

Medium-Term Management Plan 2029 (FY2027 to FY2029)



June 22, 2026
Wacoal Holdings Corp.



I am Yajima, Representative Director, President and CEO, Group CEO.

The Medium-Term Management Plan 2029 is not a presentation of the next three-year targets. It clarifies our vision, thoughts and approach for sustainable growth beyond VISION 2030.

Founding Principles

【Our Promise】

We will contribute to society by helping women to express their beauty.

【Our Culture】

We, the employees and management of WACOAL, will maintain a refined corporate culture based on mutual trust and will continually strive to make the Company a global leader in the industry.

【Our Values】

1. Create products loved by customers
2. Develop new products that meet the needs of the times
3. Conduct business in a fair manner with a forward focus
4. Build a better WACOAL through better human resources
5. Fear not failure and boast not of success

Mission

WACOAL empowers people with the confidence that comes from looking and feeling their best.

As a global leader, we welcome everyone into our caring community built on mutual respect, diversity, and inclusion.

At WACOAL, we value each person as an individual and believe in nurturing the body and mind so everyone can be their best.

When people with different backgrounds are empowered to come together and share ideas freely, we as a society will achieve true harmony.

By continuing to evolve, WACOAL leads the way to a world where kindness, inclusivity, and mutual respect are the standards, and the future is full of promise for everyone.

Comfortable inside. Confident outside.

First, I'd like to talk about our founding principles and mission. In formulating the Medium-Term Management Plan 2029, we revisited our founding principles, our culture, and our values.

Since our founding in 1946, our business has been rooted not simply in selling products, but in caring for every individual's body and mind and providing them with beauty and fulfillment. These are the foundations of Wacoal, its DNA, and its universal values. In drafting the Medium-Term Management Plan 2029, we revisited these fundamental principles.

The Revised Medium-Term Management Plan announced in 2023, under which we worked with unwavering resolve, was unachieved from the perspective of turning around our main business.

We believe that, to achieve the Wacoal Group's mission and evolve and grow into a global Wacoal Group, the goal set in VISION 2030, it is essential to go back to our Founding Principles, squarely address issues that we have not been able to face head-on, and complete the reconstruction of our business while creating new value at the same time.

Seeing the failure to achieve the Revised Medium-Term Management Plan as a serious matter, all of us at the Wacoal Group will work as one and make every effort to achieve VISION 2030 and Medium-Term Management Plan 2029. We resolve to persevere no matter what challenges we face.

I'd like to start by sharing the most important point I want to convey today.

The revised medium-term management plan announced in 2023 was not achieved from the perspective of turning around our main business. As management, we take these results very seriously. We also thought it was necessary to review the reasons for the shortfall.

We believe that, to achieve the Wacoal Group's mission and evolve and grow into the global Wacoal Group, the goal set in VISION 2030, it is essential to go back to our founding principles, squarely address issues that we have not been able to face head-on, and complete the reconstruction of our business while creating new value at the same time.

In the Medium-Term Management Plan 2029, rather than simply treating our failure to achieve the previous targets as a lesson to be learned, we changed the way of formulation and execution, thereby ensuring our growth in the future.

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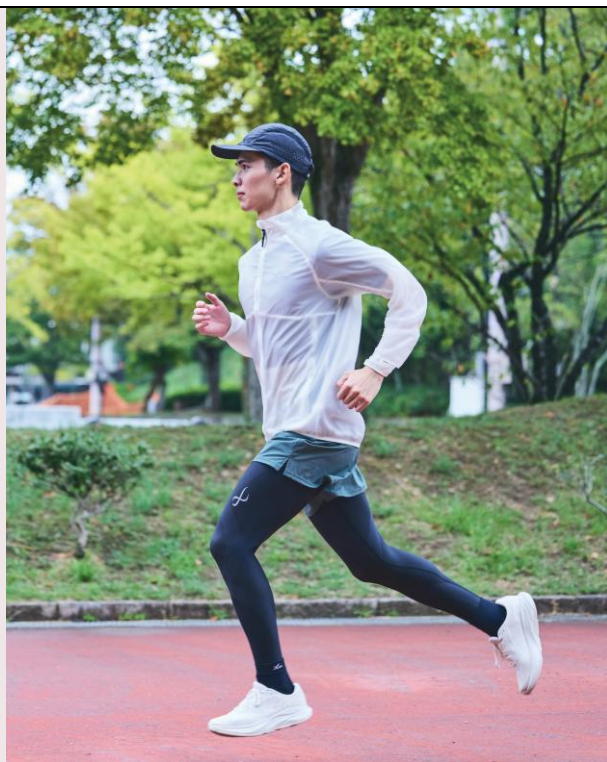
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Today's presentation is divided into five topics. Let me walk you through.

**Medium-Term
Management Plan 2029
(FY2027-FY2029)**



01

Review of the Revised Medium-Term Management Plan, Policy on Formulation of the Medium-Term Management Plan 2029, and Overview



First, we will show you a review of the revised medium-term management plan, the policy on formulation of the Medium-Term Management Plan 2029, and an overview.

Reconfirmation of the Basic Policy for VISION 2030 (Formulated in June 2022)

■ What we aim For

Evolve and grow into the global Wacoal Group by utilizing our elevated minds and quality through beautifying and enriching each individual's body and mind

■ Four key strategies

Improve domestic profitability and expand our business areas

Reconstruct business and create new businesses to improve profitability

- Reinforce the foundation for growth by accelerating the shift to e-commerce and cultivating new channels
- Improve profitability by revising the business portfolio and continuing SCM and cost structure reforms
- Expand business areas and create new value in the areas of beauty, comfort and health

Expand overseas businesses and transform them into high-revenue structures

Grow in the European and Indian markets Improve profitability by strengthening e-commerce

- Expand recognition by increasing the sophistication of digital marketing
- Push forward with the PMI of companies acquired through M&A activities and create synergy with them
- Reorganize overseas business operations to accelerate execution and promote regional strategies

Strengthen the Group's management capabilities

Strengthen the Group's corporate governance Acquire, develop and utilize diverse human resources

- Implement return on invested capital (ROIC) management to move forward with business portfolio management and strengthen governance
- Continue investments in human capital leading to the establishment of a growth cycle and optimally allocate resources linked to the management strategy

Shift to more capital efficient management

Continuously generate ROE that exceeds the cost of capital and optimize how we distribute value to stakeholders

- Implement initiatives to achieve an ROE of 7% or higher and optimize the capital structure
- Optimize the balance between shareholder returns and growth investments

Sustainability Management

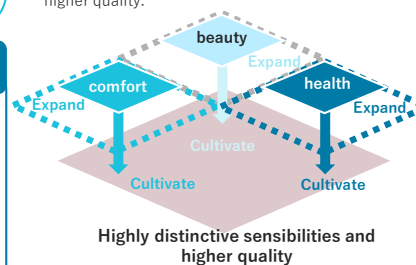
■ Business area expansion policy

Business area expansion policy

Cultivate and expand domestic and overseas business areas where we can leverage the strengths of Wacoal

Cultivate and expand the areas of beauty, comfort and health

In all business areas, we will consider all of our stakeholders and cultivate and expand products and services backed by highly distinctive sensibilities and higher quality.



First, this slide is for reconfirmation of the basic policy for VISION 2030, which was formulated in June 2022. You can see what we aim for, the four key strategies, and the business area expansion policy. In the Medium-Term Management Plan 2029, the basic policy remains unchanged.

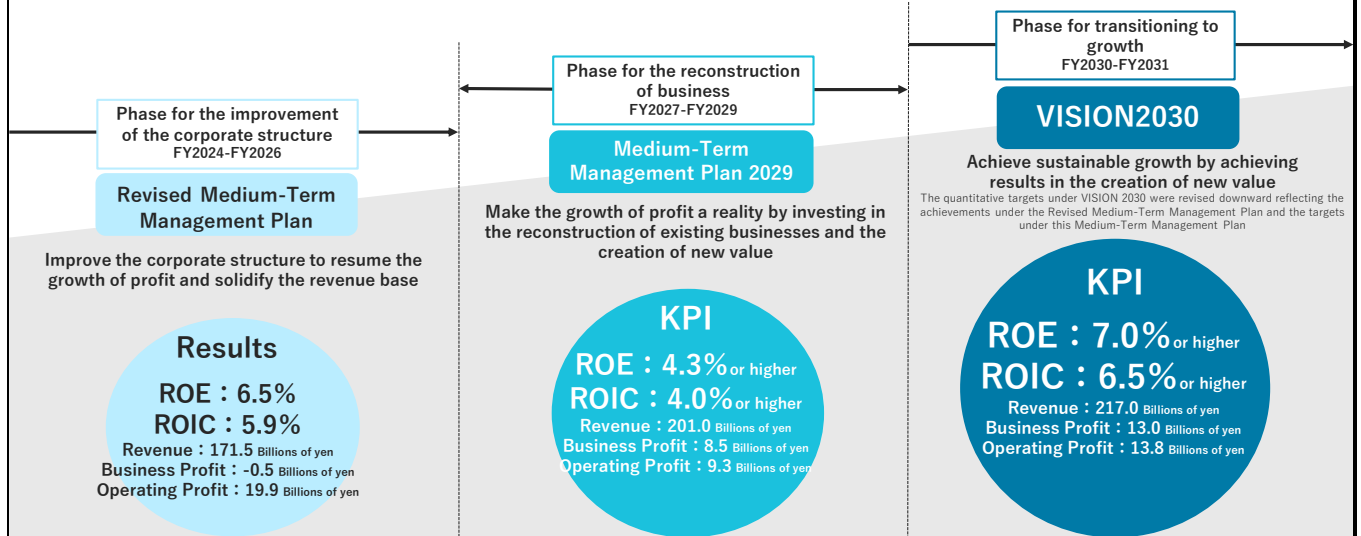
Today's presentation is divided into five topics. Let me walk you through.

First, we will show you a review of the revised medium-term management plan, the policy on formulation of the Medium-Term Management Plan 2029, and an overview.

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Position of the Medium-Term Management Plan 2029

We position this Medium-Term Management Plan as a phase for the reconstruction of business in which we will establish a foundation for sustainable growth through the reconstruction of existing businesses and the creation of new value.



This slide shows the position of the Medium-Term Management Plan 2029.

The three-year period of the revised medium-term management plan was a phase for the improvement of the corporate structure to resume the growth of profits.

We position the Medium-Term Management Plan 2029 as a phase for the reconstruction of businesses in which we will make profit growth by investing in the reconstruction of existing businesses and the creation of new value.

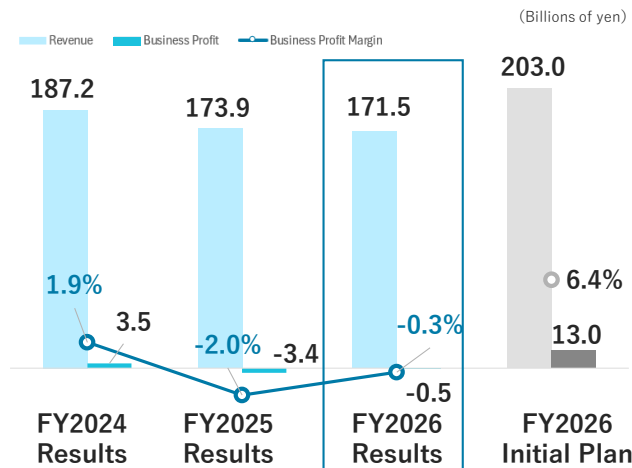
From 2030, we will enter a phase for transitioning to growth. In other words, these next three years are not serving as a bridge for future growth. It is rather a critical period for rebuilding the foundation for sustainable growth.

In addition, the quantitative targets under VISION 2030 were revised, reflecting the achievements under the Revised Medium-Term Management Plan and the targets under this Medium-Term Management Plan.

Review of the Revised Medium-Term Management Plan (FY2024 to FY2026) (Quantitative Targets)

While some measures resulted in achievements, revenue and business income were far below the initial plan.
While operating profit and some capital efficiency indicators were above the plan,
issues remained regarding the fundamental improvement of profitability.

FY2024-FY2026 Changes in revenue, business profit and business profit margin



(Billions of yen) (Revenue, Business Profit, Operating Profit)

	FY2026 Results	FY2026 Initial Plan	Change
Revenue	171.5	203.0	-31.5
Business Profit	-0.5	13.0	-13.5
Business Profit Margin	-0.3%	6.4%	—
Operating Profit	19.9	13.0	+ 6.9
Operating Profit Margin	11.6%	6.4%	+5.2pt
ROE	6.5%	7.0%	-0.5pt
ROIC	5.9%	6~7%	-0.1pt
EPS	¥ 262	¥ 200 or higher	+ ¥ 62
Exchange Rate (USD)	150.77	145.00	+5.77
Exchange Rate (GBP)	202.10	180.00	+22.10
Exchange Rate (CNY)	21.25	20.00	+1.25

This slide shows a review of the revised medium-term management plan.

Revenue was JPY171.5 billion, falling short of the initial plan of JPY203 billion by JPY31.5 billion, while business profit was negative JPY0.5 billion, falling short of the initial plan of JPY13 billion by JPY13.5 billion.

