



Fiscal Year Ended March 31, 2018 Business Results Presentation

Wacoal Holdings Corp.
May 2018



FY2018 Financial Results Summary

Yoshikata Tsukamoto

President



Secure earnings in domestic business

Generate further growth in overseas business

Create Group synergies and strengthen competitiveness

Expand our business portfolio

Improve our Group management infrastructure



Financial Results Summary (Consolidated)



Net sales: Unchanged from the previous term In domestic business, wholesale was weak, retail business was flat and other business was in difficulty; in overseas business, EC sale was strong, and the performance of real shops was firm.

Operating income: Up 13.3% In domestic business, return on sales improved, and there was a compensation income; in overseas business, income grew and one-time expenses recorded in previous year disappeared.

Income before taxes: Down 13.8% This decrease reflects the absence of the gain on sale of fixed assets (land) in previous year.

(Millions of yen)

	FY2017 results	FY2018 results	FY2018 target	Year on year		Compared with target	
				Change	% Change	Difference	% Difference
Consolidated net sales	(% of net sales) 195,881	(% of net sales) 195,725	(% of net sales) 200,000	-156	- 0.1%	-4,275	- 2.1%
Cost of sales	92,950	91,909	95,300	-1,041	- 1.1%	-3,391	- 3.6%
Gross margin	102,931 52.5%	103,816 53.0%	104,700 52.4%	885	+0.9%	-884	- 0.8%
SG&A expenses	91,866 46.9%	91,282 46.6%	93,200 46.6%	-584	- 0.6%	-1,918	- 2.1%
Operating income	11,065 5.6%	12,534 6.4%	11,500 5.8%	1,469	+13.3%	1,034	+9.0%
Income before taxes	16,569	14,286	12,500	-2,283	- 13.8%	1,786	+14.3%
Net income attributable to Wacoal Holdings Corp.	12,525	9,745	9,000	-2,780	- 22.2%	745	+8.3%
ROE	5.5%	4.2%		Exchange rates: USD = 110.85 yen, GBP = 147.03 yen, CNY = 16.63 yen			



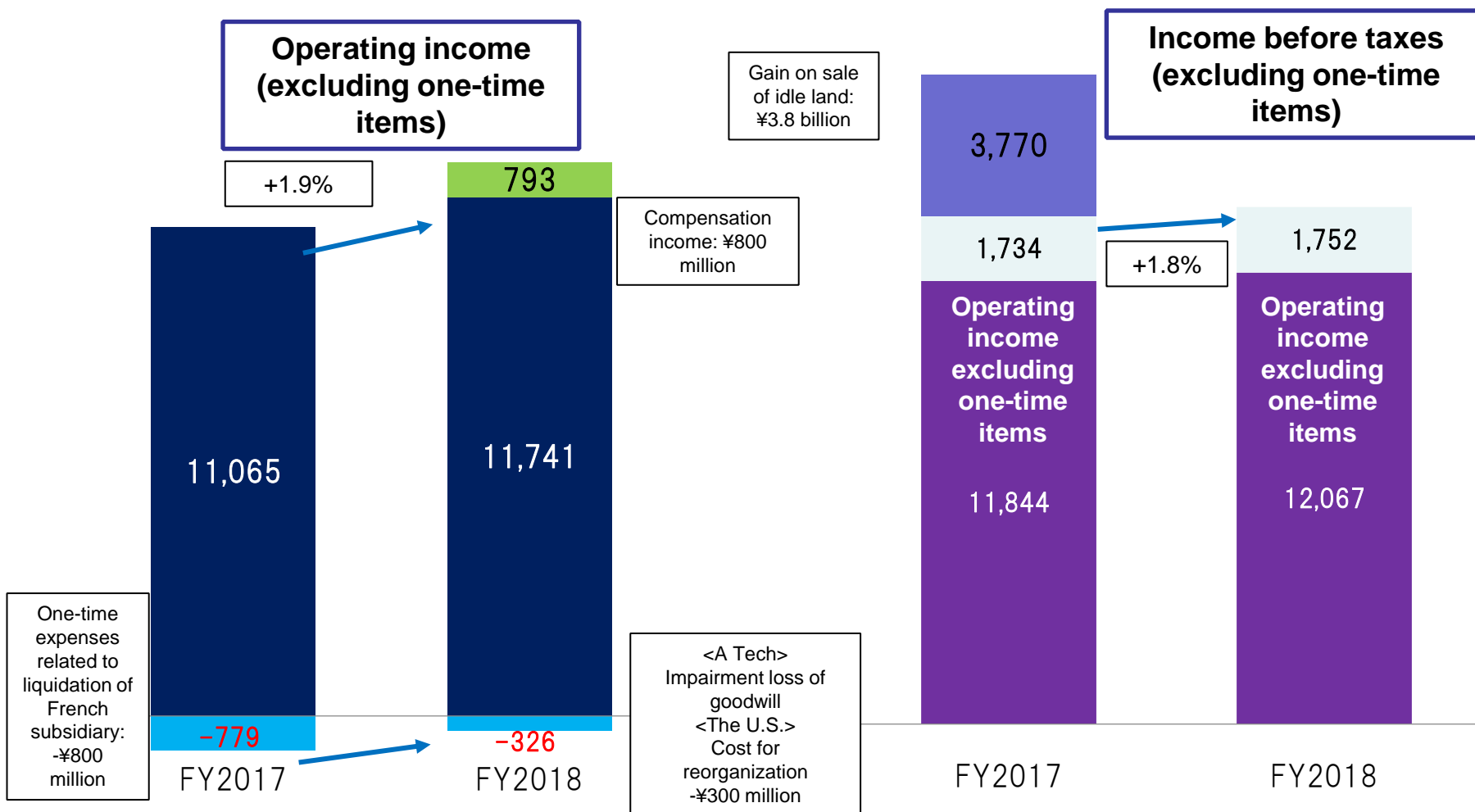
Comparison Excluding One-Time Items (Operating Income and Income Before Taxes)

■ Operating income excluding one-time items and income before taxes rose 2%.

