

Hello everyone. I am Akira Miyagi, Executive Vice President of Wacoal Holdings Corp. Thank you very much for watching our financial results briefing video.

1. Implementation of Structural Reforms in Line with the Review of the Medium-term Management Plan and the Revision of Consolidated Earnings Forecasts in Line with the Withdrawal of Subsidiaries

First, I will explain the revision of the medium-term management plan (hereinafter, the "revised medium-term management plan") and the revision of consolidated earnings forecasts due to structural reforms in Japan and withdrawal from the U.S. business, which were released today.
(1) Review of Medium-term Management Plan

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> The changes in the external environment were quicker than expected, and weaknesses in our supply chain management have become apparent
> Under the new management system, we will thoroughly review the strategies of the medium-term management plan
> In order to shift to a structure that can steadily generate cash, we will start business model reforms
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■ Policies of Revised Medium-Term Management Plan Period : FY2024~FY2026 (The previous medium-term management plan will be postponed by one year.)

1. Business model reforms to improve profitability
2. Growth strategy to achieve VISION 2030
3. Introducing ROIC management
4. Promoting asset reduction

Implementing business model reforms (supply chain management reforms and cost structural reforms) to restore basic profitability

Carrying out "brand strategy" and "customer strategy," utilizing the power of digital resources and our Company's strengths to lead to further growth

Introducing ROIC management as business management infrastructure that supports measures to enhance profitability and the effectiveness of strategies

Improving capital efficiency by reducing inventories, policy shareholdings, and streamlining real estate holdings

Please see page 3. Firstly, I will explain our revised medium-term management plan. As announced on May 19, we have reviewed the medium-term management plan due to the results for the previous year, the first year of the medium-term plan, falling substantially short of the plan. In order to shift to a structure that can secure high cash generation ability even in the midst of drastic changes in the external environment, we repeated discussions under the new management system and drastically revised our current strategies.
Under the new medium-term management plan, we will implement business model reforms to improve profitability, growth strategies to achieve VISION2030, implement ROIC management, and reduce assets. We will steadily improve profitability, capital efficiency, and the effectiveness of our strategies by promoting business model reforms and strengthening management systems. Please check the separate explanatory materials for the revised medium-term management plan on our website. A video explaining the aforementioned materials will be posted on the Company's website on November 21.
(2) Implementation of Structural Reforms and Temporary Recording of Structural Reform Expenses
$>$ As part of the medium-term management plan (revised), Wacoal will implement cost structure
reforms to improve profitability and achieve sustainable growth
$>$ Temporary structural reform expenses (approximately $¥ 6$ billion) expected to be recorded in FY2024

- Summary of Major Cost Structure Reform

| 1. Withdrawal and consolidation of <br> unprofitable brands | The streamline of marketing activities and new product development processes by consolidating <br> or abolishing 26 out of 68 ( $38 \%$ of total) product lines comprising the nine core brands |
| :--- | :--- |
| 2. Withdrawal of poorly performing <br> stores | In light of the business environment, we will review the criteria for withdrawing stores, and <br> consider measures including withdrawing stores that do not meet these criteria by the end of the <br> current fiscal year for 22 poorly performing directly managed stores (14\% of total of 154 stores), <br> 10 department stores (5\% of total of 211 stores), and other stores to improve management <br> efficiency |
|  | Inventories determined to be unable to be sold on a continuing basis at stores within the Group <br> due to reasons such as the withdrawal and integration of unprofitable brands and the withdrawal <br> of poorly-performing stores will be disposed of in an appropriate manner in order to improve <br> asset efficiency and profitability |
|  | The business situation is more severe than expected. As part of further cost structure reform, we <br> will offer voluntary retirement (for applicants, we will provide support for re-employment through <br> a re-employment support company, providing career development opportunities so employees <br> can continue to use their abilities in new fields.) |

## Please see page 4.

This page describes the main items of the structural reforms of Wacoal Corp. to be implemented as part of the revised medium-term management plan. You can also view this section on our website.
We concluded that we need to implement very tough reforms in order to restore Wacoal's profitability, which continues to suffer from sluggish sales. In particular, in the new medium-term management plan period, we will steadily carry out the structural reforms described above and shift to a profit structure that enables us to continue investing for growth toward achieving "VISION2030." In relation to the implementation of structural reforms, temporary structural reform costs of approximately $¥ 6$ billion, including inventory disposal and voluntary retirement, will be recorded in the current financial year's results.
(3) Impairment Loss on Goodwill Related to Wacoal International (U.S.)

# > Decision of the withdrawal from the LIVELY business of Intimates Online, Inc., Wacoal International (U.S.)'s subsidiary, and liquidation of the company <br> $¥ 7.43$ billion of impairment loss on goodwill was recorded in the second quarter results for FY2024 

## ■ Summary

Background to the decision to withdraw from the business and liquidate the company

Impact on 2Q results for FY2024 and full-year results
$\checkmark$ Financial results after the acquisition 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
$\checkmark$ After considering various possibilities for future business development, we determined that it would be difficult to improve the performance of the business and monetization in the future
$\checkmark$ We decided to withdraw from the LIVELY business and liquidate IO as part of the business model reforms in the medium-term management plan (revised)
> Total of goodwill impairment loss and inventory valuation allowance $¥ 7.43$ billion recorded as "other expenses" in the second quarter for FY2024 (goodwill impairment: $\$ 45.2$ million ( $¥ 6.37$ billion); inventory valuation allowance: $\$ 7.5$ million ( $¥ 1.06$ billion))
$>$ In addition to the aforementioned items, we expect to record temporary retirement expenses (negative profit) and reversal of lease liabilities (positive profit)

Please see page 5.
Next, I will explain the recording of impairment losses related to our U.S. business. In the process of forming the revised medium-term management plan, we have discussed the issue of dealing with unprofitable businesses. As a result, we have decided and resolved to withdraw from the LIVELY business owned by Intimates Online (hereinafter, "IO"), a subsidiary of Wacoal International that is responsible for the U.S. business, and liquidate the Company. We recorded an impairment loss in our U.S. business last year for the second year in a row.
IO is a company acquired by Wacoal International in 2019 to grow the Group's EC business in the U.S. and strengthen its competitiveness. Since the acquisition, we have worked to achieve business growth by using the Group's business foundation and strengthening IO' s digital marketing expertise. However, the business environment worsened more than expected due to the entry of competitors into the digital market and tightening of regulations on targeted advertising due to heightened restrictions on the use of personal information, and performance was significantly lower than expected at the time of the acquisition. Under these circumstances, we have considered various possibilities for future business development. However, we have determined that it will be difficult to improve our business performance in the future, and have decided to withdraw from the business. As a result of the withdrawal from this business, approximately $¥ 7.4$ billion was recorded in the second quarter results including impairment losses on goodwill.
(4) Revision of Consolidated Earnings Forecasts for FY2024 and Target Values for Medium-Term Management Plan (Revised)
$>$ Revision of earnings forecasts disclosed on May 12 due to the impact of structural reform expenses and impairment losses associated with the withdrawal of subsidiaries, in addition to sluggish sales in all major regions
$>$ Through the implementation of the medium-term management plan (revised), we aim to improve the effectiveness of management and recover business performance

- Revisions to the Forecast of FY2024 Business Results (Billion of yen) migures planned in the final year of the

| (vs initial plan) |  |  | (Billion of yen) | medium-term management plan |  | (Billion of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | initial plan (May 12 Disclosure) | revised plan (November 9 Disclosure) | Planning difference | $\begin{gathered} \text { FY2025 } \\ \text { (initial plan) } \end{gathered}$ | FY2026 <br> (Revised medium-term management plan) | Difference from initial plan |
| Revenue | 205.0 | 196.0 | -9.0 | 220.0 | 203.0 | -16.0 |
| Business Profit | 6.0 | 1.7 | -4.3 | 16.0 | 13.0 | -3.0 |
| Impairment losses on U.S. business | - | -7.3 | -7.3 | - | - | - |
| Structural reform expenses(Wacoal) | - | -6.0 | -6.0 | - | - | - |
| Operating Profit | 6.0 | -12.0 | -18.0 | 16.5 | 13.0 | -3.5 |
| Net profit attributable to owners | 4.8 | -10.8 | -15.6 | 12.5 | 10.0 | -2.5 |
| ROE | - | - | - | 6\% | 7\% | +1\% |