On the other hand, operating profit was JPY19.9 billion, exceeding the plan, owing to gains on the sale of fixed assets and others. ROE and ROIC improved to a certain extent, but they did not reach the initial plan.

The main point of the revised medium-term management plan review is that revenue and business profit from our main business fell short of the plan. Therefore, in the Medium-Term Management Plan 2029, we regard the fundamental improvement of profitability as our top priority.

Review of the Revised Medium-Term Management Plan (FY2024 to FY2026) (Measures)

In addition to poor insight into the changes in the external environment and a lack of flexibility, insufficient effectiveness was an issue. While a certain amount of progress was made in key measures, the improvement of revenue and the acceleration of the growth of businesses as a whole were insufficient.



*Includes debt utilization

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This slide shows the factors in the shortfall in sales and future challenges.

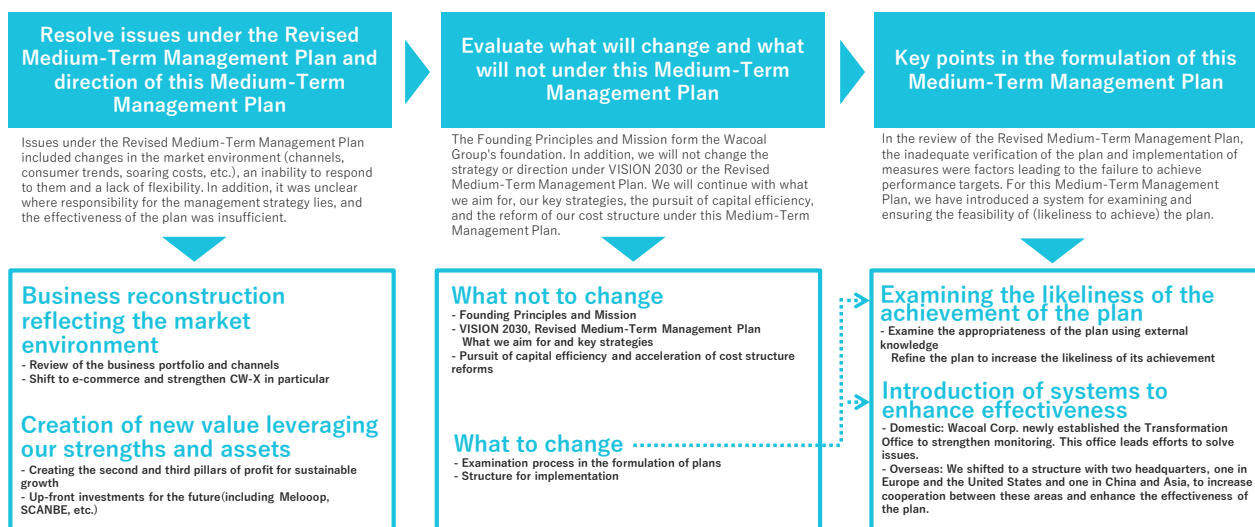
External factors are greater-than-expected shrinkage of the target market due to selective consumer behavior attributable to inflation and economic slowdown, as well as sharply rising costs and the impact of the depreciation of the yen.

On the other hand, we recognize internal factors as a more fundamental issue. Specifically, these include poor insight into changes in the market environment and lack of flexibility in responding to changes, as well as formulation of the plan driven by expectations and an insufficient ability to implement measures under the growth strategies.

In addition, it was unclear where responsibility for the management strategy lies. The mechanisms for monitoring progress and taking corrective action were not functioning adequately. The Medium-Term Management Plan 2029 was designed based on these lessons learned.

Medium-Term Management Plan 2029 Approach to Formulation

Review and reconstruct the previous business structure in light of the changes in the external environment and internal issues, and introduce systems to ensure effectiveness. Proceed with the transformation of the business portfolio and the shifting of resources to growth areas. At the same time, invest to create new value.



Now, I would like to explain the approach to Medium-Term Management Plan 2029 formulation.

There are three key points.

First, we needed to review the business structure in light of the changes in the external environment.

Given that markets, distribution channels, and consumer behavior are changing, we cannot achieve sufficient results by simply continuing with our traditional approaches. We reviewed the business portfolio and channels. We will shift to e-commerce and allocate resources to growth areas.

Second, we will promote the creation of new value by leveraging our strengths and assets. Our company possesses unique strengths that can be leveraged for future growth, including product development capabilities, body data, brand assets, and cultural assets. Building on these, we will develop our second and third pillars of profit.

Third, we will examine the likeliness of the achievement of the plan and strengthen the structure for plan implementation. Under the Medium-Term Management Plan 2029, we will examine the appropriateness of the plan using external knowledge. We have established the transformation office in Japan and a structure with two headquarters overseas to enhance the effectiveness of the plan. We not only created a plan but also designed a system to monitor progress, address issues, and resolve them for the Medium-Term Management Plan 2029, which is a major difference from the previous plan.

Medium-Term Management Plan 2029 Basic Policy

We aim to enhance corporate value over the medium to long term by improving profitability and strengthening our foundation for growth through **business reconstruction** and **the strengthening of innovation**, while **improving capital efficiency** in parallel.

Key strategies under VISION 2030	Major themes under the Revised Medium-Term Management Plan	Major themes under this Medium-Term Management Plan	Main initiatives under this Medium-Term Management Plan
Improve domestic profitability and expand our business areas Expand overseas businesses and transform them into high-revenue structures	(1) Implement business model reforms to improve profitability (2) Growth strategies for achieving VISION 2030	Reconstruction × Innovation	Reconstruction (domestic and overseas businesses) ● Evolve into a business providing empowerment solutions, a solutions business for the body and mind that uses body data, centered on innerwear ● Increase sales of CW-X conditioning wear in Japan and overseas ● Shift from B2B (mainly wholesale) channels to D2C channels, including directly managed stores and e-commerce ● Conduct a structural review of unprofitable businesses ● Continue business model reforms Innovation (domestic businesses) ● Expand areas for value creation with SCANBE ● Strengthen R&D, expand the business, and assess the mass production feasibility of Melooop ● Leverage Spiral, a unique cultural asset possessed by Wacoal, to expand business
Strengthen the Group's management capabilities	(3) Introduction of return on invested capital (ROIC) management	Continue with the themes under the Revised Medium-Term Management Plan - Accelerate the improvement of capital efficiency - Accelerate the reform of the fixed cost structure	● Practice ROIC (return on invested capital) management to drive business portfolio management and strengthen governance ● Continue investments in human capital leading to the establishment of a growth cycle and optimally allocate resources linked to the management strategy
Shift to more capital efficient management	(4) Promote asset-light management		● Implement initiatives to achieve an ROE of 7% or higher and optimize the capital structure ● Optimize the balance between shareholder returns and growth investments

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This slide shows the Medium-Term Management Plan 2029's basic policy.

Please look at the middle of this slide. The key theme of the Medium-Term Management Plan 2029 is reconstruction and innovation.

First, regarding reconstruction, we will implement measures that directly improve the profitability of our existing businesses, including reviewing the innerwear business, channel structure, and unprofitable businesses, and business model reforms.

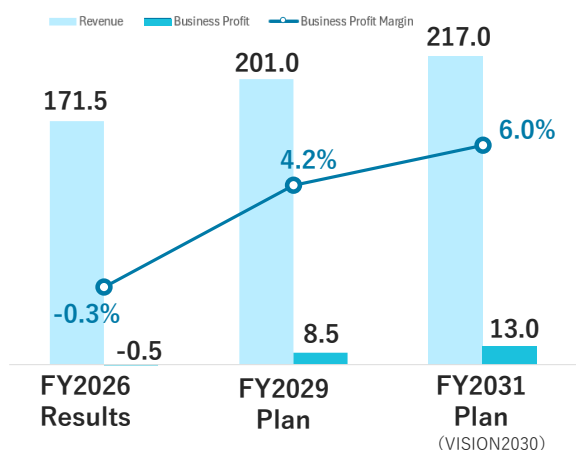
Meanwhile, with regard to innovation, we will foster initiatives to leverage our unique assets and technologies such as SCANBE, Melooop, and Spiral.

These are not for generating short-term profits, but rather investments designed to create future growth drivers. Improving profitability alone will not lead to future growth. New investments alone will not stabilize our current revenue base. In the Medium-Term Management Plan 2029, we will build a management foundation that leads to sustainable growth by promoting these two initiatives simultaneously.

Medium-Term Management Plan 2029: Quantitative Targets

Under this Medium-Term Management Plan, we will reconstruct our business and create new value. We aim to achieve an ROE that exceeds the cost of capital under VISION 2030, within the next five years, when the effects of our measures become apparent.

FY2026-FY2031 Changes in revenue, business profit and business profit margin (Billions of yen)



	(Billions of yen)	(Revenue · Business Profit · Operating Profit)	
	FY2026 Results	FY2029 Plan	FY2031 Plan (VISION2030)
Revenue	171.5	201.0	217.0
Business Profit	-0.5	8.5	13.0
Business Profit Margin	-0.3%	4.2%	6.0%
Operating Profit	19.9	9.3	13.8
Operating Profit Margin	11.6%	4.6%	6.4%
ROE	6.5%	4.3% or higher	7.0% or higher
ROIC	5.9%	4.0% or higher	6.5% or higher
EPS	¥ 262	¥ 145 or higher	¥ 210 or higher
Exchange Rate (USD)	150.77	155.00	155.00
Exchange Rate (GBP)	202.10	210.00	210.00
Exchange Rate (CNY)	21.25	22.00	22.00

These are the quantitative targets.

For FY2029, we are targeting revenue of JPY201 billion, business profit of JPY8.5 billion, operating profit of JPY9.3 billion, ROE of 4.3% or higher, and ROIC of 4.0% or higher.

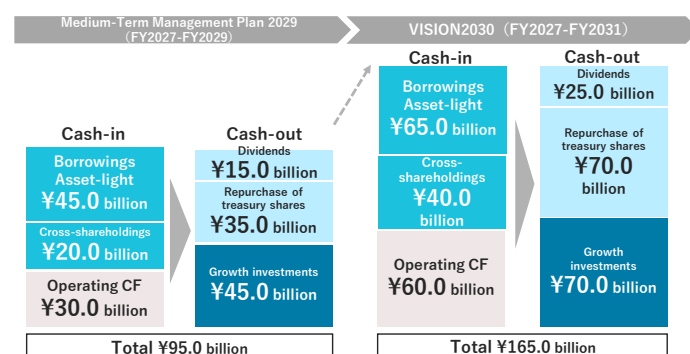
For FY2031, VISION 2030, we are targeting revenue of JPY217 billion, business profit of JPY13 billion, operating profit of JPY13.8 billion, ROE of 7.0% or higher, and ROIC of 6.5% or higher.

During the term of the Medium-Term Management Plan 2029, we will reconstruct our business and create new value to realistically and steadily improve profitability and capital efficiency. We aim to achieve an ROE that exceeds the cost of capital after FY2030 when the effects of our measures become apparent.

Medium-Term Management Plan 2029 Financial Strategy

We will continue shareholder returns while improving capital efficiency and simultaneously strengthen investments for future growth.

Policy and Approach	
Capital Efficiency	- Real estates : Continue to carefully assess the appropriateness of holdings based on their contribution to corporate value and take appropriate actions - Cross-shareholdings : Aim to sell approximately ¥40.0 billion (including deemed shareholdings) from FY2027/3 through FY2031/3 (Target: less than 15% of net assets by FY2031)
Shareholder Returns	- Maintain an annual dividend of ¥100 per share, and together with repurchase of treasury shares, plan to provide stable and continuous shareholder returns - Implement additional shareholder returns depending on the scale and progress of asset-light initiatives and sales of cross-shareholdings
Growth Investments	- Domestic : In addition to investments in existing businesses, actively invest in new business areas such as SCANBE and Meloop - Overseas : Continue investments aligned with growth strategies - M&A (domestic and overseas) Expand investments in the areas of beauty, comfort and health



BS Target goals

- Aim to achieve shareholders' equity of ¥100.0 billion through optimization of the capital structure.
- By achieving the target level of equity, aim to realize ROE of 10% or higher.

BS Target goals	
(Assets)	(Liabilities · Equities)
Other assets ¥65.0 billion	Current liabilities ¥45.0 billion
Cash & deposits ¥45.0 billion	Fixed liabilities ¥35.0 billion
Real estates (B.V.) ¥24.0 billion	Optimization of capital structure ¥-110.0 billion
Financial assets ¥50.0 billion	
* Inventory optimization	Target level of shareholders' equity ¥100.0 billion
Business assets ¥106.0 billion	
Total Approx. ¥290.0 billion ¥-110.0 billion	Total Approx. ¥290.0 billion ¥-110.0 billion

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Lastly, let's look at the financial strategy which supports the Medium-Term Management Plan 2029. Our policy is to balance investments for future growth with shareholder returns while continuing to improve capital efficiency.

Under the Medium-Term Management Plan 2029, we plan to allocate JPY45 billion to growth investments, JPY15 billion to dividends, and JPY35 billion to the repurchase of treasury shares, using operating cash flow, borrowings, an asset-light approach, and the sale of cross-shareholdings. In addition, over the five years of VISION2030, we anticipate JPY70 billion in growth investments, JPY25 billion in dividends, and JPY70 billion in repurchase of treasury shares.