Operating income excluding one-time items: **+1.9%** This period: ¥12.07 billion (same period in FY2017: ¥11.84 billion)

Income before taxes excluding one-time items: **+1.8%** This period: ¥13.82 billion (same period in FY2017: ¥13.58 billion)

(Millions of yen)



By Operating Segment - Wacoal Business (Domestic)



Net sales

¥116.09 billion

-1.9%, ¥-2.3 Bil.

Operating income

¥7.89 billion

+13.3%, ¥+930 million

Net sales: In-store sales are healthy, but wholesale is weak, because general merchandise stores, etc. were closed and inventory was adjusted ↓. Change in sales of retail business was little (at directly managed stores) ⇨.

Wholesale channel: Comfortable brassiere GOCOCi sales grew, (about 770,000 pieces) ↑. As “Salute” sold well, the sales of specialty stores were healthy ↑. Demand from inbound tourists increased in urban area ↑. The performance of men’s wear and nightwear was stagnant at general merchandise stores ↓.

Retail Business: The sales of the wire-less bras “BRAGENIC” grew (about 370,000 pairs) ↑. 11 unprofitable stores closed ↓.

Ai: Reduced number of seasonal stores affected sales decrease ↓.

Operating income: Recognition of compensation income ↑. The return on sales of the Wacoal Brand Business, Chain Stores Operation, and Retail Business Divisions improved ↑. SG&A expenses augmented (health insurance premiums, retirement benefit expenses for sales staff, IT infrastructure expenses, etc.) ↓.

(Millions of yen)

Net Sales of Wacoal Corp.	FY2017 results	FY2018 results	FY2018 target	Year on year		Compared with target	
				Change	% Change	Difference	% Difference
Wacoal Brand Business Div.	58,059	57,490	58,000	-569	- 1.0%	-510	- 0.9%
Chain Stores Operation Div.	36,030	35,389	35,800	-641	- 1.8%	-411	- 1.1%
General merchandise store eliminations	-11,756	-12,093	-11,800	-337	—	-293	—
Subtotal	82,333	80,786	82,000	-1,547	- 1.9%	-1,214	- 1.5%
Retail Business Div.	16,489	16,613	18,000	124	+0.8%	-1,387	- 7.7%
Wellness Business Dept.	6,560	6,233	6,900	-327	- 5.0%	-667	- 9.7%
Web Sales Operation Dept.	5,081	5,128	5,300	47	+0.9%	-172	- 3.2%
Intersegment transactions, etc.	-2,084	-2,225	-2,900	-141	—	675	—
Total	108,379	106,535	109,300	-1,844	- 1.7%	-2,765	- 2.5%



By Operating Segment - Wacoal Business (Overseas)

Net sales

¥51.89 billion
+7.2%, ¥+3.47 Bil.

Operating income

¥3.85 billion
+26.1%, ¥+800 million

U.S.

Net sales: Sales from our original EC site and competitors' EC sites were favorable ↑. The number of departmental stores carrying Wacoal expanded ↑. There was inventory adjustment of department stores ↓.
Operating income: Increase in gross profit reflecting higher sales ↑. Expenses to strengthen sales through our e-commerce site increased ↓. Temporary cost for reorganization ↓.

Europe

Net sales: 3P e-commerce sales in North America and the U.K. increased ↑. The sales in surrounding countries increased ↑.
Sales of elomi brand products and swimwear grew strongly ↑.
Operating income: SG&A curbed ↑. Absence of one-time expenses related to liquidation of French subsidiary in previous year ↑.

China

Net sales: The performance of leading department stores was healthy ↑. Third-party e-commerce sales expanded ↑. Sales of Peach John brand products grew robustly ↑.
Operating income: Increase in gross profit reflecting higher sales ↑. Development of a business base for enhancing EC sales ↓.

Others

Operating income: Impairment loss of goodwill of Thai material company ↓

(Millions of yen)

		FY2017 results	FY2018 results	FY2018 target	JPY basis				Local currency basis	
					Year on year		Compared with target		Year on year	Compared with target
					Change	% Change	Difference	% Difference	% Change	% Difference
Net sales	Wacoal International Corp. (U.S.)	18,196	19,123	19,200	927	+5.1%	-77	- 0.4%	+2.7%	- 1.3%
	Wacoal Europe Ltd.	13,129	14,062	14,500	933	+7.1%	-438	- 3.0%	+3.1%	- 4.1%
	Wacoal China Co., Ltd.	9,505	10,593	9,600	1,088	+11.4%	993	+10.3%	+9.7%	+6.1%
Operating income	Wacoal International Corp. (U.S.)	1,947	2,042	2,000	95	+4.9%	42	+2.1%	+2.5%	+3.5%
	Wacoal Europe Ltd.	0	1,226	700	1,226	—	526	+75.1%	—	+77.4%
	Wacoal China Co., Ltd.	472	519	350	47	+10.0%	169	+48.3%	+8.5%	+37.9%

By Operating Segment - Peach John Biz, Other Biz.



