[Translation]



November 9, 2023

To whom it may concern:

Company name: Wacoal Holdings Corp.

Representative name: Masaaki Yajima,

Representative Director, President and

CEO

(Code No. 3591 TSE Prime Market)

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Announcement of Revised Medium-Term Management Plan

We hereby announce that our board of directors resolved at its meeting held on November 9, 2023 to revise the medium-term management plan (from the fiscal year ended March 31, 2023 to the fiscal year ending March 31, 2025), which we announced on June 3, 2022, as follows.

Details

1. Background for Reexamining Our Medium-Term Management Plan

As an important period for laying the foundation for realization of our "VISION 2030", the mediumand long-term business strategy frame that represents the future vision of our group, we have formulated the medium-term management plan covering the three-year period starting from the fiscal year ended March 31, 2023 to the fiscal year ending March 31, 2025, and have implemented various measures to achieve this plan. However, the business environment remained challenging against the backdrop of significantly rising inflation and the depreciation of the Japanese yen, and as a result, our business results for the fiscal year ended March 31, 2023, the first year of the plan, fell significantly short of our expectations. In light of such circumstances, we have decided to reexamine the strategies, target figures, and timeframe of the mediumterm management plan in order to ensure the achievement of goals under "VISION 2030".

2. Policies of Revised Medium-Term Management Plan

	1.	Business Model Reforms to Improve Profitability
		Implement business model reforms (including supply chain management reforms and cost structure
ı		reforms) and restore core profitability

- 2. Growth Strategy to Achieve "VISION 2030"
 - Execute "brand strategy" and "customer strategy" by leveraging the digital capabilities and our strengths to achieve the next stage of growth
- 3. Introduction of Return on Invested Capital ("ROIC") Management
 Introduce ROIC management as a business management platform that supports measures to enhance profitability and the effectiveness of strategies
- Promotion of Asset-light Strategies
 Improve capital efficiency by reducing inventories and cross-shareholdings, and liquidating real property

3. Target Figures and Timeframe

[Target Figures and Timeframe for the Last Year of the Medium-Term Management Plan]

	Before Revision	After Revision	"VISION 2030"*
	Fiscal Year ending March 2025	Fiscal Year ending March 2026	Fiscal Year ending March 2031
Revenue	220.0 billion yen	203.0 billion yen	270.0 billion yen
Operating Profit	16.5 billion yen	13.0 billion yen	27.0 billion yen
Operating Profit Margin	7.5%	6.4%	Over 10%
Return on Equity	6%	7%	Over 10%
ROIC	_	6%~7%	Over 10%
Earnings per Share	200 yen or more	200 yen or more	_

^{*}There is no revision to the target figures and timeframe under "VISION2030", which we announced on June 3, 2022.

For details, please see the attached materials.



Revised Medium-Term Management Plan FY2024 to FY2026

November 9, 2023 Wacoal Holdings Corp.

Revised Medium-Term Management Plan Outline

Causes of Deterioration in Profitability (Summary of Group Strategy Committee)

The speed of changes in the external environment were quicker than expected, and weaknesses in our supply chain management have become apparent

- With diversifying customer needs, we recognize that conventional advertising, product planning, and production systems are not enough to respond to market changes, causing deterioration in profitability and excessive inventory (especially with the existing product planning and development lead time (LT), which takes more than one year to market, and improvements are urgently needed).
- As for the harmful effects of functional organizations, various coordinated tasks and complicated profit and loss management hinder prompt decision-making
- The responsibility for the management strategy is not clear, and the effectiveness of the strategy is not improving. In addition, the holding company's supervisory function over its subsidiaries is insufficient, and improvements are needed

