



Fiscal Year Ended March 31, 2013

Financial Results Presentation

Wacoal Holdings Corp.
May 2013

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Overview of Financial Results



Consolidated Results	FY2012 Results	FY2013 Results	FY2013 Target	Year-on-Year Change (%)	Change versus FY2013 Target (%)
Net Sales	171,897	177,154	185,000	5,257	-7,846
Cost of Sales (%)	81,891 47.6%	83,334 47.0%	88,100 47.6%	1,443 -0.6%	-4,766 -0.6%
Profits from Sales (%)	90,006 52.4%	93,820 53.0%	96,900 52.4%	3,814 +0.6%	-3,080 +0.6%
SG&A Expenses (Of which, impairment charges on other intangible assets) (%)	79,629 (0) 46.4%	85,721 (2,852) 46.7%	85,400 (0) 46.2%	6,092 (2,852) +0.3%	321 (2,852) +0.5%
Operating Income (%)	10,377 6.0%	8,099 4.6%	11,500 6.2%	-2,278 -1.4%	-3,401 -1.6%
Pretax Net Income	10,207	10,544	12,000	337	-1,456
Net Income Attributable to Wacoal Holdings Corp.	6,913	7,623	7,600	710	23

(Millions of yen)

Year on year

Versus target

Net sales [↑]

- New consolidation of Eveden
- Growth in U.S

Profit margin [↑]

- Cost reduction in Wacoal and U.S.

Operating income [↓]

- Peach John's lackluster sales, impairment loss

Net sales [↓]

- Lackluster sales of Wacoal, Peach John, Lecien

- China's economic slowdown, anti-Japan demonstration

Profit margin [↑]

- Cost reduction in Wacoal and China

Operating income [↓]

- Peach John's lackluster sales and impairment loss

Note: Net income attributable to Wacoal Holdings Corp. met the target due to factors including the sale of investment securities and lower tax expense. 3

Overview of Financial Results (by Segment)



(Millions of yen)

		FY2012 Results	FY2013 Results	FY2013 Target	Vs. prev. FY	Vs. target	Effect of Exchange Rate Fluctuations	
							Difference owing to current year rates	Difference owing to previous year rates
Net Sales	Wacoal Business (Domestic)	115,870	115,657	117,600	-213	-1,943		
	Wacoal Business (Overseas)	21,396	23,081	24,200	1,685	-1,119	90	726
	Peach John Business	13,836	11,972	14,400	-1,864	-2,428	4	12
	Other Businesses	20,795	26,444	28,800	5,649	-2,356	-403	
	Total	171,897	177,154	185,000	5,257	-7,846	-309	738
Operating Income	Wacoal Business (Domestic)	8,172	8,423	8,100	251	323		
	Wacoal Business (Overseas)	1,440	1,430	1,400	-10	30	42	78
	Peach John Business	529	-2,701	1,000	-3,230	-3,701	5	-3
	Other Businesses	236	947	1,000	711	-53	-7	
	Total	10,377	8,099	11,500	-2,278	-3,401	40	75

Note: Eveden is included in the other business segment.

Summary by Segment—Wacoal Business (Domestic)



Wacoal Corp.

(Millions of yen)

	FY2012		FY2013			
	Results	Year on Year	Results	Target	Year on Year	Compared with Target
Wacoal Brand Business	57,414	104%	57,627	58,310	100%	99%
Wing Brand Business	27,828	100%	27,915	29,300	100%	95%
Retail Business	10,921	126%	12,451	12,000	114%	104%
Wellness Business	9,030	100%	9,004	10,390	100%	87%
Catalog Sales Business	5,663	106%	5,913	6,300	104%	94%
Intersegment Transactions, etc.	2,001	-	-686	-500	-	-
Total	112,857	104%	112,224	115,800	99%	97%

Year on year

Retail Business Department [↑]

- Addition of 14 directly managed stores
- Existing stores' favorable performance

Mail-Order Sales Business (catalog sales business) [↑]

- Favorable mail-order catalog sales and Internet sales

Versus target

Wing Brand Business Department [↓]

- Sluggishness of men's innerwear

Wellness Business Department [↓]

- Effect of competitors' sports tights

Mail-Order Sales Business (catalog sales business) [↓]

- Softer growth of directly managed Web site

Note: Excluding the ¥1.5 billion effect of changes in transactions among subsidiaries gives a substantive increase of 1% year on year and a 2% decrease versus the target.