Please see page 6.
We will revise down our full-year earnings forecast announced on May 12 significantly, reflecting the impact of structural reforms in accordance with the revised medium-term management plan and the recording of impairment losses due to the withdrawal of our U.S. business, in addition to sluggish sales in major regions. As a result, we expect to record a loss for the second consecutive fiscal year. We have caused a great deal of concern to our shareholders and other stakeholders, and we take this matter very seriously. We apologize for that.
In forming the revised medium-term management plan, we discussed with newly appointed outside directors and external consulting services to consider measures to improve earnings without establishing sanctuaries. We will focus on rebuilding management by speeding up reforms without being bound by past constraints.
In accordance with the revision of the medium-term management plan, we have set the final year of the plan to FY2026, postponed by one year from the original plan. The numerical targets for the final fiscal year are shown in the table in the bottom right. In light of the harsh external environment, sales revenue and profit items are below the initial plan. However, we aim to achieve the ROE target of 7\%, which is higher than the initial plan, by advancing initiatives to improve capital efficiency and profitability.
We expect our cost of equity to be in the 6\% level, as detailed in the revised mediumterm management material. By achieving the ROE target described above, we will resolve our long-term issue of less than $1 \times$ PBR during the revised period of the medium-term management plan.

## 2. FY2024 2Q Financial Overview

Now, I will explain the general condition of our financial results for the first half of FY2024.

Executive Summary for FY2024 2Q (Jul-Sep)

|  | In the second quarter, the business environment became more severe, and all segments fell significantly below the plan |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Fr2024 10 |  |  | FY2024 20 |  |  |
| $\langle\mathrm{YOY}\rangle-¥ 2.14$ billion (-4.4\%) <br> <Planning difference>- $¥ 5.56$ billion ( $-10.7 \%$ ) |  | Results | Yor | Planning difiference | Results | Yor | Planning difiference |
|  | Wacoal business(Japan) | 23.77 | -0.72 (-2.9\%) | -1.53 (-6.0\%) | 23.50 | -0.87 (-3.6\%) | -0.24 (-9.3\%) |
|  | Wacoal business(Overseas) | 18.84 | +0.64 (+3.5\%) | -0.56 (-2.9\%) | 16.19 | -0.70 (-4.2\%) | -2.21 (-12.0\%) |
|  | Peach John business | 2.77 | -0.18 (-6.2\%) | -0.23 (-7.7\%) | 2.73 | -0.34 (-11.0\%) | -0.52 (-15.9\%) |
|  | Other businesses | 3.41 | +0.02 (+0.6\%) | +0.0 (+0.3\%) | 3.92 | -0.23 (-5.5\%) | -0.43 (-10.0\%) |
| Business Profit <br> 1.4 billion yen <br> <YoY>-¥0.52 billion (-26.5\%) <br> <Planning difference>-1.06 billion ( $-42.2 \%$ ) | In addition to the impact of the decline in sales, the impact of a deterioration in the sales profit ratio due to the recording of valuation losses and other factors |  |  |  |  |  |  |
|  |  | FY2024 10 |  |  | Fr2024 2 Q |  |  |
|  |  | Results | Yoy | Planning difiference | Results | Yoy | Planning difiference |
|  | Wacoal busines(JJapan) | 0.31 | -0.56 (-64.1\%) | +0.21 ( $+211 \%$ ) | 0.67 | -0.15 (-17.7\%) | -0.33 (-32.6\%) |
|  | Wacoal business(Overseas) | 1.83 | +0.66 (+55.7\%) | +0.23 (+14.5\%) | 0.51 | -0.13 (-20.3\%) | -0.54 (-51.4\%) |
|  | Peach John business | 0.18 | -0.22 (+55.9\%) | -0.12 (-41\%) | 0.11 | -0.37 (-77.8\%) | -0.13 (-54.3\%) |
|  | Other businesses | 0.05 | +0.12 (-) | +0.05 (-) | 0.16 | +0.12 (-) | -0.06 (-29.1\%) |
| Operating Loss <br> -6. 1 billion yen <br> $<$ YoY>- $¥ 7.64$ billion <br> <Planning difference>- $¥ 8.11$ billion | An operating loss was recorded due to a decrease in business profit and impairment loss at Wacoal International (U.S.) due to IO's withdrawal from the business and liquidation |  |  |  |  |  |  |
| 8 |  |  |  |  |  | W WACOAL HOLDINGS CORP |  |

Please see page 8. These are the results for the three months of the second quarter. In addition to the continued harsh business environment in Japan and overseas over the past three months, the temporary suspension of shipments due to the unauthorized access that occurred in Wacoal Europe also added to the decline in sales. As a result, sales revenue decreased $4.4 \%$ YoY to $¥ 46.3$ billion. Business profit decreased $26.5 \%$ YoY to $¥ 1.4$ billion due to the impact of lower sales and higher cost of sales ratio. The operating loss was $¥ 6.1$ billion due to lower business profits and the aforementioned impairment loss on the U.S. business as a result of the withdrawal from IO and liquidation of the company. The three-month trends in major countries will be explained on the following pages.


Please see page 9. This page describes the business conditions of major subsidiaries over the last three months.
First one is Wacoal and Peach John in Japan. While EC sales increased both in Wacoal and at other companies, the physical store channel, which was expected to recover, declined due to increased selective consumption due to rising prices, and sales of mainstay products such as "Wacoal" and "Wing" declined. Brand sales remained sluggish, and cumulative sales revenue for three months was lower YoY.
Peach John sales remained sluggish as in the first quarter due to sluggish sales of new products and sluggish growth in the number of visitors to the EC site.

## FY2024 2Q(Jul-Sep): Business Conditions at Major Subsidiaries (US)



Please see page 10. Next, I will talk about the business conditions of Wacoal and IO. Sales at Wacoal in the U.S. declined due to sluggish sales in the mainstay wholesale channel due to continued purchasing control by business partners. At IO, as a result of limited sales promotion investments to improve profitability, the number of visitors declined significantly, resulting in a significant decline in revenue.

FY2024 2Q(Jul-Sep): Business Conditions at Major Subsidiaries (Europe•China)


Please see page 11. This is the business situation in Europe and China.
In Wacoal Europe, sales was steady until the first quarter, but sales of swimwear in the second quarter were approximately half YoY due to the cold summer, and the temporary suspension of shipments due to unauthorized access that occurred in mid-September also contributed to the decrease in sales.
In China, even after the strict movement restrictions were lifted, the return of consumer confidence was weak, resulting in sluggish growth in the number of customers visiting physical stores, as well as weak EC sales and sales revenue was below the level of the same period last year.

## Executive Summary for FY2024 1H (Apr-Sep)

|  | Domestic: Sales of mid-range products were sluggish due to an increase in selective consumption <br> Overseas: Sales decreased due to purchasing control by business partners and a suspension of shipments due to a system failure |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 95.1 billion yen |  | $\begin{aligned} & \text { FY2024 } \\ & \text { 1H Results } \end{aligned}$ | $\begin{gathered} \text { Yoy } \\ \text { (Change) } \end{gathered}$ | Planning difference (Change) |
| <YoY>-¥2.38 billion ( $-2.4 \%$ ) <br> <Planning difference>- $¥ 7.87$ billion ( $-7.6 \%$ | Wacoal business(Japan) | 47.28 | -1.59 (-3.3\%) | -3.93 (-7.7\%) |
|  | Wacoal business(Overseas) | 35.03 | -0.06 (-0.2\%) | -2.77 (-7.3\%) |
|  | Peach John business | 5.50 | -0.52 (-8.7\%) | -0.75 (-12.0\%) |
|  | Other businesses | 7.33 | -0.21 (-2.7\%) | -0.43 (-5.5\%) |
| Business Profit 3.8 billion yen <br> <YoY>-¥0.53 billion (-12.2\%) <Planning difference>-¥0.68 billion ( $-15.2 \%$ ) | Despite efforts to reduce expenses, sales fell sharply due to the impact of a decline in sales and sales profit ratio due to soaring costs and an increase in the ratio of sales revenue |  |  |  |
|  |  | $\begin{aligned} & \text { FY2024 } \\ & \text { 1H Results } \end{aligned}$ | $\begin{aligned} & \text { YoY } \\ & \text { (Change) } \end{aligned}$ | Planning difference (Change) |
|  | Wacoal business(Japan) | 0.99 | -0.70 (-41.5\%) | -0.12 (-10.5\%) |
|  | Wacoal business(Overseas) | 2.34 | +0.53 ( $+28.9 \%$ ) | -0.31 (-11.6\%) |
|  | Peach John business | 0.28 | -0.59 (-67.8\%) | -0.25 (-46.8\%) |
|  | Other businesses | 0.21 | +0.24 (returning to profit) | -0.01 (-6.4\%) |
| Operating Loss <br> -3.4 billion yen <br> $<$ YoY>- $¥ 7.39$ billion <Planning difference>- $¥ 7.78$ billion | In addition to the decline in business profit, operating loss was affected by the recording of an impairment loss ( $¥ 7.43$ billion) related to Wacoal International (U.S.) due to IO's withdrawal from business and the liquidation |  |  |  |
| 12 | W WACOAL HOLDINGS CORP |  |  |  |