Our financial strategy is: first strengthening our existing businesses and investing in new areas, second optimizing our capital structure by reviewing cross-shareholdings and the real estate portfolio, and third providing stable and continuous shareholder returns by maintaining an annual dividend of JPY100 per share and combining this with share buybacks.

I believe what is important to investors is that improving capital efficiency has concrete cash allocation policy.

We aim to achieve shareholders' equity of JPY100 billion through optimization of the capital structure to realize an ROE of 10% or higher. By integrating growth investments, asset reduction, and shareholder returns into a unified strategy, we will enhance corporate value.

That is all for me. Now, Kawanishi will explain Wacoal Corp.'s Medium-Term Management Plan 2029.

02 Wacoal Corp. Medium-Term Management Plan 2029



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Kawanishi: I am Kawanishi, Director, Corporate Officer, President and CEO of Wacoal Corp. I would like to walk you through Wacoal Corp.'s Medium-Term Management Plan 2029.

Wacoal Corp.: Review of the Revised Medium-Term Management Plan(FY2024 to FY2026)

Issues remained regarding the precision and speed of the design of both planning and implementation measures, and we were unable to sufficiently contribute to sales growth and profitability improvement.

Factors in the shortfall in sales

Planning phase

- ✓ Measures were insufficiently prioritized from the perspective of comprehensive optimization regarding the figures in the plan that were set assuming that sales would grow.
- ✓ Figures were set cumulatively without clarifying the causal relationships between and priorities of measures, lacking reasonable likelihood.

Implementation phase

- ✓ The implementation of measures was delayed due to the delay in securing implementation structure and resources.
- ✓ There was a lag in the realization of effects as there was a failure to revise the plan flexibly in response to environmental changes.

Summary of the four strategies under the Revised Medium-Term Management Plan

Supply chain reforms



While there was progress in the development of supply infrastructure for demand-driven production, its impact on revenue was limited.

- Stores with automatic order placement: 1,186 stores (100% vs. plan)
- Scale: 76 target product numbers (95% vs. plan)
- Contribution to sales: +Approx. ¥0.8 billion (80% vs. plan)

Cost structure reform



There was steady progress in cost-reduction measures, which contributed to the improvement of revenue

- Measures: We reduced general expenses and implemented personnel measures
- Effect: Approx. ¥6.0 billion reduction

Customer strategy



While there was progress in measures for existing customers, new customer acquisition fell below expectations.

- OMO measures: Lay-away and back-order services exceeded the previous year but fell short of the plan (254% vs. FY2023, 97% vs. plan).
- Sales from existing customers: +Approx. ¥1.0 billion (vs. FY2024)
- Number of new customers: -13% (vs. FY2024)

Brand strategies



- 「WACOAL」: While the re-branding put Wacoal on a path to recovery, measures to trigger purchase intent were insufficient, and effects were limited in the period of the Revised Medium-Term Management Plan.

- CW-X: Sales fell short of the plan despite the effectiveness of measures for some products.

Under this Medium-Term Management Plan, we will increase the specificity of measures, KPIs, and financial effects in the planning phase and increase the likeliness of their achievement using external knowledge.

In the implementation phase, the Transformation Office (► Page 17), which is directly controlled by the president, oversees progress and addresses issues promptly.

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First, let's take a look at a review of the revised medium-term management plan. Wacoal Corp. also fell short of its sales and profit targets. We believe it was due to a lack of precision in planning and speed of implementation.

Look at the summary of the four strategies.

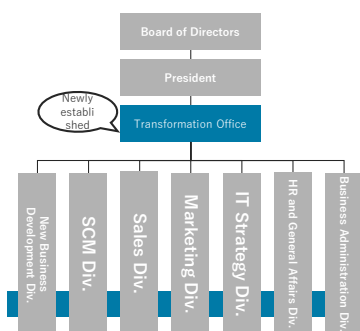
Supply chain and cost structure reforms achieved some results through initiatives such as changes to production methods and a review of expense allocation. However, customer strategy and brand strategy fell significantly short of expectations due to poorly designed measures and an inability to adapt to changes in the business environment.

Wacoal Corp.: Introduction of Systems for Enhancing Effectiveness

Ensure the effectiveness of measures by having the Structural Reform Office, which was recently established under the direct control of the president, carefully monitor the execution of measures under the Medium-Term Management Plan and play a leading role in solving issues in a cross-sectoral manner

Establishment of a Transformation Office

- To break away from the situation in which we have repeatedly failed to achieve plans, it is necessary to reform management and the organizational mindset.
- We established the new Structural Reform Office, which is directly controlled by the president. It oversees business departments and leads management and structural reforms in a neutral, objective and cross-sectoral manner.



System for monitoring measures under the Medium-Term Management Plan

- To push forward with measures under the Medium-Term Management Plan, we have established 12 subcommittees and set targets by period for specific action plans, KPIs, and the desired effects of measures.
- The Structural Reform Office monitors the progress of the activities of the subcommittees. If an issue arises, the office leads the solving of the issue from the perspective of the management team and a company-wide perspective.
- Roles of the Structural Reform Office: Ensuring activities are carried out and results are achieved, presenting solutions, leading team activities, achieving targets, meeting deadlines and ensuring targets are achieved and deadlines are met, being committed to deliverables and organizing and resolving differences of opinion

Monitoring structure



We have established 12 subcommittees, and the Transformation Office participates in all of them.

Monitoring measures

- Increase the effectiveness of the measures being implemented under the Medium-Term Management Plan by organizing and classifying them into 11 themes and having the Structural Reform Office monitor them in a cross-sectoral manner via the 12 subcommittees

Themes of the measures		Number of measures
Growth of existing businesses	(1) Price revision	1
	(2) Improved product capabilities	29
	(3) Enhancement of promotion	24
	(4) EC growth	4
	(5) Opening and closing stores	7
Growth of new businesses	(6) Developing new business categories	2
	(7) New businesses	1
Strengthening the operational foundation	(8) Enhancing the customer base and the use of digital technologies	6
	(9) SCM and demand optimization	4
	(10) Controlling the rise of manufacturing costs	8
	(11) Optimization of personnel expenses	14
Others		3
Total		103

Based on these lessons learned, under this medium-term management plan, we link each measure to KPIs and financial effects in the planning phase using external knowledge to increase the likelihood of their achievement.

In addition, we have established the structural reform office to monitor the progress of measures and solve issues in a cross-sectoral manner, with the aim of improving speed and execution.

The structural reform office under the direct control of the president monitors the progress of more than 100 measures on a weekly basis. In addition, the office is responsible for resolving interdepartmental conflicts and resource allocation issues from the perspective of company-wide optimization.

Through monitoring conducted by the structural reform office from a neutral, objective, and cross-organizational perspective, we aim to eliminate the long-standing mindset toward narrow, department-specific optimization and foster an organizational mindset committed to achieving our plans, thereby enhancing our ability to implement the measures under the medium-term management plan.

Wacoal Corp. : Direction of Medium-Term Management Plan 2029

We will reconstruct business areas and transform them into 「Empowerment solutions」 based on innerwear. At the same time, we will leverage our strengths and unique assets to foster new value creation.

Turning point of the business environment, reflecting the shrinking market and channel changes

Contraction of the innerwear market

Approximately **¥50.0 billion decrease** compared with 2019

Ladies' innerwear market size *

CY2019 **▶** CY2025 (Forecast)
¥605.0 billion **▶** ¥551.0 billion

Changes in channels

Brick-and-mortar/wholesale channels **declined by 10%**

Sales composition of department stores, mass retailers, and specialty stores**

CY2014 **▶** CY2023
70% **▶** 60%

Reconstruction with a shift from “Innerwear” to “Empowerment solutions”

Reconstruction

Transform the revenue structure in line with changes in the market environment



Create new value by leveraging strengths and unique assets

SCANBE Melooop **spiral**

(▶P22)

Innovation

Value Creation / Addressing Social Issues

We will drive business growth and generate profits by **delivering value** and **addressing social issues** in ways only Wacoal can.



High Quality



Demand-driven Production



Personalization

*1 Source: Yano Keizai Co., Ltd., "Survey on the Retail Market for Women's and Men's Innerwear" (2025), released on November 11, 2025. Calculated based on retail sales value.

*2 FY2018-FY2023, compiled by the Company.

Let's look at the direction of Medium-Term Management Plan 2029.

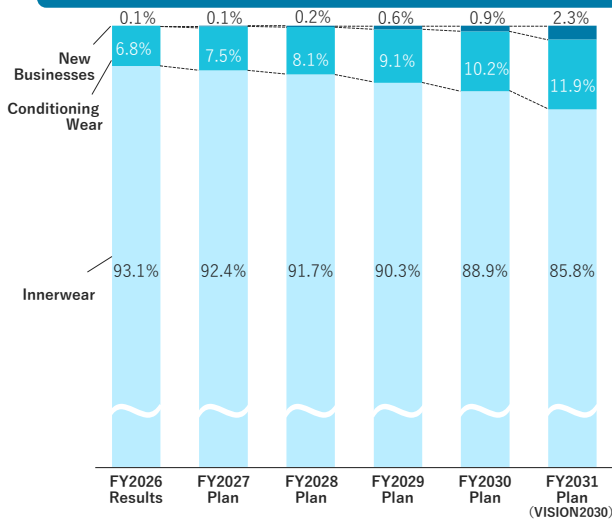
We will reconstruct business areas and transform them into empowerment solutions based on innerwear. This reflects the shrinking innerwear market and channel changes. For sustainable corporate value growth, it is essential to reconstruct existing business areas and create new value. Specifically, in our existing businesses, we will redefine our innerwear and continue to strengthen our CW-X conditioning wear.

In addition, to create new value, we will invest in initiatives such as SCANBE, which utilizes body shape data, Melooop, a new technology, and Spiral business, which aims for commercialization.

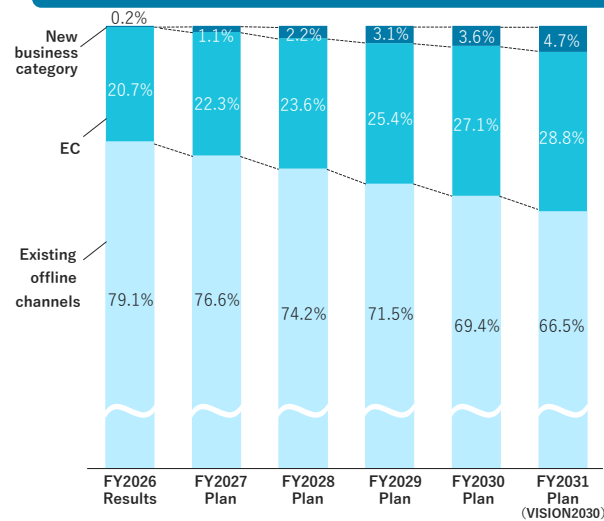
Wacoal Corp.: Changes in Net Sales Compositions by Business and by Channel in the Next Five Years

In the next five years, we will drive significant growth in conditioning wear and new businesses, and in e-commerce and new business categories by channel.

Changes in sales composition by business



Changes in sales composition by channel*



* Regarding "Changes in sales composition by channel," the calculation method for the e-commerce (EC) ratio has been revised in the Medium-Term Management Plan 2029. Accordingly, some figures differ from those in the FY2026 earnings presentation materials.

This slide shows plans for net sales composition by business and by channel.

On the left are plans for sales composition by business. While continuing to focus on our traditional innerwear, we will place even greater focus on conditioning wear. We expect conditioning wear to account for at least 10% of our sales in FY2031.

As for sales composition by channel on the right, we plan to focus on e-commerce and new business category.

Wacoal Corp.: Brand Strategy (Innerwear and Conditioning Wear)

Reconstruction

Expand products in the high-premium and affordable price ranges, which have potential for growth in the shrinking ladies' innerwear market.
Aim for the sustainable growth of conditioning wear by taking advantage of the expansion of the sports apparel market.

Innerwear market trends by price range

Brands	Price ranges	Approximate prices	Market CAGR #1	Trend	Growth rate (Plan)*2
Salute Yue	High Premium	¥20,000~	5.3%	Expanding	4.5%
	Premium	¥10,000~20,000	2.7%	Expanding	
	Better	¥7,000~10,000	-7.3%	Contracting	
Wing, AMPHI GOCOOL	Moderate	¥4,000~7,000	-0.9%	Contracting	1.0%
	Affordable	¥2,000~4,000	3.2%	Expanding	
	Cost Saving	~¥2,000	-2.9%	Contracting	

*1 Brassiere market data from INTAGE SLI: Market share in terms of purchase amount for FY2018 to FY2024

*2 Annual average growth rate for FY2026 to FY2029

Innerwear market share by category (FY2024)

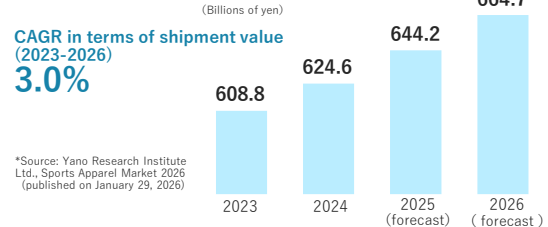
Brand	Category	Market Share#1	Growth Potential	Growth Rate (Plan) #2
WACOAL MEN	ladies' Innerwear	19%	Low	
	Men's Innerwear	4%	High	6.3%

*1 Data from INTAGE SLI: Total for the brassiere, shorts, underwear camisole and girdle markets

*2 Annual average growth rate for FY2026 to FY2029

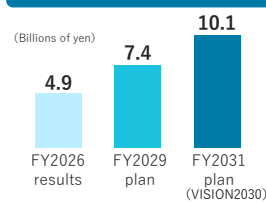
Sports apparel market trends in terms of domestic shipment value

The domestic sports apparel market continues to expand, supported by lifestyle-oriented demand.