Peach John

Net sales

¥10.8 billion
-2.8%, ¥-310 million

Operating income

¥440 million
+17.9%, ¥+70 million

Net sales: Direct sales (our e-commerce site) were sluggish ↓. Sales at directly managed stores were flat ⇨.
Operating income: Gross profit rate rose due to the decline in discount sale ↑. Profitability in China improved ↑.

Other
Businesses

Net sales

¥16.96 billion
-5.6%, ¥-1.01 Bil.

Operating income

¥360 million
-47.4%, ¥-320 million

Lecien

Net sales: Decrease in private brand orders for general merchandise stores ↓. The performance of other businesses, too, was sluggish ↓.
Operating income: Decrease in gross profit due to decline in sales ↓. Recoil from the exchange gain for gross profit in the previous term ↓.

Nanasai

Net sales: Recovery of short-term leases, etc. ↑ Construction business dropped due to absence of large-scale orders received previous year. ↓
Operating income: Cost rate improvement in rental business ↑. Decrease in the share of sales from construction business ↑.

(Millions of yen)

		FY2017 results	FY2018 results	FY2018 target	Year on year		Compared with target	
					Change	% Change	Difference	% Difference
Net sales	Peach John	12,113	12,076	13,500	-37	- 0.3%	-1,424	- 10.5%
	Lecien	11,150	9,342	11,400	-1,808	- 16.2%	-2,058	- 18.1%
	Nanasai	9,462	9,320	10,800	-142	- 1.5%	-1,480	- 13.7%
Operating income	Peach John	374	441	400	67	+17.9%	41	+10.3%
	Lecien	518	73	210	-445	- 85.9%	-137	- 65.2%
	Nanasai	117	222	350	105	+89.7%	-128	- 36.6%

FY2018 Results by Segment



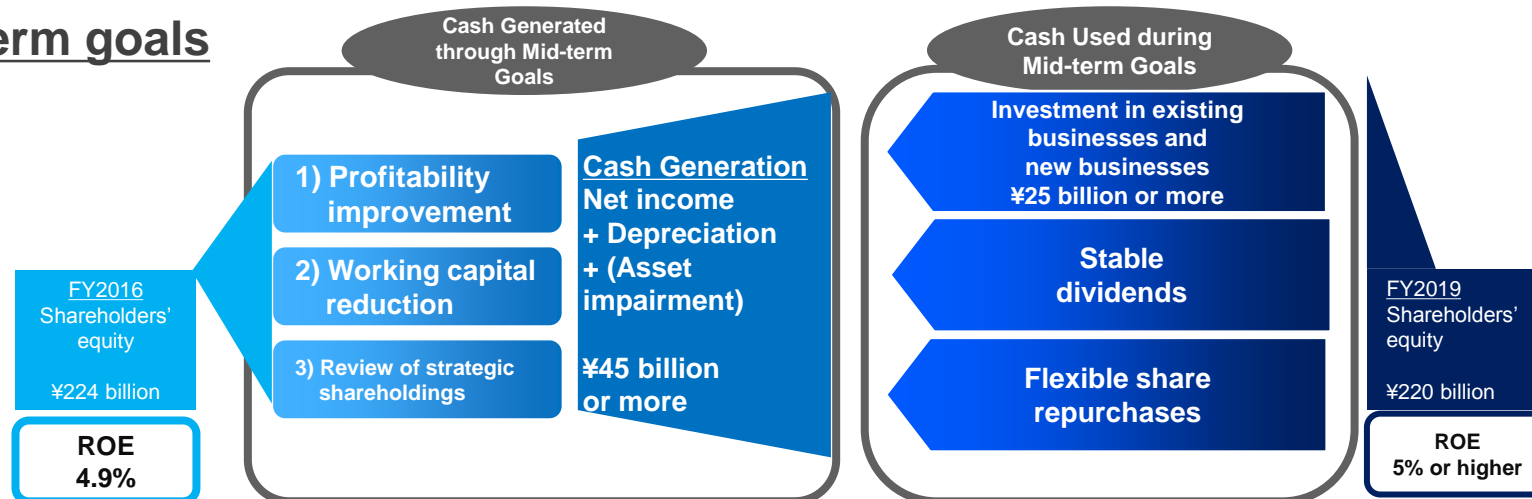
(Millions of yen)

	FY2017 results	FY2018 results	FY2018 target	Year on year	Compared with target	Effect of exchange rate fluctuations	
						Difference due to previous FY rate	Difference due to current FY rate
Consolidated net sales	195,881	195,725	200,000	-156	-4,275	1,443	689
Wacoal Business (Domestic)	118,389	116,085	118,000	-2,304	-1,915		
Wacoal Business (Overseas)	48,423	51,888	52,000	3,465	-112	1,420	685
Peach John Business	11,107	10,795	11,500	-312	-705	22	2
Other Businesses	17,962	16,957	18,500	-1,005	-1,543	1	2
Operating income	11,065	12,534	11,500	1,469	1,034	72	36
Wacoal Business (Domestic)	6,959	7,885	7,200	926	685		
Wacoal Business (Overseas)	3,055	3,852	3,300	797	552	71	32
Peach John Business	374	441	400	67	41		3
Other Businesses	677	356	600	-321	-244	1	1