Please see page 12. Next, I will explain our results for the first half of FY2024. In the first half, sales decreased by $2 \%$ to $¥ 95.1$ billion due to sluggish sales in major regions, despite the positive impact of foreign exchange rates. Business profit was $¥ 3.8$ billion. Operating income decreased by $12 \%$ YoY due to lower sales and soaring costs. As mentioned above, we recorded an operating loss at $¥ 3.4$ billion due to the impact of impairment losses on our U.S. business.

Revenue and Business Profit for FY2024 2Q

| Revenue | YoY | Planning <br> difference |
| :---: | :---: | :---: |
| Wacoal <br> business(Japan) | -1.59 | -3.93 |
| Wacoal <br> business(Overseas) | -0.06 | -2.77 |
| Peach John business | -0.52 | -0.75 |
| Other businesses | -0.21 | -0.43 |



Please see page 13. The main factors behind the YoY difference are shown from sales revenue to business profit.
Sales revenue of $¥ 2.4$ billion was declined YoY. Sales were sluggish due to the continued harsh consumer environment in Japan and overseas. Sales profit decreased to $¥ 2.5$ billion due to lower sales and an increase in the cost of sales ratio. In addition, we show the sales profit ratio of major companies, but the ratio has been deteriorated due to soaring cost of sales and recording of valuation losses at each company.
Wacoal was impacted by a rise in the cost of sales ratio due to factors such as the depreciation of yen from the previous fiscal year, and an increase in bargain sales to reduce inventories. Peach John also benefited from a higher cost of sales and a higher proportion of bargain sales. At Wacoal International, the rise in wage rates at the Wacoal plant in the U.S. and soaring transportation costs made an impact.

Business profit $¥ 0.5$ billion decreased YoY, despite cost control measures based on sales trends.

## FY2024 1H Profit impact items

> Operating income: In addition to the decrease in business profit, it was impacted by the recording of impairment losses of $¥ 7.4$ billion related to the business in the U.S.
> Income before income taxes: Impact of investment impairment loss* ( $-\neq 1.3$ billion) at an affiliate company (Shinyoung Wacoal, South Korea)
Business Profit Other income and

* Investment impairment loss: An impairment loss is recorded when the share price of an investment in an affiliate falls below the book value under certain conditions
(billions of yen)

Loss before tax


Loss Attributable to Owners of Parent

Please see page 14. Next, I will explain the main factors behind the YoY difference from business profit to quarterly profit.
Operating income of $¥ 7.4$ billion decreased YoY due to the record of an impairment loss on goodwill related to the U.S. business as "other expenses." Profit before income taxes decreased YoY due to an operating loss and an investment loss on equity in an affiliate $¥ 8.6$ billion. As a result, profit attributable to owners of the parent decreased YoY to $¥ 8.6$ billion, resulting in a loss of $¥ 4.4$ billion.


Please see page 15. For reference, we show the YoY difference in sales revenue and the difference in plan in waterfall.

You can see the YoY difference explained on previous pages. As for the difference in the plan, although the yen depreciated and foreign currency translation rose, many businesses in Japan and other major overseas regions fell short of the plan, and $¥ 7.9$ billion fell short of the target.
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Please see page 16．The difference in operating profit YoY and the difference in plan is shown in the waterfall．In addition to the impact of the decline in revenue，the sales profit ratio deteriorated due to an increase in the cost of sales ratio and other factors，resulting in lower－than－expected $¥ 0.7$ billion performance．


Please see page 17. Next, I will explain the balance sheet. In assets, current assets increased by $¥ 6.9$ billion compared to the end of the previous fiscal year, mainly due to sluggish sales and an increase in inventories due to the depreciation of the yen. On the other hand, $¥ 4.6$ billion for non-current assets decreased as compared to the end of the previous fiscal year due to a decrease in goodwill associated with the recording of impairment losses. As for policy shareholdings, although it is difficult to see the change due to the rise in the market value of assets held, we sold $¥ 7.8$ billion shares in the first half of the fiscal year in accordance with our policy.
As a result, total assets increased $¥ 2.2$ billion as compared to the end of the previous fiscal year. In liabilities, $¥ 0.2$ billion decreased as compared to the end of the previous fiscal year, mainly due to a decrease in trade payables due to a reduction in production in line with sales trends. In addition, $¥ 2.4$ billion increased as compared to the end of the previous fiscal year due to an increase in exchange differences at overseas subsidiaries due to the depreciation of the yen and an increase in the market value of financial assets.
Inventories for the last five fiscal years and inventory turnover ratio for the first half of the fiscal year are shown in the lower right. Against the backdrop of sluggish sales, the impact of foreign exchange rates, and soaring costs, inventory turnover is still on a downward trend, and this has become an issue that we must promptly improve in order to improve profitability.

| FY2024 1H -Consolidated Statement of Cash Flows |  |  |  |  |  | (billions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { FY2023 } \\ 1 H \end{gathered}$ |  | $\begin{gathered} \text { FY2024 } \\ 1 \mathrm{H} \end{gathered}$ | Change |  |  |
| Profit |  | 4.3 | -4.4 | -8.7 |  |  |
| Depreciation |  | 5.0 | 5.9 | +0.9 |  | $\checkmark$ Increased retirement allowance payments due to the implementation of |
| Impairment charges |  | - | 6.4 | +6.4 | (1) | special operation of the flex retirement |
| Decrease (increase) in working capital component items |  |  |  |  |  | system |
| Decrease (increase) in trade and other receivables |  | 0.6 | 1.6 | +1.0 |  |  |
| Increase in inventories |  | -4.5 | -0.3 | +4.2 | (2) | $\checkmark$ Impact of fluctuations in income tax |
| Decrease in trade and other payables |  | -1.9 | -3.2 | -1.3 |  |  |
| Decrease in retirement benefit asset or liability | (1) | -0.1 | -1.9 | -1.8 |  |  |
| Other | (2) | 1.5 | 0.0 | +1.5 | (3) | $\checkmark$ Sale of policy shareholdings |
| Net cash provided by operating activities |  | 4.9 | 4.1 | -0.8 |  |  |
| Purchase of property, plant and equipment and Intangible assets |  | -2.5 | -1.9 | +0.6 |  |  |
| Proceeds from sale of property, plant and equipment |  | 0.2 | 0.0 | -0.2 |  |  |
| Other | (3) | 1.2 | 7.6 | +6.4 |  |  |
| Net cash used in investing activities |  | -1.1 | 5.7 | +6.8 |  |  |
| Net increase in short-term bank loans |  | -4.9 | 0.7 | -4.2 |  |  |
| Repayments of lease obligations |  | -3.0 | -2.9 | +0.1 |  |  |
| Payments for purchase of treasury stock |  | -3.3 | -3.5 | -0.2 |  |  |
| Dividends paid to owners of parent |  | -1.8 | -2.3 | -0.5 |  |  |
| Other |  | 0.5 | -0.1 | +0.4 |  |  |
| Net cash used in financing activities |  | -12.5 | -8.1 | +4.4 |  | W wacoal holdings corp. |

Please see page 18. It explains the status of cash flows. As for cash flow from operating activities, although profit was significantly lower YoY, quarterly profit and loss were impairment losses related to the U.S. business that did not result in cash outflows and impairment losses on stocks of affiliated companies. Sales decreased by $¥ 0.8$ billion compared to YoY, to $¥ 4.1$ billion.
Cash flows from investing activities was income from $¥ 5.7$ billion due to proceeds from the sale of policy shareholdings despite investments in existing businesses. Cash flows from financing activities decreased $¥ 4.4$ billion compared to YoY, resulting in an outflow of $¥ 8.1$ billion, mainly due to a net decrease in short-term loans payable YoY.