*Source: Yano Research Institute Ltd., Sports Apparel Market 2026 (published on January 29, 2026)

CW-X sales plan



Areas where we will enhance CW-X

We will enhance products for running and baseball. We will also drive workplace sales in sectors with high physical load, such as medical care and agriculture.



I would like to explain the brand strategy for innerwear and conditioning wear.

Please see the left side of this slide. Demand in the ladies' innerwear market is becoming increasingly polarized between the high-end and low-end segments.

We aim to increase sales even in the shrinking market by focusing on the high-premium and affordable price ranges, which have potential for growth.

The domestic sports apparel market continues to expand, supported by lifestyle-oriented demand.

Building on this momentum, we plan to increase CW-X sales to over JPY10 billion in FY2031, roughly double the current sales results.

Wacoal Corp.: Channel Strategy (Innerwear and Conditioning Wear)

Continue to strengthen the e-commerce channel, where the market continues to grow,
while maintaining existing offline mainstay channels
Exploit new business categories such as drugstores and convenience stores at the same time.

Reconstruction

Market trends by channel

Strategic policies reflecting changes in the
channel environment

	Channels	Market CAGR *1	Trend	Growth rate (plan)*2
Existing	Department stores, mass retailers, and independent stores	0.2%	Flat	-2.9%
	EC	10.6%	Expanding	8.0%
New business category	Convenience stores	1.2%	Expanding	144.9%
	Drug stores	5.7%	Expanding	

*1. FY2018 to FY2023, Source: Company's own research

*2. Annual average growth rate for FY2026 to FY2029

Maintain existing
offline channels

Strengthen
e-commerce
channels

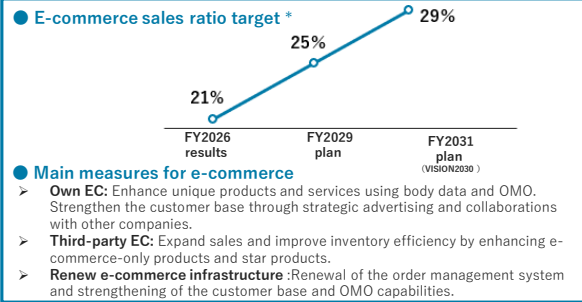
Cultivate new
business categories
(drugstores, etc.)

Fundamental reform of sales activities in existing businesses

We will implement fundamental reforms in sales operations that have not been updated for many years and overhaul sales activities on a channel-by-channel basis using external knowledge.

- Measures for channels were weakened by the area-based sales system (channel mix) that was focused mainly on efficiency. We will change to a channel-based sales system and strengthen sales activities in accordance with channel strategies and characteristics.
- We will classify each store as either sales-oriented or profit-oriented, stylize its operations, and implement efficient sales activities by setting KPIs and allocating resources in accordance with the store's roles.

Strengthening the E-commerce Channel



* Regarding "EC sales ratio targets," the calculation method for the e-commerce (EC) ratio has been revised in the Medium-Term Management Plan 2029. Accordingly, some figures differ from those in the FY2026 earnings presentation materials.

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Let's see the innerwear and conditioning wear channel strategy.

Based on the market growth rates by channel on the left, we will maintain our existing channels while aiming to expand our e-commerce and new business category channels.

Furthermore, to maintain sales through our existing channels, we will fundamentally review our current sales activities and promote reforms using external knowledge to tailor our sales activities to channel characteristics.

With regard to e-commerce, we will implement measures tailored to the specific characteristics of our own e-commerce platform and third-party e-commerce platforms to ensure steady sales growth.

Wacoal Corp.: The Creation of New Value for VISION 2030

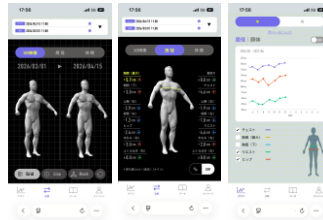
Leverage our strengths and unique assets to develop a foundation leading to the creation of new value for growth in the future

Innovation

SCAN'BE

Expand areas for the creation of value in the healthcare sector

- Visualize the effects of daily exercise and training
- Install it at and expand it to areas highly aligned with body data, such as gyms and healthcare facilities, aiming to expand the business through the creation of new value



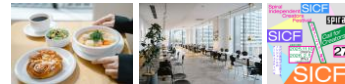
Use in research and academic areas

- Initiatives to create new value and solve social issues leveraging the combination of specific research areas and body data

Melooop

Reform of manufacturing using unique production technologies

- We developed our proprietary new Melooop technology, and began to use it practically as a brassiere cup production technology in 2020. The amount of material wasted is small because the technology makes recycling easy by using a single material and creating three-dimensional objects by spraying fibers onto molds.
- We opened the Melooop Lab in May 2026. We will examine new applications, such as applications in the field of automotive industry materials, produce samples, and realize the co-creation of new value with internal and external parties in addition to our R&D efforts.

spiral

Value creation and business expansion centered on art

- We operate 「Spiral Garden」, which is themed on the blending of everyday life and art. In August 2025, we opened an official 「CAFE AALTO」 shop at Spiral Garden in the Shin-Marunouchi Building. 「CAFE AALTO」 is a popular cafe from Finland.
- Since 2000, we have held the 「SICF」 art festival, which accepts submissions from the public, to discover, develop, and support young artists. We operate and expand businesses centered on art, including urban development and consulting businesses.

22

This slide shows the creation of new value for VISION 2030.

SCANBE aims to further expand its business through collaborations with areas highly aligned with body data, such as gyms and healthcare facilities. We also aim to provide new solutions to social issues in the field of research and academia.

Melooop, a new technology based on the melt blown process, was put into practical use in 2020 as a brassiere cup production technology. We will expand its use through internal and external collaboration, not only in the field of automotive industry materials but also in other fields.

Finally, Spiral, our art business. Last year, we opened a new store in the Shin-Marunouchi Building, and with sales on the rise, we will continue to expand the possibilities for creating unique value centered on the cultural business.

Wacoal Corp. Key Initiatives: (1) Customer-Oriented DX Strategies

Create things that will be taken for granted in the future by using digital technologies as the core method of boldly transforming the value we provide and our operations in a customer-oriented manner to continually respond to the changes in the market and customers.

Customer-oriented DX

Increase customer experience value

● Further enhance the personalized experience

- Use customer data for customer services at stores and increase digital communication
- Transform the loyalty program
- Expand the products used based on the bra recommendations based on body type
- Redesign the order-based business



● Accelerate OMO

- Redesign core systems for e-commerce and stores
- Design the experiences that people have across stores, on websites, and in apps centered around measurement and trial fitting
- Operating a Wacoal version of a showroom store using lay-away and back-order services



Creation of new value

● Expansion of value creation areas

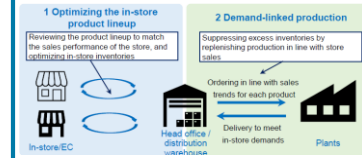
- Expand SCANBE to the healthcare, research and academic areas



DX of operations

● Evolution of the operation model

- Expand demand-linked production
- Use generative AI to improve productivity



Human resources DX

● Acquire and develop human resources for transformation

- Enhance the hiring of experienced talent
- Change promotion requirements
- Reskilling



Let's see the key initiatives.

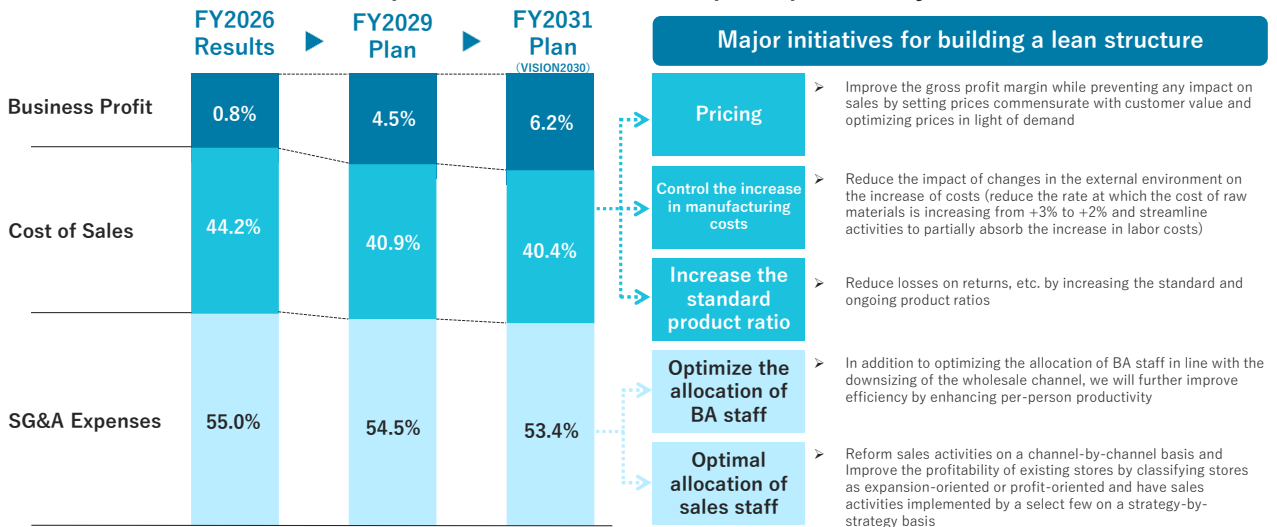
First, DX strategies. We view our DX vision as a means of creating things that will be taken for granted in the future. We are promoting the use of digital technologies to respond swiftly to changes in the market and customers and to continue delivering new customer experience value.

In customer-oriented DX, we will further enhance the bra recommendations based on body type service and lay-away and back-order services for a comfortable shopping experience, with the aim of delivering an even more personalized customer and shopping experience.

As the foundation for this initiative, we will continue to focus on DX of operations for internal operation reform and acquire and develop DX human resources for transformation.

Wacoal Corp. Key Initiatives: (2) Profitability Improvement

Uncompromisingly establish a lean structure in terms of cost of sales and SG&A expenses through pricing, cost reduction, optimization of staffing, and other measures in a tough market and competitive environment to improve profitability



The second key initiative is profitability improvement.

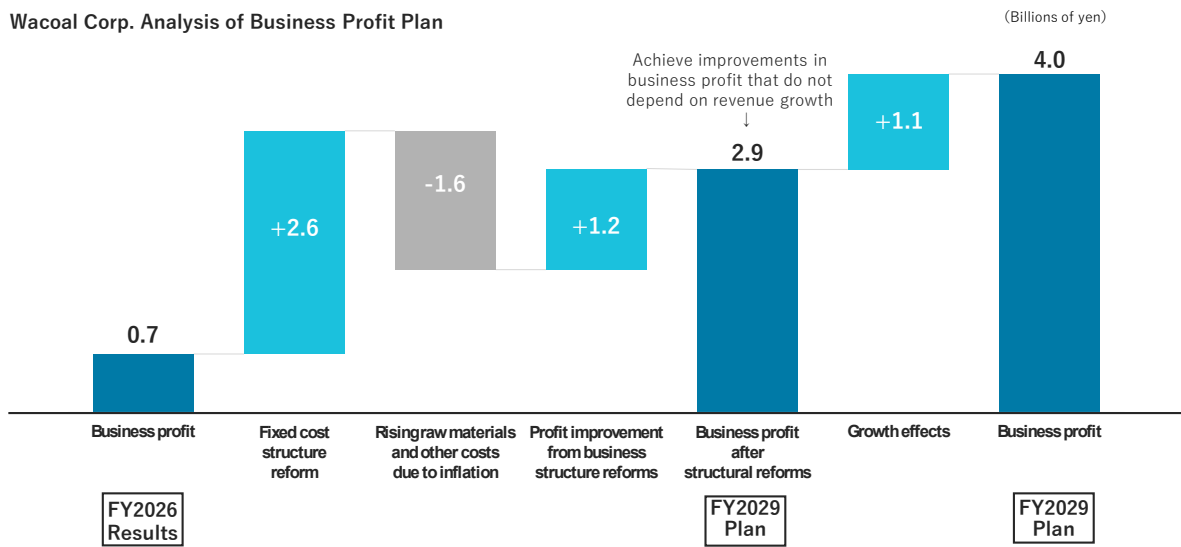
Through pricing, manufacturing cost reduction, and optimization of staffing, we aim to reduce cost of sales and SG&A expenses and to generate profits.

Amid continuing cost increases, we will work to improve our gross profit margin by optimizing pricing, reducing manufacturing costs, and enhancing production efficiency. In addition, we will work to improve our SG&A ratio by optimizing the number of BA staff in response to the downsizing of wholesale channels and by optimally deploying our sales staff.

Wacoal Corp. Key Initiatives: (2) Profitability Improvement

Drive profitability improvement through fixed cost and business structure reforms and establish a lean, resilient business model.