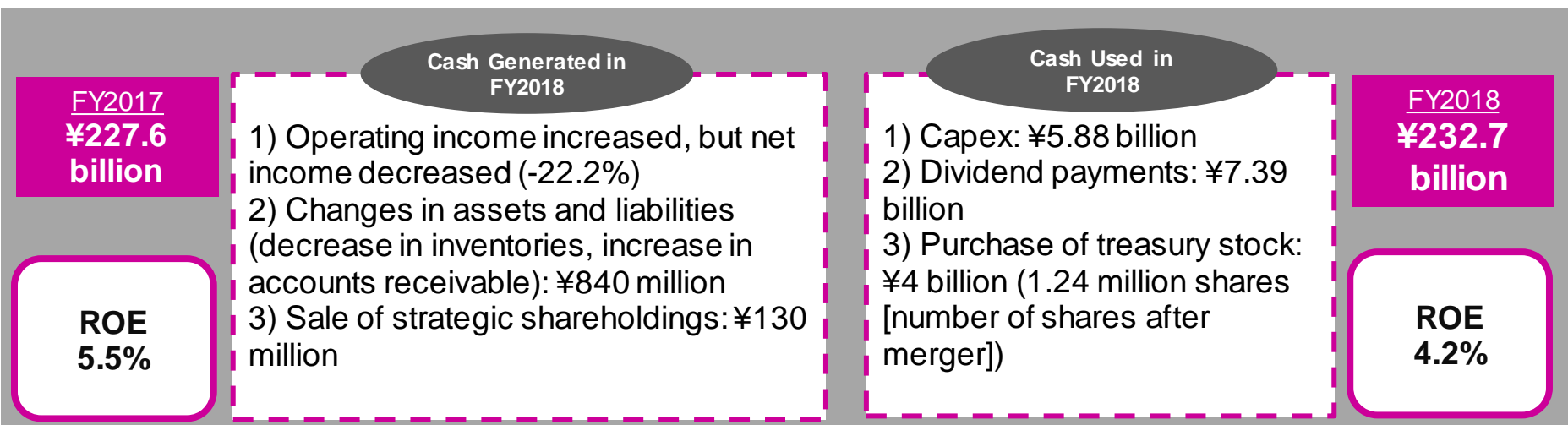
Capital Policy and Shareholder Returns



Mid-term goals



FY2018 results



FY2019 Business Forecast **and Prioritized Measures**

Hironobu Yasuhara

Director and Vice President

FY2019 Business Results Forecast



Net sales

¥200 billion
+2.2%, ¥+4.28 Bil.

Operating income

¥10 billion
-20.2%, ¥-2.53 Bil.

(Millions of yen)

	FY2018		FY2019					
	2Q results	Full-year results	2Q target	Year on year		Full-year target	Year on year	
				Change	% Change		Change	% Change
Net sales	101,976	195,725	103,000	1,024	+1.0%	200,000	4,275	+2.2%
Operating income	10,092	12,534	8,000	-2,092	- 20.7%	10,000	-2,534	- 20.2%
Net income attributable to Wacoal Holdings Corp.	7,437	9,745	7,000	-437	- 5.9%	10,000	255	+2.6%
Exchange rates	USD = 110.00 yen GBP = 150.00 yen CNY = 17.00 yen	USD = 110.85 yen GBP = 147.03 yen CNY = 16.63 yen	USD = 110.00 yen GBP = 150.00 yen CNY = 17.00 yen					

	Net Sales				Operating Income			
	FY2018 results	FY2019 target	Year on year		FY2018 results	FY2019 target	Year on year	
			Change	% Change			Change	% Change
Total	195,725	200,000	4,275	+2.2%	12,534	10,000	-2,534	-20.2%
Wacoal Business (Domestic)	116,085	117,000	915	+0.8%	7,885	5,800	-2,085	-26.4%
Wacoal Business (Overseas)	51,888	54,500	2,612	+5.0%	3,852	3,400	-452	-11.7%
Peach John Business	10,795	11,000	205	+1.9%	441	400	-41	-9.3%
Other Businesses	16,957	17,500	543	+3.2%	356	400	44	12.4%

□ Dividend per share: 2Q-end ¥36.00, Year-end ¥36.00 (planned)

