |
| Others | 10,194 |  | 7,095 |  | 3,098 | 6,929 |  |
| Reserve for bad debts | $(1,362)$ |  | $(1,005)$ |  | (357) | (75) |  |
| II. Fixed Assets | 103,803 | 52.9 | 106,468 | 53.8 | $(2,665)$ | 100,708 | 49.9 |
| 1. Tangible fixed assets | 40,807 | 20.8 | 41,346 | 20.9 | (539) | 44,874 | 22.2 |
| Buildings | 20,373 |  | 20,860 |  | (487) | 21,271 |  |
| Land | 17,426 |  | 17,427 |  | (0) | 20,450 |  |
| Others | 3,006 |  | 3,058 |  | (52) | 3,152 |  |
| 2. Intangible fixed assets | 3,197 | 1.6 | 3,079 | 1.6 | 118 | 2,675 | 1.3 |
| 3. Investment and other assets | 59,798 | 30.5 | 62,042 | 31.3 | $(2,243)$ | 53,158 | 26.4 |
| Investment securities | 55,857 |  | 58,213 |  | $(2,356)$ | 48,963 |  |
| Others | 4,609 |  | 4,698 |  | (88) | 4,934 |  |
| Reserve for bad debts | (668) |  | (869) |  | 201 | (739) |  |
| Total Assets | 196,328 | 100.0 | 198,070 | 100.0 | $(1,742)$ | 201,804 | 100.0 |

(Note) Increase or decrease shows the difference between the current six-month period and the previous fiscal year.

| Accounts | Current Six-Month Period <br> As of September 30, 2004 |  | Previous Fiscal Year <br> As of March 31, 2004 |  | Amounts <br> Increased/Decreased | Previous S Peri As of Septem | Month $30,2003$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Liabilities) | Million Yen | \% | Million Yen | \% | Million Yen | Million Yen | \% |
| I. Current Liabilities | 29,168 | 14.8 | 27,678 | 14.0 | 1,490 | 29,660 | 14.7 |
| Notes payable | 806 |  | 875 |  | (68) | 698 |  |
| Accounts payable-trade | 11,510 |  | 10,753 |  | 757 | 12,695 |  |
| Accrued liability | 5,485 |  | 5,790 |  | (304) | 4,595 |  |
| Accrued corporate taxes, etc. | 2,100 |  | 2,442 |  | (341) | 2,958 |  |
| Accrued bonuses | 3,000 |  | 3,000 |  | - | 3,260 |  |
| Allowance for returns | 2,290 |  | 1,500 |  | 790 | 2,190 |  |
| Others | 3,974 |  | 3,317 |  | 657 | 3,262 |  |
| II. Long-term Liabilities | 6,209 | 3.2 | 8,081 | 4.1 | $(1,871)$ | 10,532 | 5.2 |
| Deferred tax liability | 3,970 |  | 5,529 |  | $(1,559)$ | 3,058 |  |
| Reserve for retirement benefits | 1,043 |  | 1,332 |  | (289) | 6,266 |  |
| Reserve for officers retirement benefit | 456 |  | 464 |  | (8) | 437 |  |
| Others | 739 |  | 755 |  | (15) | 770 |  |
| Total Liabilities | 35,377 | 18.0 | 35,759 | 18.1 | (381) | 40,193 | 19.9 |
| (Shareholders' Equity) <br> I. Common stock | 13,260 | 6.7 | 13,260 | 6.7 | - | 13,260 | 6.6 |
| II. Additional paid-in capital | 25,273 | 12.9 | 25,273 | 12.7 | - | 25,273 | 12.5 |
| Capital reserve | 25,273 |  | 25,273 |  | - | 25,273 |  |
| III. Retained earnings | 113,403 | 57.8 | 112,621 | 56.9 | 781 | 114,858 | 56.9 |
| Retained earnings reserve | 3,315 |  | 3,315 |  | - | 3,315 |  |
| Additional paid-in capital | 105,271 |  | 105,339 |  | (67) | 105,339 |  |
| Undistributed profits | 4,816 |  | 3,967 |  | 849 | 6,203 |  |
| IV. Other securities valuation difference | 9,067 | 4.6 | 11,205 | 5.6 | $(2,138)$ | 8,263 | 4.1 |
| V. Treasury stock | (54) | (0.0) | (49) | (0.0) | (4) | (45) | (0.0) |
| Total Shareholders' Equity | 160,950 | 82.0 | 162,311 | 81.9 | $(1,361)$ | 161,610 | 80.1 |
| Total Liabilities and Shareholders' Equity | 196,328 | 100.0 | 198,070 | 100.0 | $(1,742)$ | 201,804 | 100.0 |