Wacoal Corp. Analysis of Business Profit Plan



This slide shows the business profit improvement plan from FY2026 to the final year of this medium-term management plan.

While facing the negative impact of rising production costs, we will maximize profits through structural reforms in fixed costs, improvements in our profit structure, and the impact of sales growth.

Wacoal Corp. Key Initiatives: (3) Enhancement of Human Capital Management

Enhance investments in human capital to establish a human resource foundation that supports the implementation of Medium-Term Management Plan 2029 and continually creates value

Business
strategy

Reconstruction



Innovation

Human
resources
strategy

(1) Acquisition of human resources:

Transition from recruiting with a focus based on balance and potential to expertise-oriented strategic recruitment (job-specific internships based on experience in practical operations in the recruitment of new graduates, enhancement of the recruitment of workers mid-career, etc.)

(2) Support for personal development:

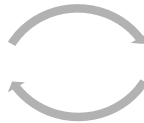
Develop a culture enabling employees to independently shape their careers and continue to engage in voluntary educational activities (opportunities to take on challenges, such as the job posting system, and the strengthening of the link between learning and requirements for career advancement, etc.)

(3) Develop a sound organizational climate and culture (management capabilities, DE&I, well-being); opportunities for dialogue, such as town-hall meetings, and measures to improve mental health, etc.)

Improve
employability *₁

Develop a culture of career independence

- Investment in developing human resources in charge of growth areas and areas of focus
- Career interviews by external consultants



- Strengthen management capabilities

- Enhance organizational strength by ensuring that a culture of feedback becomes entrenched

Improve ability to
remain employed *₂

Becoming a company that continues to be chosen by consumers

System for HR governance supporting human capital management: Board of Directors, Sustainability Committee, operating companies
(promotion of DE&I, human rights education and human rights due diligence activities, responses to diverse customers, supply chain audits, etc.)

*1 employability : Individuals' ability to continue to demonstrate their value in a changing environment

*2 employability : Capabilities necessary to remain employed

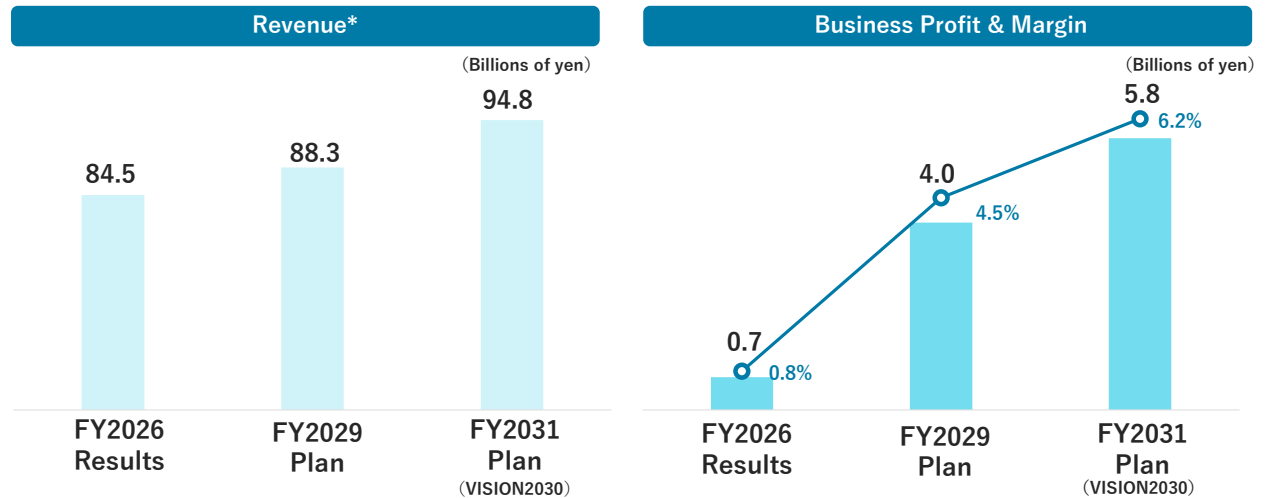
The third key initiative is enhancement of human capital management.

As part of our human resource strategy, based on the three pillars of acquisition of human resources, support for personal development, and development of a sound organizational climate and culture, we will strengthen our recruitment efforts, support learning opportunities for career advancement, and create opportunities for ongoing dialogue between management and employees.

Through this, we aim to enhance employee value through independent career development and to become a company that employees continue to choose.

Wacoal Corp.: Revenue and Business Profit Plans

We plan to increase revenue and profit through the selection and concentration of business areas and channels. We aim to achieve the revenue and business profit targeted under the previous Medium-Term Management Plan (Revised Medium-Term Management Plan) by FY2031.



*Amounts are presented in accordance with Japanese accounting standards.

*As figures include intra-group transactions, they differ from those disclosed in the FY2026 earnings presentation materials.

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Finally, here are the revenue and business profit plans.

We plan to increase revenue and profit through the selection and concentration of business areas and channels. We expect business profit to increase to approximately JPY4 billion in FY2029 and to approximately JPY6 billion in FY2031.

That's all for me.

Next, Yajima will present overseas businesses' Medium-Term Management Plan 2029.

03 Overseas Businesses Medium-term Management Plan 2029



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Yajima: First, this slide shows a review of the revised medium-term management plan for overseas business.

Overseas Businesses: Review of the Revised Medium-Term Management Plan (FY2026~FY2029)

Under the Revised Medium-Term Management Plan, the speed of responses to changes in the market environment was insufficient in major overseas countries, as in the domestic market.

Under this Medium-Term Management Plan, we will concentrate on reconstruction, aiming to reconstruct our businesses and build a foundation for growth.

Factors in the failure to achieve the plan

 U.S.

- Greater-than-expected shrinkage of the wholesale market
- Delay in channel shift

- ✓ Rapid changes in the market environment, such as the closure of department stores
- ✓ Delays in channel strategies, such as the shift to e-commerce in response to changes in the market environment

 Europe

- Delay in the localization strategy
- Delay in business model transformation

- ✓ Insufficient customization of strategies based on the situation in the country
- ✓ Insufficient transformation from a model focused on wholesale and physical stores to one based on D2C transactions (in-house e-commerce)

 China

- Longer-than-expected economic slowdown
- Decline of brand competitiveness

- ✓ Delays in responding to the prolonged economic slowdown and rapid market decline
- ✓ Decline in brand value in the Chinese market (Following market trends, we were not able to leverage our inherent strengths, such as shaping performance and fit, and could not differentiate ourselves.)

Our policy in each country under this Medium-Term Management Plan

 Implement focused investments to reinforce the foundation for growth

- Implement marketing investments with the goal of increasing brand awareness in a well-planned manner
- Increase sales from e-commerce by changing the e-commerce platform, developing e-commerce-only products, etc.
- Make focused investments by positioning the CW-X business as a growth driver

 Establish competitive advantage in the area of large-size products by expanding the market in Europe and strengthening e-commerce

- Develop strategies in light of the needs in each country in continental Europe, where there is a lot of room to cultivate the market
- Push forward with the PMI of Bravissimo and establish a dominant position in the large-size segment
- Increase e-commerce sales leveraging the expertise of Bravissimo

 Improve profitability by reconstructing the brand, concentrating channels, and reforming costs

- Improve the revenue structure by fundamentally reviewing the business structure, including unprofitable stores
- Reform of the channel structure and improvement of profitability through a shift to e-commerce
- Reconstruct product and promotion strategies to renew the brand image

Under this Medium-Term Management Plan, we implemented an organizational reform to enhance the effectiveness of the plan (► Page 30). We shifted from a structure in which the Global Operations Div. oversaw our overseas businesses to one with two divisions, the Europe Div. and China and Asia Div. We will increase cooperation in each area to accelerate decision making and strengthen governance.

Under the revised medium-term management plan, the speed of responses to changes in the market environment was insufficient in major overseas countries, as in the domestic market, resulting in the failure to achieve the plan.

In the United States, the wholesale market shrank partly due to the closure of department stores, our key sales channel. In Europe, we saw a lack of country-specific strategies for expanding into the continent and delays in the shift to e-commerce. In China, we faced a greater-than-expected economic downturn.

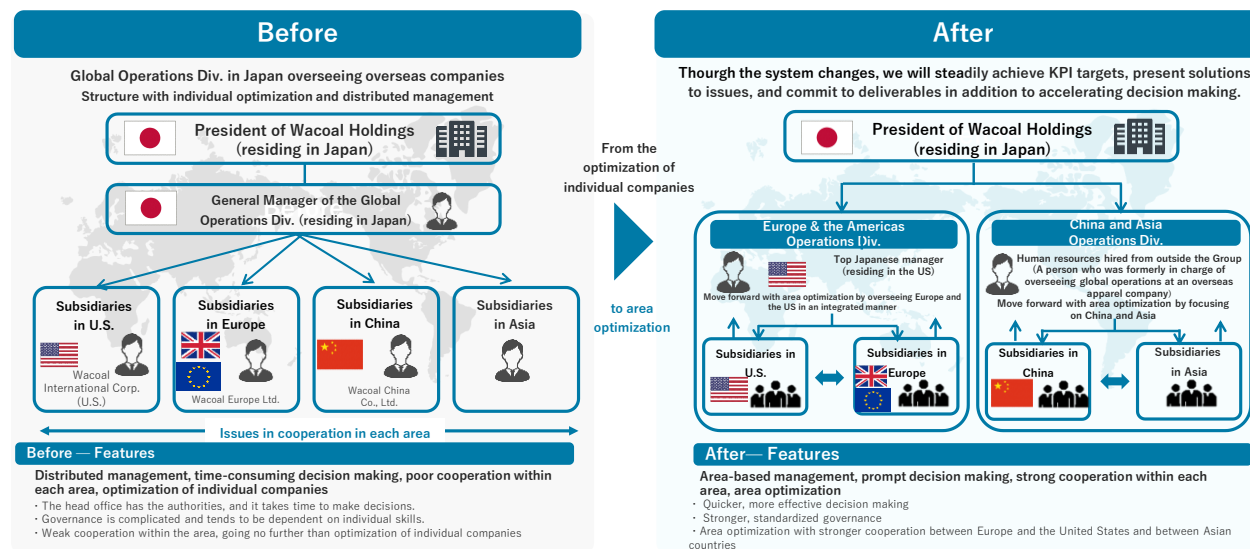
Under this medium-term management plan, we plan to implement the measures for each country as shown here. With regard to China, we fundamentally reviewed our business structure to improve profitability and are also considering significantly scaling back our operations there if we do not anticipate a recovery in performance in FY2027.

In addition, to enhance the effectiveness of the plan, we have reorganized the global operations division, which previously oversaw our overseas operations, into a two-division structure consisting of the Europe & Americas operations division and the China and Asia operations division.

Overseas Businesses: Introduction of Systems for Enhancing Effectiveness

We shifted from a structure under the Global Operations Div., which oversaw overseas subsidiaries, to one with two divisions, the Europe Div. and the China and Asia Div., which are directly controlled by the president.

We will increase cooperation in the individual areas to accelerate decision making, strengthen governance and enhance the effectiveness of the plan.



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I will touch upon the introduction of systems for enhancing effectiveness for overseas businesses.

Traditionally, the global operations division in Japan oversaw overseas subsidiaries. However, there were challenges: it was impractical for the division manager to manage the entire global operations, and the chain of command between the Japanese headquarters and each overseas subsidiary prevented effective horizontal collaboration among overseas subsidiaries.

We have adopted a two-division structure consisting of the Europe and the Americas operations division and the China and Asia operations division, with the heads of each division holding authority and exercising centralized management over their respective regions.

In addition, by stationing the division manager of the Europe and the Americas operations division in the United States, we will be able to gain a quicker understanding of local conditions, thereby accelerating decision-making and strengthening regional coordination.

Overseas Businesses: Regional Portfolio Strategies

Clarify portfolio strategies (growth, reconstruction, and up-front investments) aligned with the situations of the individual regions and increase global growth with the goal of making WACOAL a global leader in the industry.



This slide shows the overseas business regional portfolio strategies.

We have classified countries into three categories—growth driver regions, turnaround regions, and investment focus regions—to clarify our portfolio strategies.

We have identified Europe and India as growth drivers, China as a turnaround region, and the United States as an investment focus region.

U.S. (Wacoal International Corp.): Key Initiatives



Increase recognition of the brand in the e-commerce market and accelerate the growth of CW-X while implementing the PMI of Glamorise

Expand e-commerce

- Change to the Shopify e-commerce platform to improve the UI and UX
- Increase LTV by introducing a loyalty program, personalized functions and other initiatives
- Strengthen sales at major marketplaces
- Develop e-commerce-only products

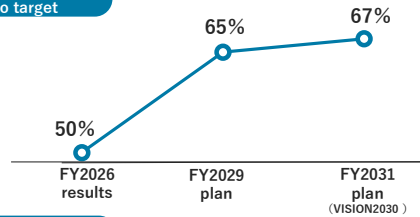
Expand CW-X

- Promote sales of arm braces by highlighting a top US baseball player to increase awareness of the brand
- Plan and deploy products that fulfill needs in the US market
- Strengthen marketing and plan and develop products that better fit US consumers

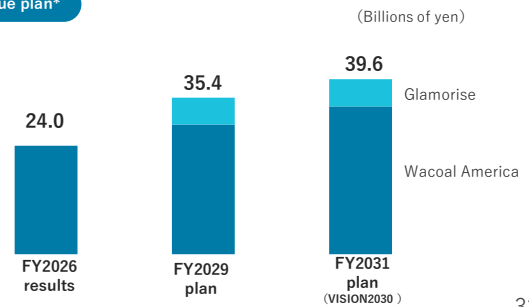
Profitability Improvement

- Review and optimize the cost of labor in manufacturing and sales
- Review sales prices
- Optimize SCM including Glamorise products

E-commerce sales ratio target



Sales revenue plan*



*Figures are presented based on local accounting standards.

