



**Consolidated Financial Summary  
of the Fiscal Year Ending March 31, 2022**

May 13, 2022  
Wacoal Holdings Corp.

Hello everyone. I am Akira Miyagi, Director and Managing Corporate Officer of Wacoal Holdings Corp. Thank you very much for watching this financial results presentation video.

I will now explain Wacoal Holdings Corp's financial results for the fiscal year ending March 31, 2022, and the outlook for the fiscal year ending March 31, 2023.

**【 Supplementary material 】 Changes from the same period last year ・  
Special factors in the same period last year**

① Changes from the same period last year

Effective from the current fiscal year, Wacoal China Co., Ltd. sales at department stores, etc. have been changed to state the total amount (based on retail prices at stores). No retroactive adjustments have been made for the impact of this change.

Note: Impact on sales in of this fiscal year: 2.0billion yen

② Special factors in the same period last year

- Since the Company has adopted US GAAP, the employment adjustment subsidy is reverted to "Cost of Sales" and "SG&A Expenses," and this is a factor that boosted the "Operating income/loss" in the previous year
- In the last fiscal year (ending March 31, 2021), the effect of government support in each country, such as employment adjustment subsidies, was about ¥5.3 billion

(billions of yen)

		FY2021			
		1H	3Q	4Q	Total
The reduction in rent	Japan	0.25	0.00	0.00	0.25
The reduction in social insurance premiums	China	0.16	0.08	0.03	0.27
Reducing labor costs by taking a temporary leave	US-UK	0.80	0.08	0.02	0.90
Employment subsidies	Japan・UK etc.	2.74	0.39	0.79	3.92
<b>Total amount of temporary support for the effects of the spread of infectious diseases</b>	<b>Japan・UK etc.</b>	<b>3.96</b>	<b>0.55</b>	<b>0.84</b>	<b>5.35</b>

 WACOAL HOLDINGS CORP.

Please turn to page two. Changes in accounting standards from the previous period and special factors in the previous period are described.

The change in accounting is a change in revenue recognition at Wacoal China Co., Ltd. The impact of this change on the sales of Wacoal China Co., Ltd. for this fiscal year was approximately JPY2 billion.

Special factors are as follow. In the previous fiscal year, when COVID-19 had spread, there were many government support programs in various countries, such as employment adjustment subsidies. Since we use the US GAAP, the employment adjustment subsidies were credited back to the cost of sales and selling and general and administrative expenses, which boosted operating income in the previous period. In addition, reductions in rent and social insurance premiums and the use of furloughs also contributed to the decrease in expenses in the previous year.

These support measures boosted operating income by approximately JPY5.3 billion in the previous fiscal year. In the current period, the reverse impact of these profit contributions has occurred.



Fiscal Year Ending March 31, 2022  
Fourth Quarter Business Results (Jan-Mar)  
And Full-Year Business Results (Apr-Mar)

Please turn to page three. I will now explain our results for the fiscal year ending March 31, 2022. First, here are the results for the most recent three months.

Consolidated sales  
**42.7 billion yen**

<Change from FY2021> 5.4 billion yen (+14%)  
<Change from FY2020> -0.06 billion yen (- 0.1%)

### Domestic operations are sluggish due to the prolonged effects of infections. Below plan

- Sales in Europe remained strong. Sales in the U.S. also remained on an uptrend despite the effects of the Omicron variant
- Sales by Peach John remained strong, with high-profile promotional activities contributing to the increasing number of visitors to stores
- Wacoal was greatly affected by the stay-at-home order, and sales had fallen compared to before the spread of infectious diseases

Operating loss  
**-0.04 billion yen**

<Change from FY2021> +5 billion yen  
<Change from FY2020> +3.1 billion yen

### Although domestic sales were sluggish, sales have exceeded the plan due to profits from real estate sales

- Peach John, Europe, maintained a high profit level due to increased revenue
- Wacoal suffered operating losses due to a delayed recovery in sales
- In contrast to the previous year's impairment losses, it narrowed its losses with the profits from real estate sales.

(Reference)  
On temporary effects

### 4Q Operating losses excluding temporary effects -1.9 billion yen

- March 2022: Profit from sales of fixed assets from sales of real estate (former company housing sites) (+about 2.1 billion yen)
- March 2021: Impairment loss by Wacoal Europe as goodwill (- about 2.7 billion yen)

Please see page four. Sales for 4Q totaled to JPY42.7 billion, a 14% increase over the same period last year. Sales in Europe and Peach John performed well, and in the US, sales continued to increase despite the impact of the Omicron variant. On the other hand, Wacoal and China continued to struggle with the remaining strong impact of COVID-19.

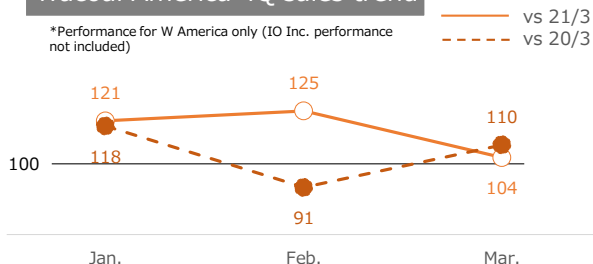
The operating loss was JPY44 million. While Europe and Peach John secured high-profit levels, Wacoal suffered from a slow recovery in sales. However, the reversal of impairment losses incurred in the previous fiscal year and gains on real estate sales reduced the deficit compared to the same period last year.

The overview of major subsidiaries is explained on the next page and thereafter.

## FY2022 4Q (Jun-Mar): Business Conditions at Major Subsidiaries (1)

### Wacoal America 4Q sales trend

\*Performance for W America only (IO Inc. performance not included)



[Not sales] 4Q sales +11% (Includes internal sales. Based on local currency)

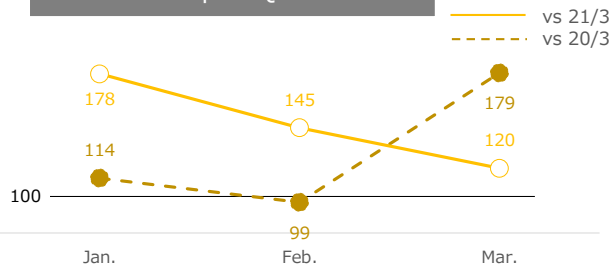
- ✓ United States W +16%: Recovered due to the diminishing effects of infections since February
- ✓ IO -13%: EC sluggish due to digital privacy regulations, etc.

[Operating profit/loss]

- ✓ United States W: Profits and losses are even due to a temporary increase in variable costs
- ✓ IO: Widened deficit due to strengthening efforts to optimize inventories

### Wacoal Europe 4Q sales trend

vs 21/3  
vs 20/3



[Not sales] 4Q sales +42% (Includes internal sales. Based on local currency)

- ✓ The UK, the U.S., and Europe, which are all major development regions, were strong
- ✓ Major channels (specialty stores, department stores, and EC) also recovered and are at high levels

[Operating profit/loss]

- ✓ The increased revenue will ensure increased profits

Please look at page five. Wacoal America, Inc., was affected by the spread of the Omicron variant, but sales recovered again after February when the impact eased, resulting in a 16% sales increase. On the other hand, Intimates Online, Inc., hereafter referred to as IO, posted a 13% sales decline as marketing efficiency deteriorated due to soaring social networking advertising costs and stricter digital privacy regulations.

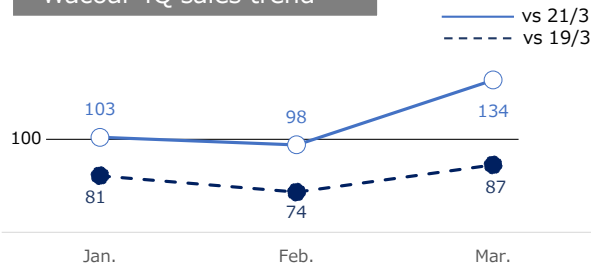
Despite the positive effect of increased sales, operating income for Wacoal America, Inc. fell even due to a one-time increase in expenses. As for IO, the loss increased due to the deterioration of marketing investment efficiency and intensified efforts to optimize inventory.

With the strong recovery in personal consumption of Wacoal Europe Ltd, the UK, the US, and major areas in Europe enjoyed strong sales in 4Q. Operating income also increased due to the effect of higher sales.

## FY2022 4Q (Jun-Mar): Business Conditions at Major Subsidiaries (2)

Note: For China only, Oct-Dec

### Wacoal 4Q sales trend



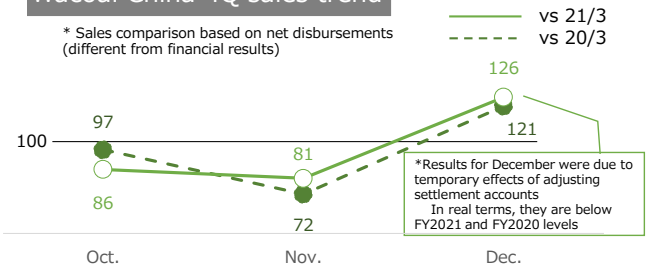
#### [Net sales]

- ✓ 4Q sales +12% (Compared to 19/3 -18%)
- ✓ The spread of infections and delays in production at the Vietnam plant had a large impact

#### [Operating profit/loss]

- ✓ Operating losses increased due to revenue losses
- ✓ Continue personnel planning management in order to optimize personnel

### Wacoal China 4Q sales trend



\* Sales comparison based on net disbursements (different from financial results)

vs 21/3  
vs 20/3

\* Results for December were due to temporary effects of adjusting settlement accounts  
In real terms, they are below FY2021 and FY2020 levels

#### [Not sales] 4Q sales + 11% (Includes internal sales. Based on local currency)

- ✓ Stores were sluggish due to strict regulations to limit infections
- ✓ Although there will be continued EC activities such as live commerce, the effects will be limited

#### [Operating profit/loss]

- ✓ In addition to struggling sales, in contrast to the previous period's reductions and exemptions for social insurance premiums, profits have decreased below 21/3 and 20/3 levels due to increased overhead costs.

Please turn to page six. Wacoal's net sales increased 12% but were down 18% compared to the fiscal year ended March 31, 2019, which was unaffected by COVID-19, and thus fell far short of the plan. As for operating income/loss, we continued our efforts to optimize personnel expenses and reduce overhead costs, but the weak sales resulted in an operating loss.

Sales of Wacoal China Co., Ltd. increased due to the temporary impact of financial adjustments but were lower than the previous year on an actual basis due to struggling over-the-counter sales resulting from stricter regulations to combat COVID-19 and the sluggish EC sales. As a result, operating income dropped. The above is an overview of the three-month period of the main subsidiaries.

## FY2022 Business Results (U.S. accounting standards)

(millions of yen)

	FY2020 result	FY2021 result	FY2022 result
<b>Consolidated net sales</b>	<b>186,760</b>	<b>152,204</b>	<b>172,860</b>
(% changes from previous fiscal year)	—	-18.5%	+13.6%
<b>Sales profit (loss)</b>	<b>6,632</b>	<b>-1,115</b>	<b>5,013</b>
(vs. net sales)	3.6%	—	2.9%
<b>Income before taxes</b>	<b>4,359</b>	<b>10,792</b>	<b>7,246</b>
(vs. net sales)	2.3%	7.1%	4.2%
<b>Net income attributable to Wacoal Holdings Corp.</b>	<b>3,472</b>	<b>7,025</b>	<b>4,608</b>
(vs. net sales)	1.9%	4.6%	2.7%

Page seven. Starting from this page, I will explain our business results for the full fiscal year ending March 31, 2022. Consolidated net sales for the period totaled to JPY172.9 billion, a 14% increase from the previous year. Operating income was JPY5 billion, an improvement of JPY6.1 billion from the previous year.

Income before income taxes was JPY7.2 billion. This 33% decrease from the previous year was due to the impact of gains and losses on the revaluation of securities and investments. As a result, net income attributable to Wacoal Holdings Corp. was JPY4.6 billion.

### Consolidated sales 172.9 billion yen

<Change from previous period> +20.7 billion yen  
(+14%)  
<Change from period before last> -13.9 billion yen  
(-7%)

### In the middle of a strong recovery in consumer spending, Europe and the United States saw record-high sales

- In the middle of a strong recovery in consumer spending, sales in Europe and the United States recovered and exceeded pre-pandemic levels
- Peach John exceeded the high hurdles set in the previous period with high-profile marketing activities
- Wacoal struggled with restrictions on economic activity caused by the repeated states of emergency

### Operating income 5 billion yen

<Change from previous period> +6.1 billion yen  
(previous period: operating loss) <Change from  
period before last> -1.6 billion yen (-24%)

### Operating income is lower than planned due to the delayed recovery in Wacoal's sales

- Profits increased significantly in the United States and Europe due to increased sales. Peach John maintained a high profit level
- Wacoal suffered operating losses due to a delayed recovery in sales despite reforming the revenue structure
- In real terms excluding temporary effects, improved earnings of 6.1 billion yen (initial plan: improvement of 9 billion yen)

### Net income before taxes 7.2 billion yen

<Change from previous period> -3.5 billion yen  
(-33%)  
<Change from period before last> +2.9 billion  
yen (+66%)

### Valuation losses on securities and investments (net): 0.6 billion yen recognized

- The valuation losses on securities and investments (net) for the previous period was a gain of 10.4 billion yen
- NET income before taxes in real terms excluding securities and investment valuation gains and losses (net) was 7.9 billion yen

Page eight. This is a summary of the operating results. Sales increased 14% over the previous year. Sales in the US and Europe increased significantly due to the deregulation of COVID-19 control measures, and the Peach John business also maintained strong sales due to the success of high-profile marketing measures. On the other hand, Wacoal struggled due to the prolonged impact of infectious diseases.