Policies of Revised Medium-Term Management Plan

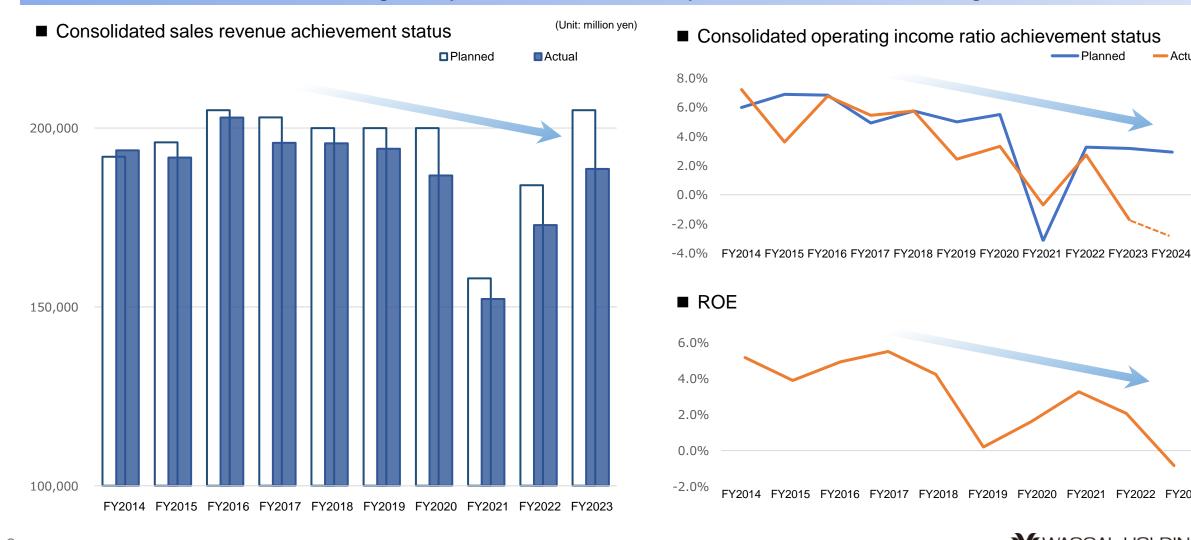
In order to improve the probability of achieving VISION 2030, we will first shift to a structure that can steadily generate cash

- 1. Implementing business model reforms (supply chain management reforms and cost structure reforms) to restore basic profitability
- 2. Carrying out "brand strategy" and "customer strategy", utilizing the power of digital resources and our Company's strengths to lead to further growth
- 3. Introducing ROIC management as business management infrastructure that supports measures to enhance profitability and the effectiveness of strategies
- 4. Improving capital efficiency by reducing inventories, policy shareholdings, and streamlining real estate holdings

Background of Reviewing the Medium-Term Management Plan

Business performance has been sluggish for a long period of time, continuing to fall short of the medium-term management plan and initial annual plans. Capital efficiency also remains low

We will review the medium-term management plan and take actions to improve the effectiveness of management



— Actual

Formulating a Process of the Revised Medium-Term Management Plan

■ Main items to consider in the revised medium-term management plan



■ Process for formulating key items of the revised medium-term management plan

Implemented items	Specific activities	Members	Number of holdings	
Group Strategy Committee	 Reviewing key issues in the revised medium-term management plan Determination of management strategies 	Board MembersOutside directors/auditors	7 times	
Wacoal(Japan) business structural reform project	 Formulating growth strategies Studying the implementation items of cost structure reform and estimating the effects Reviewing and determining measures for supply chain management reforms 	 Directors & Outside directors Executive officers, relevant department members External consulting services 	Monthly average: 2 or 3 times (WS will be held separately)	
Building a management system using ROIC as an indicator	 Reviewing and formulating basic policies for introducing ROIC Examining and conducting simulations of ROIC calculation method Considering internal inculcation methods 	 Directors & Outside directors Executive officers, relevant department members External consulting services 	The general meeting is held 3 times (WS will be held separately)	
Effective use of assets and improving capital efficiency	 Reviewing and formulating a basic policy on asset holdings Inspection of asset holdings by outside directors 	 Directors & Outside directors Executive officers External consulting services 	Examining as an agenda for the Strategy Committee (WS will be held separately)	

Targets of the Revised Medium-Term Management Plan

Opportunities

- Diversifying the need to "be yourself"
- Increasing the need for health and comfort
- Social inculcation of sustainability awareness
- Developing markets with significant growth potential

Risks

- Increasing procurement costs due to changes in the external environment
- Declining domestic demand due to population decline
- Lack of competitiveness due to slow innovation
- Declining corporate attractiveness and a serious shortage of staff

Wacoal Group's strengths



Personalized body and soul database



Research/knowledge of various body types / life stages



3

Manufacturing technology for products that suit each customer



Organizational ability to meet individual needs and embody services

- Business model reforms to improve profitability
 - Reviewing supply chain management
 - Cost structure reform Dealing with unprofitable businesses