*Figures differ from those disclosed in the FY2026 (ended March 2026) financial results presentation due to the inclusion of intercompany transactions.

Now, I would like to talk about the key initiatives by country.

First, the United States. We will increase recognition of the brand in the e-commerce market and accelerate the growth of CW-X while implementing the PMI of Glamorise, which we acquired in April this year.

As shown in the graph on the upper right, we set an e-commerce sales ratio target of 67% for FY2031, a significant increase from the current 50%.

Regarding sales revenue, we plan to achieve significant growth from current JPY24 billion to JPY39.6 billion in FY2031, including Glamorise's revenue.

Europe (Wacoal Europe): Key Initiatives

 **Maximize synergy centered on the PMI of Bravissimo and accelerate growth by both entering Europe and expanding e-commerce**

Expand e-commerce

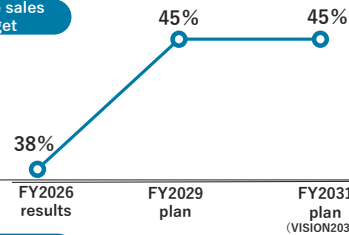
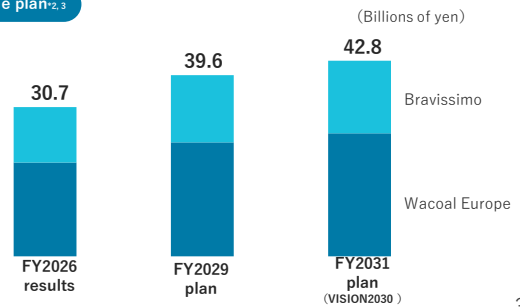
- Change to the Shopify e-commerce platform to improve the UI and UX
- Begin selling Bravissimo products via e-commerce in areas other than the UK and the US
- Start dropshipping*¹ in the UK

Implement PMI

- Increase retail stores operated by Bravissimo
- Deal in more Wacoal Europe products at retail stores operated by Bravissimo and its e-commerce site
- Consolidate materials of Bravissimo products and Wacoal Europe products and switch some products to in-house production

Increase sales in Continental Europe

- (France and other European countries) Launch own e-commerce
- (France, Germany, Spain, and the Netherlands) Open more stores at department stores
- Start dropshipping*¹ in France
- Begin offering products on marketplaces

E-commerce sales ratio target**Sales revenue plan^{2,3}**

*1 A transaction model in which inventory is not held; products are shipped directly from the supplier to the customer after an order is placed

*2 Figures are presented based on local accounting standards.

*3 Figures differ from those disclosed in the FY2026 (ended March 2026) financial results presentation due to the inclusion of intercompany transactions.

This slide shows the key initiatives for Europe.

We will accelerate growth through the ongoing post-merger integration of Bravissimo, which we acquired in 2024, as well as strengthening our e-commerce operations and expanding into continental Europe.

As shown in the graph on the upper right, we set an e-commerce sales ratio target of 45%, a significant increase from the current 38%.

China (Wacoal China Co., Ltd.): Key Initiatives



Prioritize structural reform over increasing sales and thoroughly manage the profit and loss of unprofitable stores, etc. with the goal of shift to profit generation.

Structural reform of channels

- Strengthen e-commerce to attract more customers and acquire new customers
- Increase the e-commerce purchase rate by reviewing merchandising

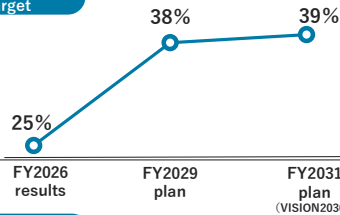
Profitability Improvement

- Dramatically review unprofitable stores and uncompromisingly close loss-making stores
- 【Plan to close unprofitable stores】**
FY2026 23stores (results) FY2029 60stores (plan)
- Revise functions and structure to align with the scale of sales and optimize and reduce expenses

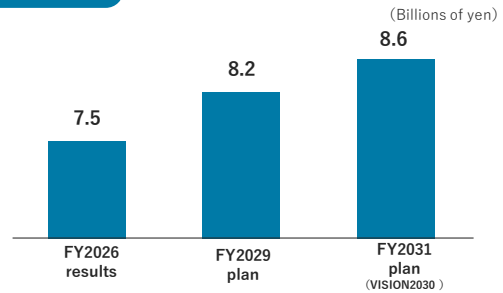
Rebranding

- Reconstruct the product strategy to fit market needs
- Enhance communication to improve brand value
- Differentiate Wacoal from other companies by developing products leveraging its strengths

E-commerce sales ratio target



Sales revenue plan*



*Figures are presented based on local accounting standards.

*Figures differ from those disclosed in the FY2026 (ended March 2026) financial results presentation due to the inclusion of intercompany transactions.

This slide shows the key initiatives for China.

In China, we will prioritize structural reform over increasing sales in order to turn profitable.

Through measures such as increasing the e-commerce sales ratio, closing unprofitable stores, and implementing the product strategy, we aim to quickly transition to a profitable structure.

Strategy in Other Asian Countries (India: Wacoal India)

Expand the business portfolio to include e-commerce and new business categories while continuing wholesale trade (department stores and independent stores), with the goal of achieving the growth of sales.

Increase sales

- Continue to cultivate new department stores, retail stores, and independent stores, mainly in Mumbai and Delhi
- For e-commerce, we will strengthen inflows on other companies' platforms by increasing recognition, such as Myntra, as well as own e-commerce platform.

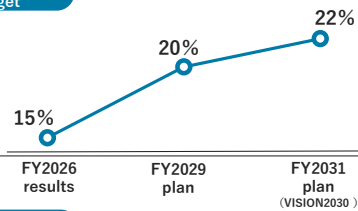
Improve the gross profit margin

- Expand the number of products made in India. Increase the domestic procurement ratio in India, where tariffs are high. **[Target domestic procurement ratio*1]**
FY2026 41%(results) FY2029 55% FY2031 70%
- Enhance the lineup of products in price ranges aligned with the needs of the market needs and reduce costs

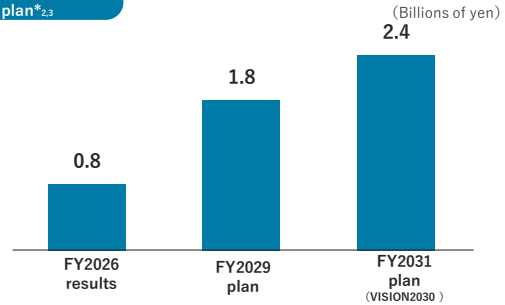
Increase Brand Awareness

- Increase the number of stores to increase exposure **[Plan to increase the number of stores]**
Department stores : FY2026 154stores (results) FY2029 320stores (plan)
Independent stores : FY2026 146stores (results) FY2029 510stores (plan)
- Use celebrity marketing (a major method in India) to acquire new customers

E-commerce sales ratio target



Sales revenue plan*2,3



*1 Ratio of sales of domestically produced products to total sales

*2 Figures are presented based on local accounting standards.

*3 Figures differ from those disclosed in the FY2026 (ended March 2026) financial results presentation due to the inclusion of intercompany transactions.

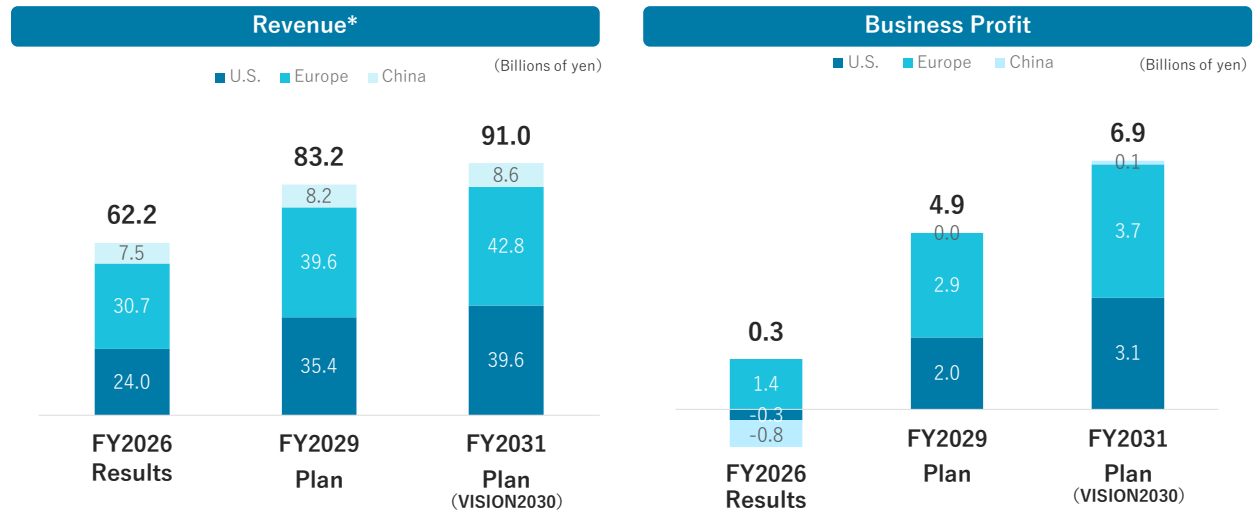
Let's look at the strategy in other Asian countries.

In Asia, I would like to touch upon India, which we have identified as a growth driver region and where market expansion is expected.

In India, we aim to expand e-commerce and new business categories while continuing wholesale trade, with the goal of achieving the growth of sales. At the same time, we will increase the domestic procurement ratio in India, where tariffs are high, to improve gross profit margins, thereby contributing to profits.

Revenue and Business Profit Plans in Three Major Countries

In the US and Europe, we plan to significantly increase sales and profit by maximizing them through the PMI of acquired subsidiaries and the expansion of e-commerce.
In China, we will implement structural reforms to eliminate the deficit within the three years, aiming to break even by the final fiscal year of the plan.



*Figures are presented based on local accounting standards.

*Figures differ from those disclosed in the FY2026 (ended March 2026) financial results presentation due to the inclusion of intercompany transactions.

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This slide shows the revenue and business profit plans in three major countries—the United States, Europe, and China.

In the United States and Europe, we plan to significantly increase sales and profit through the PMI of acquired subsidiaries and the expansion of e-commerce. In China, we will implement structural reforms to eliminate the deficit in FY2029.

That is all for me.

Finally, Hirooka will explain other business key strategies, as well as strengthening the Group management foundation and financial strategy.

04 Other Businesses Medium-term Management Plan 2029



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Hirooka: I am Hirooka, Corporate Officer and CFO of Wacoal Corp., in charge of Administrative Control.

I will explain the key strategies for other businesses, as well as strengthening the Group management foundation and financial strategy.

Key Strategy in the Peach John Business

Continue to take measures to acquire new customers and strengthen customer-oriented product development and promotions. Also expand new areas by leveraging brand power.

Continue to acquire new customers

- Continue to take measures to acquire new customers, aiming to increase e-commerce sales in particular
- Acquire new customers using highly fashionable products and topical promotions

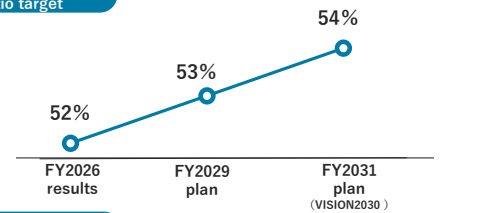
Customer-oriented product development

- Strengthen the development of products that accurately reflect the needs of key customers based on the analysis of customer data
- Balance designs, prices, and functionality in accordance with customer needs and differentiate our products from those of competitors by providing "cute" products

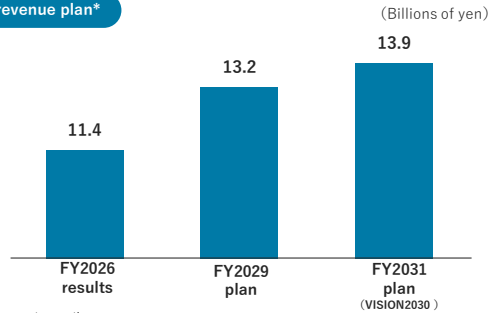
Expand new areas

- Strengthen sales in new areas, such as goods related to live concerts and licensing business
- Leverage the brand power of Peach John to promote collaborations with other brands or companies

E-commerce sales ratio target



Sales revenue plan*



*Figures differ from those disclosed in the FY2026 (ended March 2026) financial results presentation due to the inclusion of intercompany transactions.

First, this slide shows the key strategy in the Peach John business.

