## Consolidated Business Results for the Third Quarter of the Fiscal Year Ending March 31, 2015 [U.S. GAAP]

Listed Company: Wacoal Holdings Corp.
Stock Exchange: Tokyo
Code Number: 3591 (URL: http://www.wacoalholdings.jp/)
Representative: Position: President and Representative Director Name: Yoshikata Tsukamoto
For Inquiries: Position: General Manager of Corporate Planning Name: Akira Miyagi

Tel: +81 (075) 682-1010
Scheduled quarterly report submission date: February 12, 2015
Scheduled dividend payment start date:
Supplementary materials regarding quarterly business results: None
Explanatory meeting regarding quarterly business results: None
(Amounts less than 1 million yen have been rounded)

1. Third Quarter of the Fiscal Year Ending March 31, 2015 (April 1, 2014 - December 31, 2014)
(1) Consolidated Business Results

| (\% indicates increase (decrease) from the corresponding period of the previous fiscal year) |  |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

(Note) Quarterly comprehensive income:
19,619 million yen (decrease of $13.4 \%$ ) for the third quarter ended December 31, 2014
22,645 million yen (increase of $210.1 \%$ ) for the third quarter ended
December 31, 2013

|  | Net Income <br> Attributable to <br> Wacoal Holdings <br> Corp. Per Share | Diluted Net Income <br> Attributable to <br> Wacoal Holdings <br> Corp. Per Share |
| :--- | :---: | :---: |
| Yen | Yen |  |
| Third Quarter ended <br> December 31, 2014 | 39.98 | 39.88 |
| Third Quarter ended <br> December 31, 2013 | 66.29 | 66.15 |

(Note) As described in "(3) Summary of Changes in Accounting Principles" in Section 2 "Matters Concerning Summaries (Notes)" on page 6, retroactive adjustments have been made to the results for the third quarter ended December 31, 2013.

|  | Total Assets | Total Equity <br> (Net Assets) | Total <br> Shareholders' <br> Equity | Total <br> Shareholders' <br> Equity Ratio | Shareholders' <br> Equity Per Share |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Millions of Yen | Millions of Yen | Millions of Yen | $\%$ | Yen |
| As of December 31, 2014 | 290,279 | 222,361 | 219,772 | 75.7 | $1,560.46$ |
| As of the end of Fiscal <br> Year (March 31, 2014) | 271,988 | 207,536 | 205,106 | 75.4 | $1,456.32$ |

2. Status of Dividends

|  | Annual Dividend |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | End of First <br> Quarter | End of Second <br> Quarter | End of Third <br> Quarter | Year-End | Total |
|  | Yen | Yen | Yen | Yen | Yen |
|  | - | - | - | 33.00 | 33.00 |
| Fiscal Year Ending March 31, 2015 | - | - | - |  |  |
| Fiscal Year Ending March 31, 2015 <br> (Estimates) |  |  |  | 30.00 | 30.00 |

(Note) Revision of estimated dividends announced during the latest quarter: No
3. Forecast of Consolidated Business Results for the Fiscal Year Ending March 31, 2015 (April 1, 2014 - March 31, 2015)

| (\% indicates increase (decrease) from the previous fiscal year) |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

(Note) Revision of forecast of consolidated business results announced during the latest quarter: Yes

## Notes

(1) Changes in significant subsidiaries in the consolidated cumulative third quarter of the current fiscal year (i.e. changes in specified subsidiaries (tokutei kogaisha) which involve change in scope of consolidation): None
(2) Application of simplified accounting methods and specific accounting methods: None
(3) Changes in accounting principles:
(i) Changes due to modifications in accounting standards, etc.: None
(ii) Changes other than (i) above: Yes
(Note) For details, please see "(3) Summary of Changes in Accounting Principles" in Section 2 "Matters Concerning Summaries (Notes)" on page 6.
(4) Number of Issued Shares (Common Stock)

|  | Third Quarter ended <br> December 31, 2014 | Fiscal Year ended <br> March 31, 2014 |  |
| :--- | :--- | :---: | :---: |
| (i) | Number of issued shares (including <br> treasury stock) as of the end of: | $143,378,085$ shares | $143,378,085$ shares |
| (ii)Number of shares held as treasury <br> stock as of the end of: | $2,540,477$ shares | $2,539,371$ shares |  |
| (iii)Average number of shares during <br> consolidated third quarter (third <br> quarter ended December 31): | $140,838,338$ shares | $140,842,583$ shares |  |