(Note) Increase or decrease shows the difference between the current six-month period and the previous fiscal year.

VIII-2. Interim Income Statement - Unaudited

| Accounts | Current Six-Month Period <br> From April 1, 2004 <br> To September 30, 2004 |  | Previous Six-MonthPeriodFrom April 1, 2003To September 30, 2003 |  | Amounts Increased/Decrease d | Previous Fiscal Year <br> From April 1, 2003 <br> To March 31, 2004 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million Yen | \% | Million Yen | \% | Million Yen | Million Yen | \% |
| I. Sales | 68,451 | 100.0 | 68,464 | 100.0 | (13) | 128,496 | 100.0 |
| II. Cost of sales | 35,072 | 51.2 | 34,630 | 50.6 | 442 | 65,941 | 51.3 |
| Total income on sales | 33,379 | 48.8 | 33,834 | 49.4 | (455) | 62,554 | 48.7 |
| III. Selling, general and administrative expenses | 29,057 | 42.5 | 28,253 | 41.2 | 803 | 56,778 | 44.2 |
| Operating income | 4,321 | 6.3 | 5,581 | 8.2 | $(1,259)$ | 5,775 | 4.5 |
| IV. Non-operating income | 1,282 | 1.9 | 1,115 | 1.6 | 167 | 1,633 | 1.3 |
| Interest income | 110 |  | 145 |  | (34) | 254 |  |
| Dividends received | 647 |  | 599 |  | 47 | 769 |  |
| Others | 524 |  | 370 |  | 154 | 609 |  |
| V. Non-operating expenses | 112 | 0.2 | 140 | 0.2 | 28 | 256 | 0.2 |
| Interest expense | 0 |  | 0 |  | 0 | 1 |  |
| Others | 111 |  | 139 |  | (27) | 255 |  |
| Current income | 5,492 | 8.0 | 6,556 | 9.6 | $(1,063)$ | 7,152 | 5.6 |
| VI. Extraordinary gains | 33 | 0.0 | 464 | 0.6 | (431) | 6,808 | 5.3 |
| VII. Extraordinary loss | 497 | 0.7 | 432 | 0.6 | 64 | 5,655 | 4.4 |
| Pre-tax net income | 5,028 | 7.3 | 6,588 | 9.6 | $(1,559)$ | 8,305 | 6.5 |
| Corporate tax, resident tax and enterprise tax | 2,176 | 3.2 | 3,057 | 4.4 | (881) | 4,008 | 3.1 |
| Previous fiscal year corporate tax, residence tax, and enterprise tax | - |  | - |  | - | 760 | 0.6 |
| Adjustment of corporate tax, etc. | (125) | (0.2) | (292) | (0.4) | 166 | (498) | (0.3) |
| Net income | 2,978 | 4.3 | 3,824 | 5.6 | (845) | 4,035 | 3.1 |
| Profit carryforwards from previous year | 1,837 |  | 2,379 |  | (541) | 2,379 |  |
| Retirement of treasury stock | - |  | - |  | - | 2,448 |  |
| Undistributed profits | 4,816 |  | 6,203 |  | $(1,387)$ | 3,967 |  |

(Note) Increase or decrease shows the difference between the current six-month period and the previous six-month period.