Improving profitability and capital efficiency



Growth investments and stakeholder returns

Introducing ROIC management

- Monitoring profitability and strategy effectiveness
- Business portfolio management

2 Growth strategy to achieve VISION 2030

- Reviewing brand strategies
 Focusing on growth markets
- Human resource development and organizational development to enhance corporate value

Promoting asset reduction

- Reducing inventories
- Reducing strategic shareholdings
- Streamlining real estate holdings



Business Model Reform (1) Supply Chain Management Reform

Implementing SCM reforms at Wacoal(Japan) to respond quickly to changes in customer needs and the market environment With the use of digital technology to build SCM linked to demand from the customer's point of view, thoroughly selecting and focusing to optimize the cost structure

* SCM: supply chain management



- **Optimizing in-store** product lineup
- By reviewing the uniform product mix and delivery style of new products, we establish a model that reliably delivers top-selling products to stores (including e-commerce)
- ✓ Operational establishment within the period of the medium-term management plan

Demand-linked production

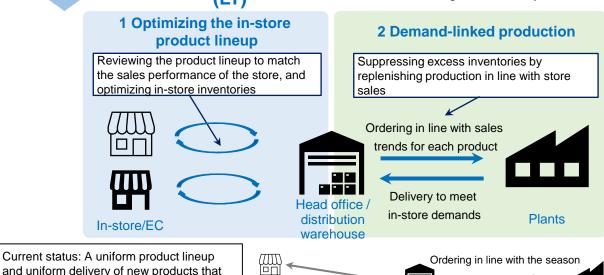
and uniform delivery of new products that are not fully suited to the sales situation at the store and customer characteristics

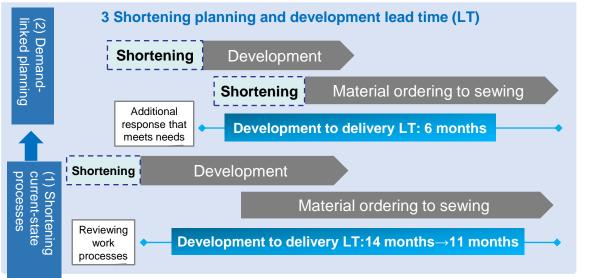
• Changing the production system to match the demand situation at the store, optimizing/reducing excess inventories

Delivery in line with the production plan

✓ Trial from standard products and gradually become operational within the medium-term management plan period.

- Shortening planning and development lead time (LT)
- Shortening development and delivery LT by utilizing existing patterns and reviewing business processes such as planning and development meetings
- Accelerating the PDCA cycle and the launch of products that meet customer needs
- ✓ By the FY2025, we will gradually change the business process and try to shorten additional plans





Business Model Reform (2) Cost Structure Reform

In order to restore Wacoal(Japan)'s basic profitability, a radical cost structure reform will be implemented. Setting reduction target to ¥ 7bn. We plan to improve the sales profit ratio by 3 pts to 4 pts and SG&A expenses by 4 pts to 5 pts by FY2026 (compared to FY2023).

Implemented items	Specific activities	Implementation timing	Effects
Brand focus and selection	 Reducing losses on returns and discounting by aggregating product numbers, etc. (Reducing production lines by approx. 40% and the number of product number by more than 10%) Reviewing sales price setting 	 Aggregating production lines will start at 24AW and be completed during FY2025 	¥ 1.9 billion
Reducing production costs	 Improving inspection process efficiency Reducing man-hours by aggregating product numbers, etc. 	● Will be completed by FY2025	¥ 0.6 billion
Reducing production and material costs	Reviewing the production systemAggregating materials and master colors	● Will be completed by FY2025	¥ 0.4 billion
Improving the profit and loss of stores	 Reviewing the terms and conditions of business with business partners Withdrawing stores that are in the red (up to 32 stores) Optimizing personnel in order to improve productivity 	 Considering the withdrawal from stores that are in the red and those that are not expected to revise transaction terms during FY2024 	¥ 0.9 billion
Offering voluntary retirement	 Optimizing personnel in order to improve productivity 	● Will be completed by FY2024	¥ 0.9 billion
Optimizing other sales promotion expenses	 Optimizing expenses for IT Optimizing advertising/promotion costs 	Will be completed by FY2025	¥ 1.6 billion
Reducing distribution costs, etc.	Improving distribution business profitability	● Will be completed by FY2025	¥ 0.6 billion
			Approx. ¥ 7.0 billion