*Notes on Implementation of Quarterly Review Procedures
This summary of quarterly financial results is not subject to the quarterly review procedures based on the Financial Instruments and Exchange Law. The review procedures for the quarterly financial statements based on the Financial Instruments and Exchange Law had not been completed at the time of disclosure of this summary of quarterly financial results.
*Cautionary Statement regarding Forecast of Business Results

The forecast of business results is based on reasonable information we obtained as of the date hereof and, due to various risks, uncertainties and other factors arising in the future, actual results in the future may differ largely from the estimates set out in this document.

These risks, uncertainties and other factors include: the impact of the ongoing global economic downturn on our sales and profitability in Japan and our other markets; the impact on our business of anticipated continued weakness of department stores and other general retailers in Japan; our ability to successfully develop, manufacture, and market products in Japan and our other markets that meet the changing tastes and needs of consumers and to deliver high quality products; the highly competitive nature of our business and the strength of our competitors; our ability to successfully expand our network of our own specialty retail stores and achieve profitable operations at these stores; our ability to further develop our Internet sales capabilities; our ability to effectively manage our inventory levels; our ability to reduce costs; our ability to attract and retain highly qualified personnel; effects of irregular weather events on our business and performance; risks related to conducting our business internationally; risks from acquisitions and other strategic transactions with third parties; risks relating to return of investment for development of new markets; risks relating to intellectual property; risks relating to information systems; risks relating to the protection of customer information and our ability to protect our trade secrets; risks relating to internal controls over financial reporting; the impact of weakness in the Japanese equity markets on our holdings of Japanese equity securities; the impact of any natural disaster or epidemic on our business; and other risks referred to from time to time in our annual report and other disclosures.

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## 1. Qualitative Information regarding Consolidated Performance during the Third Quarter

(1) Qualitative Information regarding Consolidated Business Results
(i) Performance Overview of the Nine Months ended December 31, 2014

Our group entered the second year of our three-year mid-term plan (from fiscal year 2014 to fiscal year 2016), and we (primarily Wacoal Corp., our core operating entity) made efforts to expand our share of sales while responding to the diversifying domestic women's innerwear market, establish a system for our business other than the women's innerwear business and strengthen growth and profitability by actively developing our overseas business.

As a result of the above, with respect to our consolidated business results for the nine months ended December 31, 2014, overall sales fell below the results for the corresponding period of the previous fiscal year due to the influence of a delay in recovery of personal consumption in domestic business after the consumption tax increase, despite the fact that the sales from our overseas business were inflated by the sharp depreciation of the yen. In terms of profit, operating income fell largely below the results for the corresponding period of the previous fiscal year due to a decrease in sales and due to the impact of the impairment charges of 6,021 million yen as a result of the reassessment of the fair value of our Peach John business.

| Net sales: | 143,980 million yen <br> (a decrease of $1.3 \%$ as compared to the corresponding period of the previous fiscal year) |
| :---: | :---: |
| Operating income: | 6,047 million yen <br> (a decrease of $55.4 \%$ as compared to the corresponding period of the previous fiscal year) |
| Pre-tax net income: | 8,542 million yen <br> (a decrease of $42.2 \%$ as compared to the corresponding period of the previous fiscal year) |
| Net income attributable to Wacoal Holdings Corp.: | 5,631 million yen <br> (a decrease of $39.7 \%$ as compared to the corresponding period of the previous fiscal year) |
| (ii) Business Overview | of Our Operating Segments |
| a. Wacoal Business (D | omestic) |

Our business in the domestic market for the current consolidated cumulative third quarter faced difficult operating conditions as a result of the slowdown in the growth of real disposable income due to rising prices, and of the budget-conscious consumers (mainly with regard to daily products and clothing), despite a recovery in demand for certain high-priced products.

Overall sales from our Wacoal brand business fell below the results for the corresponding period of the previous fiscal year due to the poor performance of products for middle-aged consumers and bottom products from our autumn campaign, despite favorable performance of certain products, including newly-launched exclusive brand products intended for a single sales channel, and pre-stage brand products.