Summary by Segment—Wacoal Business (Overseas)



United States

(Millions of yen)

Wacoal International Corp.	FY2012 Results	FY2013 Results	FY2013 Target	Year on Year	Compared with Target
Net Sales	10,475	11,631	11,500	1,156	131
Operating Income	1,113	1,434	1,200	321	234
%	10.6%	12.3%	10.4%	+1.7%	+1.9%

- **Increased brassiere market share**

U.S. department store market share: 22% → 23% (January – December 2012)

- **New areas and businesses performed well**

Sales of Canadian business favorable: \$1,098,000 → \$2,937,000

Internet sales up 30% year on year

China

Wacoal China	FY2012 Results	FY2013 Results	FY2013 Target	Year on Year	Compared with Target
Net Sales	6,020	6,625	7,700	605	-1,075
Operating Income	-212	-346	-130	-134	-216
%					

- **Growth softened**

Economic slowdown, effect of anti-Japan demonstrations

- **Heightened sales capabilities**

Store sales personnel turnover rate decreased: 36.7% → 29.3%

Increased performance-based salary by revising sales personnel compensation

- **Reduced cost**

Adopted local materials, leveraged Lecien

Summary by Segment—Peach John Business, Other Businesses



Peach John

(Millions of yen)

Peach John	FY2012 Results	FY2013 Results	FY2013 Target	Year on Year	Compared with Target
Net Sales	14,030	12,204	15,100	-1,826	-2,896
Operating Income %	712	333	1,170	-379	-837

●Sales struggled

Outerwear and sundries lacked appeal
Did not gain enough new customers due to cancellation of TV commercials
Lacked hit products

LECIE

(Millions of yen)

LECIE	FY2012 Results	FY2013 Results	FY2013 Target	Year on Year	Compared with Target
Net Sales	13,854	11,758	13,300	-2,096	-1,542
Operating Income %	-169	323	320	492	3

●Innerwear struggled

Sales of mainstay business partners slumped

●Profitability improved

Stopped carrying unprofitable apparel
Absence of previous year's expenses for withdrawal from employee pension fund

Summary by Segment—Other Businesses



Nanasai

(Millions of yen)

Nanasai	FY2012 Results	FY2013 Results	FY2013 Target	Year on Year	Compared with Target
Net Sales	9,637	9,684	9,500	47	184
Operating Income %	141	257	130	116	127

- **Store construction operations performed well**
Orders for interior design and remodeling increased

Eveden

* Consolidated results for nine months: April – December 2012.

(Millions of yen)

Eveden	FY2012 Results	FY2013 Results	FY2013 Target	Year on Year	Compared with Target
Net Sales	–	7,203	7,500	–	–297
Operating Income %	–	212	400	–	–188

- **North America business performed well**
Up 12% year on year

- **Realized synergies**

Mutual use of sales channels Began selling Wacoal America products at specialty stores in Oceania
Began selling Eveden products in Asia

Cost reduction Transferred part of Tunisian production to Indonesia

Note: Excluding the effect of exchange rate fluctuation, net sales were ¥7,605 million, surpassing the target.

FY2014 Business Results Forecast



(Millions of yen)

(Business Results Forecast)						
	FY2013 Results	Year on Year	Forecast for 1H of FY2014	Year on Year	FY2014 Forecast	Year on Year
Net Sales	177,154	5,257	97,000	6,124	192,000	14,846
Operating Income	8,099	-2,287	8,550	28	11,500	3,401
Net Income Attributable to Wacoal Holdings Corp.	7,623	710	5,200	42	8,000	377
(Exchange rates)	US\$1 = 82.10円 1 yuan = 12.51円 1 pound = 123.12円		US\$1 = 95.00円 1 yuan = 15.20円 1 pound = 140.00円		US\$1 = 95.00円 1 yuan = 15.20円 1 pound = 140.00円	

	Net Sales			Operating Income		
	FY2013	FY2014		FY2013	FY2014	
	Result	Target	Year on Year	Result	Target	Year on Year
Wacoal Business(Domestic)	115,657	116,100	443	8,423	8,060	-363
Wacoal Business(Overseas)	23,081	29,200	6,119	1,430	1,460	30
Peach John Business	11,972	13,000	1,028	-2,701	540	3,241
Other Businesses	26,444	33,700	7,256	947	1,440	493
Total	177,154	192,000	14,846	8,099	11,500	3,401

Note: the major subsidiaries included in the segments of the above table are as follows.

Wacoal Business (Domestic): Wacoal Corporation, Une nana cool Corp., Linge Noel corp., Torica Inc., domestic apparel manufacturer

Wacoal Business (Overseas): Wacoal International Corp. (U.S.A.), Wacoal France S.A., Wacoal Hong Kong Co., Ltd., Wacoal China Co., Ltd.

Peach John Business: Peach John Co., Ltd., Peach John Hong Kong Co., Ltd., Peach John Shanghai Co., Ltd.

Other Businesses: LECIEN Corporation, Nanasai Co., Ltd.