Estimated Operating Income

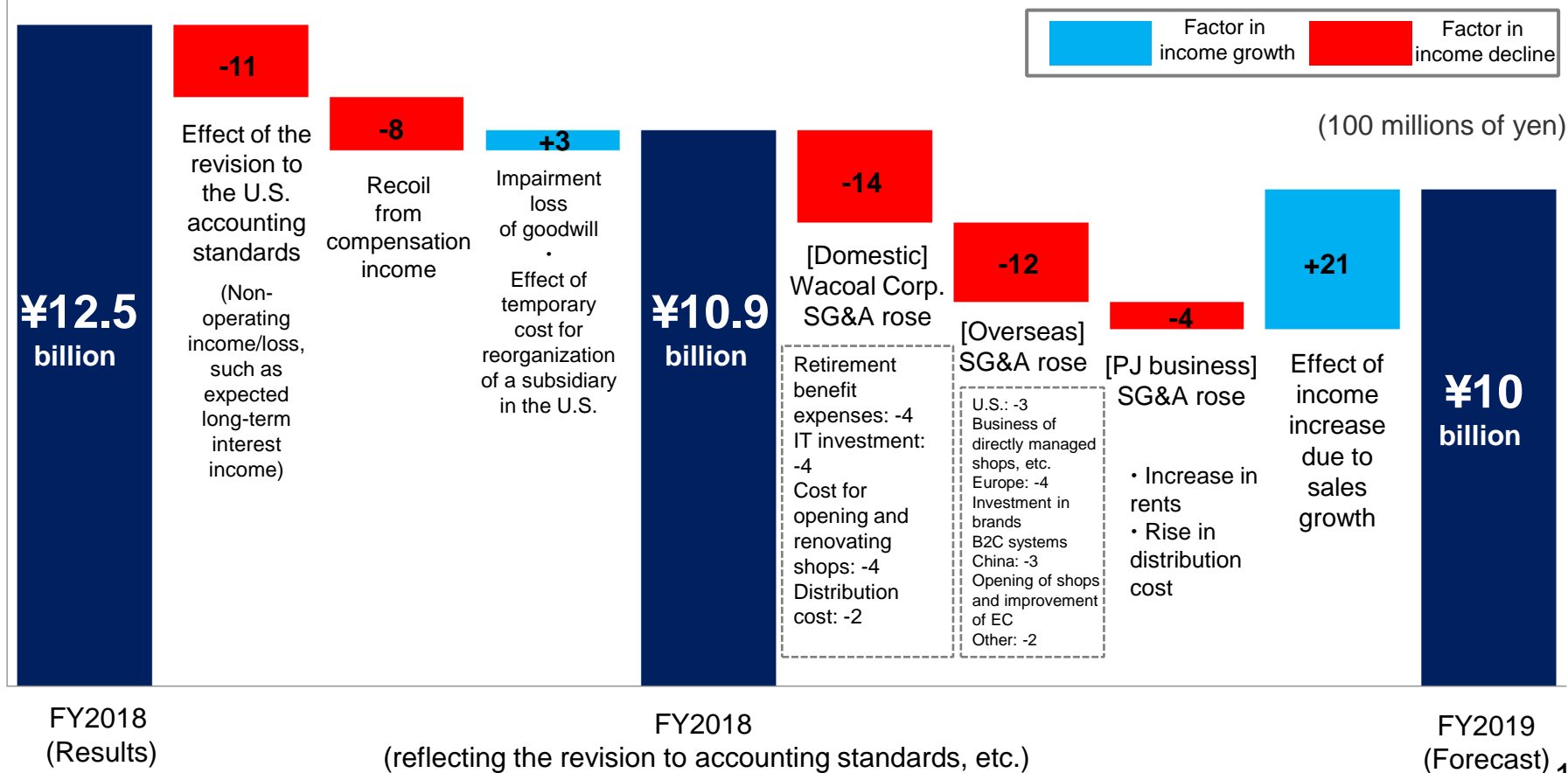


□ **FY2018: ¥10.9 billion** (real value taking into account the revision to the U.S. accounting standards, etc.*)

*: Out of retirement benefit expenses, expected long-term interest income, etc. were posted as non-operating loss = operating income down ¥1.1 billion.

□ **FY2019: ¥10 billion (-8.3%, ¥-900 million)**

- We actively conduct investment for growth inside and outside Japan, in order to respond to the rapid reform of the market structure.



Comparison with Mid-term Goals, and Issues



Sales: Mid-term goal: ¥215 billion ➡ ¥200 billion (¥-15 billion)

Operating income: Mid-term goal: ¥15 billion ➡ ¥10 billion (¥-5 billion (*))

Operating margin: Mid-term goal: 7% ➡ 5%

(*: ¥-3.9 billion in actuality, after deducting ¥-1.1 billion concerning the effect of revision to the U.S. accounting standards from ¥-5 billion)

(Millions of yen)

Reasons why mid-term goals were not attained, and objectives

Comparison with Mid-term Goals

Net Sales		Operating Income	
Change	% Change	Change	% Change

Wacoal	-4,400	- 3.9%	-1,100	- 21.2%
Peach John	-1,400	- 9.6%	-350	- 43.8%
Lecien	-2,600	- 20.0%	-50	- 20.0%
Nanasai	-2,800	- 23.3%	-250	- 55.6%
Ai	-1,750	- 23.8%	-150	- 71.4%
4 Subsidiaries inside Japan total	-8,550	- 18.2%	-800	- 46.8%
Wacoal International Corp. (U.S.)	-400	- 2.0%	-300	- 13.6%
Wacoal Europe Ltd.	-1,500	- 9.1%	-450	- 27.3%
Wacoal China Co., Ltd.	500	+4.4%	-370	- 36.3%
A Tech Textile	-1,000	- 35.7%	-660	
4 Subsidiaries outside Japan total	-2,400	- 4.7%	-1,780	- 36.5%

1) Wacoal

- Net sales: Reform of the business structure prioritizing profitability (Chain Stores Operation and Retail Businesses)
- Operating income: Decrease in gross profit due to decline in sales. SG&A augmented unexpectedly (rise in health insurance premium rate, improvement in treatment of sales staff (system for retirement benefits and bonuses), and IT system-related cost), but other expenses are under control.

⇒ **Issues: To return to a growth track while improving productivity**

2) Four subsidiaries inside Japan

- Net sales: Sluggish, because we were not able to respond to the changes in the distribution structure and needs from consumers.
- Operating income: Operating margin was 2.0% in FY2017, 1.2% in FY2018, and is estimated to be 2.4% in FY2019 (mid-term goal: 3.6% in FY2019)

⇒ **Issues: To improve profitability, through the drastic reform of the business structure, etc.**

3) Four subsidiaries outside Japan

- Net sales: In the U.S., the sales of the underwear business exceeded the target sales, while the CW-X business was sluggish, and restructuring was conducted. In Europe, there was an effect of exchange rates (¥-1 billion), and the sales at department stores in the U.K. were stagnant. A Tech Textile (a material maker in Thailand) has quality issues. Business was slack due to reorganization of unprofitable businesses and other factors.
- Operating income: In the U.S., SG&A augmented in directly managed stores and health insurance. In Europe, we invested in our brands and IT systems. In China, gross profit rate dropped due to the downsizing in LA ROSABELLE, etc. As for A Tech Textile, the costs for business restructuring and equipment renewal augmented.