With respect to our Wing brand business, although sales in October and November were strong as a result of our TV commercials placed for our bottom products in October which met the needs of our consumers, and of promotional efforts by our major clients, overall sales from our Wing brand business fell below the results for the corresponding period of the previous fiscal year because sales were not driven by our core brassieres and undergarments.

In our retail business, sales were driven by a lineup of products with a high gross margin rate and collaboration products with stylists at our directly managed retail store, AMPHI. We were also successful in handling inbound customer service by increasing duty-free stores with respect to our Wacoal Factory Store in outlet malls, and as a result, overall sales exceeded the results for the corresponding period of the previous fiscal year.

In our wellness business, overall sales fell below the results for the corresponding period of the previous fiscal year due to the poor performance of shop sales of our core products, including our sports conditioning wear "CW-X" brand.

In our catalog sales business, our promotional initiatives to attract customers, such as using SNS advertising, implemented from October, did not have much effect, and thus our internet sales were weak. Sales of our winter catalog products were strong at the beginning, but lost momentum during the latter half of the current third quarter, and as a result, overall sales fell largely below the results for the corresponding period of the previous fiscal year.

In summary, overall sales attributable to our "Wacoal Business (Domestic)" segment fell below the results for the corresponding period of the previous fiscal year due to poor sales from Wacoal Corp., our core operating entity, which fell below the results from the previous fiscal year. With respect to profitability, our operating income also fell below the results for the corresponding period of the previous fiscal year due to decreased sales and a decline in the sales profit rate as a result of increasing processing charges and purchasing cost, which were impacted by the weak yen, despite our efforts to reduce selling, general and administrative expenses at Wacoal Corp.

Net sales: $\quad 86,066$ million yen
(a decrease of $4.1 \%$ as compared to the corresponding period of the previous fiscal year)

Operating income:
7,987 million yen
(a decrease of $14.7 \%$ as compared to the corresponding period of the previous fiscal year)

## b. Wacoal Business (Overseas)

In the United States, where sales at department stores continue to be weak due to the difficult retail environment, sales were driven by our brassieres products, and as a result, sales at department stores remained unchanged from the previous fiscal year. In addition, internet sales and sales from our business in surrounding countries showed strong performance, and as a result, overall sales on a local currency basis exceeded the results for the corresponding period of the previous fiscal year. In terms of profit, operating income exceeded the results for the corresponding period of the previous fiscal year due to an increase in net sales and the effects of the weak yen.

With respect to our business in China, a factor that contributed to our sales was an increase in shops which handle LA ROSABELLE, our brand targeting the middle-class market, and strong internet sales. On the other hand, sales of our high-priced brand products at department stores performed poorly due to the effects of laws regulating expenditures, and sales on a local currency basis fell below the results for the corresponding period of the previous fiscal year (but sales on a yen converted basis exceeded the results for the corresponding period of the previous fiscal year due to the weak yen). In terms of profit, gross margin rate significantly improved as a result of achieving a higher local procurement rate and the expansion of bargain products in internet sales. In addition, operating income largely exceeded the results for the corresponding period of the previous fiscal year as a result of a reduction in head-count due to the discontinuation of underperforming shops.

With respect to Wacoal Europe (known as Wacoal Eveden until January 2015), sales in the United Kingdom remained unchanged from the previous fiscal year as a result of the expansion of our Wacoal brand products, despite a decrease in the number of tourists visiting from Russia and the Middle East. On the other hand, sales in the Euro area showed weak performance due to the poor performance of our fall and winter products and continued economic difficulty in the eurozone. In addition, sales from department stores in the United States showed weak performance due to the continuing poor retail environment. As a result, sales on a local currency basis fell below the results for the corresponding period of the previous fiscal year, but sales on a yen converted basis exceeded the results for the corresponding period of the previous fiscal year due to the sharp depreciation of the yen. In terms of profit, operating income largely fell below the results for the corresponding period of the previous fiscal year as a result of decreased sales, and of costs incurred in connection with changes in the structure of our business in Europe.