Wacoal: Figures for the FY2026 business plan Based on the effects of cost structure reforms and the results of growth strategies, the revenue levels of ¥ 94 billion and business profit of ¥ 6 billion(6.4%) have been set as hurdle rates in the revised medium-term management plan Cost of sales Improving sales profit Sales profit ratio 56%⇒59% (Approx. 3pt improvement) SG&A expenses **Cost improvement** SG&A expenses ratio 57%⇒53% (Approx. 4pt improvement) 6.4%

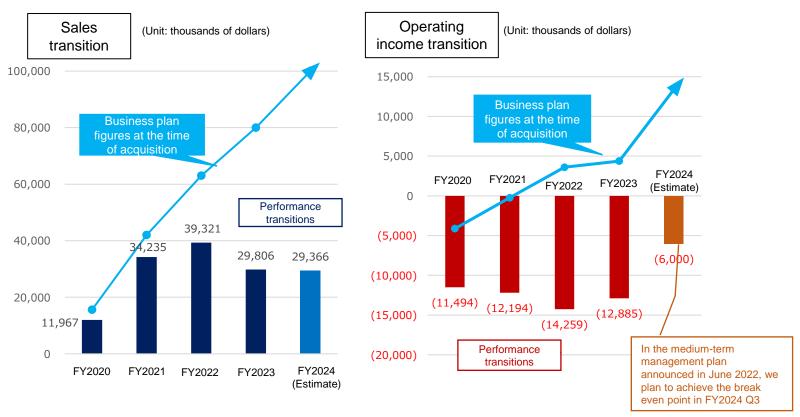
Business profit

Sales revenue

Business Model Reform (3) Withdrawing LIVELY brand (IO)

Withdrawing from the LIVELY business of Intimates Online, Inc., a U.S. subsidiary, and liquidating the company

- ✓ Since its acquisition in July 2019, we have developed our business by e-commerce sales as our main sales channel, utilizing new digital media centering on SNS as a communication tool with customers
- ✓ Sales fell short of the plan due to entry by competitors and restrictions on targeted advertising due to heightened restrictions on the use of personal information
- ✓ After considering various possibilities for future business development, we determined that it would be difficult to improve the performance of the business in the future, and decided to withdraw
- ✓ As a result of the withdrawal from this business, approximately ¥ 7.3 billion will be recorded in FY2024, including an impairment loss on goodwill related to Wacoal International (Approx. ¥ 10 billion of impairment loss on goodwill in FY2023)



■ Acquisition prices

(Unit: thousands of dollars)

	FY2020	FY2021	
Acquisition prices	86,401	-	86,401
Earnout payments	-	26,825	26,825
Total	86,401	26,825	112,866

■ Summary of Intimates Online, Inc.

Company name	Intimates Online, Inc.
Address	136 Madison Avenue New York NY 10016 USA
Representative	Kristin DiCunzolo
Business description	Planning and sales of female innerwear
Capital	433,000 dollars
Date of establishment	May 1, 2015
Date of acquisition	July 30, 2019
Shareholders	WACOAL INERNATIONAL CORP. (100% capital ratio)



Benefits and Temporary Expenses by Cost Structure Reform

Temporary expenses were recorded in FY2024 due to the cost structure reform of Wacoal (Japan)(withdrawal of brands and stores, optimization of personnel, etc.) and the withdrawal of IO in the U.S. (temporary expenses associated with structure reform will also be incurred in FY2025). The effects of cost structure reforms will gradually be shown from FY2025

	Initial plan
	FY2024 (May 12)
Sales revenue	¥ 205 billion
Business profit	¥ 6 billion
Withdrawing from IO business	-
Domestic structural reform expenses	-
Operating income	¥ 6 billion

Revised target FY2024 (November 9) ¥ 196 billion ¥ 1.7 billion ¥ -7.3 billion (*) ¥ -6 billion ¥ -12 billion