## Business Profit

1.0 billion yen
<YoY>- $¥ 0,70$ billion ( $-41.5 \%$ )
<Planning difference>-0.12 billion (-10.5\%

As the result of trend toward selective consumption grows stronger, trends varied by channel and brand
> Sales of bras, our flagship product, high-end brands of "Yue" and "Salute" continue to be strong, while our flagship "Wacoal" and "Wing" brands continue to struggle
> In other products, sales of men's innerwear and other items grew
> By channel, while EC channels of our Company and other companies grew, physical store channels were sluggish

Utilization of customer base Purchases by member customers exceeded YoY, but they fell short of the plan

KPIs such as member sales ratio and
implementation measures were reviewed based on the purchasing trends of member customers from the previous fiscal year to the first half of FY2024

| Customer attributes |  | Purchase amount | Ratio |
| :---: | :---: | :---: | :---: |
| Member customers | Existing members | + $25 \%$ | 25\% (+5pt) |
|  | Returning members* | +13\% | 6\% ( +1 pt ) |
|  | New members | +1\% | 12\% (+0pt) |
| Purchase amount by non-member customers |  | -11\% | 56\% (-6pt) |

Fell below YoY and the plan due to the decline in sales, soaring costs, and increase in bargain sales ratio
> Although there was a decrease in personnel costs associated with the implementation of the special flexible retirement system in the previous fiscal year, it was unable to absorb the impact of the decline in sales and the rise in costs due to exchange rates and other factors

- The sales profit ratio decreased due to an increase in the bargain sales ratio in order to reduce inventories, mainly at directly managed stores

Please see page 19.
We will review the results by segment from this page.
Sales revenue from the Wacoal (Japan) business decreased by $3 \%$ YoY to $¥ 47.3$ billion. At Wacoal, our core operating company, sales of luxury brands "Yue" and "Salute" as well as men's innerwear remained firm, while core brands such as "Wacoal" and "Wing" continued to struggle. By channel, EC sales expanded for both our company and other companies, but the number of visitors to physical stores remained sluggish. Trends by customer are shown below. Purchases by member customers, including new ones, were higher than YoY, but the result was lower than expected. In addition, purchases by nonmember customers were sluggish.
Business profit decreased from $¥ 1$ billion and $¥ 0.7$ billion YoY. Operating income decreased due to the significant impact of lower sales, higher cost of sales due to the depreciation of the yen, and higher bargain sales in order to reduce inventories, despite a decrease in personnel costs due to the special implementation of the flexible retirement system implemented in the previous fiscal year.


Sales remained unchanged YoY due to the contribution of foreign exchange rates, but sales decreased at major companies on a local currency basis
> Sales of Wacoal America declined due to purchasing control by business partners

- 10 prioritized improving profitability and held back on investment into sales promotion, resulting in a significant decrease in the number of visitors and a decrease in revenue
> Sales in Europe declined on a local currency basis due to the significant impact of the unauthorized access that occurred in September
- In China, the number of customers returning to stores was weak even after the movement restrictions were lifted, and sales remained sluggish

| Subsidiary | FY2024 <br> 1H results | YoY <br> (Change) | Planning difference <br> (Change) |
| :---: | ---: | :---: | :---: |
| Wacoal International Corp. (U.S.) | 15.11 | $-0.43(-2.7 \%)$ | $-0.60(-3.8 \%)$ |
| Wacoal Europe Ltd. | 10.06 | $-0.01(-0.1 \%)$ | $-0.66(-6.1 \%)$ |
| Wacoal China Co., Ltd. | 5.16 | $+0.37(+7.6 \%)$ | $-1.95(-27.4 \%)$ |

Business Profit
2.3 billion yen
$<$ YoY $>+¥ 0.53$ billion ( $+28.9 \%$ ) <Planning difference>- $¥ 0.31$ billion ( $-11.6 \%$

Although it exceeded the previous year's level due to decreased losses in China and IO, the plan fell short of the previous year

- The sales profit ratio of Wacoal America decreased due to increased costs such as transportation costs and the recording of valuation losses
Operating income of Wacoal Europe declined due to lower revenue by system failures and lower manufacturing efficiency Wacoal China continued to experience losses as sales were significantly lower than expected

| Subsidiary | FY2024 <br> 1H results | Yoy <br> (Change) | Planning difference <br> (Change) |
| :---: | ---: | ---: | ---: |
| Wacoal International Corp. (U.S.) | 0.71 | $+0.13(+22.2 \%)$ | $-0.35(-32.9 \%)$ |
| Wacoal Europe Ltd. | 0.83 | $-0.19(-18.8 \%)$ | $-0.38(-31.2 \%)$ |
| Wacoal China Co., Ltd. | -0.22 | $+0.44(-)$ | $-0.23(-)$ |

Please see page 20. Sales revenue from the Wacoal (overseas) business decreased $0.2 \%$ YoY to $¥ 35$ billion. Although sales were at the same level as the same period last year on a Japanese currency basis due to the impact of exchange rates, on a local currency basis, sales declined at major companies, except for China, which was heavily impacted by the COVID-19 pandemic YoY. Business profit was $¥ 2.3$ billion. Profit increased $29 \%$ YoY due to a reduction in operating losses at China and IO. However, sales fell short of expectations and cost hikes caused by factors such as lower-than-expected sales.

| FY2024 1H Overview of Peach John/ Overview of other Businesses |  | Note: The performance report for major subsidiariesis noted in the reference materials (P34~) |  |
| :---: | :---: | :---: | :---: |
| Revenue <br> 5.5 billion yen <br> $<\mathrm{YoY}>-¥ 0.52$ billion yen ( $-8.7 \%$ ) <br> <Planning difference> <br> $-¥ 0.75$ billion ( $-12.0 \%$ ) <br> Business Profit <br> 0.3 billion yen <br> $<$ YoY>- $¥ 0.59$ billion ( $-67.8 \%$ ) <Planning difference> <br> $-¥ 0.25$ billion ( $-46.8 \%$ ) | Sales and profits declined due to lower-thanexpected effects of measures to attract customers and promotion of new products <br> Japan <br> > Although measures were taken to attract customers, such as measures limited to members, the number of visitors did not increased. In addition, although we conducted proactive sales promotion activities for new spring and summer products, the results were significantly lower than expected, resulting in lower sales at both Wacoal EC and directly managed stores <br> Overseas <br> > Sales of the Taiwan PJ and Hong Kong PJ increased due to the contribution of new store openings, but remained lower than expected | Revenue <br> 7.3 billion yen <br> <YoY>- $¥ 0.21$ billion (-2.7\%) <br> <Planning difference> -0.43 billion ( $-5.5 \%$ ) <br> Business Profit 0.2 billion yen <br> $\langle Y o Y\rangle+¥ 0.24$ billion <Planning difference> $-\neq 0.01$ billion ( $-6.4 \%$ ) | Lecien was impacted by struggles in PB products for business partners <br> Nanasai and Ai are on a recovery trend <br> Lecien <br> > PB products for major clothing chains struggled <br> Nanasai <br> > Sales increased due to progress in large-scale construction projects and new orders <br> Ai <br> Sales increased due to a recovery in travel-related demand and other factors |
| 21 |  |  | W wacoal holdings corp. |

Please see page 21. Peach John sales revenue decreased by $9 \%$ YoY to $¥ 5.5$ billion. Although we implemented measures to attract customers, such as membership-only measures, we were unable to generate an increase in the number of visitors. In addition, the effects of the promotion of new products were lower than expected, and both directly managed stores and EC operations struggled.
Business profit decreased $68 \%$ YoY to $¥ 0.3$ billion. In addition to the impact of the decline in sales, a rise in the ratio of bargain sales items, a deterioration in sales profit due to soaring cost of sales, and an increase in expenses related to EC system investment.