## <Basic Matters in Preparation of Interim Non-Consolidated Financial Statements>

1. Valuation Standards and Method of Assets
(1) Valuation standards and method of securities

Stock of subsidiaries and affiliated companies: Cost accounting method based on moving average method Other securities:

Securities with market value: Market value method based on market price on closing day for the end of the interim period (Variance in valuation is processed based on method of directly including all shareholders' equity, and cost of sales is calculated based on moving average method)
Securities without market value: Cost accounting method based on moving average method
(2) Valuation standard and method of inventories: Lower cost accounting method based on first-in first-out method
2. Depreciation Method of Fixed Assets
(1) Tangible fixed assets: Constant percentage method (fixed amount method for buildings (excluding fixtures incidental to buildings) acquired on or after April 1, 1998). Durable years for major items are as follows.

Buildings and structures: 5 to 50 years
Machinery and vehicles: 6 to 12 years
Equipment and tools: 5 to 20 years
(2) Intangible fixed assets: Fixed amount method. For the internal use of software in the Company, the fixed amount method based on the expected available period internally ( 5 years) is used.
3. Reserves
(1) Reserve for bad debts: In order to prepare for bad debt loss of accounts receivable and loans receivable, the estimated uncollectable amounts are reserved using the bad debt ratio for general accounts, and taking into consideration the possibility of collection on an individual basis for those accounts specified as being at risk of becoming uncollectable accounts.
(2) Accrued bonuses: In order to provide bonuses to employees, accrued bonuses are reserved based on the anticipated amount to be paid.
(3) Reserve for adjustment of returned goods: In order to clarify the corresponding relationship of sales and returns, the estimated loss accompanying future returned goods is reserved taking into consideration the percentage of prior returned goods.
(4) Reserve for retirement benefits: In order to prepare for retirement benefits for employees, based on retirement pay liabilities and pension assets as of the end of the current interim period, such amount is reserved.
(5) Reserve for officers retirement benefit: In order to prepare for expenditure of reserve for directors' retirement benefit, a necessary interim period supply amount based on internal regulations relating to the supply of directors' retirement benefit is reserved.
4. Processing Method of Lease Transactions

Finance lease transactions, other than those in which the ownership of the leased item is acknowledged to be transferred to the borrower, are processed pursuant to the accounting procedures applicable in an ordinary lease transaction.
5. Material Matters in Preparation of Other Financial Statements

Accounting procedures for consumption tax, etc.
Accounting procedures for consumption tax, etc. is per the tax-excluded method.

| (Current <br> Six-Month Period) | (Previous <br> Six-Month Period | (Previous Fiscal Year) |
| :---: | :---: | :---: |
| 30,194 | 28,931 | 29,626 |

Accumulated depreciation includes accumulated impairment loss
2. Major items in extraordinary gains (Million Yen)

Gains on sales of fixed assets

| 18 | 28 | 28 |
| ---: | ---: | ---: |
| 15 | 436 | 1,202 |
| - | - | 5,577 |
|  |  |  |
| 53 | 332 | 445 |
| - | - | 3,046 |
| 15 | - | - |
| 252 | - | 167 |
| 136 | - | 926 |
| 39 | 100 | 466 |
| - | - | 603 |

4. Matters relating to lease transactions
(1) Financial lease other than transfer of ownership
(i) Acquisition cost equivalent, cumulative depreciation equivalent, and period (year) end balance equivalent (Million Yen)
(Tools and equipment) (Tools and equipment) (Tools and equipment) Acquisition cost equivalent

| Acquisition cost equivalent | 149 | 472 | 417 |
| :--- | ---: | ---: | ---: |
| Cumulative depreciation equivalent | 126 | 372 | 368 |
| Year end balance equivalent | 23 | 99 | 49 |

Since the lease obligation represent a small percentage of the tangible fixed assets, the foregoing amounts have been calculated including interest portion.
(ii) Period (year) end balance equivalent of lease
obligation (Million Yen)

| Within one year | 27 | 125 | 71 |
| :--- | ---: | ---: | ---: |
| Over one year | 14 | 38 | 23 |
|  | 41 | 164 | 94 |

Since the lease obligation represent a small percentage of the tangible fixed assets, the foregoing amounts have been calculated including interest portion.
(iii) Lease fee paid (Million Yen)
Lease fee paid 53
$53 \quad 77 \quad 149$ Depreciation expense equivalent 25

51
105
(2) Operating lease Unearned lease fee

| Within one year | - | 2 | - |
| :--- | :---: | :---: | :---: |
| Over one year | - | - | - |
|  | - | 2 | - |