Effects of profit improvement

Approx. ¥ **7.5** to 8 billion/year

- ➤ Wacoal(Japan) Structural Reform: ¥ 7 billion
- ➤ IO deficit eliminated: ¥ 0.5 billion to ¥ 1 billion
- The above figures show only the effects of improvements in the implementation items of cost structure reforms(without taking into account the effects of supply chain management reforms and growth strategies).
- It is estimated that the effects of structure reforms will show themselves in FY2025, and the effects of improvements will continue from FY2026

^{*} Temporary expenses associated with the withdrawal of the LIVELY brand and the liquidation of IO have already been booked in the second quarter of the FY2024. The difference in the recorded amount from the forecast for the full year is due to the impact of reversal of leased assets that will occur in and after the 3Q



Growth Strategies to Achieve VISION 2030

By leveraging Wacoal's strengths and digital capabilities to continue providing products and services that empower customers' ability to "be themselves," we will develop beloved brands, build deep, broad, and long-term relationships with customers, and achieve growth as the Wacoal Group

1. Domestic business: To meet diversifying customer needs, we will contribute to the "beauty, comfort, and health of each customer"

Implemented items	Specific activities	Goals	
Customer strategies	 We aim to improve LTV through personalized customer experiences by using accumulated digital assets 		
Brand strategies	 Through brand management from a "customer's point of view," we develop attractive brands with clear value 	FY2026 Wacoal sales revenue	
Focus segments	 Strengthening strategies tailored to market segments in the innerwear business (reinforcing high premium and affordable markets) Leveraging our strengths to reinforce our sports and health businesses to maximize market opportunities 	Return to ¥ 94 billion (+3.2% compared to FY2023)	
Focus channels	 Implementing measures to strengthen the channel for Wacoal EC, dedicated EC, and directly managed stores 	EC ratio for FY2026: 30% (+10 pts compared to FY2023)	

2. Overseas business: Amid an uncertain business environment, we will first work to improve our management infrastructure and execute growth strategies for the next medium-term management plan

Implemented items	Specific activities	Goals	
Brand strategies	 Expanding contact points with new customers by developing and selling new products based on market analysis in China and other countries in Asia In Europe and the U.S., we will promote brand strategies to meet the diverse values of customers 	CAGR (FY2024 to FY2026) America: 3.9% Europe: 5.6% China: 12.4%	
Efforts to strengthen EC business	 Other companies EC: Strategically strengthen cooperation with EC marketplaces Wacoal EC: Enriching original content such as membership programs and strengthening cooperation with physical stores 	EC ratio for FY2026: 30% (+4 pts compared to FY2023)	
Developing emerging areas	 Formulating and promoting growth strategies in regions with growth potential, such as Germany, France and India 	FY2031 Sales in the German and French markets ¥ 6.7 billion (¥ +5 billion compared to FY2023)	

Brand Strategies (Wacoal (Japan))

With thorough brand management from the "customer's point of view," we will develop an attractive brand with clear values

■ Developing products and services tailored to each segment to meet the diverse values of customers and empower them to be themselves.

1	Innerwear	Brand portfolio setting tailored to market segments	 By clarifying the value we provide to customers, expand the customer base targeting young and affordable customers, and providing products that meet diverse customer needs, we will develop brands with an eye on long-term connections with customers and expand LTV 	Starting from the 24 AW season product
		Rebranding Wacoal	 From a brand that creates "beauty" to a brand that creates encounters with a "new you and new possibilities." Rebranding our core brand, Wacoal, to improve its value 	FY2028 ¥ 45 billion 125% compared to FY2023 (CAGR 4.6%)
2	Other than innerwear	Expanding our "beauty, comfort, and health" business	 Expanding the beauty, comfort, and health business by utilizing our knowledge cultivated in the innerwear business Personalized services using 3D measurement systems and data Strengthening sports business such as CW-X 	FY2031 ¥ 20 billion

■ About market segments

Analyzing the market attractiveness of each segment based on the "compound annual growth rate" x "bra market size" for FY2018 to FY2022, setting market segments and developing brand strategies in line with the strengthened segments (market attractiveness of each market segment and other information not disclosed)

			Age group					
		15 to 19 yrs old	20 to 29 yrs old	30 to 39 yrs old	40 to 49 yrs old	50 to 59 yrs old	Age 60 and above	
	High premium				High premium			
ס	Premium							
rice	Better	Young people		Rebrande	ed Wacoal	Seniors		
range	Moderate	į pospio						
Ф	Affordable			Afford	dable			
	Cost saving							