Operating income increased by JPY6.1 billion from the previous fiscal year. Although there was a reversal of the employment adjustment subsidy and other government support that existed in the previous fiscal year, the effect of higher sales in Europe and North America, as well as the maintenance of high-profit levels at Peach John business and progress in cost reductions at Wacoal, contributed to the increase in operating income. That said, sales at Wacoal fell short of the plan as a result of delayed sales recovery.

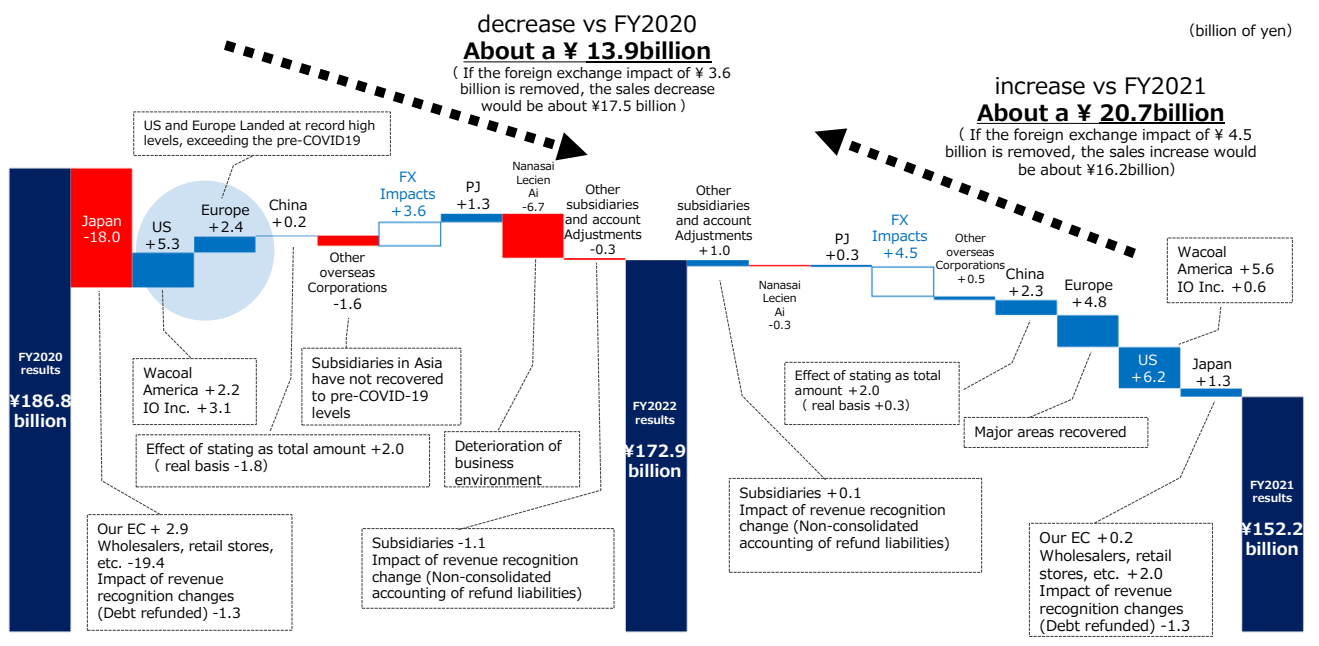
Income before income taxes decreased by 33%. To reiterate, we have adopted the US GAAP, which requires that securities held by the Group be valued at fair value, and changes from the beginning of the period are recorded in other income and expenses as gains, losses, on revaluation of securities and investments.

Regarding gains/losses on the revaluation of securities and investments, we recorded a gain of approximately JPY10.4 billion in the previous year but a loss of JPY0.6 billion in the current year, resulting in a decrease in income before income taxes and minority interests.



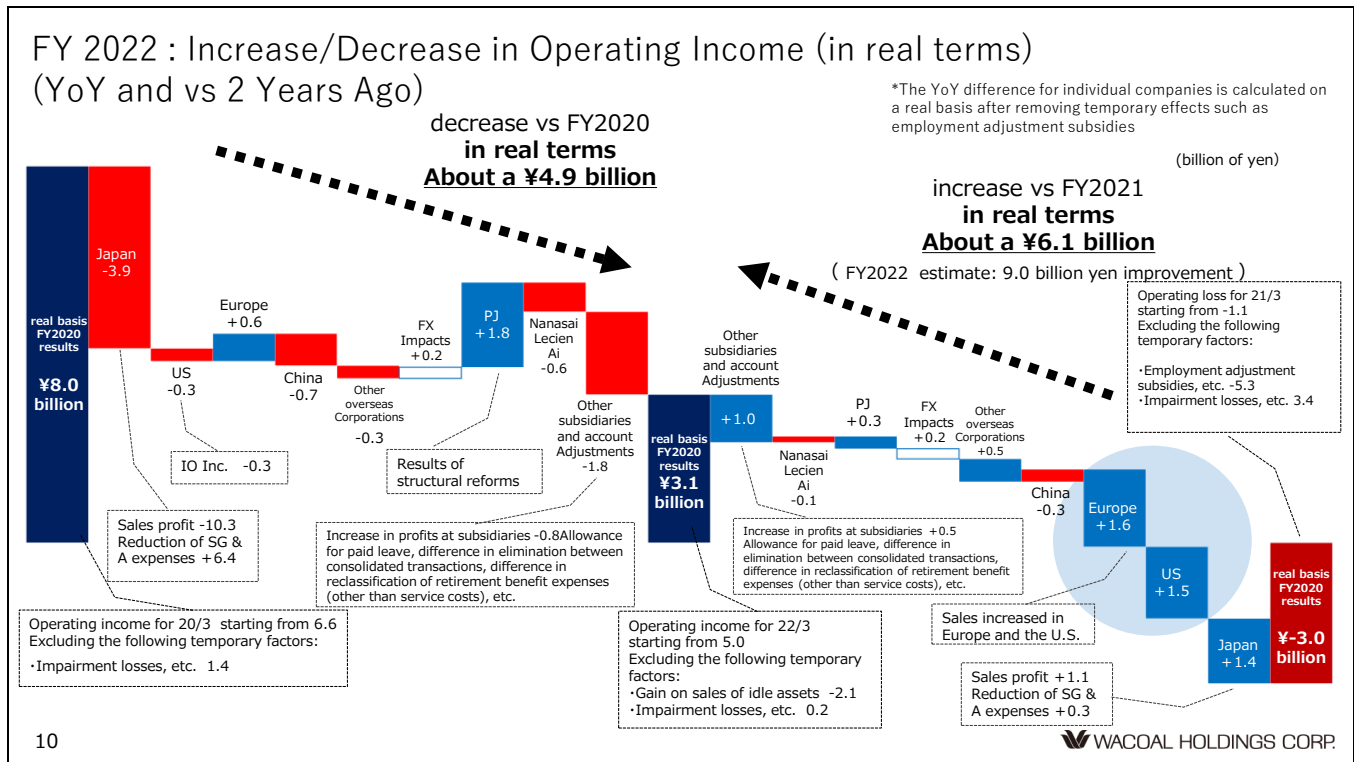
# FY 2022 : Increase/Decrease in Net Sales (YoY and vs 2 Years Ago)

(billion of yen)



Please look at page nine. Next, we will explain the factors behind the waterfall's increase/decrease in net sales. The right-hand side compares with the previous fiscal year, and the left-hand side compares with the previous two fiscal years. As indicated by the box on the right, sales increased by approximately JPY20.7 billion versus the previous fiscal year, thanks to the recovery of performance in the US and Europe.

On the other hand, as indicated by the box on the left, sales in the US, Europe, and Peach John exceeded pre-COVID-19 levels, but as a result of slow recovery at Wacoal and other subsidiaries, sales have not reached the level of the previous two fiscal years.



Please see page 10. This page provides a waterfall summary of the factors that contribute to the increase or decrease in operating income on a real basis after eliminating one-time effects such as employment adjustment subsidies and impairment losses.

Note that operating income on a real basis for the current period is JPY3.1 billion, after adding or subtracting gains on sales of real estate, impairment losses, etc., from operating income of JPY5 billion on an accounting basis. As with net sales, the right-hand side compares with the previous period, and the left-hand side compares with the previous two periods.

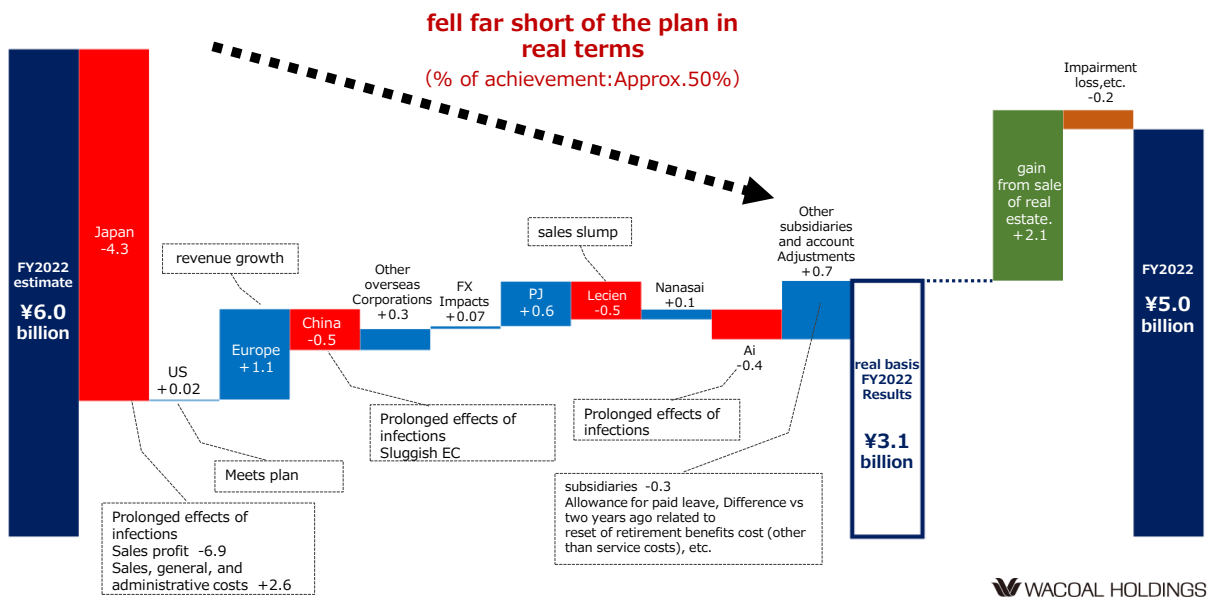
See the box on the right. After removing one-time factors, operating loss on an actual basis for the previous year was JPY3 billion. As indicated by the blue box, Japan, Europe, and the US improved their profits, resulting in a JPY6.1 billion improvement from the previous year. Since the original plan called for an improvement of JPY9 billion, this represents an achievement of about two-thirds of the plan.

On the other hand, as the waterfall on the left side shows, the slow recovery of Wacoal's sales did not reach the level of operating income in the previous two fiscal years.

# Increase/Decrease in Operating Income <Difference from FY2022 estimate>

\* The YoY difference for individual companies is calculated on a real basis after removing temporary effects such as Impairment loss and Structured Reform Costs.

(billion of yen)



Please see page 11. This page summarizes the factors behind the increase or decrease in operating income compared to the initial plan.

Actual results for the period under review landed at JPY5 billion versus the plan of JPY6 billion, but as explained on the previous page, operating income on an actual basis was JPY3.1 billion, far below the plan.

By business segment, as shown in the box, Europe and Peach John exceeded the plan, but Wacoal, China, and other subsidiaries fell short of the plan.