Other sales revenue decreased by $3 \%$ YoY to $¥ 7.3$ billion. Sales of Lecien decreased due to sluggish sales of private brand products to major clothing chains, but sales of Nanasai increased due to steady progress in large construction projects and a recovery in travelrelated demand for Ai. Business profit was $¥ 0.2$ billion, returning to profitability.
(Reference) Progress of EC Business


Please see page 22. This page includes Wacoal, Peach John, Wacoal America, IO, Wacoal Europe and Wacoal China summarize the changes in EC sales of these six companies. Total EC sales of the six companies remained at the same level YoY, partly due to struggles at PJ and IO. We will continue to work on online and offline collaboration, improve the convenience of our apps and websites, and promote initiatives to achieve further growth.

# 3. Revisions to the Forecast of Full-year Business Results 

Please see page 23.
I will now explain the Revision of Consolidated Earnings Forecasts for the Full Year starting with this page.

FY2024 Downward revision of Full-year Business Results

$>$ The business environment in major countries is expected to remain severe, and sales are expected to fall significantly below the initial plan

|  | FY2024 <br> Full-year Plan |  | YoY <br> (Change) |
| :---: | ---: | ---: | ---: |
| Wacoal business(Japan) | 97.0 | $+0.25(+0.3 \%)$ | Initial Planning Dilifferences <br> (Change) |
| Wacoal business(Overseas) | 72.8 | $+6.07(+9.1 \%)$ | $-6.70(-6.5 \%)$ |
| Peach John business | 12.1 | $+0.18(+1.5 \%)$ | $-0.65(-0.9 \%)$ |
| Other businesses | 14.1 | $+0.90(6.9 \%)$ | $-0.50(-4.0 \%)$ |

> The initial plan was lowered by $¥ 4.3$ billion, taking into account the impact of lower sales and soaring costs
(billions of yen)
$\left.\begin{array}{c|r|r|r}\text { (billions of yen) }\end{array} \begin{array}{c}\text { Initial Planning Differences } \\ \text { (Change) }\end{array}\right)$
<YoY> $-\neq 2.4$ billion ( $-58.6 \%$
<Initial Planning Differences> - $¥ 4.3$ billion ( $-71.7 \%$ )

## Operating Loss

-12.0 billion yen
<Yor> - -8.51 billion <Initial Planning Differences> $-\neq 18.0$ billion
24
Business Profit
1.7 billion yen
<YoY> $-¥ 2.4$ billion ( $-58.6 \%$ )
Other businesses
Reflected impairment loss on U.S. business and structural reform costs at Wacoal

An impairment loss of $¥ 7.3$ billion is expected at WIC due to IO’s withdrawal from the business $¥ 6.0$ billion for structural reform costs of Wacoal Corp are reflected.

VWACOAL HOLDINGS CORP.

Please see page 24.
As I explained at the beginning, we have revised our initial plan significantly downward, taking into account the sluggish performance in the first half of the fiscal year as well as the structural reforms undertaken as part of the medium-term plan revision and the impact of the withdrawal from the U.S. business (I would say the initial/revised plan). First, in light of the difficult situation in Japan and overseas, we have revised down our initial plan by $¥ 9$ billion to $¥ 196$ billion.
Business profit has been revised down from the initial plan by $¥ 4.3$ billion to $¥ 1.7$ billion, taking into account the impact of decreased sales and the rising cost of sales ratio in each country.
In addition to the impairment loss related to Wacoal International, we have revised our operating income to $¥ 12$ billion, lowering our initial plan by $¥ 18$ billion, taking into account the recording of structural reform costs at Wacoal.

| Plans for the Second Half of the Fiscal Year <br> Lowered sales revenue $-¥ 1.1$ billion, business profit $-¥ 3.6$ billion from the initial plan <br> $>$ Although we expect an increase in sales compared to the previous fiscal year, profit declined due to the reversal of temporary expenses incurred in the previous fiscal year |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
|  | $\begin{gathered} \text { Revised } \\ \text { plan } \\ \text { (November } 9 \\ \text { Disclosure) } \end{gathered}$ |  | FY2023 1H results | $\begin{gathered} \text { Initial } \\ \text { Planning } \\ \text { Differences } \end{gathered}$ | Reason | Yoy | Reason |
| Revenue | 100.9 | 102.0 | 91.1 | -1.1 | Foreign exchange rates impact +4.2 *Including rate differences in the first half Wacoal-2.7. Overseas-2.1 Other subsidiaries-0.7 | +9.8 | Foreign exchange rates impact +3.0 *Including rate differences in the first half Wacoal +1.6 Other subsidiaries +1.1 Overseas + 3.2 <br> (Excluding foreign exchange effects) |
| Business Loss | -2.1 | 1.5 | -0.2 | -3.6 | Wacoal-1.0, Overseas-0.9, <br> Other subsidiaries-0.5 <br> In addition to the above, there are impacts of adjustments to retirement allowance payments and differences in some plans | -1.9 | Wacoal + 1.0, PJ + 0.6, Oversea-1.3 <br> Reversal of temporary expenses for the previous period <br> -Impact of reversal of earnout debts -0.9 <br> -Impact of the return due to the change in the flex system -1.8 <br> -PJ Shanghai reimbursement fee +0.3 |
| Other profit Other expenses | -6.5 | 0.1 | -7.3 | -6.6 | structural reform costs-6.0 (Impairment losses on U.S. business recorded in the first half of the fiscal year) | +0.8 | recorded in the current year : <br> structural reform costs-6.0 <br> (Impairment losses on U.S. business recorded in the first half of the fiscal year) <br> recorded in the previous period : <br> Gain on sale of real estate +3.0 <br> Impairment losses on U.S. business-10.0 |
| Operating Loss | -8.6 | 1.6 | -7.5 | -10.2 |  | -1.1 |  |
| 25 |  |  |  |  |  | W WACOAL HOLDINGS CORP. |  |

Please see page 25 . This shows the forecast for the second half, after subtracting the firsthalf results from the full-year results.
Sales revenue has been revised downward from the initial plan by $¥ 1.1$ billion, and business profit has been revised downward from the initial plan by $¥ 3.6$ billion. With regard to operating income, $¥ 10.2$ billion has been lowered from the initial plan due to the expected decrease in business profit and the restructuring costs of Wacoal.
Furthermore, due to the recording of various temporary expenses YoY, both the YoY difference and the difference in the plan are difficult to understand. The reason for the difference in each item is written, so please check it later.


Please see page 26. This is the sales revenue forecast for major subsidiaries in the second half of the fiscal year.
Wacoal Europe, which expects an increase in sales due to recovery from system failures, and Peach John, which plans to collaborate with popular anime and implement communication measures to commemorate its 30th anniversary, are planning to exceed initial plans. However, Wacoal (Japan) and Wacoal China have lowered their initial plans, assuming that the difficult situation will continue into the second half and beyond. Please see the description for the conditions based on this assumption.