Introducing ROIC management

Introducing ROIC management to improve capital efficiency and achieve a robust corporate structure In addition to portfolio management, it is also used as a means of performance management to accurately measure results, and quantitatively link improvement activities on the ground with improvements in profitability and capital efficiency expected by investors and other stakeholders

■ Introducing the process of ROIC management to business departments

KPIs	Target	Inculcation process			
NPIS	Companies	FY2024	FY2025	FY2026	
	HD	 Consider introducing ROIC Conducting simulations to grasp ROIC values 	Starting ROIC management	Links to compensation	
FY2026 ROIC 6 to 7%	Wacoal (Japan)	 Sharing ROIC management introduction policy ROIC study meetings Incorporating into business activities (ROIC tree building) 	Starting ROIC management	Linking to compensationLinking to compensation	
	Domestic and overseas subsidiaries	 Sharing ROIC management introduction policy 	 ROIC study meetings Incorporating into business activities (ROIC tree building) 	 Starting ROIC management Linking to compensation 	

■ Purpose of introducing ROIC management

Putting the management philosophy into practice

Strengthening business management functions

Introducing ROIC management

Use with a corporate perspective

Financial assessment of target achievement status

- Managing financial targets across the Company
- Optimizing the business portfolio
- Managing new investment profitability

Use with a business operation perspective

Ensuring strategy effectiveness

- Managing capital returns by the operating company
- Improving capital returns using the ROIC tree
- Linking with PDCA management and performance evaluations

Achieving a return exceeding capital costs

Growth investments (reinvestments) and return to multi-stakeholders



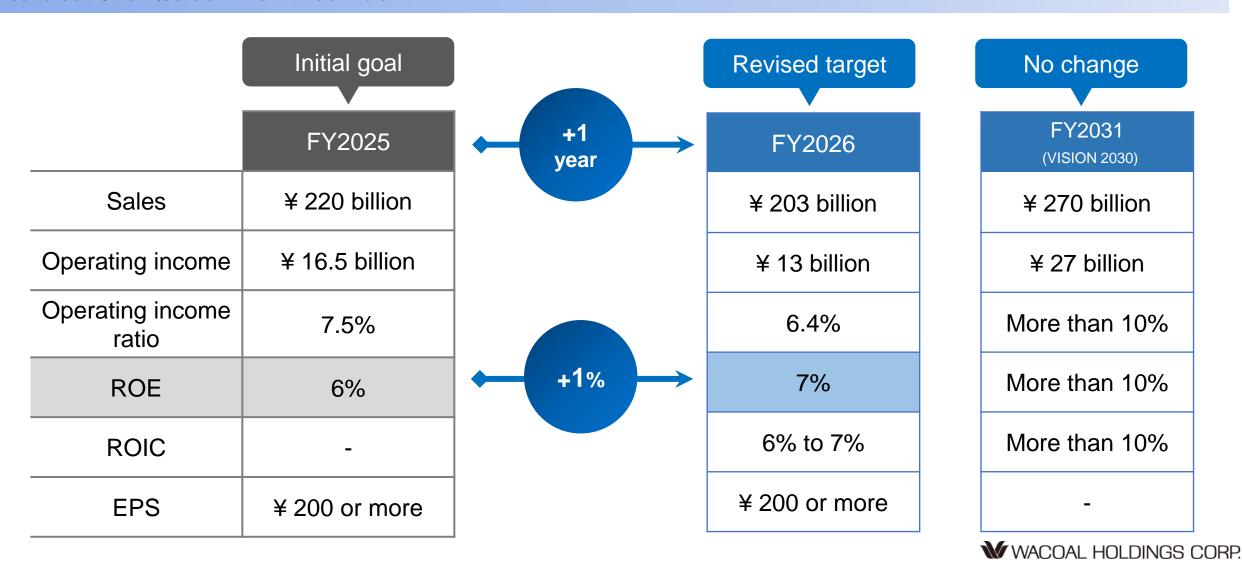
Promoting Asset Reduction

The Company's basic policy is to sell any assets that do not contribute to raising corporate value When selling, we will search for investment opportunities that will contribute to business growth, and determine the businesses that should be invested in from the perspective of ROIC