Progress of EC Business

\*prepared based on data from before consolidation adjustments  
\*the rate for each fiscal year is used (including foreign exchange impact)

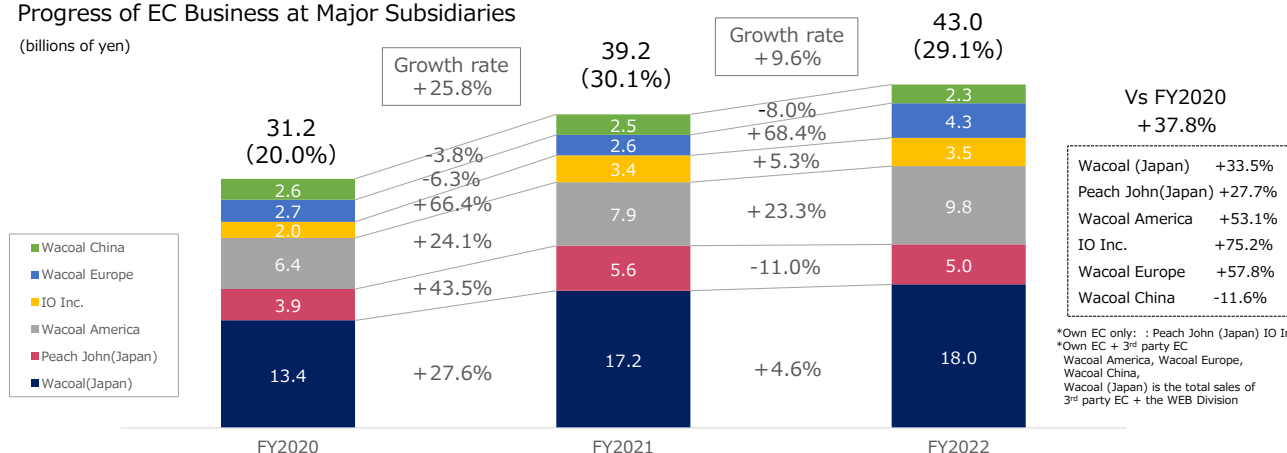
The ratio for EC to total sales at the six major companies is **29.1%**

**The EC business cleared the high level set in the same period the previous year and maintained growth**

FY 2022 EC ratios: : Wacoal (Japan)21.7%, Peach John (Japan) 44.1%, Wacoal America 45.3%, IO Inc. 79.4%, Wacoal Europe 26.0%, Wacoal China 22.1%

Progress of EC Business at Major Subsidiaries

(billions of yen)



Please turn to page 12. This page summarizes changes in EC sales for the above six companies: Wacoal, Peach John, Wacoal America, IO Corporation, Wacoal Europe, and Wacoal China.

The Group has been focusing on strengthening its own EC since before the spread of COVID-19. Amid the growing demand to stay at home triggered by COVID-19, these efforts were highly effective, resulting in a 25.8% increase in total EC sales of the six companies in the previous fiscal year compared to the previous two fiscal years.

For the period under review, each company focused on strengthening its EC business by improving the convenience of its apps and EC sites and stepping up promotions, resulting in a 9.6% increase in EC sales over the previous period and maintaining growth. The ratio of EC sales to the total sales of the six companies was 29.1%.

## FY 2022 : Reporting by Segment – Wacoal Business (Japan)

Note: The performance report for major subsidiaries is noted in the reference materials (P30~)

### Segment Sales 88.1 billion yen

<Change from previous period> +2 billion yen (+2%)  
<Change from period before last> -1.8 billion yen (-17%)

#### Brick and mortar shops remained sluggish throughout the year due to the prolonged wave of infections

- Economic activity was limited throughout the year due to the states of emergency, measures to prevent the spread of diseases, and other priority measures
- In response to the prolonged wave of infections, some of the valued customers began curbing their purchase quotas

#### Wacoal Corp.'s market condition: previous period +2% period before last -18%

- ◆ Sales on a point-of-sale basis: Department stores +6% (Period before last -25%) Retail stores +3% (Period before last -19%)  
Mass Wacoal retailers -2% (Period before last -19%), Wing -5% (Period before last -19%)
- ◆ Company's EC: Sales to existing customers remained firm despite difficulty in acquiring new customers  
Company's EC sales +3% (Period before last +59%)

### Segment Operating Income 2.3 billion yen

<Change from previous period> +1.7 billion yen (+270%)  
<Change from period before last> -3.8 billion yen (-62%)

#### We secured increased profits due to reduced fixed costs and profits from real estate sales

- Wacoal suffered operating losses due to a delayed recovery in sales despite reforming the revenue structure

#### Wacoal Corp.'s cost structure reform

- ◆ Promote cost control and personnel planning management. Reduction of fixed costs is progressing steadily according to plan

Page 13. From this page, we will review the current year's performance by segment.

Wacoal business and domestic sales totaled to JPY88.1 billion. Wacoal, the core operating company, maintained a growth trend with strong sales to existing customers in its own e-commerce business, but sales were sluggish due to a delay in sales recovery at retail stores due to the prolonged impact of COVID-19, as well as restrained procurement by clients.

The operating income was JPY2.3 billion. Although there was a reversal of the profit boost from the employment adjustment subsidy in the previous fiscal year, progress in cost reductions and gains on the sale of real estate contributed to the increase. Nevertheless, sales fell short of the plan due to sluggish sales.

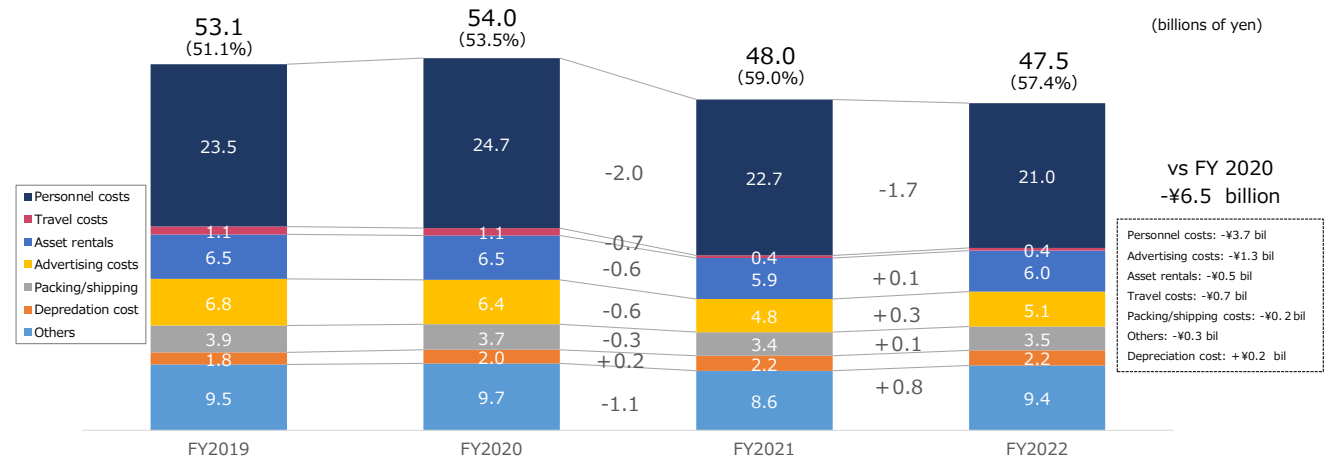
# Progress of profit structure reform at Wacoal

\*Progress of profit structure reform at Wacoal

Reduction in sales, general, and administrative costs compared to the 20/3 period  
**6.5 billion yen**

## Fixed costs will continue to be reduced due to the delayed recovery in sales

- ◆ Sales, general, and administrative costs have decreased by 6.5 billion yen compared to the 20/3 period (decrease in real terms, excluding transient effects: about 4.5 billion yen)
- ◆ The amount of reduction in fixed costs has exceeded the goal for this period (about 4 billion yen)



Please see page 14. As for the progress of profit structure reform, I will explain the status of the reduction of SG&A expenses at Wacoal. Centered on the curbing of personnel expenses through improvement in personnel plan management, SG&A expenses decreased by approximately JPY6.5 billion compared to the fiscal year ended March 31, 2020, and by approximately JPY4.5 billion in actual terms, excluding transitory factors.

Wacoal had set a goal of reducing SG&A expenses by approximately JPY4 billion as part of its earnings structure reforms for the current fiscal year, and we were able to exceed the plan and land on our target. Progress in personnel planning and management, including manufacturing labor costs included in the cost of sales, will be explained on the next page.

# Progress of Wacoal Corp.'s Personnel Planning Management

\*Based on data prior to consolidation adjustments

Rate of progress for personnel planning management  
**2.2 billion yen / 5.0 billion yen**

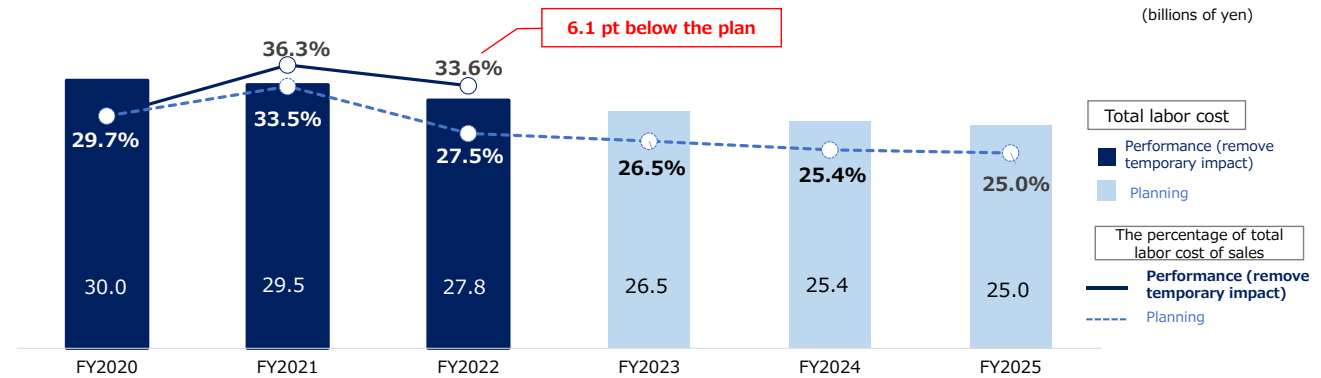
## The total-personnel-costs-to-sales ratio was below the plan due to the delayed recovery in sales

- ◆ Total personnel costs were reduced at a pace in line with the plan due to a cutback on new hires and decrease in the total number of employees
- ◆ Total personnel costs were excluding temporary factors was estimated to be 27.8 billion yen (22/3 period: Total personnel costs 24.4 billion yen)

### <Progress of personnel planning>

\*1. Changes in total personnel costs including manufacturing personnel costs \*2. Only the effects of personnel planning (headcount reduction and optimal allocation) are reflected

(billions of yen)



Please see page 15. I will explain the progress of Wacoal's personnel plan management. Total personnel expenses, including manufacturing personnel expenses, decreased by JPY5.6 billion from the fiscal year ended March 31, 2020. Of this amount, approximately JPY2.2 billion is attributable to the effect of personnel plan management, such as hiring reductions.

Progress in personnel planning management has been favorable in monetary terms, but on the other hand, due to the slow recovery of sales, the gross labor cost to sales ratio has remained high at 33.6%, causing a delay in the plan.

Wacoal's ongoing personnel planning management has set the goals of reducing total personnel expenses by JPY5 billion and reducing the ratio of total personnel expenses to sales to 25% or less by March 2025. We will continue to promote these initiatives.

## FY 2022 : Reporting by Segment – Wacoal Business (Overseas)

Note: The performance report for major subsidiaries is noted in the reference materials (P30~)

### Segment sales 59.7 billion yen

<Change from previous period> +18.3 billion yen (+44%)  
<Change from period before last> +9.9 billion yen (+20%)

### Sales have reached a record high in Europe and the United States, where economic activity has been revitalized

- United States: Wacoal America maintained high sales levels for both in-store and EC  
The growth of IO's EC sales slowed due to stricter digital privacy laws and other factors
- Europe: Sales remained strong in major areas (UK, North America, and Europe), exceeding pre-pandemic levels
- China: Competitiveness in EC fell, and in-store sales were affected by the spread of infections and restrictions on outdoor activities.

#### Topics for the 22/3 period

- ◆ United States: Initiatives have been implemented to further strengthen EC, including the "My Bra Fit" digital measurement app
- ◆ China: To recover EC sales, activities such as live commerce will be conducted with KOL, and new stores will be opened in shopping malls and other areas

### Segment Operating Income 2.4 billion yen

<Change from previous period> +5 billion yen (previous period: operating loss)  
<Change from period before last> +0.9 billion yen (+58%)

### Profits increased significantly as a result of increased sales in Europe and the United States

- Wacoal America: Significant increase in profit due to increased sales
- IO: Widened deficit as a result of marketing activities and work on optimizing inventory
- Europe: Significant increase in profit due to increased sales
- Wacoal China: In contrast to the government's support measures in the previous period, profits decreased due to increased overhead costs resulting from the revitalized business activity

Please look at page 16. Wacoal's business and overseas sales totaled to JPY59.7 billion. Although sales in China remained sluggish due to the difficult conditions in the EC market caused by an increasingly competitive environment with emerging brands, total segment sales exceeded the level before COVID-19 as a result of a significant recovery in the US and Europe, where economic activity has resumed.

The operating income was JPY2.4 billion. Sales growth in Europe and North America resulted in a significant increase in income.