| Assumptions for the Second Half Plan of Major Subsidiaries: Business Profit <br> $>$ Reviewed profit plans for each country based on trends in sales and cost of sales ratio <br> > In major markets, we revised downward our business profit plans for Japan and China |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1H |  |  | ${ }^{2 H}$ |  |  |  |
|  | results | Yoy | $\begin{aligned} & \text { Initital } \\ & \text { Plining } \\ & \text { Difierences } \end{aligned}$ | plan | YoY | $\begin{gathered} \text { Pintitinn } \\ \text { Prifincences } \\ \text { piferenc } \end{gathered}$ | Prerequisite |
| Wacoal Corp. | 0.67 | -0.59 | -0.74 | -0.37 | +1.05 | -0.96 | Despite efforts to reduce personnel expenses and sales promotion expenses, the sales profit ratio was significantly lower than the initial plan due to the impact of a decrease in sales, an increase in inventories subject to revaluation due to sluggish sales, an increase in returns, and a rise in cost of sales, in addition to the impact of a decrease in sales |
| Wacoal International Corp. (U.S.) | 0.71 | +0.13 | -0.35 | -0.11 | -0.15 | +0.26 | Although we plan to exceed the initial plan due to the revision of retail prices and the reduction of valuation loss (brought forward to the first half) in Wacoal America, we expect to report a loss in the second half due to the operating loss of IO. In addition, the reversal of the impact of the reversal of earnout obligations in the previous fiscal year led to a decrease in sales compared to YoY |
| Wacoal Europe Ltd. | 0.83 | -0.19 | -0.38 | 0.99 | -0.34 | +0.34 | Although it exceeded the initial plan due to the resolution of IT outages, it is expected to be lower than YoY due to proactive advertising investment aimed at expanding in-house EC |
| Wacoal China Co., Ltd. | -0.22 | +0.44 | -0.23 | 0.15 | -0.13 | -0.56 | Although we have begun to improve operational efficiency by exiting unprofitable stores and consolidating organizations, we expect to record an operating loss due to a major revision of our sales plan |
| Peach John business | 0.28 | -0.59 | -0.25 | 0.66 | +0.60 | +0.12 | In addition to the impact of higher sales, we expect a decrease in revaluation losses, and we will reduce costs in items other than advertising and promotion expenses |
| Total | 3.82 | -0.53 | -0.68 | -2.12 | -1.87 | -3.62 | In addition to the above, the impact of adjustments to retirement allowance payments and differences in some plans |
| 27 |  |  |  |  |  |  | V wacoal holdings corp |

Please see page 27. This is the business profit forecast for the second half of the fiscal year for major subsidiaries.
In major markets, we have lowered our initial plans for Wacoal (Japan) and Wacoal China based on sales forecasts and cost of sales trends in each country.
In addition, the results for the second half of the fiscal year were lowered due to adjustments of retirement benefits and some adjustment items in the plan. Please check the description for the YoY difference and the initial plan difference.
4. Finance and Shareholder Returns
Financial Policies during the Revised Medium-term
Management Plan Period : FY2024~FY2026

Please see page 29. This is the new financial policy that we have formed in line with the revised medium-term management plan.

During the review period of the revised medium-term management plan, we will work to improve profitability through structural reforms, reduce inventories and policy shareholdings, and streamline real estate holdings. With regard to the cash generated, we will prioritize growth investments and actively return profits to shareholders. Through these initiatives, we will improve capital efficiency, meet ROE targets, and improve PBR.

FY2024 1H Capital Policy and Shareholder Returns
> Sale of strategic shareholdings : Approx. 7.8 billion yen Acquisition amount of treasury stocks : Approx. 3.5 billion yen
(billions of yen)

|  | Breakdown | FY2024 1H | Revised Medium-Term Management Plan Target Figures |
| :---: | :---: | :---: | :---: |
| Cash generated | Net Income (Excluding impairment loss) | 2.0 | 10.0 |
|  | Depreciation cost*1 | 3.0 | 20.0 |
|  | Sales of policy shareholdings | 7.8 | 30.0 |
|  | Asset reduction and debt utilization | - | 50.0 |
|  | Total | 12.8 | 110.0 |
| Cach used | Growth investment and capital investment | 1.9 | 40.0 |
|  | Dividend payment | 2.3 | 15.0 |
|  | Acquisition amount of treasury stocks | 3.5 | 55.0 |
|  | Total | 7.7 | 110.0 |
| Breakdown |  | FY2024 1H | Revised Medium-Term Management Plan Target Figures |
| Wacoal Corp. Status of Sales of Policy Shareholdings *2 | Sale amount | 7.1 | $30.0$ <br> Reduce net asset ratio to less than 10\% by FY2026 |
|  | Number of fully sold stocks | 4 |  |


| Details and Amount of investment <br> in FY2024 1H |  |
| :--- | :--- |
| Wacoal IT related investments, etc. | 0.7 |
| Wacoal Building renovation, etc. | 0.1 |
| Japanese subsidiaries | 0.5 |
| Overseas subsidiaries | 0.6 |
| Total |  |

*1 Represents the net amount of repayment of lease liabilities from depreciation expenses
30

Please see page 30.
This is the investment performance in the first half of the fiscal year. There were no major investments during this period. Regarding the sale of policy shareholdings, approximately $¥ 7.8$ billion was sold in the first half of the fiscal year. The result of acquiring treasury shares was approximately $¥ 3.5$ billion.

FY2024 Capital Policy and Shareholder Returns
> dividend : Interim dividend of $\mathbf{5 0}$ yen per share as initially forecasted Combined with the interim dividend of 50 yen, the annual dividend will be 100 yen per share (an increase of $\mathbf{2 0}$ yen)

|  | Dividend per share (yen) |  |  | Total amount of dividends (Millions of yen) | Payout ratio* |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Interim | Year-End | Annual |  |  |
| FY2020 | 40 | 20 | 60 | 3,808 | 58.6\% |
| FY2021 | 20 | 20 | 40 | 2,496 | 100.3\% |
| FY2022 | 20 | 30 | 50 | 3,093 | 179.7\% |
| FY2023 | 40 | 40 | 80 | 4,720 | - |
| FY2024 | $\begin{gathered} 50 \\ (+10) \end{gathered}$ | $\begin{gathered} 50 \\ (+10) \end{gathered}$ | $\begin{gathered} 100 \\ (+20) \end{gathered}$ | - | - |

* FY2020 and FY2021 is 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.
Since International Financial Reporting Standards (IFRS) have been voluntarily adopted from FY2023, the dividend payout ratio for FY2022 is calculated using figures that have been reclassified to IFRS.

Please see page 31. As for the interim dividend, we have decided to increase the dividend by $¥ 10$ from the previous fiscal year to $¥ 50$ per share, in line with our latest dividend forecast. In addition, as for the year-end dividend, there is no change to the initial plan at this point in time, and we plan to pay $¥ 50$ per share.

Lastly, I would like to express my sincere apologies for the second consecutive year of losses due to the sluggish business performance and the implementation of structural reforms for the future. Although the environment surrounding the Group is becoming more severe, we will pave the way for recovery by steadily implementing measures under the revised medium-term management plan. We look forward to the continued support of our stakeholders.

That is all for my explanation. Thank you for listening.

## 5. Reference data

Reference1: FY2024 1H Financial Results Overview ..... P. 34
Reference2: FY2024 1H Financial Results Overview (by Segment). ..... P. 35
Reference3: FY2024 1H Results for Major Subsidiaries. ..... P. 36
Reference4: Monthly Changes in Net Sales for Major Business Units (rate of increase/decrease) ..... P. 37
Reference5: Monthly Changes in Wacoal (Japan) Net Sales by Channel and Store basis (rate of increase/decrease) ..... P. 38
Reference6: Monthly Changes in Net Sales by Channel for Major Overseas Subsidiaries (rate of increase/decrease) ..... P. 39
Reference7: Quarterly Changes in EC Ratios at Major Subsidiaries. ..... P. 40
Reference8: FY2024 1H Overview of Wacoal: Revenue and Business Profit for Major Business Units. ..... P. 41
Reference9: FY2024 1H Overview of Wacoal International (US) ..... P. 42
Reference10: FY2024 1H Overview of Wacoal Europe ..... P. 43
Reference11: FY2024 1H Overview of Wacoal China ..... P. 44
Reference12: FY2024 1H Overview of other Asian Businesses• ..... P. 45
Reference13: FY2024 1H Overview of Peach John ..... P. 46
Reference14: FY2024 1H Overview of Domestic Subsidiaries (Lecien, Nanasai, Ai). ..... P. 47
Reference15: FY2024 Full-year Plan ..... P. 48
Reference16: FY2024 Full-year Plan (By Segment) ..... P. 49
Reference17: FY2024 Full-year Plan (Major Subsidiaries) ..... P. 50