We will continue to take measures to acquire new customers and strengthen customer-oriented product development and promotions.

We will also expand sales in new areas, including collaborations with other companies and the licensing business, by leveraging brand power. We set an e-commerce sales ratio of 54% and sales revenue of JPY13.9 billion in FY2031.

05 Strengthening Group Management

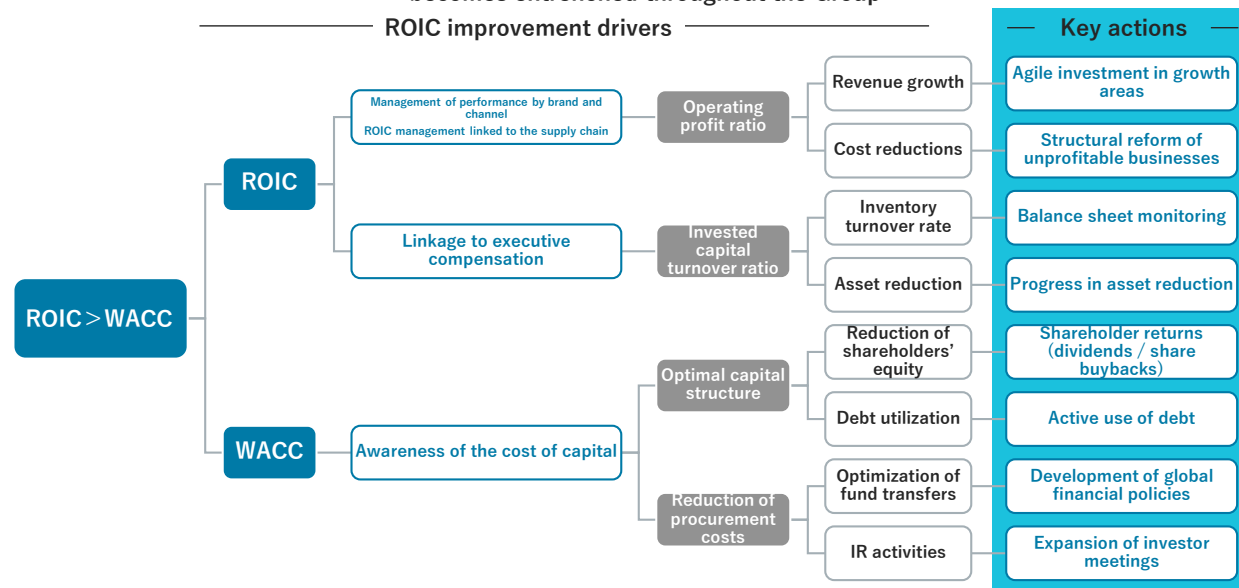


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Next, I would like to touch upon strengthening the Group management.

Advancing ROIC Management

Achieve returns that exceed the cost of capital by ensuring that return on invested capital (ROIC) management becomes entrenched throughout the Group



Based on our review of the revised medium-term management plan, we have explained our domestic and overseas business medium-term plans. I would like to explain the mechanism for fully implementing plans, building a management foundation that supports sustainable growth, and financial strategy.

First, I would like to touch upon advancing ROIC management from the perspective of capital efficiency.

Under the revised medium-term management plan, ROIC budget control indicators were established across all Group companies. Under this medium-term management plan, we will promote ROIC management throughout the Group and work to continuously improve ROIC.

To that end, it is important not only to improve profitability through sales growth and cost reductions, but also to enhance asset efficiency by improving inventory turnover and promoting asset reduction. It is essential to improve both profitability and asset efficiency while keeping capital investment in mind.

The point I would like to emphasize here is that improving ROIC requires not only maximizing profit, the numerator, but also optimizing invested capital, the denominator.

ROIC Management KPIs

The following initiatives related to profitability and the inventory turnover rate, which drive the improvement of ROIC, are being implemented by major subsidiaries.

We are implementing these initiatives to improve the Group's ROIC.

Improvement drivers	Company	Key Measures	FY2029 Target		FY2031 Target	
Profitability improvement	Common to all companies	• Increase sales via e-commerce channels • Continue price revisions and cost structure reforms	Business Profit Margin 4.2%	ROIC 4.0% or higher	Business Profit Margin 6.0%	ROIC 6.5% or higher
	Peach John	• Restrict discounts • Promote full-price sales				
	U.S.	• Implement the PMI of Glamorise				
	Europe	• Implement the PMI of Bravissimo				
	China	• Revise functions and structure and reduce expenses in accordance with the scale of sales • Strictly manage profits and losses at stores • Uncompromisingly close unprofitable stores				
Improvement in inventory turnover rate	Common to all companies	• Improve inventory efficiency by shifting to e-commerce-focused business models	Inventory turnover rate* 2.0times		Inventory turnover rate* 2.1times	

* Inventory turnover rate is calculated on a Wacoal Corp. standalone basis

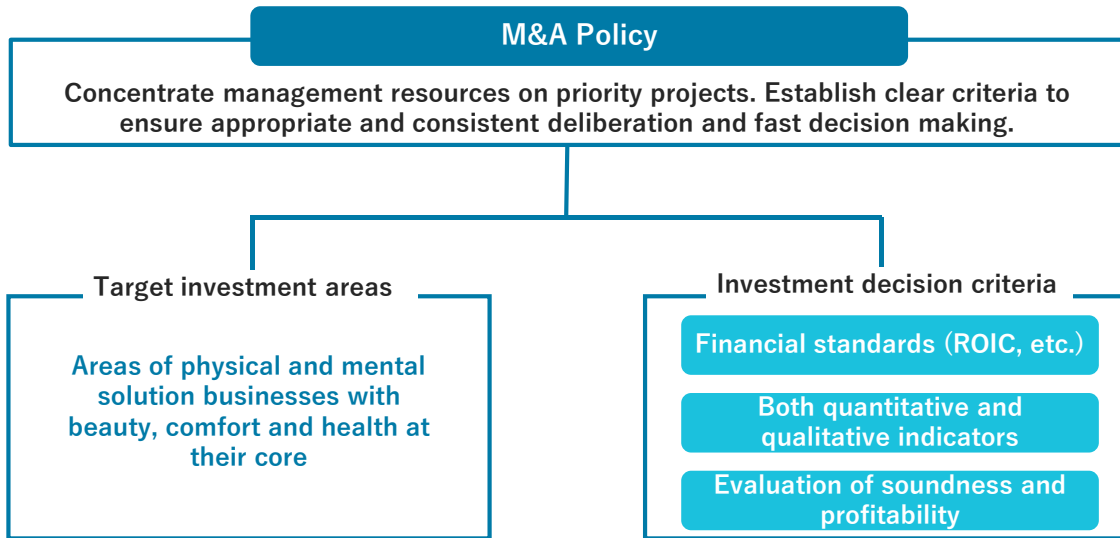
This slide shows the key initiatives implemented by subsidiaries to improve ROIC.

The three key themes common to all companies are improving profitability through the shift to e-commerce, price adjustments and cost structure reforms, and improving inventory turnover rate.

In addition, we will implement measures tailored to the circumstances in each region, such as advancing post-merger integration with Glamorise and Bravissimo in the United States and Europe, and carrying out structural reforms in China.

M&A Strategy

Aggressively and flexibly implement M&A activities by setting target investment areas and clear decision criteria



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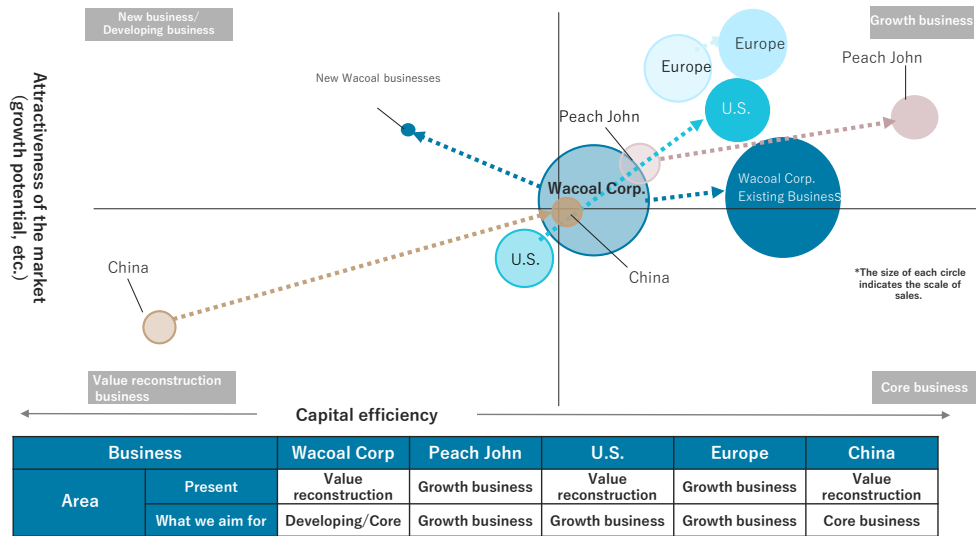
Let's look at our M&A strategy as growth investment.

Our target investment areas are physical and mental solution businesses with beauty, comfort, and health at their core. We also place significant importance on M&A investments as a means of driving future growth.

Therefore, we have established clear M&A criteria to more aggressively and flexibly implement M&A activities.

Business Portfolio

Regularly check and assess the degree to which initiatives contribute to the enhancement of corporate value with the goal of increasing growth potential and capital efficiency in light of the growth opportunities in the market.
Optimize the business portfolio and strengthen governance while also improving the profitability of each company.



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This slide shows our business portfolio.

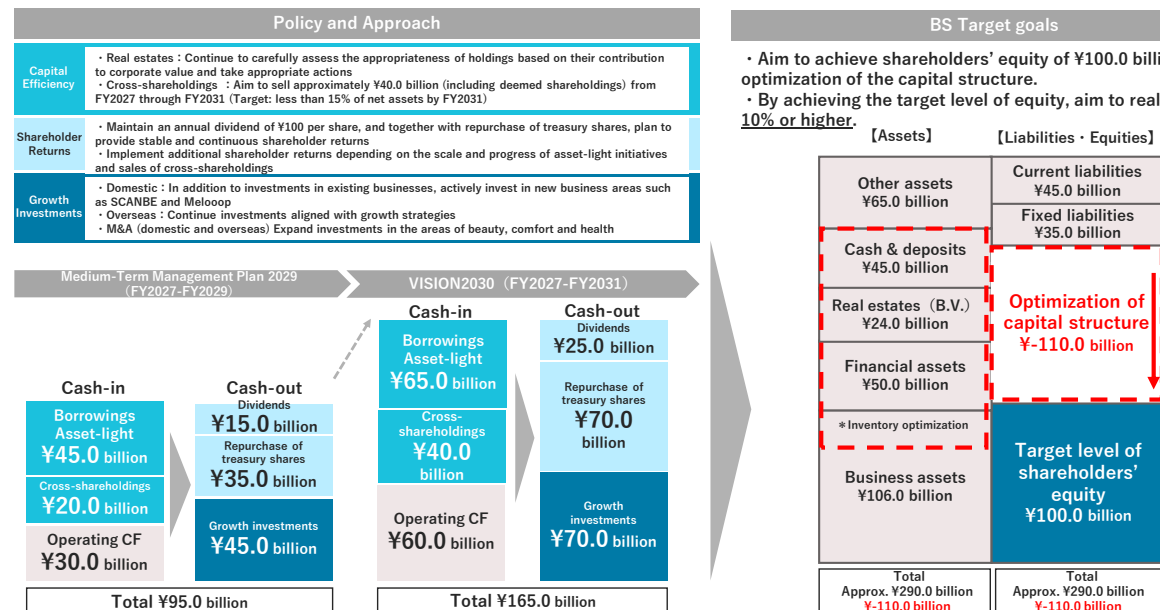
In this medium-term management plan, we have organized business segments and clarified their strategies.

The key point is where to prioritize the allocation of limited management resources. We will actively invest in areas with growth potential, while at the same time implementing structural reforms and reorganizations for businesses facing profitability challenges.

By optimizing the portfolio, we aim to achieve a balance between capital efficiency and growth potential for the Group.

(Reiteration) Strengthening of the Group Management Foundation: Financial Strategy

We will continue shareholder returns while improving capital efficiency and simultaneously strengthen investments for future growth.



Let's see our financial strategy.

We will continue to optimize our capital structure, prioritizing a balance between improving capital efficiency and growth investment.