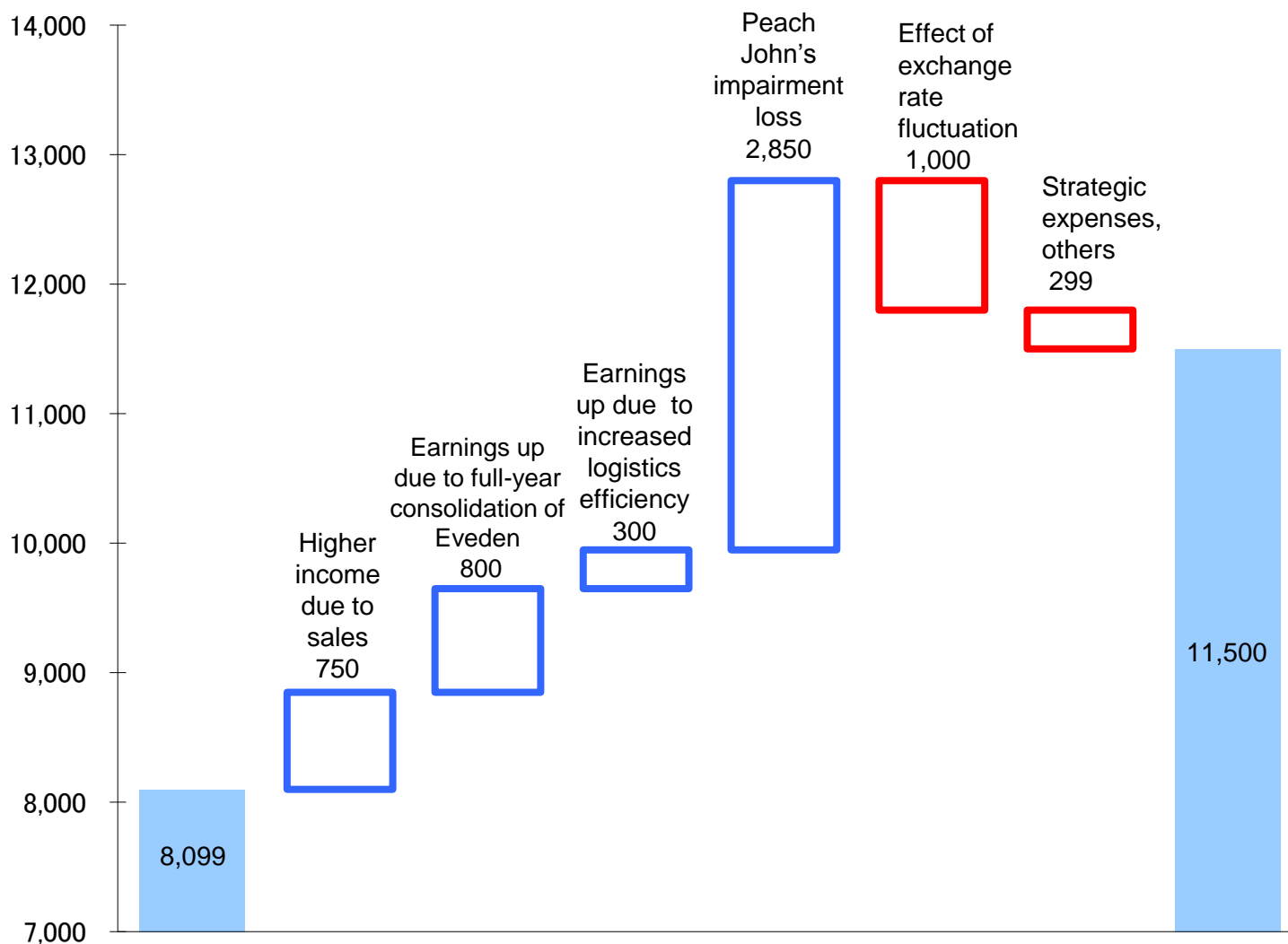
Note: Operating income for the "Peach John Business" includes a negative ¥146 million for registered depreciation charges.

Note: Operating income of the other business segment includes a negative ¥115 million for depreciation of the Eveden brand.