⇒ **Issues: To boost growth potential by conducting effective investment in growth**

(For mid-term goals, see page 21.)

Priority Issues of FY2019 Initiatives (1)



Basic policy

Progress in FY2018

Activities in FY2019

Secure earnings in domestic business

- ❑ **Domestic operating income: +1.9% (Operating margin: 6.1%) (*)**
- ❑ **1.2% improvement in cost rate, and 1.4% decrease in rejection rate**
 - Strengthen sales force and raise productivity
 - Launched Chain Stores Operation Division structure
 - Enhancement of profitability of the Retail Business Division
 - Established omni-channel service infrastructure
 - Digitization of customer relationship management
 - Start of operation of tablets for attending to customers
 - Integrate mission-critical IT systems
 - Developed cross-brand inventory control system

- ❑ **To return to a growth track while improving productivity**
 - **To enhance wholesale productivity and retail profitability**
 - To start the system of the Wholesale Business Division
 - To optimize the value chain and streamline staffing
 - To fortify the revenue base of the Retail Business
 - To develop common and continued products, and introduce RFID
 - **To increase the capability of attending to customers with digital technologies**
 - To actually offer omni-channel services
 - To operate next-generation shops tentatively
 - To launch new services using apps
 - **To design plans for advantageous, strategic products**

Generate further growth in overseas business

- ❑ **Overseas net sales +7.2% (operating margin 7.4%)**
 - Inter-regional collaboration
 - Revision to the material criteria in Europe and the U.S., and cooperation with factories in ASEAN countries
 - Implemented “One Wacoal” measures in Asia
 - Store design consistency, joint sales promotions in Asia
 - Strengthen e-commerce capabilities
 - Expanded the number of countries with our own e-commerce sites (Europe, US)
 - Expanded initiatives with third-party e-commerce sites (China)
 - Develop ASEAN supply bases
 - Created a system for high-quality, stable small-lot supply

- ❑ **To boost growth potential by conducting effective investment in growth**
 - **To enhance the capabilities of designing plans and product competitiveness**
 - To improve brand value, and the capabilities of planning and designing products in Europe and the U.S.
 - To enhance novelty and originality in China and other Asian countries.
 - **To keep cultivating channels by increasing e-commerce capabilities, etc.**
 - To increase countries where our EC site can be used, and expand the ordinary sale of competitors' EC sites
 - **To enrich the supply chain network**
 - To develop ASEAN supply bases (Thai material makers, Myanmar)
 - To develop the equipment environment for meeting various needs
 - To increase the operation of PLM and CAD

*: The effect of current compensation income (income growth) was excluded, and the amount was compared with that for the previous term.

Priority Issues of FY2019 Initiatives (2)



Basic policy

Progress in FY2018

Activities in FY2019

Create Group synergies and strengthen competitiveness

- Ai: Share sales channels, improve efficiency of administrative operations
 - Relocation of offices and development of IT systems
- PJ: Enhancement of overseas sales
 - Start of sale at directly managed stores in Taiwan and EC sites (56% larger than the estimate)
- Lecien: Shrinkage of apparel business

- ❑ **To improve profitability, through the drastic reform of the business structure, etc.**
- **To increase revenue**
 - Ai: To increase the ratio of our original products and reduce cost
 - PJ: To expand sales per design, and reduce cost
 - Lecien: To improve the competitiveness of our original brand products, and reduce cost by integrating essential materials
 - Nanasai: To increase customers of items other than apparel
- **Cooperation with overseas business**
 - PJ: To expand overseas sales in cooperation with Wacoal China

Expand our business portfolio

- Develop commercialization plans in the fields of “Beauty,” “Comfort” and “Health”
 - Start of the Future Business Promotion Office

- To start operating the Machiya Marketing Section
 - To launch the accommodation services utilizing traditional wooden townhouses in Kyoto

Improve our Group management infrastructure

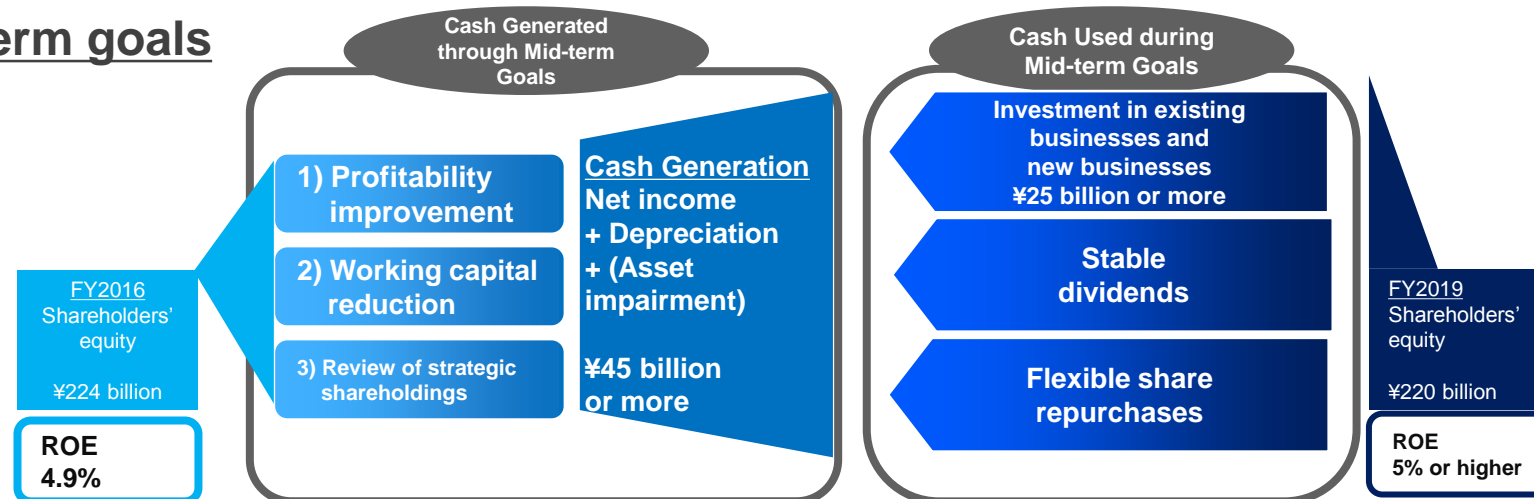
- CSR procurement
 - Enactment of the CSR Procurement Guidelines, and start of monitoring
- Continuously improve corporate governance
 - Enrichment of governance items for overseas affiliates
 - We decided not to continue the anti-takeover measures.
- Work style and lifestyle reforms
 - Improvement of business processes
 - Revision of the accessory tasks of in-store sales staff