## FY 2022 : Reporting by Segment – Peach John Business/other

Note: The performance report for major subsidiaries is noted in the reference materials (P30~)

### Peach John segment sales

**12.5 billion yen**

<Change from previous period> +0.3 billion yen  
(+3%)  
<Change from period before last> +1.3 billion yen  
(+12%)

### Operating income

**1.7 billion yen**

<Change from previous period> +0.06 billion yen  
(+4%)  
<Change from period before last> +2 billion yen  
(period before last: operating loss)

### Increased sales and profits due to increased sales at retailers

- Japan: Sales at stores remain strong due to high-profile marketing activities leading to an increase in visitors to stores  
EC faced a high hurdle and suffered revenue losses in the previous period (company's EC: previous period -11%, period before last +28%)
- Overseas: Sales were sluggish as a result of a decrease in visitors to stores due to infections and the closure of unprofitable stores

### Sales of "Other" segment

**12.5 billion yen**

<Change from previous period> +0.01 billion yen  
(+0.1%)  
<Change from period before last> -7.1 billion yen  
(-36%)

### Operating loss

**-1.3 billion yen**

<Change from previous period> -0.6 billion yen  
(previous period: operating loss)  
<Difference from period before last> -0.7 billion yen  
(period before last: operating loss)

### The business environment worsened due to the prolonged infectious disease, which is lower than the previous period

- Lecian: Sales of private brand products for major clothing chains were sluggish  
There were wide operating losses significantly affected by revenue losses  
Unprofitable sewing subsidiaries were closed to improve profitability
- Nanasai: Orders for renovations and other work have gradually recovered since Q3  
Although still at a low level, sales have increased from the previous period (previous period +14%)

Page 17. Sales in the Peach John business were JPY12.5 billion. In-house e-commerce sales declined due to hurdles in the previous fiscal year when there was a demand to stay at home, but an improvement in the sales environment and high-profile promotions led to an increase in the number of customers visiting directly managed stores, securing an overall increase in sales.

The operating income was JPY1.7 billion. The high level of profit was maintained against the backdrop of solid sales.

Sales of other businesses totaled to JPY12.5 billion. Although the spread of COVID-19 continues to create a challenging business environment for all companies, there are some bright lights, such as the recovery of Nanasai Co, Ltd.'s construction business from the second half of the fiscal year onward.

The operating loss was JPY1.3 billion. Although each company is working on reviewing its operations, including the liquidation of an unprofitable subsidiary of Lucien Corp., the impact of weak sales was significant.

## Financial Strategy Performance of Key KPIs

<b>ROE</b> <b>2.1%</b>	<b>Initial plan: Achieve ROE of 6% above cost of capital ×</b> <ul style="list-style-type: none"> <li>◆ In the current rigid high-cost structure, sales have decreased and profit is not generated</li> <li>◆ In the medium-term plan for the next period, we will strengthen our efforts to increase profitability and aim to switch to a resilient corporate structure</li> </ul>
<b>Total return ratio for medium-term management plan</b> <b>140%</b>	<b>Initial plan: Maintain total return ratio of 100% ©</b> <ul style="list-style-type: none"> <li>◆ We have reexamined our share buybacks in light of the spread of infections</li> <li>◆ We will continue to prioritize investments into future growth and return profits to shareholders to improve capital efficiency</li> </ul>
<b>Reduction in strategic stockholdings</b> <b>19.7 billion yen</b> <small>*Based on book values as of the end of March 2019</small>	<b>Initial plan: Reduction in strategic stockholdings of 20 billion yen ©</b> <ul style="list-style-type: none"> <li>◆ Reduction in strategic stockholdings is progressing according to plan</li> <li>◆ We will continue to reduce them proactively</li> </ul>
<b>Shareholders' equity</b> <b>223 billion yen</b>	<b>Initial plan: Shareholders' equity around 200-210 billion yen ×</b> <ul style="list-style-type: none"> <li>◆ Shareholders' equity ratio remained high at 74%</li> <li>◆ In the next medium-term management plan, we will work to improve profitability and begin improving asset and capital efficiency</li> </ul>

Please turn to page 18. From this page, we will look at the status of our financial strategy initiatives.

The figures shown are KPI results for financial strategies in the medium-term management plan, which ends in the current fiscal year. As shown in the round circle on the right, ROE and shareholders' equity levels fell below targets due to the drop in profits during COVID-19 and the suspension of share buybacks in light of this.

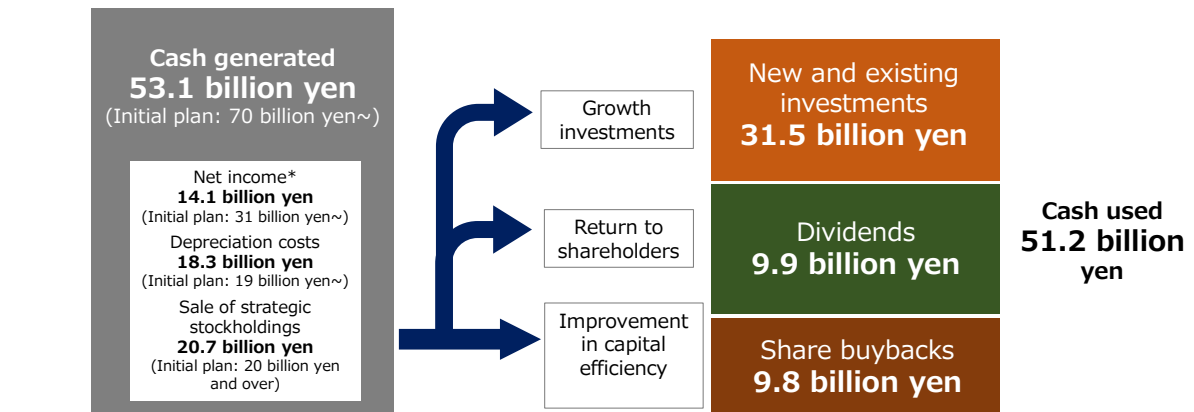
On the other hand, we were able to proceed as planned in terms of total return ratio and reduction of policy shareholdings.

## Investment and return to shareholders (FY2020 - FY2022)

New and existing  
investments  
**31.5 billion yen**

### Investments continue to grow even during the spread of COVID-19

- ◆ New investments: Acquisition of IO, expansion of distribution warehouses to strengthen EC business, investments into digital technology such as 3D smart & try
- ◆ Due to the spread of infections, the company will not buyback shares. Significantly below initial plan.



\*Estimated in real terms without taking into account impairment losses of intangible assets, securities, or valuation gains and losses

Please refer to page 19, the fiscal year ending March 31, 2022, is the final year of the mid-term management plan, and this page describes the results of the three-year cash allocation. The total cash generated for the three-year period was lower than planned due to weaker-than-expected performance caused by COVID-19.

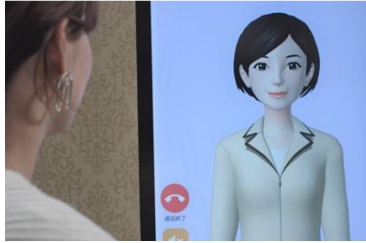
At the same time, the speed of change in the external environment was increasing, and this was a phase that required investment for growth.

During the period of the medium-term management plan, we prioritized the allocation of cash to investments for future growth while exceeding our initial target of a 100% total return ratio and achieving a 140% return to shareholders. In addition, we proceeded with the sale of approximately JPY20 billion of strategic shareholdings, in line with our initial target.

## Financial Strategy and Major Growth Investments for Medium-Term Management Plan



Acquisition of IO  
(August 2019)  
9.2 billion yen  
(excluding earnout  
payments)



Investments into digital  
technology (3-year total)  
8.9 billion yen  
(Including investments into  
IT infrastructure)



Expansion of distribution warehouses to  
strengthen EC business (2021)  
3.6 billion yen

Please see page 20. This section describes the significant growth investments described on the previous page.

First, for US growth, we acquired IO Inc. For domestic growth, we expanded our distribution warehouse to strengthen our e-commerce business and made digital investments, including 3D Smart & Try.

Year-end Dividend for the Current Fiscal Year

annual dividend  
**30 yen**

**Annual dividend of 50 yen per share, including  
an interim dividend of 20 yen per share**

	Dividend per share (yen)			Total amount of dividends (Millions of yen)	Payout ratio*
	Interim	Year-End	Annual		
<b>FY2019</b>	<b>36</b>	<b>36</b>	<b>72</b>	<b>4,732</b>	<b>49.1%</b>
<b>FY2020</b>	<b>40</b>	<b>20</b>	<b>60</b>	<b>3,808</b>	<b>58.6%</b>
<b>FY2021</b>	<b>20</b>	<b>20</b>	<b>40</b>	<b>2,496</b>	<b>100.3%</b>
<b>FY2022</b>	<b>20</b>	<b>30</b>	<b>50</b>	<b>3,093</b>	<b>61.2%</b>
<b>Change from the previous year</b>	<b>-</b>	<b>+10</b>	<b>+10</b>		

\*Payout ratio was calculated from net income in real terms without considering the impairment charges on intangible assets and valuation gain(loss) on marketable securities and investments.

Please refer to page 21. Our basic policy is to pay stable dividends while taking into consideration consolidated business performance. The year-end dividend for the current fiscal year is JPY30 per share, in line with the latest dividend forecast, and together with the interim dividend of JPY20 per share, the annual dividend will be JPY50 per share.

## (Reference) Summary of Investment and Shareholder Returns

		(Billions of yen)			(Billions of yen)	
		FY2022 total results	Medium-Term Management Plan Period (FY2020-FY2022) total	Medium-Term Management Plan Period (FY2020-FY2022) plan	Major investments and investment amount in the FY2022 3Q total	
					detail	amount
Cash generation	Net income attributable to Wacoal Holdings Corp.*	5.1	14.1	31.0 or more	IT-related investment, etc (wacoal)	3.2
	depreciation costs	6.2	18.3	19.0 or more	Building renovation, etc (wacoal)	0.2
	Sales of strategically-held shares	3.2	20.7	20.0 or more	Domestic Subsidiaries	0.7
	<b>total</b>	<b>14.4</b>	<b>53.1</b>	<b>70.0 or more</b>	Overseas Subsidiaries	2.1
*Net income was calculated without consideration for valuation gain (loss) on marketable securities and investments.						
Used Cash	Growth investment, Capital expenditures	9.7	31.5	68.5 or more		
	Dividend payment	2.5	9.9			
	Purchase of treasury stock	2.1	9.8			
	(Number of shares acquired)	1,000 Thousands of shares	3,075 Thousands of shares			
	<b>合計</b>	<b>14.3</b>	<b>51.2</b>		<b>total</b>	<b>9.7</b>
-Dividend/Treasury stock: ¥21billion or more -Investment in existing business /Growth investment: ¥21billion or more -Additional returns or investment in new business: ¥16.5billion or more						
<b>■ Major KPI</b>						
Status of sales of strategically-held shares (Wacoal Corp.)	Sale amount	3.5	19.7	20.0		
	Progress toward target	17%	99%			
	Number of strategic stocks sold completely	11	33			

Please see page 22. This section includes investment results for the period under review, as well as progress against the plan to sell policy shareholdings during the current medium-term plan period. Please kindly refer to it later.



**Plan for the Fiscal Year  
Ending March 31, 2023**

Page 23. From this page, I will explain our full-year forecast for the fiscal year ending March 31, 2023. From this page onward, the fiscal year ending March 31, 2011, will be referred to as the current fiscal year, and the fiscal year ended March 31, 2022, will be referred to as the previous fiscal year.

[Supplemental Materials]

➤ Changes from 23/3 period

(1) Adoption of International Financial Reporting Standards (IFRS)

- IFRS will be applied voluntarily starting in the first quarter of the 23/3 period in order to streamline and provide more useful information
  - Operating profit will be disclosed after being calculated by subtracting cost of goods sold, cost of sales, and general and administrative expenses from sales revenue
  - Net income fluctuation risks will be lowered because fluctuations in market value of stocks do not affect PL except for some stocks
  - The consolidated results for the 22/3 period (post-reorganization) and its rate of change will be announced at the same time as the results of the first quarter of the 23/3 period. The same criteria will be applied to both periods
- \*The changes to income associated with the adoption of IFRS are provided in the reference materials on p. 49

(2) Effects of revenue recognition in Wacoal Corp.

- Sales of Wacoal's closed secondary dealers from department stores, etc., will be based on store prices starting this period
  - The change will increase sales revenue, cost of sales, and general and administrative expenses by the same amount, so there will be no impact on operating income
  - Impact on sales revenue for this period due to changes in revenue recognition: about 6.5 billion yen (factors driving up sales revenue)
- Primary exchange rate for the year

The plan was formulated assuming 1 USD = 120.0 JPY, 1 GBP = 155.0 JPY, 1 CNY = 19.0 JPY

Impact of currency rate on sales revenue: about 4 billion yen (factors driving up sales revenue)

Please see page 24. I will now explain the items that will have a significant impact on the forecast for the current fiscal year. First, there are two accounting changes that will have a considerable effect.

The first is the voluntary adoption of International Financial Reporting Standards, IFRS. In order to provide more useful information and improve convenience, we have decided to adopt IFRS voluntarily from 1Q of the current fiscal year. With the voluntary adoption of IFRS, we will newly disclose business profit, which is revenue less cost of sales and selling, general and administrative expenses.

For more details, please refer to the press release disclosed today. As a result of this application, changes in the market value of stocks, which have been a significant variable factor in net income in the past, will, in principle, no longer affect profit/loss for the period.

The second is a change in revenue recognition at Wacoal. Sales at department stores and other retail outlets that engage in sales transactions will be based on over-the-counter prices from this fiscal year. We estimate that this change will have a positive impact of approximately JPY6.5 billion on sales revenue for the current fiscal year.