## Reference1:FY2024 1H Financial Results Overview

| Exchange rate | USD | GBP | CNY |
| :---: | :---: | :---: | :---: |
| FY2023 1H results | 133.97 | 162.89 | 19.88 |
| FY2024 1H results | 141.00 | 177.49 | 19.75 |
| plan | 130.00 | 160.00 | 19.00 |


|  | $\begin{aligned} & \text { FY2023 } 1 \mathrm{H} \\ & \text { results } \\ & \hline \end{aligned}$ | \% of | $\begin{aligned} & \text { FY2024 1H } \\ & \text { Plan } \end{aligned}$ | \% of | $\begin{gathered} \text { FY2024 1H } \\ \text { results } \end{gathered}$ | \% of | vs FY2023 1H results |  | vs FY2024 1H Plan |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Change | \% Change | Change | \% Change |
| Consolidated Revenue | 97,506 | - | 103,000 | - | 95,130 | - | -2,376 | -2.4\% | -7,870 | -7.6\% |
| Cost of sales | 41,341 | 42.4 | 43,200 | 41.9 | 41,446 | 43.6 | 105 | +0.3\% | -1,754 | -4.1\% |
| Sales Profit | 56,165 | 57.6 | 59,800 | 58.1 | 53,684 | 56.4 | -2,481 | -4.4\% | -6,116 | -10.2\% |
| Selling, general and administrative | 51,821 | 53.1 | 55,300 | 53.7 | 49,868 | 52.4 | -1,953 | -3.8\% | -5,432 | -9.8\% |
| Business Profit | 4,344 | 4.5 | 4,500 | 4.4 | 3,816 | 4.0 | -528 | -12.2\% | -684 | -15.2\% |
| Other profit <br> Other expenses | $\begin{aligned} & 1,036 \\ & 1,379 \end{aligned}$ | $\begin{aligned} & 1.1 \\ & 1.4 \end{aligned}$ | $\begin{aligned} & 700 \\ & 800 \end{aligned}$ | $\begin{aligned} & 0.7 \\ & 0.8 \end{aligned}$ | $\begin{array}{r} 748 \\ 7,948 \end{array}$ | $\begin{aligned} & 0.8 \\ & 8.4 \end{aligned}$ | $\begin{array}{r} -288 \\ 6,569 \end{array}$ | $\begin{array}{r} -27.8 \% \\ +476.4 \% \end{array}$ | $\begin{array}{r} 48 \\ 7,148 \end{array}$ | $\begin{array}{r} +6.9 \% \\ +893.5 \% \end{array}$ |
| Operating Profit (loss) | 4,001 | 4.1 | 4,400 | 4.3 | -3,384 | - | -7,385 | - | -7,784 | - |
| Finance profit | 1,055 | 1.1 | 760 | 0.7 | 1,333 | 1.4 | 278 | +26.4\% | 573 | +75.4\% |
| Finance costs | 552 | 0.6 | 230 | 0.2 | 152 | 0.2 | -400 | -72.5\% | -78 | -33.9\% |
| share of profit (lost) of investments accounted for using equity nethod (loss) | 1,377 | 1.4 | 570 | 0.6 | -536 | - | -1,913 |  | -1,106 | - |
| Quarterly profit before tax (loss) | 5,881 | 6.0 | 5,500 | 5.3 | -2,739 | - | -8,620 | - | -8,239 | - |
| Profit attributable to owners of the parent company (loss) | 4,218 | 4.3 | 3,900 | 3.8 | -4,404 | - | -8,622 | - | -8,304 | - |

Reference2:FY2024 1H Financial Results Overview (by Segment)

| Exchange rate | USD | GBP | CNY |
| :---: | :---: | :---: | :---: |
| FY2023 1H results | 133.97 | 162.89 | 19.88 |
| FY2024 1H results | 141.00 | 177.49 | 19.75 |
| plan | 130.00 | 160.00 | 19.00 |


|  | FY2023 1 Hresults | ratio | $\begin{aligned} & \text { FY2024 1H } \\ & \quad \text { Plan } \end{aligned}$ | ratio | $\begin{aligned} & \text { FY2024 1H } \\ & \text { results } \end{aligned}$ | ratio | vs FY2023 1H results |  | vs FY2024 1H Plan |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Change | \% Change | Change | \% Change |
| Wacoal Business (Japan) | 48,865 | 50.1 | 51,200 | 49.7 | 47,275 | 49.7 | -1,590 | -3.3\% | -3,925 | -7.7\% |
| Wacoal Business (Overseas) | 35,086 | 36.0 | 37,800 | 36.7 | 35,028 | 36.8 | -58 | -0.2\% | -2,772 | -7.3\% |
| Peach John Business | 6,023 | 6.2 | 6,250 | 6.1 | 5,502 | 5.8 | -521 | -8.7\% | -748 | -12.0\% |
| Other Businesses | 7,532 | 7.7 | 7,750 | 7.5 | 7,325 | 7.7 | -207 | -2.7\% | -425 | -5.5\% |
| Revenue | 97,506 | 100 | 103,000 | 100 | 95,130 | 100 | -2,376 | -2.4\% | -7,870 | -7.6\% |
|  | $\begin{aligned} & \text { FY2023 1H } \\ & \text { results } \end{aligned}$ | \% of sales | $\underset{\substack{\text { FY2024 } 1 \mathrm{H} \\ \text { Plan }}}{ }$ | \% of sales | $\begin{aligned} & \text { FY2024 1H } \\ & \text { results } \end{aligned}$ | \% of sales | Change | \% Change | Change | \% Change |
| Wacoal Business (Japan) | 1,685 | 3.4 | 1,100 | 2.1 | 985 | 2.1 | -700 | -41.5\% | -115 | -10.5\% |
| Wacoal Business (Overseas) | 1,817 | 5.2 | 2,650 | 7.0 | 2,343 | 6.7 | 526 | +28.9\% | -307 | -11.6\% |
| Peach John Business | 875 | 14.5 | 530 | 8.5 | 282 | 5.1 | -593 | -67.8\% | -248 | -46.8\% |
| Other Businesses | -33 | - | 220 | 2.8 | 206 | 2.8 | 239 | - | -14 | -6.4\% |
| Business Profit ( loss ) | 4,344 | 4.5 | 4,500 | 4.4 | 3,816 | 4.0 | -528 | -12.2\% | -684 | -15.2\% |
|  | $\begin{aligned} & \text { FY2023 1H } \\ & \text { results } \end{aligned}$ | \% of sales | $\begin{gathered} \text { FY2024 1H } \\ \text { Plan } \end{gathered}$ | $\begin{aligned} & \% \text { of } \\ & \text { sales } \end{aligned}$ | $\begin{aligned} & \text { FY2024 1H } \\ & \text { results } \end{aligned}$ | $\begin{aligned} & \% \text { of } \\ & \text { sales } \end{aligned}$ | Change | \% Change | Change | \% Change |
| Wacoal Business (Japan) | 1,570 | 3.2 | 830 | 1.6 | 1,303 | 2.8 | -267 | -17.0\% | 473 | +57.0\% |
| Wacoal Business (Overseas) | 1,552 | 4.4 | 2,680 | 7.1 | -5,023 | - | -6,575 | - | -7,703 | - |
| Peach John Business | 830 | 13.8 | 470 | 7.5 | -37 | - | -867 | - | -507 | - |
| Other Businesses | 49 | 0.7 | 420 | 5.4 | 373 | 5.1 | 324 | +661.2\% | -47 | -11.2\% |
| Operating Profit ( loss ) | 4,001 | 4.1 | 4,400 | 4.3 | -3,384 | - | -7,385 | - | -7,784 | - |

Reference3:FY2024 1H Results for Major Subsidiaries

| Exchange rate | USD | GBP | CNY |
| :---: | :---: | :---: | :---: |
| FY2023 1H results | 133.97 | 162.89 | 19.88 |
| FY2024 1H results | 141.00 | 177.49 | 19.75 |
| plan | 130.00 | 160.00 | 19.00 |