As a result of the above, overall sales and operating income under the "Wacoal Business (Overseas)" segment exceeded the results for the corresponding period of the previous fiscal year.

| Net sales: | 35,518 million yen <br> (an increase of $8.9 \%$ as compared to corresponding period of the previous <br> fiscal year) |
| :--- | :--- |
| Operating income: | 3,966 million yen <br> (an increase of $6.3 \%$ as compared to the corresponding period of the <br> previous fiscal year) |

Sales from our core mail-order catalogues fell largely below the results for the corresponding period of the previous fiscal year, despite signs of recovery in the purchase rate as a result of our efforts in making our website more user-friendly. Net sales attributable to our domestic direct retail stores exceeded the results for the corresponding period of the previous fiscal year as a result of the increasing number of shop openings, including the introduction of our new business-style shops targeting young adults. With respect to our overseas business, despite our favorable performance in Hong Kong resulting from shop openings and an increase in the number of customers, sales fell below the results for the corresponding period of the previous fiscal year as a result of poor performance of our directly-managed stores in China. As a result of the above, overall sales from our Peach John business fell below the results for the corresponding period of the previous fiscal year. In terms of profit, we recorded a significant operating loss due to decreased sales, and an impairment charges on goodwill and other intangible assets.

Net sales: $\quad 8,723$ million yen
(a decrease of $6.0 \%$ as compared to the corresponding period of the previous fiscal year)

Operating loss:

## 6,140 million yen

(as compared to 273 million yen of operating income for the corresponding period of the previous fiscal year)

## d. Other

With respect to the business of Lecien Corporation ("Lecien"), although sales from our material business showed favorable performance as a result of commencing new transactions, overall sales from Lecien fell below the results for the corresponding period of the previous fiscal year due to our innerwear business division which was impacted by inventory adjustments by our major clients resulting from the poor performance of their winter campaign products. In terms of profit, we recorded operating income (as opposed to an operating loss incurred for the previous fiscal year) due to an improvement in profitability resulting from full operation of factories at our overseas subsidiaries.

As for Nanasai Co., Ltd. ("Nanasai"), which engages in the manufacturing, sales and rental business of mannequins and interior design and construction of stores at commercial facilities, while sales from rental business exceeded the results for the corresponding period of the previous fiscal year, sales from sales and construction business fell below the results for the corresponding period of the previous fiscal year as a result of a decrease in the number of orders received from and construction postponement by clients. In terms of profit, operating income exceeded the results for the corresponding period of the previous fiscal year.

As a result of the above, overall sales from "Other" segment fell below the results for the corresponding period of the previous fiscal year, while operating income exceeded the results for the corresponding period of the previous fiscal year.

| Net sales: | 13,673 million yen <br> (a decrease of 3.7\% as compared to the corresponding period of the <br> previous fiscal year) |
| :--- | :--- |
| Operating income: | 234 million yen <br> (an increase of $25.8 \%$ as compared to the corresponding period of the <br> previous fiscal year) |
| Qualitative Information regarding Consolidated Financial Condition |  |
| (i) Assets, Liabilities and Total Shareholders' Equity |  |

Our total assets as of the end of the current consolidated third quarter were 290,279 million yen, an increase of 18,291 million yen from the end of the previous fiscal year, due to increases in cash and cash equivalents and the valuation amount of our investment securities.

Our total liabilities were 67,918 million yen, an increase of 3,466 million yen from the end of the previous fiscal year, due to increases in deferred income taxes and other current liabilities.

Total Wacoal Holdings Corp. shareholders' equity was 219,772 million yen, an increase of 14,666 million yen from the end of the previous fiscal year, due to increases in foreign currency exchange adjustment and unrealized gain/loss on securities.

As a result of the above, our total shareholders' equity ratio as of the end of the current consolidated third quarter was $75.7 \%$, an increase of $0.3 \%$ from the end of the previous fiscal year.
(ii) Cash Flows

Cash and cash equivalents as of the end of the consolidated third quarter of the current fiscal year were 37,300 million yen, an increase of 6,642 million yen from the end of the previous fiscal year.