Next, I will explain our foreign exchange expectations. In light of the recent depreciation of the JPY, we have applied the assumed exchange rate stated above to formulate the plan. The impact of foreign exchange rate fluctuations on net sales and earnings will be a factor of JPY4 billion.



## FY2023 Management Indicators (IFRS)

\*1. Due to the voluntary application of IFRS, the changes from the previous period will be disclosed starting after 1Q  
 \*2. Detailed figures for the business plans are provided in the reference materials (p. 46~)

(millions of yen)

	<b>FY2023 plan</b>	<b>FY2023 First Half Plan</b>	<b>FY2023 Second Half Plan</b>
<b>Net Sales</b>	<b>205,000</b>	<b>104,000</b>	<b>101,000</b>
(% changes from previous fiscal year)	—	—	—
<b>Business Income</b>	<b>7,000</b>	<b>4,500</b>	<b>2,500</b>
(vs. Net sales)	<b>3.4%</b>	<b>4.3%</b>	<b>2.5%</b>
<b>Operating Income</b>	<b>6,500</b>	<b>4,500</b>	<b>2,000</b>
(vs. Net sales)	<b>3.2%</b>	<b>4.3%</b>	<b>2.0%</b>
<b>Income before income taxes and equity in net income of affiliated companies</b>	<b>8,000</b>	<b>5,300</b>	<b>2,700</b>
	<b>3.9%</b>	<b>5.1%</b>	<b>2.7%</b>
<b>Net income attributable to owners of parent</b>	<b>5,500</b>	<b>3,600</b>	<b>1,900</b>
(vs. Net sales)	<b>2.7%</b>	<b>3.5%</b>	<b>1.9%</b>

Page 25. This section summarizes management indicators for the current fiscal year. We project revenue of JPY205 billion, business profit of JPY7 billion, operating income of jobs 6.5 billion, income before income taxes of JPY8 billion, and net income attributable to owners of the parent of JPY5.5 billion.

The percentage change from the previous year on an IFRS basis is scheduled to be announced at the time of the 1Q results announcement.

Sales Revenue <b>205 billion yen</b>	<p><b>Aim to return to 200 billion yen taking advantage of the recovery in Japan and growth in Europe and the United States</b></p> <ul style="list-style-type: none"> <li>◆ Wacoal: While the recovery rate is moderate, we expect to recover to 20/3 sales levels</li> <li>◆ We expect strong growth for Wacoal America and Wacoal Europe, and we will continue growth investments into IO with a breakeven expected for the 24/3 period</li> </ul>
Operating profit <b>7 billion yen</b>	<p><b>Continue structural reform in order to switch to a resilient corporate structure</b></p> <ul style="list-style-type: none"> <li>◆ The revenue structure will be reformed through personnel planning management and improving subsidiaries' profitability</li> <li>◆ We will continue to invest in our EC business and CX strategy with the goal of future growth while working to improve revenues</li> </ul>
Operating income <b>6.5 billion yen</b>	<p><b>Continue structural reform and liquidation of unprofitable businesses</b></p> <ul style="list-style-type: none"> <li>◆ We will continue our reforming our business structure reform and switch to a stable, profitable structure</li> <li>◆ Assess the businesses' futures and decide whether to continue or close them</li> </ul>
EPS <b>97 yen</b>	<p><b>Aim to grow EPS in addition to recovering profits through share buybacks</b></p> <ul style="list-style-type: none"> <li>◆ To improve capital efficiency, there will be share buybacks worth 10 billion yen in the 23/3 period</li> </ul>

Page 26. This section provides a summary of the full-year plan. Sales revenue is targeted to return to JPY200 billion, mainly due to the recovery of Wacoal and growth in Europe and North America.

Business profit is projected at JPY7 billion. We have estimated the plan cautiously, assuming a delay in the domestic recovery. We will continue to make steady progress in the transformation to a resilient corporate structure by promoting profit structure reforms.

Operating income is expected to be JPY6.5 billion due to expected expenses for structural reforms and liquidation of unprofitable businesses.

EPS is targeted at JPY97 due to the recovery in earnings and share buybacks.

Regarding responses to surges in foreign exchange rate changes and transportation costs

- We will revise the prices of some products (price increases), or consider doing so, while working to optimize operations and improve productivity in production, transportation, etc.

Price revisions  
**Implemented**

### **Wacoal America and IO**

- ◆ Wacoal America: Retail prices were revised (price increase) in January 2022
- ◆ IO: Retail prices were revised (price increase) in September 2021

Price revisions  
**Planned or  
under  
consideration**

### **Wacoal Europe**

- ◆ Retail prices are scheduled to be revised (price increase) in July 2022

### **Wacoal, Peach John**

- ◆ Retail prices for some new products that will be launched in fall of 2022 or spring of 2023 are under consideration for revision

Page 27. We intend to respond to the current risks, such as the impact of foreign exchange rates and sharp rises in material and transportation costs, by revising some product prices while working to improve operational efficiency and productivity in production, transportation, and other areas.

We have already revised retail prices in the US and plan to do the same in Europe in July for all brands. In Japan, we are considering retail price revisions for some new products in the fall of 2022 and spring of 2023, and thereafter.

## **The medium- to long-term strategic framework "VISION2030" and the new medium-term management plan**

The Group has formed VISION 2030, which displays its vision for the future toward 2030.

It provides a medium- to long-term vision, "To evolve and grow "the world's Wacoal Group" providing beauty and richness with sensitivity and quality to each and every body and heart," and aims for sustainable growth and enhanced corporate value through the following steps

1. Maximize value provided to the customer
2. Grow each individual employees and build an organization with high job satisfaction
3. Conservation of the global environment for the next generation
4. Achieving a society in which everyone can play an active role while being themselves
5. Enhanced governance for sustainable growth

A new medium-term management plan and the medium- to long-term strategic framework toward 2030, "VISION2030," will be announced in early June.

Page 28. The Wacoal Group has formulated VISION2030 representing the Group's vision for the future towards the year 2030. Our medium- to long-term vision is to "evolve and grow as the 'Global Wacoal Group' by providing beauty and richness to each and every body and mind with high sensitivity and quality" and by strengthening our efforts in the five areas of customers, employees, environment, society, and governance, we will achieve sustainable growth and enhance corporate value.

The medium-term management plan that started in April 2022 is a crucial period for us to realize VISION2030. As a company that develops brands globally, we will contribute to the affluent lifestyles of many people and promote initiatives to achieve our transformation into a highly profitable company. VISION2030 and the new medium-term management plan will be announced in early June.

## Key KPIs for the 23/3 period's financial strategy

Annual dividend forecast

**80 yen**  
(Increase of 30 yen)

**Annual dividend forecast: 80 yen per share, an increase of 30 yen from the previous period**

- ◆ The interim dividend forecast is 40 yen per share, an increase of 20 yen from the previous period
- ◆ The year-end dividend forecast is 40 yen per share, an increase of 10 yen from the previous period

Share buybacks  
**10 billion yen**

**Buybacks worth 10 billion yen have been set in order to improve capital efficiency**

- ◆ The ROE and EPS levels to be set for the medium-term management plan will be announced when the plan is disclosed in early June
- ◆ We will work on improving profitability and make it the highest priority, and also aim to improve ROE by improving capital efficiency

Reduction in strategic stockholdings  
**Continue**

**Continue to steadily reduce strategic stockholdings**

- ◆ The reduction targets for the medium-term management plan will be announced when the plan is disclosed in early June
- ◆ Indicators of strategic stockholdings in net assets are also under consideration

Page 29. This is the KPI for the financial strategy for the current fiscal year. The annual dividend is planned to be JPY80 per share, an increase of JPY30 from the previous year.

In addition, we plan to repurchase JPY10 billion of our own shares to improve capital efficiency. Under the new medium-term management plan, we plan to place the highest priority on improving profitability, and at the same time, we will work to increase ROE by actively returning profits to shareholders to enhance capital efficiency. The medium-term targets for ROE and EPS will also be announced when introducing the new medium-term plan in early June. In addition, we will continue to reduce our policy shareholdings as we have done in the past.

That concludes my explanation. Thank you for watching.

## Reference

Reference1:	FY2022 Financial Results Overview .....	P.31
Reference2:	FY2022 Financial Results Overview (by Segment).....	P.32
Reference3:	FY2022 Results for Major Subsidiaries.....	P.33
Reference4:	Monthly Changes in Net Sales for Major Business Units (rate of increase/decrease) .....	P.34
Reference5:	Monthly Changes in Wacoal (Japan) Net Sales by Channel and Store basis (rate of increase/decrease).....	P.35
Reference6:	Monthly Changes in Net Sales by Channel for Major Overseas Subsidiaries (rate of increase/decrease).....	P.36
Reference7:	FY2022 EC Ratios at Major Subsidiaries.....	P.37
Reference8:	FY2022 The sales margin of primary subsidiaries.....	P.38
Reference9:	FY2022 Overview of Wacoal: Net Sales and Operating Income for Major Business Units.....	P.39
Reference10:	FY2022 Overview of Wacoal International (US) .....	P.40
Reference11:	FY2022 Overview of Wacoal Europe .....	P.41
Reference12:	FY2022 (Jan - Dec) Overview of Wacoal China .....	P.42
Reference13:	FY2022 Overview of other Asian Businesses.....	P.43
Reference14:	FY2022 Overview of Peach John .....	P.44
Reference15:	FY2022 Overview of Domestic Subsidiaries (Lecien, Nanasai, Ai).....	P.45
Reference16:	FY2023 Full-year Plan.....	P.46
Reference17:	FY2023 Full-year Plan (By Segment).....	P.47
Reference18:	FY2023 Full-year Plan (Major Subsidiaries) .....	P.48

## Reference1: FY2022 Financial Results Overview

[Exchange rate]	USD	GBP	CNY
	112.38	153.56	17.03

(Millions of yen)

	FY2020 results		FY2021 results		FY2022 results		Year on Year		Compared to the revised plan	
		% Of sales		% Of sales		% Of sales	Change	% Change	Change	% Change
Consolidated net sales	186,760	—	152,204	—	172,860	—	-13,900	- 7.4%	20,656	+13.6%
Cost of Sales	84,959	45.5	67,798	44.5	76,607	44.3	-8,352	- 9.8%	8,809	+13.0%
Sales profit	101,801	54.5	84,406	55.5	96,253	55.7	-5,548	- 5.4%	11,847	+14.0%
S, G&A Expenses	94,696	50.7	82,836	54.4	91,240	52.8	-3,456	-0	8,404	+10.1%
A: Impairment charges on goodwill and other intangible assets	473	0.3	2,685	1.8	0	0.0	-473	—	-2,685	—
Operating Income ( loss )	6,632	3.6	-1,115	—	5,013	2.9	-1,619	- 24.4%	6,128	—
Other income (expenses)	1,487	0.8	1,517	1.0	2,874	1.7	1,387	+93.3%	1,357	+89.5%
B: Valuation gain (loss) on marketable securities and investments – net(B)	-3760	—	10,390	6.8	-641	—	3,119	—	-11,031	—
Income before taxes ( loss )	4,359	2.3	10,792	7.1	7,246	4.2	2,887	+66.2%	-3,546	- 32.9%
Net income attributable ( loss ) to Wacoal Holdings Corp.	3,472	1.9	7,025	4.6	4,608	2.7	1,136	+32.7%	-2,417	- 34.4%
Reference figure( i ): Operating income not taking into account A (loss)	7,105	3.8	1,570	—	5,013	2.9	-1,701	-29.4%	3,443	+219.3%
Reference figure( ii ): Income before income taxes and equity in net income of affiliated companies not taking into account A,B(loss)	8,592	4.6	3,087	2.0	7,887	4.6	-705	- 8.2%	4,800	+155.5%

## Reference2: FY2022 Financial Results Overview (by Segment)

[Exchange rate]	USD	GBP	CNY
	112.38	153.56	17.03

(単位：百万円)

	FY2020 results		FY2021 results		FY2022 results		Year on Year		Compared to the revised plan	
		ratio		ratio		ratio	Change	% Change	Change	% Change
Wacoal Business (Japan)	106,112	56.8	86,133	56.6	88,128	51.0	-17,984	- 16.9%	1,995	+2.3%
Wacoal Business (Overseas)	49,808	26.7	41,355	27.2	59,678	34.5	9,870	+19.8%	18,323	+44.3%
Peach John Business	11,224	6.0	12,200	8.0	12,528	7.2	1,304	+11.6%	328	+2.7%
Other Businesses	19,616	10.5	12,516	8.2	12,526	7.2	-7,090	- 36.1%	10	+0.1%
<b>Consolidated net sales</b>	<b>186,760</b>	<b>100</b>	<b>152,204</b>	<b>100</b>	<b>172,860</b>	<b>100</b>	<b>-13,900</b>	<b>- 7.4%</b>	<b>20,656</b>	<b>+13.6%</b>

	FY2020 results		FY2021 results		FY2022 results		Year on Year		Compared to the revised plan	
		% Of sales		% Of sales		% Of sales	Change	#DIV/0!	Change	% Change
Wacoal Business (Japan)	6,083	5.7	627	0.7	2,319	2.6	-3,764	- 61.9%	1,692	+269.9%
Wacoal Business (Overseas)	1,493	3.0	-2,603	-	2,351	3.9	858	+57.5%	4,954	-
Peach John Business	-351	-3.1	1,591	13.0	1,651	13.2	2,002	-	60	+3.8%
Other Businesses	-593	-	-730	-	-1,308	-	-715	-	-578	-
<b>Operating Income ( loss )</b>	<b>6,632</b>	<b>3.6</b>	<b>-1,115</b>	<b>-</b>	<b>5,013</b>	<b>2.9</b>	<b>-1,619</b>	<b>- 24.4%</b>	<b>6,128</b>	<b>-</b>

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WACOAL HOLDINGS CORP.