Implemented items	Specific activities	Goals Wacoal: Inventory turnover ratio in FY2026: 2.5 turns During FY2024 to FY2026 we will sell approx. ¥ 30 billion of strategic shareholdings (Reducing less than 10% of net assets by FY2026)	
Reducing inventories	 Reducing inventories through business model reforms (supply chain management reform and cost structure reform) Appropriate disposal of inventory resulting from the withdrawal and consolidation of unprofitable brands 		
Reducing strategic shareholdings	Gradually selling the shareholdings that we have agreed to sell		
Streamlining real estate holdings	 As for real estate that does not contribute to enhancing corporate value, we will proceed with consideration based on the basic policy of selling 	While carefully examining the feasibility and validity, we will gradually respond (starting the phase from FY2024)	

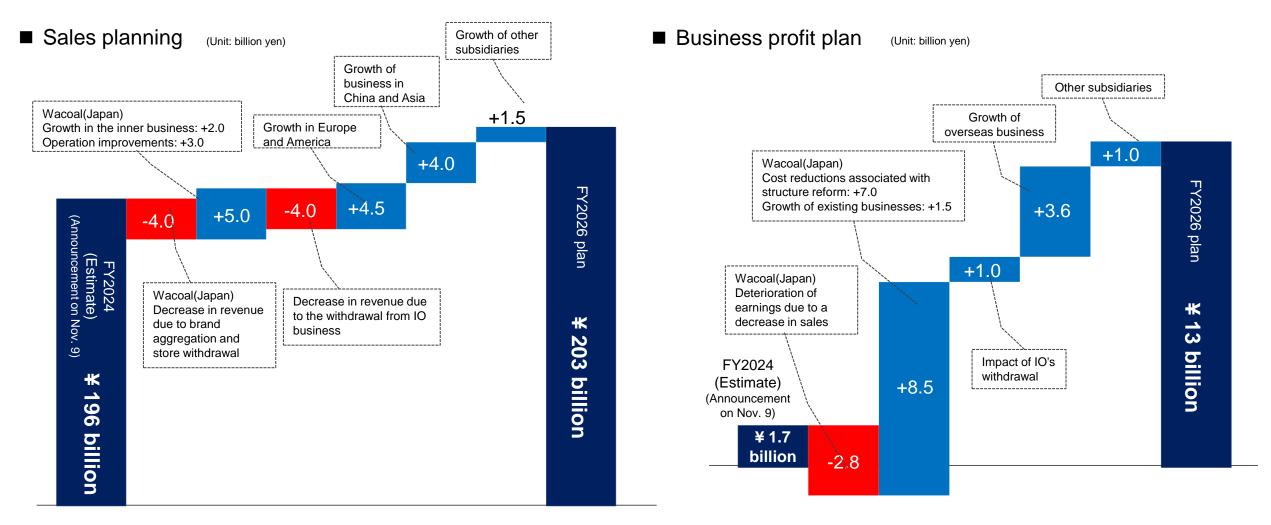
Quantitative Targets in the Revised Medium-Term Management Plan

In light of the external environment, initial sales targets have been revised downward. On the other hand, through business model reforms and growth strategies, we will strengthen our ability to respond to customer changes and profitability while striving to improve capital efficiency. In addition, we aim to achieve a ROE of 7% and a PBR of 1 time or more.



Earnings Plan for the Revised Medium-Term Management Plan

Despite a temporary decline in performance due to the impact of structure reform, we will recover basic profitability by optimizing sales operations and implementing various reforms. We aim to achieve a sales revenue of ¥ 203 billion and a business profit of ¥ 13 billion in FY2026 toward the VISION 2030 target



Financial Strategies

- Improving profitability through business model reforms and growth strategies as a top priority, we will reduce inventories and strategic shareholdings, and streamline real estate holdings to improve capital efficiency and ROE
- While prioritizing investments for future growth, we will actively return profits to shareholders to improve capital efficiency

Cash generated during the 3-year period Net income * excluding **Depreciation costs** impairment loss

¥ 20 billion

*excluding lease liabilities

Total: ¥ 110 billion

Asset reduction and debt utilization

¥80 billion

Of this, ¥ 30 billion is for reducing strategic shareholdings

Investment in new and existing businesses

¥40 billion

- > Focusing on IT and digital investments for growth
- > Investment in human capital