5. Breakdown of decrease in number of current year outstanding shares Retirement of treasury stock by profit - $\quad$ 2,600 thousand shares $\begin{array}{lll}\text { Total stock acquisition cost } & - & -\quad 2,448 \text { million yen }\end{array}$
6. Shares of affiliated companies with market value (Million Yen)

Appropriation on balance sheet

| 2,699 | 1,263 | 2,699 |
| :--- | :--- | :--- |
| $\mathbf{5 , 9 8 1}$ | $\underline{4,435}$ | $\underline{5,623}$ |
| 3,281 | 3,172 | 2,923 |

7. Guarantee of liabilities of loans by subsidiary

Cover of management guidance letter
I. Consolidated Result - Unaudited

I-1. Changes in business results (three fiscal years and two most recent six-month periods)
(Unit: Million Yen)

|  | Fiscal Year ended March 31 |  |  |
| :--- | ---: | ---: | ---: |
|  | 2002 |  | 2003 |


| Six-month period ended September |  |
| ---: | ---: |
| 2003 | 2004 |
| 94,347 | 83,242 |
| 42,348 | 41,914 |
| $50.2 \%$ | $50.3 \%$ |
| 35,978 | Note) 37,136 |
|  |  |
| $44.7 \%$ | Note) $44.6 \%$ |
| - | 7,100 |
| 6,021 | 11,292 |
| 4,424 | 6,495 |

(Note) Selling, general and administrative expenses for the six-month period ended September 30, 2004 of 37,136 million yen, includes 928 million yen of additional net periodic pension cost from the return of the substitutional portion of the employee pension fund.

I-2. Changes in sales by product category (three fiscal years and two most recent six-month periods)
(Unit: Million Yen, \%)

|  | Fiscal Year ended March 31 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002 |  |  | 2003 |  |  | 2004 |  |  |
|  | Amount | $\begin{gathered} \text { Percent } \\ \text { age } \end{gathered}$ | Percenta ge over the previous period | Amount | Percentage | Percentag e over the previous period | Amount | Percentage | Percentage over the previous period |
| Foundation and lingerie | 116,096 | 71.3 | 101 | 116,741 | 71.3 | 101 | 115,674 | 70.9 | 99 |
| Nightwear | 12,714 | 7.8 | 101 | 12,710 | 7.8 | 100 | 11,823 | 7.2 | 93 |
| Children's underwear | 2,470 | 1.5 | 90 | 2,515 | 1.5 | 102 | 2,583 | 1.6 | 103 |
| Innerwear Subtotal | 131,280 | 80.6 | 101 | 131,966 | 80.6 | 101 | 130,080 | 79.7 | 99 |
| Outerwear/Sportswear | 9,588 | 5.9 | 103 | 9,440 | 5.8 | 98 | 10,409 | 6.4 | 110 |
| Hosiery | 1,777 | 1.1 | 108 | 1,672 | 1.0 | 94 | 1,798 | 1.1 | 108 |
| Other t extile goods and related products | 3,793 | 2.3 | 89 | 4,299 | 2.6 | 113 | 4,658 | 2.9 | 108 |
| Others | 16,391 | 10.1 | 101 | 16,332 | 10.0 | 100 | 16,210 | 9.9 | 99 |
| Total | 162,829 | 100 | 100 | 163,709 | 100 | 101 | 163,155 | 100 | 100 |


|  | Six-month period ended September 30 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2003 |  |  | 2004 |  |  |
|  | Amount | Percentage | Percentage over the previous period | Amount | Percentage | Percentage over the previous period |
| Foundation and lingerie | 61,721 | 73.2 | 98 | 61,244 | 73.6 | 99 |
| Nightwear | 6,117 | 7.2 | 89 | 5,364 | 6.4 | 88 |
| Children's underwear | 1,226 | 1.5 | 89 | 1,247 | 1.5 | 103 |
| Innerwear Subtotal | 69,064 | 81.9 | 97 | 67,855 | 81.5 | 98 |
| Outerwear/Sportswear | 5,002 | 5.9 | 97 | 4,948 | 6.0 | 99 |
| Hosiery | 736 | 0.9 | 93 | 1,064 | 1.3 | 145 |
| Other textile goods and related products | 2,250 | 2.7 | 114 | 2,365 | 2.8 | 105 |
| Others | 7,295 | 8.6 | 95 | 7,010 | 8.4 | 96 |
| Total | 84,347 | 100.0 | 97 | 83,242 | 100.0 | 99 |

("Others" include mannequins, shop design and implementation, restaurant, culture, services, etc.)