## Reference3: FY2022 Results for Major Subsidiaries

[Exchange rate]	USD	GBP	CNY
	112.38	153.56	17.03

(Millions of yen)

		Net Sales							Operating income ( loss )						
		FY2020 results	FY2021 results	FY2022 results	Year on Year		Compared to the revised plan		FY2020 results	FY2021 results	FY2022 results	Year on Year		Compared to the revised plan	
					Change	% Change	Change	% Change				Change	% Change	Change	% Change
Wacoal Business (Japan)	Wacoal	99,224	79,877	81,184	- 18,040	- 18.2%	1,307	+1.6%	3,140	- 2,022	- 729	- 3,869	-	1,293	-
	Wacoal International Corp. (U.S.)	19,194	17,649	25,282	6,088	+31.7%	7,633	+43.2%	401	- 914	433	32	+8.0%	1,347	-
	Wacoal Business (Overseas)	12,988	9,896	16,305	3,317	+25.5%	6,409	+64.8%	1,007	666	1,804	797	+79.1%	1,138	+170.9%
	Wacoal China Co., Ltd.	10,337	8,755	12,157	1,820	+17.6%	3,402	+38.9%	923	625	260	- 663	- 71.8%	- 365	- 58.4%
Peach John Businesses		11,224	12,200	12,528	1,304	+11.6%	328	+2.7%	- 351	1,591	1,651	2,002	-	60	+3.8%
Other Businesses	Lecien	5,760	4,614	3,484	- 2,276	- 39.5%	- 1,130	- 24.5%	- 478	221	- 642	- 164	-	- 863	-
	Nanasai	8,718	5,312	6,042	- 2,676	- 30.7%	730	+13.7%	218	- 358	- 249	- 467	-	109	-
	A i	3,597	1,700	1,838	- 1,759	- 48.9%	138	+8.1%	- 269	- 613	- 379	- 110	-	234	-
Wacoal International Corp. (U.S.)		176,508	166,402	224,963	48,455	+27.5%	58,561	+35.2%	3,694	- 8,621	3,857	163	+4.4%	12,478	-
Wacoal Europe Ltd.		93,954	71,360	106,179	12,225	+13.0%	34,819	+48.8%	7,290	4,796	13,615	6,325	+86.8%	8,819	+183.9%
Wacoal China Co., Ltd.		655,073	565,585	713,875	58,802	+9.0%	148,290	+26.2%	58,468	40,246	15,305	- 43,163	- 73.8%	- 24,941	- 62.0%

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Reference4: Monthly Changes in Net Sales for Major Business Units (rate of increase/decrease)

	Monthly sales (increase / decrease rate)															
	Apr.	May	Jun.	1Q (China2Q)	Jul.	Aug.	Sep.	2Q (China3Q)	Oct.	Nov.	Dec.	3Q (China4Q)	Jan.	Feb.	Mar.	4Q (China1Q)
Wacoal	+168%	+39%	+5%	+46%	-12%	-17%	-18%	-15%	-21%	+8%	-4%	-6%	+3%	-2%	+34%	+13%
	-25%	-30%	-12%	-23%	-15%	-34%	-39%	-30%	-13%	+8%	+0%	-2%	-18%	-26%	+23%	-7%
Wacoal America, Inc.	+284%	+149%	+56%	+131%	+37%	+47%	+29%	+37%	+25%	-3%	-16%	+4%	+21%	+25%	+4%	+16%
	+22%	+12%	+14%	+16%	+25%	+5%	+23%	+17%	+21%	+6%	-7%	+8%	+18%	-9%	+10%	+5%
Wacoal Europe Ltd.	+287%	+124%	+64%	+121%	+23%	+36%	+21%	+27%	+23%	+42%	+30%	+32%	+78%	+45%	+20%	+42%
	+2%	+1%	+31%	+11%	-6%	+13%	+5%	+3%	-1%	+32%	+10%	+13%	+14%	-1%	+79%	+25%
Wacoal China Co., Ltd.	+222%	-3%	-10%	+21%	-12%	-28%	-15%	-19%	-14%	-19%	+26%	-5%	+9%	-47%	-27%	-23%
	-23%	+7%	-14%	-11%	-21%	-16%	-21%	-19%	-3%	-28%	+21%	-8%	-9%	+240%	+10%	+17%
Peach John (Japan)	+40%	+9%	-9%	+8%	-13%	-3%	+3%	-5%	+15%	+6%	+5%	+8%	+1%	-13%	+7%	-1%
	+13%	+1%	+20%	+11%	+21%	+9%	-6%	+8%	+31%	+29%	+28%	+29%	+11%	+5%	+28%	+14%
Lecien (Japan)	+18%	-10%	-4%	+1%	-27%	-34%	-29%	-30%	-37%	-20%	-24%	-27%	-32%	+15%	-1%	-8%
	-25%	-36%	-24%	-28%	-36%	-48%	-37%	-40%	-53%	-41%	-48%	-47%	-37%	-16%	-21%	-24%
Nanasai	+8%	-12%	-7%	-2%	+0%	-22%	-14%	-13%	+153%	-5%	+2%	+39%	+37%	-6%	+47%	+30%
	-39%	-48%	-43%	-43%	-9%	-40%	-63%	-48%	+38%	-49%	-14%	-14%	-12%	-35%	-13%	-19%
Ai	+181%	+48%	-18%	+23%	+43%	-3%	-23%	+9%	-15%	-8%	-0%	-7%	+4%	+1%	-11%	-2%
	-54%	-61%	-59%	-59%	-44%	-61%	-53%	-53%	-33%	-31%	-27%	-30%	-45%	-50%	-22%	-41%

- ★1 The figure before the transfer of internal expenses. Shows year-on-year changes, including internal sales. □
- ★2 The figures for Wacoal America only are disclosed. It is not the figures of sales of Wacoal International including Intimates Online Inc. (LIVELY). □
- ★3 Wacoal America, Inc., Wacoal Europe Ltd., and Wacoal China Co., Ltd. show year-on-year changes (rates of increase / decrease) on a local currency basis.
- ★4 Wacoal China Co., Ltd. is shown year-on-year changes (rates of increase / decrease) on a net basis.

Reference5: Monthly Changes in Wacoal (Japan) Net Sales by Channel and Store basis (rate of increase/decrease)

	Monthly store-based sales trends (increase / decrease rate)															
	Apr.	May	Jun.	1Q	Jul.	Aug.	Sep.	2Q	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q
Department Stores	+393%	+73%	-17%	+40%	+14%	-25%	-26%	-7%	-4%	+3%	-1%	-1%	+39%	-8%	-8%	+5%
	-36%	-53%	-23%	-38%	-11%	-43%	-48%	-35%	+0%	-15%	-17%	-12%	-11%	-26%	+13%	-8%
GMS, Supermarket (Wacoal Brand)	+156%	+36%	-9%	+29%	+10%	-44%	-24%	-20%	-10%	+9%	-5%	-1%	-2%	-13%	-4%	-6%
	-26%	-30%	-4%	-20%	-17%	-38%	-56%	-37%	+6%	+27%	-18%	+5%	-17%	-21%	-12%	-16%
GMS, Supermarket (Wing Brand)	+138%	+16%	-17%	+16%	-2%	-30%	-12%	-18%	-10%	+7%	-6%	-2%	-10%	-21%	-5%	-11%
	-20%	-30%	-9%	-21%	-22%	-30%	-51%	-35%	+10%	+15%	-14%	+3%	-24%	-27%	-5%	-18%
Specialty Stores (Real store)	+162%	+62%	-15%	+30%	-8%	-18%	-17%	-14%	-4%	-4%	+0%	-2%	-2%	-5%	+7%	+0%
	-13%	-26%	-22%	-21%	+7%	-12%	-30%	-12%	-2%	-2%	+15%	+5%	+2%	-3%	+29%	+9%
Sports Chains	+36%	+40%	-12%	+13%	+81%	-19%	-15%	+14%	+0%	-13%	+3%	-4%	+19%	-14%	+0%	+2%
	-62%	-47%	-62%	-50%	+8%	-45%	-55%	-31%	-38%	-44%	-27%	-37%	-37%	-47%	+18%	-28%
Third Party EC Sites	+43%	+1%	+15%	+11%	+18%	+15%	+2%	+12%	-9%	+11%	-3%	+2%	+14%	+18%	+18%	+17%
	+24%	+25%	+46%	+32%	+25%	+31%	+0%	+17%	+19%	+35%	+37%	+31%	+56%	+23%	+46%	+42%
Directly managed store	+232%	+71%	-18%	+33%	-5%	-24%	-26%	-19%	-7%	-5%	+0%	-4%	+13%	-10%	+7%	+5%
	-27%	-33%	-16%	-32%	-6%	-26%	-32%	-21%	-7%	-13%	-16%	-12%	-24%	-19%	+0%	-16%
Wacoal's Own EC Site	-8%	-13%	+5%	-6%	+7%	+12%	+7%	+9%	+6%	+11%	-6%	+3%	+3%	+3%	+16%	+7%
	+62%	+79%	+94%	+79%	+53%	+75%	+44%	+56%	+37%	+76%	+68%	+61%	+43%	+49%	+40%	+43%
Catalog mail-order	+21%	-11%	+5%	+5%	+47%	+33%	+0%	+20%	-9%	+2%	-1%	-1%	+6%	-3%	+3%	+4%
	-6%	+5%	+8%	+14%	-2%	-39%	-2%	+5%	-10%	+14%	+23%	+5%	+56%	-17%	+11%	+3%
Total of monthly store-based sales	+121%	+27%	-11%	+23%	+6%	-20%	-15%	-9%	-6%	+4%	-2%	-1%	+3%	-2%	+34%	+13%
	-20%	-27%	-7%	-18%	-4%	-23%	-37%	-22%	+3%	+4%	-5%	+0%	-18%	-26%	+23%	-7%

- Note: For store-base sales, only actual results for stores where the data can be ascertained are being disclosed  
 Note: Directly-managed store sales from April 2021 onward are calculated excluding in-house EC sales of brands that are sold through directly-managed stores.



## Reference6: Monthly Changes in Net Sales by Channel for Major Overseas Subsidiaries (rate of increase/decrease)

		Monthly Changes in Net Sales by Channel for Major Subsidiaries (rate of increase/decrease)															
		Apr.	May	Jun.	1Q (China2Q)	Jul.	Aug.	Sep.	2Q (China3Q)	Oct.	Nov.	Dec.	3Q (China4Q)	Jan.	Feb.	Mar.	4Q (China1Q)
Wacoal America, Inc.	Department Stores Real	+1,260% - 8%	+1,540% - 5%	+185% +7%	+495% - 2%	+69% +8%	+89% - 12%	+36% - 9%	+62% - 5%	+75% +28%	+1% - 2%	- 14% - 19%	+21% +5%	+7% - 2%	+27% - 36%	+0% - 24%	+11% - 24%
	Department Store EC	+1,957% +24%	+235% +73%	+15% +43%	+114% +45%	- 1% +26%	- 16% +7%	- 13% +26%	- 9% +20%	- 7% +7%	+2% +36%	- 17% - 8%	- 7% +11%	+24% +13%	+49% +30%	- 6% +22%	+19% +23%
	Third Party EC Sites	+202% +102%	- 22% +31%	- 17% - 21%	+27% +34%	+37% +89%	+46% +71%	+35% +94%	+47% +95%	- 19% +12%	- 62% - 42%	+46% +97%	- 18% +16%	+178% +127%	+44% +36%	+15% +51%	+60% +67%
	Wacoal's Own EC Site	+34% +80%	- 4% +72%	- 4% +72%	+8% +75%	+4% +79%	+11% +63%	+39% +132%	+15% +88%	- 5% +35%	+17% +79%	- 34% - 2%	- 8% +36%	- 1% +34%	+4% +39%	+13% +106%	+5% +54%
	Total	+284% +22%	+149% +12%	+56% +14%	+131% +16%	+37% +25%	+47% +5%	+29% +23%	+37% +17%	+25% +21%	- 3% +6%	- 16% - 7%	+4% +8%	+21% +18%	+25% - 9%	+4% +10%	+16% +5%
Wacoal Europe Ltd.	Department	+682% - 40%	+1,232% - 36%	+216% +40%	+393% - 15%	+70% - 7%	+5% - 18%	+21% - 9%	+26% - 12%	+15% - 5%	+77% +14%	+49% - 10%	+42% - 1%	+146% +6%	+50% +12%	+21% +8%	+55% +98%
	Independent (Speciality Store)	+331% - 8%	+118% +4%	+72% +30%	+127% +9%	+42% - 3%	+60% +19%	+33% +8%	+45% +7%	+31% - 5%	+50% +42%	+15% +6%	+32% +12%	+74% +8%	+42% - 7%	+48% +98%	+53% +26%
	Third Party EC Sites	+274% +49%	+167% +12%	+54% +5%	+142% +21%	+5% - 12%	+62% +15%	+2% - 5%	+20% - 1%	+4% - 5%	+3% +9%	+135% +22%	+35% +10%	+108% +30%	+82% +34%	+3% +36%	+52% +33%
	Total	+287% +2%	+124% +1%	+64% +31%	+121% +11%	+31% - 0%	+36% +13%	+21% +5%	+30% +6%	+23% - 1%	+42% +32%	+30% +10%	+32% +13%	+78% +14%	+45% - 1%	+20% +79%	+42% +25%
Wacoal China Co., Ltd.	Department Stores Real-MALL·Outlet, etc	+30% - 11%	+6% +9%	- 2% - 17%	+9% - 6%	- 9% - 11%	- 32% - 23%	- 16% - 21%	- 19% - 18%	- 6% - 0%	- 21% - 25%	- 17% - 11%	- 15% - 12%	+16% - 17%	- 52% +502%	- 38% +27%	- 28% +20%
	Third Party EC Sites	- 7% - 59%	- 29% +36%	- 15% +2%	- 18% - 11%	- 27% - 44%	- 6% +48%	- 4% - 6%	- 11% - 5%	- 47% - 5%	- 17% - 32%	- 7% - 34%	- 21% - 29%	- 7% +35%	- 24% - 9%	- 1% - 26%	- 7% - 12%
	Total	+22% - 23%	- 3% +7%	- 10% - 14%	+21% - 11%	- 12% - 21%	- 28% - 16%	- 15% - 21%	- 19% - 19%	- 14% - 3%	- 19% - 28%	+26% +21%	5% - 8%	+9% - 9%	- 47% +240%	- 27% +10%	- 23% +17%