## (Cash Flow Provided by Operating Activities)

Cash flow provided by operating activities was 13,928 million yen, an increase of 4,786 million yen as compared to the corresponding period of the previous fiscal year, after adjustments of impairment charges on goodwill and other intangible assets and changes in assets and liabilities to our net income of 5,895 million yen plus adjustments of depreciation and amortization and deferred income taxes.
(Cash Flow Used in Investing Activities)
Cash flow used in investing activities was 2,453 million yen, as compared to 3,212 million yen of cash inflow for the corresponding period of the previous fiscal year, due to increases in capital expenditure and payments to acquire investments, despite proceeds from sale of paintings.
(Cash Flow Used in Financing Activities)
Cash flow used in financing activities was 6,633 million yen, an increase of 2,093 million yen as compared to the corresponding period of the previous fiscal year, due to repayment of short-term bank loans and cash dividend payments.
(3) Qualitative Information regarding Forecast of Consolidated Business Results

We have revised our forecast of consolidated business results for the fiscal year ending March 31, 2015 since our announcement on May 13, 2014 as described below due to the recognition of an impairment charges on intangible assets regarding our subsidiaries. There is no change to our expected annual dividend ( 30 yen per share).

| Net sales: | 192,000 million yen <br> (a decrease of $0.9 \%$ as compared to the corresponding period of the previous fiscal year) |
| :---: | :---: |
| Operating income: | 5,800 million yen (a decrease of $58.2 \%$ as compared to the corresponding period of the previous fiscal year) |
| Pre-tax net income: | 9,800 million yen <br> (a decrease of $34.8 \%$ as compared to the corresponding period of the previous fiscal year) |
| Net income attributable to Wacoal Holdings Corp. | 6,300 million yen <br> (a decrease of $37.7 \%$ as compared to the corresponding period of the previous fiscal year) |

## 2. Matters Concerning Summaries (Notes)

(1) Summary of Changes in Significant Subsidiaries during the Current Consolidated Cumulative Quarter:

Not applicable.
(2) Application of Simplified Accounting Methods and Specific Accounting Methods:

Not applicable.
(3) Summary of Changes in Accounting Principles:
(Change of Fiscal Year End of Certain Subsidiaries)
Since the previous fiscal year, certain subsidiaries changed their fiscal year ends from December 31 to March 31 to more closely conform with the Parent's year end. Accordingly, in order to reflect the change, the consolidated statements of income, consolidated statements of comprehensive income, consolidated statements of cash flows, segment information, and status of sales of the third quarter ended December 31, 2013 have been adjusted retrospectively.
3. Consolidated Quarterly Financial Statements
(1) Consolidated Quarterly Balance Sheets

| Accounts | Previous Fiscal Year as of March 31, 2014 | Current Consolidated <br> Third Quarter <br> as of December 31, 2014 | Increase/(Decrease) |
| :---: | :---: | :---: | :---: |
| (Assets) | Millions of Yen | Millions of Yen | Millions of Yen |
| Cash and cash equivalents | 30,658 | 37,300 | 6,642 |
| Time deposits | 2,168 | 2,520 | 352 |
| Marketable securities | 3,523 | 3,894 | 371 |
| Notes and accounts receivable | 26,269 | 23,321 | $(2,948)$ |
| Allowance for returns and doubtful receivables | $(2,321)$ | $(2,681)$ | (360) |
| Inventories | 40,211 | 44,114 | 3,903 |
| Deferred income taxes | 4,848 | 4,229 | (619) |
| Other current assets | 4,132 | 4,953 | 821 |
| Total current assets | 109,488 | 117,650 | 8,162 |
| II. Property, plant and equipment: |  |  |  |
| Land | 21,994 | 22,028 | 34 |
| Buildings and structures | 63,024 | 63,977 | 953 |
| Machinery and equipment | 15,446 | 16,646 | 1,200 |
| Construction in progress | 147 | 891 | 744 |
| Accumulated depreciation | $\begin{aligned} & 100,611 \\ & (51,633) \end{aligned}$ | $\begin{aligned} & 103,542 \\ & (54,089) \end{aligned}$ | $\begin{array}{r} 2,931 \\ (2,456) \end{array}$ |
| Net property, plant and equipment | 48,978 | 49,453 | 475 |
| III. Other assets: |  |  |  |
| Investments in affiliated companies | 18,894 | 21,031 | 2,137 |
| Investments | 45,951 | 54,596 | 8,645 |
| Goodwill | 22,723 | 19,476 | $(3,247)$ |
| Other intangible assets | 13,688 | 13,038 | (650) |
| Deferred income taxes | 1,008 | 2,665 | 1,657 |
| Other | 11,258 | 12,370 | 1,112 |
| Total other assets | 113,522 | 123,176 | 9,654 |
| Total assets | 271,988 | 290,279 | 18,291 |