¥ 10 billion

Returning dividends

¥ 15 billion

Continuing to pay stable dividends while taking into account our consolidated financial results and the status of asset sales

Acquisition of treasury shares

¥ 55 billion

> Actively promoting improvements in capital efficiency

Efforts to Exceed PBR of 1 x or more (Summary of Revised Medium-Term Management Plan)

Implemented items	Specific activities		Target indicators	
Executing growth strategies	Executing domestic and overseas growth strategies			
Business model reform	 Supply chain management reform Executing cost structure reform Dealing with unprofitable businesses 	Increase in net income	FY2026 ROE: 7%	FY2026 PBR exceeding 1.0 time
Promoting asset reduction	• Reducing inventories	Reducing shareholder equity		
	Reducing strategic shareholdings			
	Streamlining real estate holdings			
Cash allocations	 Growth investments and investment in existing businesses Proactively returning profits to shareholders 			
Strengthening management infrastructure (governance)	 Increasing the number of outside directors (from June 2023) Introducing ROIC management Introducing share-based compensation linked to medium-term performance Strengthening investment in our workers (improvement of working conditions, etc.) Further strengthening of IR/SR activities 	Strengthening holding company's supervisory functions and improving management effectiveness (Managing the progress of structure reform by the Group Strategy Committee) Improving worker engagement Promoting discussion with the market		

Toward VISION 2030

Improving profitability and capital efficiency by steadily implementing measures in accordance with the revised medium-term management plan. We will not change the target values set forth in "VISION 2030," and improve the probability of achievement by increasing the effectiveness of management.

Reform period

Revised medium-term management plan

FY2024 to FY2026

 Shifting to a structure that can steadily generate cash (Promoting business model reform and asset reduction)

Foundation and growth period

Next medium-term management plan

FY2027 to FY2031

- We will achieve the results of the business model reform and growth strategies that we have implemented in the previous year
- We will continue to improve management efficiency through supply chain management
- We will use the resources obtained through structure reform to invest in growth and our workers to achieve sustainable growth
- In addition to continuous improvements, we will strive to achieve the goals of "VISION 2030" by implementing new growth investments

Sustainable growth

Goals to aim for in FY2031

VISION 2030

To evolve and grow as the "Global Wacoal Group" by providing beauty and richness to each individual's body and mind along with high sensitivity and quality.

- Achieving global growth
- Achieving a high profitability structure and ROE higher than 10%
- Deepening the provided value and expanding business fields
- An attractive corporate culture in which workers can fully realize their abilities (Wacoal: 50% of female managers)
- Solving materialities (material issues)
 (Strengthening responses to environmental and social issues)



References: Revised medium-term management plan figures

	Initial plan (Announcement on Jun. 3, 2022)		
	FY2023	FY2025	
Sales revenue	¥ 205 billion	¥ 220 billion	
Business profit	¥7 billion	¥ 16 billion	
(Business profit margin)	3.4%	7.3%	
Operating income	¥ 6.5 billion	¥ 16.5 billion	
(Operating profit margin)	3.2%	7.5%	
Net profit attributable to owners of the Company	¥ 5.5 billion	¥ 12.5 billion	
EPS	¥ 97	¥ 200 or more	
ROE	-	6.0%	
ROIC	-	-	
Shareholder equity	-	¥ 210 billion	

FY2023 Result	FY2024 plan (Announcement on Nov. 9)
¥ 188.6 billion	¥ 196 billion
¥ 4.1 billion	¥ 1.7 billion
2.2%	0.9%
¥ -3.49 billion	¥ -12 billion
-	-
¥ -1.78 billion	¥ -10.8 billion
¥ -29.66	-
-0.8%	-
-	-
¥ 213.1 billion	-

The final year of the medium-term management plan	
FY2026	
¥ 203 billion	
¥ 13 billion	
6.4%	
¥ 13 billion	
6.4%	
¥ 10 billion	
¥ 250	
7%	
6% to 7%	
¥ 140 billion	

VISION 2030
FY2031
¥ 270 billion
¥ 27 billion
More than 10%
¥ 27 billion
More than 10%
¥ 21 billion
-
More than 10%
More than 10%
-



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