Analysis of Change in Operating Income versus FY2013



(Millions of yen)



Reference Figures

Major Subsidiaries' FY2013 Business Results at a Glance



(Millions of yen)

	Net Sales						Operating Income						
	FY2012		FY2013				FY2012		FY2013				
	Results	Year on Year	Results	Target	Year on Year	Against Target	Results	Year on Year	Results	Target	Year on Year	Against Target	
Wacoal	112,857	104%	112,224	115,800	99%	97%	6,316	129%	6,487	6,840	103%	95%	
Peach John	14,030	120%	12,204	15,100	87%	81%	712	-	333	1,170	47%	28%	
LECIEN	13,854	104%	11,758	13,300	85%	88%	-169	-	323	320	-	101%	
Nanasai	9,637	84%	9,684	9,500	100%	102%	141	74%	257	130	182%	198%	
Une nana cool	3,899	114%	4,078	4,100	105%	99%	56	-	48	80	86%	60%	
Wacoal International (U.S.A.)	10,475	102%	11,631	11,500	111%	101%	1,113	109%	1,434	1,200	129%	120%	
Wacoal France	1,194	108%	1,090	1,300	91%	84%	30	-	9	40	30%	23%	
Wacoal China	6,020	116%	6,625	7,700	110%	86%	-212	-	-346	-130	-	-	
Wacoal Hong Kong	1,922	97%	1,895	1,940	99%	98%	132	99%	92	80	70%	115%	
Eveden	-	-	7,203	7,500	-	96%	-	-	212	400	-	53%	
Performance of Major Subsidiaries (Local Currency Basis)													
Wacoal International (U.S.A.)	133,728	111%	141,674	142,500	106%	99%	14,204	118%	17,479	14,950	123%	117%	Thousands of US\$
Wacoal France	11,108	112%	10,320	12,000	93%	86%	300	-	82	360	27%	23%	Thousands of euro
Wacoal China	487,427	121%	529,533	600,000	109%	88%	-17,180	-	-27,619	-10,000	-	-	Thousands of yuan
Wacoal Hong Kong	196,108	107%	192,243	194,000	98%	99%	13,480	110%	9,268	8,200	69%	113%	Thousands of HK\$
Eveden	-	-	58,505	57,700	-	101%	-	-	1,722	3,080	-	56%	Thousands of euro

Note: Figures are before adjustment for consolidation.

FY2014 Business Results Forecast for Major Subsidiaries



(Millions of yen)

	Net Sales				Operating Income			
	FY2012		FY2013		FY2013		FY2014 Forecast	
	Results	Year on Year	Target	Year on Year	Results	Year on Year	Target	Year on Year
Wacoal	112,224	99%	115,300	103%	6,487	103%	6,800	105%
Peach John	12,204	87%	14,000	115%	333	47%	680	204%
LECIEN	11,758	85%	12,700	108%	323	-	40	12%
Nanasai	9,684	100%	9,700	100%	257	182%	150	58%
Une nana cool	4,078	105%	4,300	105%	48	86%	80	167%
Wacoal International (U.S.A.)	11,631	111%	14,500	125%	1,434	129%	1,460	102%
Wacoal France	1,090	91%	1,300	119%	9	30%	10	111%
Wacoal China	6,625	110%	8,500	128%	-346	-	-400	-
Wacoal Hong Kong	1,895	99%	2,800	148%	92	70%	150	163%
EVEDEN	7,203	-	12,600	175%	212	-	1,200	566%
Consolidation Adjustments, Other	-1,238	-	-3,700	-	-750	-	1,330	
Total	177,154	103%	192,000	108%	8,099	78%	11,500	142%
Performance of Major Subsidiaries (Local Currency Basis)								
								Currency
Wacoal International (U.S.A.)	141,674	106%	152,600	108%	17,479	123%	15,390	88% Thousands of US\$
Wacoal France	10,320	93%	10,600	103%	82	27%	70	85% Thousands of euro
Wacoal China	529,533	109%	562,000	106%	-27,619	106%	-26,000	- Thousands of yuan
Wacoal Hong Kong	192,243	98%	230,000	120%	9,268	69%	12,580	136% Thousands of HK\$
EVEDEN	58,505	-	89,900	154%	1,722	-	8,610	500% Thousands of pounds

Note: Figures are before adjustment for consolidation.

FY2014 Wacoal Business (Domestic)

Wacoal Corporation Sales Forecast by Segment



(Millions of yen)

	FY2013	FY2014		
	Results	Planned	Year on Year	Vs. prev. FY
Wacoal Brand Business	58,993	59,800	101%	807
Wing Brand Business	27,599	28,200	102%	601
Wellness Business	12,434	13,200	106%	766
Retail Business	8,305	9,100	110%	795
Catalog Sales Business	5,913	6,000	101%	87
Intersegment Transactions, etc.	-1,020	-1,000	-	20
Total	112,224	115,300	103%	3,076

Note: Figures are before adjustment for consolidation.

Note: The results for fiscal 2013 have been adjusted to reflect the reorganization of business departments.



Information within this document with respect to business plans, forecasts, strategies and other statements, including business performance figures, is based on Wacoal's assumptions in the light of the information currently available, and in no way precludes the uncertainties and risks inherent in these forward-looking statements. Furthermore, actual business results may, as a result of numerous factors, differ significantly from those expressed in statements in this document.