- \*1 The figure before the transfer of internal expenses. Shows year-o-n-year changes, including internal sales. □
- \*2 The figures for Wacoal America only are disclosed. It is not the figures of sales of Wacoal International including Intimates Online Inc.(LIVELY). □
- \*3 Wacoal America, Inc., Wacoal Europe Ltd., and Wacoal China Co., Ltd. show year-on-year changes (rates of increase / decrease) on a local currency basis.
- \*4 Wacoal China Co., Ltd. is shown year-on-year changes (rates of increase / decrease) on a net basis.

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## Reference7: FY2022 EC Ratios at Major Subsidiaries

		FY2020					FY2021					FY2022				
		1Q	2Q	3Q	4Q	total	1Q	2Q	3Q	4Q	total	1Q	2Q	3Q	4Q	total
Wacoal (Japan)	Own EC channel only	13%	12%	15%	15%	13%	35%	16%	19%	19%	21%	24%	22%	20%	22%	22%
Peach John(Japan)	Own EC channel only	39%	39%	38%	43%	40%	64%	46%	45%	49%	50%	49%	43%	40%	44%	44%
Wacoal America, Inc.	Total of own company and Third Party EC Sites	35%	31%	36%	36%	34%	78%	52%	47%	49%	54%	45%	44%	41%	52%	45%
IO Inc.	Own EC channel only	100%	100%	100%	100%	100%	100%	97%	91%	83%	92%	85%	84%	74%	69%	79%
Wacoal Europe Ltd.	Total of own company and Third Party EC Sites	22%	19%	20%	24%	21%	39%	29%	27%	32%	31%	29%	25%	24%	28%	26%
Wacoal China Co., Ltd.	Other companies' EC channel only	19%	26%	18%	31%	24%	33%	31%	18%	28%	27%	19%	25%	20%	24%	22%
EC ratio of major companies (Total of top 6 companies) *		20%	18%	20%	23%	20%	45%	26%	26%	30%	30%	32%	30%	25%	30%	29%

\*Sales total uses the rate at the time of each settlement

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## Reference 8: FY2022 The sales margin of primary subsidiaries

	FY2021	FY2022		
	total	total	YoY	Point
Wacoal (Japan)	55.4%	55.8%	+0.4%	<ul style="list-style-type: none"> <li>The sales margin improvement is due to changes to revenue recognition standards (recording of refund liabilities)</li> <li>On a real-term basis, a deterioration of about 0.7 points</li> <li>Impact of soaring costs due to the shutdown of Vietnam factories and the accelerated clearance of discontinued brands</li> </ul>
Peach John(Japan)	64.0%	66.5%	+2.4%	Improved return on sales by reducing valuation losses in addition to improving full-price sales ratio
Wacoal International Corp.	51.3%	50.6%	- 0.7%	<ul style="list-style-type: none"> <li>Wacoal America: Impact of soaring transportation costs for raw materials, etc., expansion of low-margin store sales (lowering of the company's EC composition ratio)</li> <li>IO Inc.: Impact of lowering the company's EC composition ratio, increase in wholesale weight, recording valuation losses, etc.</li> <li>Planning to change retail prices in response to rising costs (IO: Implemented changes in September, Wacoal America: changes scheduled for January)</li> </ul>
Wacoal Europe Ltd.	54.3%	56.6%	+2.3%	Improved return on sales through increased revenue
Wacoal China Co., Ltd.	69.9%	68.6%	- 1.3%	<ul style="list-style-type: none"> <li>Comparison based on net disbursements</li> <li>In real terms, return on sales improved but was negative due to adjustments in settling accounts</li> </ul>
Wacoal Holdings Corp.	55.5%	55.7%	+0.2%	

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## Reference9: FY2022 Overview of Wacoal: Net Sales and Operating Income for Major Business Units

### Sales

**81.2 billion yen**

Change from previous period:  
+1.3 billion yen (+2%)  
Change from period before last:  
-18 billion yen (-18%)

### In brick and mortar shops struggled due to the lingering effects of the stay-at-home order The EC surpassed the high hurdles of the previous period

- ◆ In-store sales remain low compared to pre-pandemic levels due to the repeated states of emergency
- ◆ The company's EC cleared the high hurdles of the previous period as a result of strong sales by existing customers

### Operating loss

**-0.7 billion yen**

Change from previous period:  
+1.3 billion yen  
Change from period before last:  
-3.9 billion yen

### Fourth quarter (Jan - Mar) sales were sluggish, resulting in operating losses

- ◆ Sluggish sales resulted in operating losses. As a result of efforts to reduce costs, the deficit has narrowed compared to the previous period
- ◆ Employment adjustment subsidies and profit from real estate sales are counted as non-operating income and extraordinary income on a non-consolidated basis

(Millions of yen)

	FY2020 results	FY2021 results	FY2022 results	Year on Year		Compared to the revised plan	
				Change	% Change	Change	% Change
1st Brand Group	39,467	31,694	33,193	-6,274	-15.9%	1,500	+4.7%
2nd Brand Group	33,484	28,289	28,472	-5,011	-15.0%	183	+0.6%
3rd Brand Group	17,439	14,178	14,187	-3,253	-18.7%	9	+0.1%
Wellness Business Department	4,797	3,141	3,425	-1,372	-28.6%	284	+9.1%
WEB Business Department	8,226	10,986	11,164	2,938	+35.7%	179	+1.6%
Others	-4,190	-8,410	-9,258	-5,068	-	-848	-
Net sales total (External customers only)	99,224	79,877	81,184	-18,040	-18.2%	1,307	+1.6%
Net sales total (Including internal sales)	100,946	81,409	82,778	-18,168	-18.0%	1,369	+1.7%
1st Brand Group	5,258	4,216	4,093	-1,165	-22.2%	-123	-2.9%
2nd Brand Group	2,219	1,439	1,467	-752	-33.9%	29	+2.0%
3rd Brand Group	1,865	846	809	-1,057	-56.6%	-37	-4.4%
Wellness Business Department	266	-33	193	-73	-27.3%	226	-
WEB Business Department	210	779	415	205	+97.6%	-364	-46.7%
Others	-6,679	-9,268	-7,707	-1,028	-	1,562	-
Wacoal Operating income ( loss )	3,140	-2,022	-729	-3,869	-	1,293	-

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## Reference10: FY2022 Overview of Wacoal International (US)

**Sales**  
**25.3 billion yen**  
 Change from previous period: +7.6 billion yen (+43%)  
 (Based on local currency: +35%)  
 Change from period before last: +6.1 billion yen (+32%)

**Operating income**  
**0.4 billion yen**  
 Change from previous period: +1.3 billion yen  
 (Based on local currency: +\$12 million)  
 Change from period before last: +0.032 billion yen (+8%)

**Wacoal America recovered, while IO's revenue increased due to increased wholesaler and retail store sales despite sluggish EC sales.**

- ◆ Wacoal America: Brick and mortar shop channel +72% EC channel +16% (department store EC +21% dedicated EC +30% company's EC +6%)
- ◆ IO: Company's EC -1% wholesalers +202% retail stores +173%

**IO's deficit increased as a result of its push toward optimizing inventory**

- ◆ Wacoal America: Profits increased due to increased sales
- ◆ IO: The deficit widened due to decreased marketing efficiency and push toward optimizing inventory

(Thousands of dollars)

		vs FY2020				vs FY2021				ratio
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Channel	Department store	-2%	-5%	+5%	-24%	+495%	+62%	+21%	+11%	
	Outlet-Directly Managed Store	+85%	+80%	+71%	+101%	+10,142%	+170%	+75%	+30%	53%
	Store sales total	-1%	-5%	+6%	-23%	+507%	+63%	+22%	+11%	
	Department store EC site	+45%	+20%	+11%	+23%	+114%	-9%	-7%	+19%	
EC	Third Party EC site	+34%	+95%	+16%	+67%	+27%	+47%	-18%	+60%	
	Wacoal's Own EC Site	+75%	+88%	+36%	+54%	+8%	+16%	-8%	+5%	47%
	EC sales total	+52%	+66%	+22%	+49%	+35%	+16%	-10%	+23%	
Area	America	+19%	+18%	+9%	+4%	+124%	+34%	+3%	+16%	93%
	Canada	-3%	+11%	+77%	+1%	+527%	+127%	+60%	+37%	4%
	Other area	-29%	+1%	-45%	+37%	+274%	+70%	-24%	-2%	3%

	Wacoal America, Inc.	IO
Net sales	189,053	39,321
Compared to the FY2021	+39%	+15%
Compared to the FY2020	+12%	+229%
Operating profit and loss	15,951	-14,259
(FY2021 results)	4,605	-12,194
(FY2020 results)	14,830	-11,494

Brand	vs FY2020				vs FY2021				ratio
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
WACOAL	+10%	+14%	+5%	+5%	+125%	+39%	+3%	+14%	74%
B.tempt'd	+106%	+49%	+69%	+4%	+309%	+37%	+24%	+44%	9%
CW-X	+45%	+48%	-7%	+12%	+3%	+40%	-22%	-9%	0%
LIVELY	-	+212%	+64%	+81%	+69%	+5%	+1%	-13%	17%

## Reference11: FY2022 Overview of Wacoal Europe

**Sales**  
**16.3 billion yen**  
 Change from previous period: +5.4 billion yen (+45%)  
 (Based on local currency: +49%)  
 Change from period before last: +3.3 billion yen (+26%)

**Operating income**  
**1.8 billion yen**  
 Change from previous period: +1.1 billion yen  
 (Based on local currency: +0.07 billion pounds)  
 Change from period before last: +0.8 billion yen (+79%)

**Sales in each major area will exceed pre-pandemic levels as a result of relaxed regulations against the spread of infections**

- ◆ Sales were strong in each region UK +61% (+7%), North America +49% (+20%), Europe +45% (+8%)  
 \*Values inside ( ) are from period before last
- ◆ The company's EC channel, which started in the 20/3 period, also exceeded the plan

**Significant increase in profits due to increased sales**

		vs FY2020				vs FY2021				ratio
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Channel	Department store	-15%	-12%	-1%	-3%	+393%	+26%	+42%	+52%	18%
	Specialty store	+9%	+7%	+12%	+23%	+127%	+45%	+32%	+49%	52%
	Directly Managed Store	-8%	-18%	-17%	-48%	-11%	-50%	-12%	-62%	4%
	EC sites	+43%	+27%	+33%	+65%	+107%	+25%	+34%	+49%	26%
Brand	Fantasia	+6%	+5%	+2%	+22%	+188%	+47%	+21%	+53%	33%
	Freya	+0%	-8%	-2%	+10%	+97%	+2%	+39%	+26%	22%
	Goddess	+11%	-5%	+12%	+16%	+56%	+4%	+0%	+28%	5%
	Elomi	+28%	+34%	+38%	+48%	+119%	+50%	+52%	+50%	29%
	Wacoal	+18%	-12%	+8%	+5%	+113%	+22%	+20%	+23%	11%
B.Tempted	-63%	-82%	-32%	+0%	+0%	-77%	-21%	▲0%	0%	

	vs FY2020				vs FY2021				ratio
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
UK	-11%	+7%	+16%	+22%	####	+41%	+28%	+70%	32%
Europe	+12%	+2%	+10%	+10%	+89%	+22%	+47%	+39%	25%
North America	+29%	+10%	+6%	+32%	####	+26%	+29%	+35%	33%
Other	+29%	-7%	+17%	+29%	####	+22%	+22%	-1%	10%