- **CSR procurement in cooperation with manufacturing outsourcees**
 - To establish CSR Procurement Committee
 - To update the list of disclosed factories, secure transparency and fulfill social responsibility
 - To do continuous monitoring, correction, and improvement
- **Continuously improve corporate governance**
 - To deal with the revision to the CG code
- **Work style and lifestyle reforms**
 - To introduce telecommuting, and develop IT infrastructure

Capital Policy and Shareholder Returns



Mid-term goals



Outlook for the period of the mid-term plan

❑ Total return ratio is estimated to be over 100%.

- Generated cash (the parenthesis represents the estimate for FY2019):

Net income: ¥32.3 billion (¥10 billion)

Depreciation: ¥16.5 billion (¥6 billion)

Total: ¥48.8 billion (¥16 billion)

- Used cash (the parenthesis represents the estimate for FY2019):

Dividend: ¥16.9 billion (¥4.9 billion)

Acquisition of treasury shares: ¥15.5 billion (¥7 billion)

Investment: ¥21 billion (¥7.7 billion)

Total: ¥53.4 billion

❑ Shareholders' equity is estimated to be over ¥230 billion.

- Factors

- 1) Current income (cumulative) exceeding the target value
- 2) Effect of unrealized profit/loss on securities, etc.
- 3) Planned investment amount (¥25 billion) not to be achieved

❑ ROE is estimated to be less than 5%.

- Factors

- 1) The estimated sales and operating income for FY2019 are smaller than the mid-term goal.
- 2) As a result, current income is estimated to be ¥10 billion.

❑ Retirement of treasury shares: 1 million shares (scheduled on May 25)

Reference Figures

Major Subsidiaries' FY2018 Business Results



(Millions of yen)

	Net Sales							Operating Income						
	FY2017 results	FY2018 results	FY2018 target	Year on year		Compared with target		FY2017 results	FY2018 results	FY2018 target	Year on year		Compared with target	
				Change	% Change	Difference	% Difference				Change	% Change	Difference	% Difference
Wacoal	108,379	106,535	109,300	-1,844	- 1.7%	-2,765	- 2.5%	5,522	4,851	4,200	-671	- 12.2%	651	+15.5%
Peach John	12,113	12,076	13,500	-37	- 0.3%	-1,424	- 10.5%	374	441	400	67	+17.9%	41	+10.3%
Lecien	11,150	9,342	11,400	-1,808	- 16.2%	-2,058	- 18.1%	518	73	210	-445	- 85.9%	-137	- 65.2%
Nanasai	9,462	9,320	10,800	-142	- 1.5%	-1,480	- 13.7%	117	222	350	105	+89.7%	-128	- 36.6%
Ai	5,532	5,114	6,200	-418	- 7.6%	-1,086	- 17.5%	-341	-361	60	-20	—	-421	—
Wacoal International Corp. (U.S.)	18,196	19,123	19,200	927	+5.1%	-77	- 0.4%	1,947	2,042	2,000	95	+4.9%	42	+2.1%
Wacoal Europe Ltd.	13,129	14,062	14,500	933	+7.1%	-438	- 3.0%	0	1,226	700	1,226	—	526	+75.1%
Wacoal China Co., Ltd.	9,505	10,593	9,600	1,088	+11.4%	993	+10.3%	472	519	350	47	+10.0%	169	+48.3%
Wacoal Hong Kong Co., Ltd.	2,920	2,924	3,200	4	+0.1%	-276	- 8.6%	211	168	160	-43	- 20.4%	8	+5.0%

Major Subsidiaries (Local Currency Basis) (USD = 110.85 yen, GBP = 147.03 yen, CNY = 16.63 yen, HKD = 14.40 yen)

Wacoal International Corp. (U.S.)	167,898	172,514	174,800	4,616	+2.7%	-2,286	- 1.3%	17,974	18,418	17,800	444	+2.5%	618	+3.5% (USD'000)
Wacoal Europe Ltd.	92,721	95,641	99,700	2,920	+3.1%	-4,059	- 4.1%	-5	8,339	4,700	8,344	—	3,639	+77.4% (GBP'000)
Wacoal China Co., Ltd.	580,661	636,936	600,400	56,275	+9.7%	36,536	+6.1%	28,843	31,295	22,700	2,452	+8.5%	8,595	+37.9% (CNY'000)
Wacoal Hong Kong Co., Ltd.	208,240	203,053	217,000	-5,187	- 2.5%	-13,947	- 6.4%	15,017	11,729	11,000	-3,288	- 21.9%	729	+6.6% (HKD'000)

Note: Figures are before adjustment for consolidation.