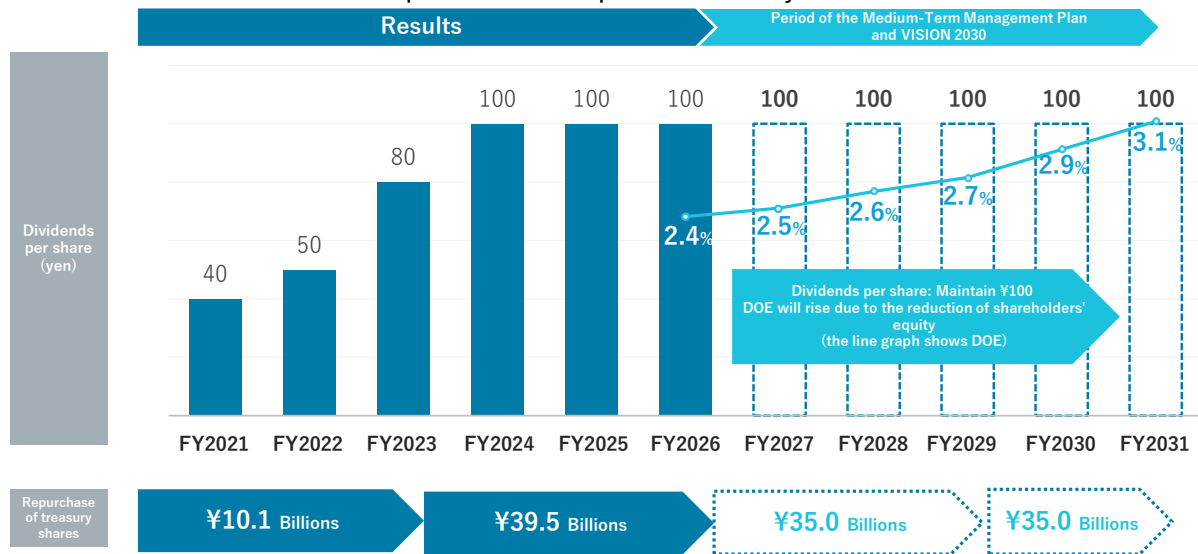
Specifically, we will generate capital through measures such as operating cash flow, asset reduction, and the sale of cross-shareholdings, and we will appropriately allocate it to growth investments and shareholder returns.

Over the five-year period of VISION 2030, we will invest a total of JPY70 billion in growth investments while continuing shareholder returns through dividends and repurchases of treasury shares.

Through optimization of our capital structure, we aim to achieve an ROE of 10% or higher in the future and to improve corporate value.

Financial Strategy: Shareholder Returns (Changes in Dividends and Share Repurchases)

We plan to consistently and continuously provide shareholder returns through a combination of maintaining dividends at ¥100 per share and the repurchase of treasury shares.



Finally, regarding shareholder returns, we plan to consistently and continuously provide shareholder returns through a combination of maintaining dividends at JPY100 per share and repurchases of treasury shares. We also plan to increase DOE in line with stable dividends and the reduction of shareholders' equity.

I would like to conclude our presentation on the Medium-Term Management Plan 2029. Thank you for listening.

Appendix



Appendix

Financial Summary

WACOAL HOLDINGS CORP.

Exchange rate	USD	GBP	CNY
FY2026 results	150.77	202.10	21.25
FY2027-FY2031 plan	155.00	210.00	22.00

(Millions of yen)

	FY2026		FY2029				FY2031 (VISION2030)			
	results	ratio	plan	ratio	vs FY2026 results		plan	ratio	vs FY2026 results	
					change	% change			change	% change
Revenue	171,510	—	201,000	—	+29,490	+17.2%	217,000	—	+45,490	+26.5%
Business Profit	-461	—	8,500	4.2	+8,961	—	13,000	6.0	+13,461	—
Operating Profit	19,877	11.6	9,300	4.6	-10,577	-53.2%	13,800	6.4	-6,077	-30.6%
Profit Attributable to Owners of Parent	13,124	7.7	7,200	3.6	-5,924	-45.1%	10,000	4.6	-3,124	-23.8%
ROE	6.5%	—	4.3%	—	—	—	7.0%	—	—	—
ROIC	5.9%	—	4.0%	—	—	—	6.5%	—	—	—
EPS	¥ 262	—	¥ 145	—	—	—	¥ 210	—	—	—
Equity Ratio	71.7%	—	63.3%	—	—	—	59.3%	—	—	—

Financial Summary (Major Subsidiaries)

Exchange rate	USD	GBP	CNY
FY2026 results	150.77	202.10	21.25
FY2027-FY2029 plan	155.00	210.00	22.00

(Millions of yen)

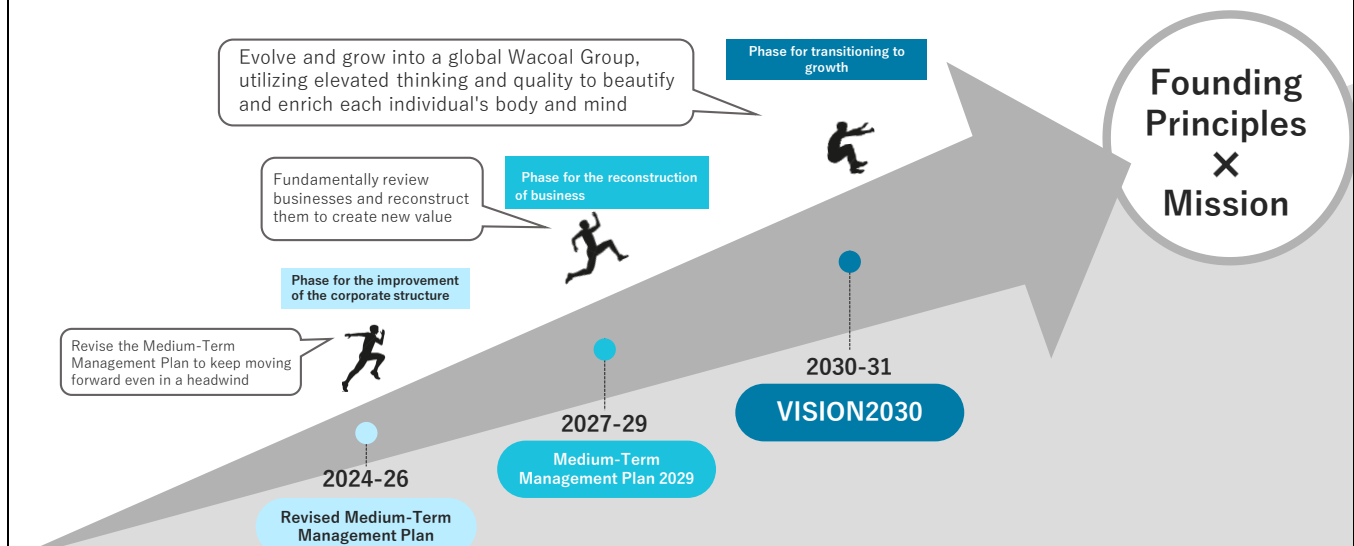
	Revenue									Business Profit (Loss)								
	FY2026		FY2029				FY2031			FY2026		FY2029				FY2031		
	results	plan	vs FY2026 results			plan	vs FY2026 results			実績	plan	vs FY2026 results			plan	vs FY2026 results		
			change	% change	CAGR		change	% change	CAGR			change	% change	CAGR		change	% change	CAGR
Wacoal Corp.	84,525	88,300	+3,775	+4.5%	+1.5%	94,800	+10,275	+12.2%	+2.3%	690	4,000	+3,310	+479.7%	+79.6%	5,800	+5,110	+740.6%	+53.1%
Wacoal International Corp. (U.S.)	23,965	35,400	+11,435	+47.7%	+13.9%	39,600	+15,635	+65.2%	+10.6%	-256	2,000	+2,256	—	—	3,100	+3,356	—	—
Wacoal Europe Ltd.	30,725	39,600	+8,875	+28.9%	+8.8%	42,800	+12,075	+39.3%	+6.9%	1,435	2,900	+1,465	+102.1%	+26.4%	3,700	+2,265	+157.8%	+20.9%
Wacoal China Co., Ltd.	7,484	8,200	+716	+9.6%	+3.1%	8,600	+1,116	+14.9%	+2.8%	-847	0	+847	—	—	100	+947	—	—
Peach John	11,379	13,200	+1,821	+16.0%	+5.1%	13,900	+2,521	+22.2%	+4.1%	130	500	+370	+284.6%	+56.7%	900	+770	+592.3%	+47.3%
Wacoal International Corp. (U.S.)	158,956	228,300	+69,344	+43.6%	+12.8%	255,800	+96,844	+60.9%	+10.0%	-1,694	12,700	+14,394	—	—	20,200	+21,894	—	—
Wacoal Europe Ltd.	152,026	188,600	+36,574	+24.1%	+7.5%	204,000	+51,974	+34.2%	+6.1%	7,112	13,800	+6,688	+94.0%	+24.7%	17,500	+10,388	+146.1%	+19.7%
Wacoal China Co., Ltd.	352,195	371,400	+19,205	+5.5%	+1.8%	389,800	+37,605	+10.7%	+2.1%	-39,919	2,000	+41,919	—	—	6,000	+45,919	—	—

*Figures are presented based on local accounting standards.

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Path to the Achievement of the Founding Principles and Mission

To achieve our Founding Principles and Mission, we will drive business transformation and growth in phases, leading to the realization of VISION 2030



What We Aim For in VISION 2030

Evolve and grow into a global Wacoal Group, utilizing elevated thinking and quality to beautify and enrich each individual's body and mind

Each operating company will view initiatives to address increasingly complex and diverse social issues as opportunities for growth in the future, aiming to address social issues and achieve sustainable growth through business.

There has been no change to our policy of executing our vision and sustainability management to enhance our corporate value.

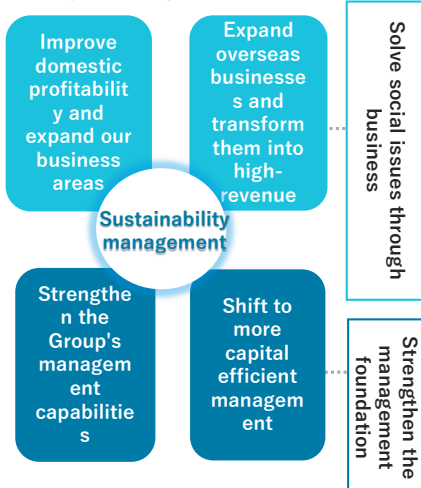


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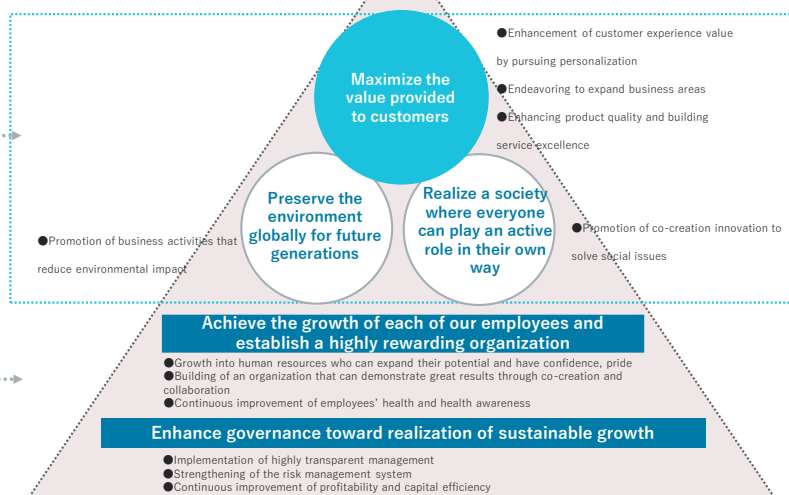
VISION2030 Solving materialities

We set 11 material issues and indicators to solve social issues and achieve growth under a sustainability management system

4 key strategies



11 material issues



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VISION2030 Materiality Targets

1. Enhancement of customer experience value by pursuing personalization

●Number of active Wacoal members **2.6 million members** (approx. 45%)

2. Expanding business areas

●Net sales in new areas of existing businesses **¥2,220 million**

●Net sales from new businesses **¥2,000 million**

●E-commerce sales ratio
Japan **29%** U.S. **67%** Europe **45%** China **39%**

●Sales revenue in major overseas countries

U.S. **¥39.6 Billions** Europe **¥42.8 Billions** China **¥8.6 Billions**

3. Enhancing product quality and building service excellence

●Maintain 100% of manufacturing-related departments implementing quality activities and continue activities to raise awareness of quality

4. Growth into human resources who can expand their potential and have confidence, pride

Percentage of positive answers in engagement survey results

●「Growth opportunities」 **50% or higher**
●「Cooperative structure」 **80% or higher**
●「Support of the Vision」 **80% or higher**

5. Building of an organization that can demonstrate great results through co-creation and collaboration

6. Continuous improvement of employees' health and health awareness

●Total number of days absent due to illness

20,000 days or less

●Percentage of people who intend to change their behaviors related to the improvement of their lifestyles

80% or higher

7. Promotion of business activities that reduce environmental impact

GHG emissions (vs. FY2020)

●Scope 1 & 2 **30% or more reduction**

*Targets: Domestic locations, factories and distribution centers

●Scope 3 **20% reduction**

*Wacoal business (Japan)

●Product waste

0

*Wacoal Corp.

●Ratio of environment-friendly materials used

30% or higher

*Wacoal Corp.

8. Promotion of co-creation innovation to solve social issues

●To steadily promote human rights due diligence activities, we will achieve:

100% of employees receiving human rights training

●Expanding the scope of CSR procurement activities

Implement on-site CSR procurement audits of raw material manufacturers and dyehouses

9. Implementation of highly transparent management

●Outside executive ratio **50% or higher**

10. Strengthening of the risk management system

●Percentage of employees who participated in an e-learning program

100%

*Compliance

11. Continuous improvement of profitability and capital efficiency

●ROIC target

6.5% or higher

●Target business profit ratio

6.0%

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