Percentage of sales by product category
Six-month period ended September 30, 2004


Six-month period ended September 30, 2004

II. Non-Consolidated Result - Unaudited

II-1. Changes in business results (three fiscal years and two most recent six-month periods)

|  | Fiscal Year ended March 31 |  |  |
| :--- | ---: | ---: | ---: |
|  | 2002 | 2003 | 2004 |
| Sales | 128,431 | 128,641 | 128,496 |
| Cost of sales | 67,069 | 66,296 | 65,941 |
| Percentage of cost in sales | $52.2 \%$ | $51.5 \%$ | $51.3 \%$ |
| Selling, general and <br> administrative expenses | 53,607 | 54,175 | 56,778 |
| Percentage of selling, general <br> and administrative expenses in <br> sales | $41.8 \%$ | $42.1 \%$ |  |
| Operating income | 7,754 | 8,169 | $44.2 \%$ |
| Net income | 4,804 | 3,013 | 5,775 |


| (Unit: Million Yen) |  |
| ---: | ---: |
| Six-month period ended September 30 |  |
| 2003 | 2004 |
| 68,464 | 68,451 |
| 34,630 | 35,072 |
| $50.6 \%$ | $51.2 \%$ |
| 28,253 | 29,057 |
|  |  |
| $41.2 \%$ | $42.5 \%$ |
| 5,581 | 4,321 |
| 3,824 | 2,978 |

II-2. Changes in sales by sales channels (three fiscal years and two most recent six-month periods)

|  | (Unit: Million Yen, \%) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fiscal Year ended March 31 |  |  |  |  |  |  |  |  |
|  | 2002 |  |  | 2003 |  |  | 2004 |  |  |
|  | Amount | Percentage | Percentage over the previous period | Amount | Percentage | Percentage over the previous period | Amount | Percentage | Percentage over the previous period |
| Department stores | 47,678 | 37.1\% | 103 | 47,488 | 36.9\% | 100 | 44,428 | 34.6\% | 94 |
| General merchandising stores | 45,739 | 35.6\% | 99 | 46,912 | 36.5\% | 103 | 46,544 | 36.2\% | 99 |
| Boutiques and retail stores | 17,881 | 13.9\% | 96 | 16,605 | 12.9\% | 93 | 16,382 | 12.7\% | 99 |
| Mail order and direct sales | 17,133 | 13.3\% | 99 | 17,636 | 13.7\% | 103 | 21,142 | 16.5\% | 120 |
| Total | 128,431 | 100.0\% | 100 | 128,641 | 100.0\% | 100 | 128,496 | 100.0\% | 100 |


|  | Six-month period ended September 30 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2003 |  |  | 2004 |  |  |
|  | Amount | Percentage | Percentage over the previous period | Amount | Percentage | Percentage over the previous period |
| Department stores | 23,881 | 34.9\% | 96 | 23,308 | 34.1\% | 98 |
| General merchandising stores | 26,369 | 38.5\% | 101 | 26,165 | 38.2\% | 99 |
| Boutiques and retail stores | 9,365 | 13.7\% | 98 | 8,703 | 12.7\% | 93 |
| Mail order, direct sales and others | 8,849 | 12.9\% | 102 | 10,275 | 15.0\% | 116 |
| Total | 68,464 | 100.0\% | 99 | 68,451 | 100.0\% | 100 |

[^1]
[^0]:    *1 "Saradona Mfg Corp." changed its name to "Wacoal Dominicana Corp." in May 2004.

[^1]:    * "Mail order, direct sales and others" include sales at the company's own stores, catalogue sales, Remamma, Dublevé and cultural projects.