| Accounts | Previous Consolidated Cumulative Third Quarter (From April 1, 2013 to December 31, 2013) |  | Current ConsolidatedCumulative Third Quarter(From April 1, 2014to December 31, 2014) |  | Increase/ <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of Yen | \% | Millions of Yen | \% | Millions of Yen |
| I. Net Sales | 145,840 | 100.0 | 143,980 | 100.0 | $(1,860)$ |
| II. Operating costs and expenses |  |  |  |  |  |
| Cost of sales | 67,208 | 46.1 | 66,500 | 46.2 | (708) |
| Selling, general and administrative expenses | 65,080 | 44.6 | 65,412 | 45.4 | 332 |
| Impairment charges on goodwill and other intangible assets | - |  | 6,021 | 4.2 | 6,021 |
| Total operating costs and expenses | 132,288 | 90.7 | 137,933 | 95.8 | 5,645 |
| Operating income | 13,552 | 9.3 | 6,047 | 4.2 | $(7,505)$ |
| III. Other income (expenses): |  |  |  |  |  |
| Interest income | 71 |  | 95 |  | 24 |
| Interest expense | (88) |  | (78) |  | 10 |
| Dividend income | 787 |  | 892 |  | 105 |
| Gain or loss on sale or exchange of marketable securities and investments - net | 13 |  | 1 |  | (12) |
| Valuation gain or loss on marketable securities and investments - net | 2 |  | (14) |  | (16) |
| Gain on sale of paintings | - |  | 1,059 |  | 1,059 |
| Other - net | 440 |  | 540 |  | 100 |
| Total other income (expenses) | 1,225 | 0.8 | 2,495 | 1.7 | 1,270 |
| Income before income taxes, equity in net income of affiliated companies | 14,777 | 10.1 | 8,542 | 5.9 | $(6,235)$ |
| Income taxes | 5,934 | 4.0 | 3,320 | 2.3 | $(2,614)$ |
| Income before equity in net income of affiliated companies | 8,843 | 6.1 | 5,222 | 3.6 | $(3,621)$ |
| Equity in net income of affiliated companies | 743 | 0.5 | 673 | 0.5 | (70) |
| Net income | 9,586 | 6.6 | 5,895 | 4.1 | $(3,691)$ |
| Net income attributable to noncontrolling interests |  | (0.2) | (264) | (0.2) | (14) |
| Net income attributable to Wacoal Holdings Corp. | 9,336 | 6.4 | 5,631 | 3.9 | $(3,705)$ |

(3) Consolidated Quarterly Statements of Comprehensive Income

| Accounts | Previous Consolidated Cumulative Third Quarter <br> (From April 1, 2013 <br> to December 31, 2013) | Current Consolidated Cumulative Third Quarter (From April 1, 2014 to December 31, 2014) | Increase/(Decrease) |
| :---: | :---: | :---: | :---: |
|  | Millions of Yen | Millions of Yen | Millions of Yen |
| I. Net income | 9,586 | 5,895 | $(3,691)$ |
| II. Other comprehensive income (loss) - net of tax: |  |  |  |
| Foreign currency translation adjustments | 8,411 | 8,111 | (300) |
| Net unrealized gains on securities | 4,477 | 5,748 | 1,271 |
| Pension liability adjustments | 171 | (135) | (306) |
| Other comprehensive income (loss) | 13,059 | 13,724 | 665 |
| Comprehensive income (loss) | 22,645 | 19,619 | $(3,026)$ |
| Comprehensive income (loss) attributable to noncontrolling interests | (337) | (350) | (13) |
| Comprehensive income attributable to Wacoal Holdings Corp. | 22,308 | 19,269 | $(3,039)$ |