## Reference12: FY2022 (Jan - Dec) Overview of Wacoal China

**Sales**  
**12.2 billion yen**  
 Change from previous period:  
 +3.4 billion yen (+39%)  
 (Based on local currency: +36%)  
 Change from period before last:  
 +1.8 billion yen (+18%)

**Brick and mortar shops were affected by a rise in infections in the second half of the year. EC sales struggled due to intensified competition with emerging brands**

- ◆ The impact on sales with the total amount displayed is 2 billion yen (value converted into yen: based on net disbursements: previous period +16% period before last -2%)
- ◆ In-store sales are again sluggish due to the rise in infections since July. EC sales struggled due to the rise of emerging brands and other factors worsening the competitive environment

**Operating income**  
**0.3 billion yen**  
 Change from previous period:  
 -0.4 billion yen  
 (Based on local currency:  
 -25 million yuan)  
 Change from period before last:  
 -0.7 billion yen (-72%)

**Profits decreased due to the government ending support measures from the previous fiscal year, increased overhead costs resulting from revitalized business activities, and other factors**

		vs FY2020				vs FY2021				ratio
		1 Q	2 Q	3Q	4Q	1 Q	2 Q	3Q	4Q	
Channel	Department Stores Real·MALL·Outlet	-10%	-6%	-20%	+4%	+86%	+9%	-21%	+1%	75%
	Agent	-38%	-44%	-40%	-42%	+39%	-12%	-7%	-12%	3%
	Third party EC site	-10%	-15%	-13%	-28%	-12%	-20%	-12%	-19%	22%
Brand	Wacoal	-9%	-8%	-17%	-4%	+54%	+1%	-18%	-2%	86%
	Salute	-3%	+10%	-4%	-13%	+93%	+9%	-32%	-24%	9%
	ANPHI	+227%	+169%	+42%	-48%	-13%	-5%	+12%	-17%	1%
	Peach John	-45%	-49%	-55%	-35%	+3%	-34%	-35%	-18%	4%

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## Reference13: FY2022 Overview of other Asian Businesses

Figures include sales from Hong Kong Wacoal, Wacoal International Hong Kong, Wacoal Singapore, Philippine Wacoal, Wacoal India, (the following are factories), Dalian Wacoal, Guangdong Wacoal, Vietnam Wacoal, Myanmar Wacoal, A Tech, G Tech, and one other company, and account adjustments for Wacoal Business (overseas)

**Sales**  
**5.9 billion yen**  
 Change from previous period: +0.9 billion yen (+17%)  
 Change from period before last: -1.4 billion yen (-19%)

**Although the operating environment has improved since the previous year, the effects of the spread of infections linger in many countries and regions**

- ◆ Hong Kong, Singapore, the Philippines, and India: Recovered from the previous period, which was significantly affected by the spread of infections
- ◆ A Tech recovered its exports, particularly to the Group, and secured an increase in sales. G Tech was gradually recovering at the end of the period as it recovered from the effects of the infections

**Operating loss**  
**-0.1 billion yen**  
 Change from previous period: +2.8 billion yen  
 Change from period before last: +0.7 billion yen

**There were operating losses as a result of the Vietnam plant suspending operations and lingering effects of infections at many subsidiaries**

	vs FY2020				vs FY2021			
	1 Q	2 Q	3Q	4Q	1 Q	2 Q	3Q	4Q
Wacoal Hong Kong	-24%	-9%	-7%	+11%	+28%	+22%	+13%	+13%
Singapore	-83%	+1%	-11%	+15%	+321%	-17%	+6%	+6%
Philippines	-88%	-59%	-30%	-9%	+365%	+53%	+27%	+55%
India	-86%	-45%	+89%	+86%	+426%	+163%	+16%	+8%
A-Tech	-38%	-13%	-58%	-9%	-5%	+91%	+91%	+92%
G-Tech	-48%	-24%	-62%	-58%	-52%	+18%	+2%	-12%

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## Reference14: FY2022 Overview of Peach John

### Sales

**12.5 billion yen**

Change from previous period:  
+0.3 billion yen (+3%)  
Change from period before last:  
+1.3 billion yen (+12%)

### In-store sales were strong despite EC sales falling below the previous period's high level

- ◆ In-store sales were strong due to the improved operating environment, high-profile promotions, and increased visitors to stores.
- ◆ The company's EC sales suffered revenue losses after facing a high hurdle in the previous period, when there was a rapid increase in stay-at-home demand

### Operating income

**1.7 billion yen**

Change from the previous period:  
+0.06 billion yen (+4%)  
Change from period before last:  
+2 billion yen

### Exceeded last period's high level

- ◆ High profit levels in line with the previous fiscal year were secured due to increased sales

		vs FY2020				vs FY2021				ratio
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Japan	Mail-order	+40%	+20%	+36%	+18%	-17%	-11%	-5%	-11%	44%
	Store	-13%	-8%	+17%	+6%	+91%	-5%	+11%	+2%	44%
	Overseas	-44%	+552%	-36%	+17%	-71%	+952%	-45%	-28%	0%
	Other	+24%	+47%	+72%	+35%	-9%	+11%	+63%	+33%	12%

		vs FY2020				vs FY2021			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Overseas★	Hong Kong	-34%	-10%	-24%	-22%	-7%	+1%	+22%	-19%
	Taiwan (stores+EC)	-33%	-15%	-24%	+24%	-23%	+10%	+13%	
	Shanghai-Beijing etc (Directly Managed Store)	-53%	-68%	-61%	-65%	+25%	-42%	-66%	-55%
	Shanghai-Beijing etc (Third party EC site)	-44%	-32%	-38%	-14%	-2%	-22%	-20%	+8%
	Shanghai-Beijing etc total	-47%	-45%	-46%	-41%	+5%	-27%	-37%	-11%

★Change rate based on local currency. The rate of increase or decrease in sales at retail stores and EC sites in each region. (The figures for "Shanghai-Beijing etc" are from January to December.)

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## Reference15: FY2022 Overview of Domestic Subsidiaries (Lecien, Nanasai, Ai)

### Lecien: Operating loss due to sluggish sales of PB products for valued customers and late deliveries caused by the Vietnam plant suspending activities

#### Sales

**3.5 billion yen**

Change from previous fiscal year:  
-1.1 billion yen (-25%)  
Change from two fiscal years ago:  
-2.3 billion yen (-40%)

#### Operating loss

**-0.6 billion yen**

Change from previous fiscal year:  
-0.9 billion yen  
Change from two fiscal years ago:  
-0.2 billion yen

	vs FY2020				vs FY2021				ratio
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Innerwear	-23%	-35%	-45%	-18%	+2%	-31%	-31%	-11%	78%
Embroidery	+10%	-2%	+7%	-2%	+8%	-14%	-16%	-7%	11%
Lace	-22%	-72%	-72%	-52%	+25%	-36%	-11%	+46%	11%

### Nanasai: Since the second half of the year, construction orders gradually recovered, and sales were higher than in the previous year

#### Sales

**6 billion yen**

Change from previous fiscal year:  
+0.7 billion yen (+14%)  
Change from two fiscal years ago:  
-2.7 billion yen (-31%)

#### Operating loss

**-0.2 billion yen**

Change from previous fiscal year:  
+0.1 billion yen  
Change from two fiscal years ago:  
-0.5 billion yen

	vs FY2020				vs FY2021				ratio
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Rental and lease	-37%	-31%	-29%	-22%	+11%	-6%	-7%	-3%	21%
Production sales	-30%	-23%	-32%	-18%	+16%	-15%	-28%	-14%	18%
Construction	-49%	-58%	+0%	-11%	-14%	-15%	+126%	+65%	61%

### Ai: The demand for resort wear is still in the middle of recovering, but the deficit narrowed due to reduced costs

#### Sales

**1.8 billion yen**

Change from previous fiscal year:  
+0.1 billion yen (+8%)  
Change from two fiscal years ago:  
-1.8 billion yen (-49%)

#### Operating loss

**-0.4 billion yen**

Change from previous fiscal year:  
0.2 billion yen  
Change from two fiscal years ago:  
-0.1 billion yen

	vs FY2020				vs FY2021				ratio
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Resort wear	-76%	-59%	-66%	-69%	+20%	+35%	-14%	+55%	47%
Innerwear	-21%	-24%	-5%	-21%	+25%	-23%	-5%	-7%	53%

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## Reference16: FY2023 Full-year Plan

[Exchange rate]	USD	GBP	CNY
	120.00	155.00	19.00

(millions of yen)

	FY2023 plan	% of sales	FY2023 First Half Plan	% of sales	FY2023 Second Half Plan	% of sales
Net sales	205,000	—	104,000		101,000	
Cost of sales	88,000	42.9	45,500	43.8	42,500	42.1
Sales profit	117,000	57.1	58,500	56.3	58,500	57.9
Selling, general and administrative	110,000	53.7	54,000	51.9	56,000	55.4
Business Income	7,000	3.4	4,500	4.3	2,500	2.5
Other income	1,000		500		500	
Other expenses	1,500		500		1,000	
Operating Income	6,500	3.2	4,500	4.3	2,000	2.0
Finance income	1,000		600		400	
Finance costs	300		100		200	
Share of profit (lost) of investments accounted for using equity method	800		300		500	
Income before income taxes and equity in net income of affiliated companies	8,000	3.9	5,300	5.1	2,700	2.7
Income tax expense	2,500	1.2	1,700	1.6	800	0.8
Net income Attributable to Owners of parent	5,500	2.7	3,600	3.5	1,900	1.9

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## Reference17: FY2023 Full-year Plan (By Segment)

[Exchange rate]	USD	GBP	CNY
	120.00	155.00	19.00

(millions of yen)

	FY2023 plan	ratio	FY2023 First Half Plan	ratio	FY2023 Second Half Plan	ratio
Wacoal Business (Japan)	108,600	53.0	52,500	50.5	56,100	55.5
Wacoal Business (Overseas)	70,100	34.2	38,000	36.5	32,100	31.8
Peach John Business	12,750	6.2	6,550	6.3	6,200	6.1
Other Businesses	13,550	6.6	6,950	6.7	6,600	6.5
Net sales	205,000	100	104,000	100	101,000	100

	FY2023 plan	% of sales	FY2023 First Half Plan	% of sales	FY2023 Second Half Plan	% of sales
Wacoal Business (Japan)	2,600	2.4	1,400	2.7	1,200	2.1
Wacoal Business (Overseas)	2,400	3.4	2,100	5.5	300	0.9
Peach John Business	1,500	11.8	950	14.5	550	8.9
Other Businesses	0	—	50	—	-50	—
Operating Income	6,500	3.2	4,500	4.3	2,000	2.0

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# Reference18: FY2023 Full-year Plan (Major Subsidiaries)

[Exchange rate]	USD	GBP	CNY
	120.00	155.00	19.00

(millions of yen)

		FY2023 plan			
		Net sales	% Change	Operating income (loss)	% Of sales
Wacoal Business (Japan)	Wacoal	102,900	-	4,437	4.3
Wacoal Business (Overseas)	Wacoal International Corp. (U.S.)	30,027	-	384	1.3
	Wacoal Europe Ltd.	17,302	-	1,404	8.1
	Wacoal China Co., Ltd.	14,516	-	415	2.9
Peach John Businesses		12,750	-	1,500	11.8
Other Businesses	Lecien	2,842	-	-90	-
	Nanasai	6,423	-	70	1.1
	A i	2,700	-	14	0.5

## Major Overseas Subsidiaries (Local Currency Basis)

		Net sales	% Change	Operating income (loss)	% Of sales
Wacoal Business (Overseas)	Wacoal International Corp. (U.S.)	250,221	-	3,199	1.3
	Wacoal Europe Ltd.	111,629	-	9,058	8.1
	Wacoal China Co., Ltd.	763,993	-	21,817	2.9

## Impact of IFRS adoption (to be applied starting from the first quarter of the 23/3 fiscal year)

U.S. accounting standards Displayed subjects	International Financial Reporting Standards (IFRS) Displayed subjects
Consolidated net sales	Consolidated net sales
Cost of sales	Cost of sales
Selling, general and administrative	Selling, general and administrative
Gain on sales or disposal of property, plant and equipment - net Impairment charges on goodwill and other intangible assets	Business Income
Operating Income	Other income Other expenses
Valuation (loss) gain on marketable securities and investments - net	Operating Income
Finance income	Finance income
Finance costs	Finance costs share of profit (lost) of investments accounted for using equity method
Income before income taxes and equity companies	Income before income taxes and equity in net income of affiliated companies
Income taxes	Income tax expense
Equity in net income of affiliated companies	Net Income
Net income	profit attributable
Net loss attributable to non-controlling interests	Owners of parent
Net income attributable to Wacoal Holdings Corp.	Non-controlling interests

Market price fluctuations and sales of shares, which previously had a significant impact on net loss or profit, have no effect on PL under the IFRS except for some of the shares

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