FY2019 Targets for Major Subsidiaries



(Millions of yen)

	Net Sales				Operating Income			
	FY2018 results	FY2019 target	Year on year		FY2018 results	FY2019 target	Year on year	
			Change	% Change			Change	% Change
Wacoal	106,535	107,600	1,065	+1.0%	4,851	4,100	-751	- 15.5%
Peach John	12,076	13,200	1,124	+9.3%	441	450	9	+2.0%
Lecien	9,342	10,400	1,058	+11.3%	73	200	127	+174.0%
Nanasai	9,320	9,200	-120	- 1.3%	222	200	-22	- 9.9%
Ai	5,114	5,600	486	+9.5%	-361	60	421	—
Wacoal International Corp. (U.S.)	19,123	19,700	577	+3.0%	2,042	1,900	-142	- 7.0%
Wacoal Europe Ltd.	14,062	14,900	838	+6.0%	1,226	900	-326	- 26.6%
Wacoal China Co., Ltd.	10,593	11,800	1,207	+11.4%	519	650	131	+25.2%
Wacoal Hong Kong Co., Ltd.	2,924	2,800	-124	- 4.2%	168	150	-18	- 10.7%

Major Subsidiaries (Local Currency Basis) (1USD=110JPY, 1GBP=150JPY, 1CNY=17JPY, 1HKD=13.61JPY)

Wacoal International Corp. (U.S.)	172,514	178,700	6,186	+3.6%	18,418	17,500	-918	- 5.0% (USD'000)
Wacoal Europe Ltd.	95,641	99,300	3,659	+3.8%	8,339	6,000	-2,339	- 28.0% (GBP'000)
Wacoal China Co., Ltd.	636,936	692,000	55,064	+8.6%	31,295	38,000	6,705	+21.4% (CNY'000)
Wacoal Hong Kong Co., Ltd.	203,053	206,000	2,947	+1.5%	11,729	11,000	-729	- 6.2% (HKD'000)

Note: Figures are before adjustment for consolidation.



Comparison between the Estimates of Major Subsidiaries and Mid-term Goals for FY2019

(Millions of yen)

	Net Sales				Operating Income			
	Mid-term goals	FY2019 target	Compared with mid-term goals		Mid-term goals	FY2019 target	Compared with mid-term goals	
			Change	% Change			Change	% Change
Wacoal	112,000	107,600	-4,400	- 3.9%	5,200	4,100	-1,100	- 21.2%
Peach John	14,600	13,200	-1,400	- 9.6%	800	450	-350	- 43.8%
Lecien	13,000	10,400	-2,600	- 20.0%	250	200	-50	- 20.0%
Nanasai	12,000	9,200	-2,800	- 23.3%	450	200	-250	- 55.6%
Ai	7,350	5,600	-1,750	- 23.8%	210	60	-150	- 71.4%
Wacoal International Corp. (U.S.)	20,100	19,700	-400	- 2.0%	2,200	1,900	-300	- 13.6%
Wacoal Europe Ltd.	16,400	14,900	-1,500	- 9.1%	1,350	900	-450	- 33.3%
Wacoal China Co., Ltd.	11,300	11,800	500	+4.4%	1,020	650	-370	- 36.3%
Wacoal Hong Kong Co., Ltd.	3,200	2,900	-300	- 9.4%	300	150	-150	- 50.0%

Major Subsidiaries (Local Currency Basis) (USD = 110 yen, GBP = 150 yen, CNY = 17 yen, HKD = 13.61 yen)

Wacoal International Corp. (U.S.)	182,700	178,700	-4,000	- 2.2%	19,900	17,500	-2,400	- 12.1% (USD'000)
Wacoal Europe Ltd.	102,200	99,300	-2,900	- 2.8%	8,400	6,000	-2,400	- 28.6% (GBP'000)
Wacoal China Co., Ltd.	667,000	692,000	25,000	+3.7%	59,900	38,000	-21,900	- 36.6% (CNY'000)
Wacoal Hong Kong Co., Ltd.	206,500	206,000	-500	- 0.2%	19,400	11,000	-8,400	- 43.3% (HKD'000)

Note: Figures are before adjustment for consolidation.

FY2019 Wacoal Corporation Sales Plan by Division/Department



(Millions of yen)

Net Sales of Wacoal Corp.	FY2018 results	FY2019 target	Year on year	
			Change	% Change
Wacoal Brand Business	53,150	53,400	250	+0.5%
Wing Brand Business	23,115	22,700	-415	- 1.8%
Wellness Business	6,040	6,300	260	+4.3%
Subtotal of Wholesale Business Division	82,305	82,400	95	+0.1%
Sales from our original EC site (Wacoal, Wing, Wellness)	2,702	2,800	98	+3.6%
Total of Wholesale Business Division	85,007	85,200	193	+0.2%
Retail Business Div.	16,952	18,000	1,048	+6.2%
Web Sales Operation Div.	7,567	8,200	633	+8.4%
Intersegment transactions, etc.	-2,991	-3,800	-809	—
Total of Wacoal Corp.	106,535	107,600	1,065	+1.0%

Note: Figures are before adjustment for consolidation.

As the Wholesale Business Division was established, the data collection method was revised.



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.