| Accounts | Previous Consolidated Cumulative <br> Third Quarter <br> (From April 1, 2013 <br> to December 31, 2013) | Current Consolidated Cumulative <br> Third Quarter <br> (From April 1, 2014 <br> to December 31, 2014) |
| :---: | :---: | :---: |
|  | Millions of Yen | Millions of Yen |
| I. Operating activities <br> 1. Net income <br> 2. Adjustments to reconcile net income to net cash provided by operating activities <br> (1) Depreciation and amortization <br> (2) Provision for returns and doubtful receivables - net <br> (3) Deferred income taxes <br> (4) Gain or loss on sale or disposal of property, plant and equipment - net <br> (5) Gain on sale of paintings <br> (6) Impairment charges on goodwill and other intangible assets <br> (7) Gain or loss on sale and exchange of marketable securities and investments - net <br> (8) Valuation gain or loss on marketable securities and investments - net <br> (9) Equity in net income of affiliated companies - less dividends <br> (10) Changes in assets and liabilities <br> Decrease in notes and receivables <br> Increase in inventories <br> Decrease (increase) in other current assets Increase (decrease) in notes and accounts payable Decrease in liabilities for termination and retirement benefits Increase (decrease) in other liabilities <br> (11) Other | $\begin{array}{r} 9,586 \\ \\ 3,707 \\ 600 \\ 114 \\ 32  \tag{1}\\ - \\ - \\ (13) \\ (2) \\ (35) \\ \\ 1,988 \\ (2,125) \\ 30 \\ (1,350) \\ (618) \\ (2,879) \\ 107 \\ \hline \end{array}$ | $\begin{array}{r} 5,895 \\ \\ 3,765 \\ 228 \\ (1,064) \\ 23 \\ (1,059) \\ 6,021 \\ (1) \\ \\ 14 \\ \\ (18) \\ \\ 3,647 \\ (2,382) \\ (971) \\ 118 \\ (1,190) \\ 764 \\ 138 \end{array}$ |
| Net cash flow provided by operating activities | 9,142 | 13,928 |
| II. Investing activities <br> 1. Increase in time deposits <br> 2. Decrease in time deposits <br> 3. Proceeds from sales and redemption of marketable securities <br> 4. Payments to acquire marketable securities <br> 5. Proceeds from sale of paintings <br> 6. Proceeds from sale of property, plant and equipment <br> 7. Capital expenditure <br> 8. Payments to acquire intangible assets <br> 9. Proceeds from sale of other investments <br> 10. Payments to acquire investments <br> 11. Payments to acquire additional shares of a subsidiary <br> 12. Other | $\begin{array}{r} (719) \\ 1,661 \\ 1,256 \\ \\ (114) \\ - \\ 61 \\ (1,725) \\ (762) \\ 3,825 \\ (258) \\ (0) \\ (13) \end{array}$ | $\begin{array}{r} (2,317) \\ 2,249 \\ 311 \\ - \\ 1,275 \\ 163 \\ (2,578) \\ (995) \\ 14 \\ (593) \\ (1) \\ 19 \end{array}$ |
| Net cash flow provided by (used in) investing activities | 3,212 | $(2,453)$ |
| III. Financing activities <br> 1. Net increase (decrease) in short-term bank loans <br> 2. Repayment of long-term debt <br> 3. Repurchase of treasury stock <br> 4. Dividends paid on common stock <br> 5. Dividends paid to noncontrolling interests | $\begin{array}{r} 358  \tag{5}\\ (802) \end{array}$ <br> $(3,944)$ <br> (147) | $(1,193)$ <br> (601) <br> (1) <br> $(4,648)$ <br> (190) |
| Net cash flow used in financing activities | $(4,540)$ | $(6,633)$ |
| IV. Effect of exchange rate changes on cash and cash equivalents | 642 | 1,800 |
| V. Net increase in cash and cash equivalents <br> VI. Cash and cash equivalents, beginning of period | $\begin{array}{r} 8,456 \\ 24,514 \\ \hline \end{array}$ | $\begin{array}{r} \hline 6,642 \\ 30,658 \\ \hline \end{array}$ |
| VII. Cash and cash equivalents, end of period | 32,970 | 37,300 |

## Additional Information

| Cash paid for: |  |  |
| :--- | ---: | ---: |
| Interest <br> Income taxes <br> Noncash investing activities <br> Acquisition of fixed assets by assuming payment <br> obligation | 7,800 | 79 |
| 4,206 |  |  |

(5) Notes on Consolidated Quarterly Financial Statements
(Notes on Going Concern)
Not applicable.
(Notes on Significant Changes in the Amount of Total Shareholders' Equity)

## Not applicable.

(Segment Information)
(i) Operating Segment Information

Previous Consolidated Cumulative Third Quarter (From April 1, 2013 to December 31, 2013)


Current Consolidated Cumulative Third Quarter (From April 1, 2014 to December 31, 2014)


(Note) Core products of respective businesses:
Wacoal business (Domestic): innerwear (foundation, lingerie, nightwear and children's innerwear), outerwear, sportswear, hosiery, etc.
Wacoal business (Overseas): innerwear (foundation, lingerie, nightwear and children's innerwear), outerwear, sportswear, hosiery, etc.
Peach John business: innerwear (foundation, lingerie, nightwear and children's innerwear), outerwear, and other textile-related products, etc.
Other: innerwear (foundation, lingerie, nightwear and children's innerwear), outerwear, other textile-related products, mannequins, shop design and implementation, etc.
(ii) Segment Information by Region

Previous Consolidated Cumulative Third Quarter (From April 1, 2013 to December 31, 2013)

|  | Japan | Asia/Oceania | Europe/N.A. | Consolidated |
| :--- | :---: | :---: | :---: | :---: |
| Net sales |  |  |  |  |
| External customers | 112,873 | 11,161 | 21,806 | 145,840 |
| Distribution ratio | $77.4 \%$ | $7.6 \%$ | $15.0 \%$ | $100.0 \%$ |
| Operating income | 9,776 | 914 | 2,862 | 13,552 |

Current Consolidated Cumulative Third Quarter (From April 1, 2014 to December 31, 2014)

|  | Japan | Asia/Oceania | Europe/N.A. | Consolidated |
| :--- | :---: | :---: | :---: | :---: |
| Net sales |  |  |  |  |
| External customers | 108,165 | 11,996 | 23,819 | 143,980 |
| Distribution ratio | $75.1 \%$ | $8.3 \%$ | $16.6 \%$ | $100.0 \%$ |
| Operating income | 2,009 | 1,466 | 2,572 | 6,047 |

(Note) 1. Countries or areas are classified according to geographical proximity.
2. Major countries and areas included in the respective segments other than Japan: Asia/Oceania: various countries of East Asia, Southeast Asia, West Asia and Australia Europe/N.A.: North America and European countries
3. Sales are classified according to the locations of the consolidated companies.
(6) Status of Sales

| Type of product |  | Previous Consolidated Cumulative Third Quarter (From April 1, 2013 to December 31, 2013) |  | Current Consolidated Cumulative Third Quarter (From April 1, 2014 to December 31, 2014) |  | Increase/(Decrease) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | Distribution Ratio | Amount | Distribution Ratio | Amount | Distribution Ratio |
| Innerwear |  | Millions of Yen | \% | Millions of Yen | \% | Millions of Yen | \% |
|  | Foundation and lingerie | 108,625 | 74.5 | 107,531 | 74.7 | $(1,094)$ | (1.0) |
|  | Nightwear | 7,425 | 5.1 | 7,461 | 5.2 | 36 | 0.5 |
|  | Children's underwear |  |  |  | 0.8 | (77) | (6.4) |
|  | Subtotal | 117,255 | 80.4 | 116,120 | 80.7 | $(1,135)$ | (1.0) |
| Outerwear/Sportswear |  | 12,451 | 8.5 | 12,242 | 8.5 | (209) | (1.7) |
| Hosiery |  | 1,748 | 1.2 | 1,906 | 1.3 | 158 | 9.0 |
| Other textile goods and related products |  | 6,798 | 4.7 | 6,097 | 4.2 | (701) | (10.3) |
| Other |  | 7,588 | 5.2 | 7,615 | 5.3 | 27 | 0.4 |
|  | Total | 145,840 | 100.0 | 143,980 | 100.0 | $(1,860)$ | (1.3) |