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

|  | Monthly sales (increase / decrease rate) *Bottom line shows comparison to FY2020 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2023 |  |  |  |  |  |  |  | FY2024 |  |  |  |  |  |  |  |
|  | Oct | Nov | Dec | 3Q | Jan. | Feb. | Mar. | 4Q | Apr. | May | Jun. | 1Q | Jul. | Aug. | Sep. | 2Q |
| Wacoal | $\begin{gathered} +2 \% \\ -11 \% \end{gathered}$ | $\begin{aligned} & +5 \% \\ & +12 \% \end{aligned}$ | $\begin{array}{r} -5 \% \\ -5 \% \end{array}$ | $\begin{array}{r} +1 \% \\ -1 \% \end{array}$ | $\begin{gathered} +8 \% \\ -12 \% \end{gathered}$ | $\begin{aligned} & -8 \% \\ & -32 \% \end{aligned}$ | $\begin{aligned} & -1 \% \\ & +22 \% \end{aligned}$ | $\begin{array}{r} -0 \% \\ -7 \% \end{array}$ | $\begin{gathered} +5 \% \\ -23 \% \end{gathered}$ | $\begin{gathered} +3 \% \\ -12 \% \end{gathered}$ | $\begin{array}{r} -11 \% \\ -14 \% \end{array}$ | $\begin{aligned} & -1 \% \\ & -16 \% \end{aligned}$ | $\begin{aligned} & -3 \% \\ & -24 \% \end{aligned}$ | $\begin{aligned} & -9 \% \\ & -31 \% \end{aligned}$ | $\begin{gathered} -7 \% \\ -35 \% \end{gathered}$ | $\begin{aligned} & -6 \% \\ & -31 \% \end{aligned}$ |
| Wacoal America, Inc. | $\begin{aligned} & -0 \% \\ & +21 \% \end{aligned}$ | $\begin{aligned} & +6 \% \\ & +12 \% \end{aligned}$ | $\begin{array}{r} +2 \% \\ -5 \% \end{array}$ | $\begin{aligned} & +2 \% \\ & +11 \% \end{aligned}$ | $\begin{array}{r} +23 \% \\ +46 \% \end{array}$ | $\begin{aligned} & -3 \% \\ & -12 \% \end{aligned}$ | $\begin{gathered} -2 \% \\ +8 \% \end{gathered}$ | $\begin{aligned} & +6 \% \\ & +11 \% \end{aligned}$ | $\begin{aligned} & -7 \% \\ & +25 \% \end{aligned}$ | $\begin{array}{r} +10 \% \\ +16 \% \end{array}$ | $\begin{array}{r} -7 \% \\ -6 \% \end{array}$ | $\begin{gathered} -2 \% \\ +12 \% \end{gathered}$ | $\begin{array}{r} -2 \% \\ +7 \% \end{array}$ | $\begin{aligned} & -5 \% \\ & -13 \% \end{aligned}$ | $\begin{array}{r} -6 \% \\ +1 \% \end{array}$ | $-4 \%$ $-2 \%$ |
| Wacoal Europe Ltd. | $\begin{array}{r} +8 \% \\ +7 \% \end{array}$ | $\begin{aligned} & +0 \% \\ & +33 \% \end{aligned}$ | $\begin{array}{r} -1 \% \\ +9 \% \end{array}$ | $\begin{aligned} & +2 \% \\ & +15 \% \end{aligned}$ | $\begin{array}{r} +18 \% \\ +34 \% \end{array}$ | $\begin{array}{r} \hline+19 \% \\ +18 \% \end{array}$ | $\begin{aligned} & +8 \% \\ & +93 \% \end{aligned}$ | $\begin{array}{r} +14 \% \\ +43 \% \end{array}$ | $\begin{array}{r} -15 \% \\ +10 \% \end{array}$ | $\begin{aligned} & +2 \% \\ & +37 \% \end{aligned}$ | $\begin{array}{r} +16 \% \\ +40 \% \end{array}$ | $\begin{aligned} & +1 \% \\ & +29 \% \end{aligned}$ | $\begin{array}{r} -14 \% \\ +1 \% \end{array}$ | $\begin{array}{r} +1 \% \\ +9 \% \end{array}$ | $\begin{array}{r} -44 \% \\ -38 \% \end{array}$ | $\begin{array}{r} -18 \% \\ -8 \% \end{array}$ |
| Wacoal China Co., Ltd. | $\begin{array}{r} -28 \% \\ -30 \% \\ \hline \end{array}$ | $\begin{array}{r} -25 \% \\ -46 \% \\ \hline \end{array}$ | $\begin{array}{r} -49 \% \\ -39 \% \\ \hline \end{array}$ | $\begin{array}{r} -35 \% \\ -40 \% \end{array}$ | $\begin{aligned} & -5 \% \\ & -14 \% \\ & \hline \end{aligned}$ | $\begin{array}{r} -9 \% \\ +211 \% \end{array}$ | $\begin{aligned} & -0 \% \\ & +10 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & -4 \% \\ & +12 \% \end{aligned}$ | $\begin{array}{r} +109 \% \\ -30 \% \\ \hline \end{array}$ | $\begin{array}{r} +19 \% \\ -29 \% \end{array}$ | $\begin{array}{r} -12 \% \\ -36 \% \end{array}$ | $\begin{array}{r} +19 \% \\ -32 \% \end{array}$ | $\begin{array}{r} -16 \% \\ -40 \% \\ \hline \end{array}$ | $\begin{array}{r} -16 \% \\ -37 \% \\ \hline \end{array}$ | $\begin{aligned} & -5 \% \\ & -40 \% \\ & \hline \end{aligned}$ | $\begin{array}{r} -13 \% \\ -39 \% \end{array}$ |
| Peach John (Japan) | $\begin{aligned} & -9 \% \\ & +21 \% \end{aligned}$ | $\begin{aligned} & -5 \% \\ & +23 \% \end{aligned}$ | $\begin{aligned} & -5 \% \\ & +21 \% \end{aligned}$ | $\begin{aligned} & -6 \% \\ & +22 \% \end{aligned}$ | $\begin{aligned} & -0 \% \\ & +10 \% \end{aligned}$ | $\begin{array}{r\|} \hline-7 \% \\ -2 \% \end{array}$ | $\begin{aligned} & -9 \% \\ & +16 \% \end{aligned}$ | $\begin{array}{r} -5 \% \\ +8 \% \end{array}$ | $\begin{aligned} & -4 \% \\ & +16 \% \end{aligned}$ | $\begin{array}{r} -4 \% \\ +2 \% \end{array}$ | $\begin{array}{r} -9 \% \\ +9 \% \end{array}$ | $\begin{array}{r} -6 \% \\ +8 \% \end{array}$ | $\begin{array}{r} -10 \% \\ +5 \% \end{array}$ | $\begin{array}{r} -3 \% \\ -1 \% \end{array}$ | $\begin{array}{r} -18 \% \\ -21 \% \end{array}$ | $\begin{array}{r} -10 \% \\ -6 \% \end{array}$ |
| Lecien (Japan) | $\begin{array}{r} \hline+19 \% \\ -44 \% \end{array}$ | $\begin{array}{r} +26 \% \\ -25 \% \end{array}$ | $\begin{aligned} & -1 \% \\ & -49 \% \end{aligned}$ | $\begin{array}{r} +15 \% \\ -39 \% \end{array}$ | $\begin{aligned} & -5 \% \\ & -40 \% \end{aligned}$ | $\begin{array}{r} -17 \% \\ -30 \% \end{array}$ | $\begin{aligned} & -6 \% \\ & -26 \% \end{aligned}$ | $\begin{array}{r} -10 \% \\ -32 \% \end{array}$ | $\begin{aligned} & +6 \% \\ & -33 \% \end{aligned}$ | $\begin{array}{r} -15 \% \\ -41 \% \end{array}$ | $\begin{array}{r} -17 \% \\ -55 \% \end{array}$ | $\begin{aligned} & -8 \% \\ & -43 \% \end{aligned}$ | $\begin{gathered} -28 \% \\ -52 \% \end{gathered}$ | $\begin{array}{r} \hline+32 \% \\ -16 \% \end{array}$ | $\begin{aligned} & -7 \% \\ & -37 \% \end{aligned}$ |  |
| Nanasai | $\begin{array}{r} -18 \% \\ +13 \% \end{array}$ | $\begin{array}{r} +15 \% \\ -42 \% \\ \hline \end{array}$ | $\begin{array}{r} -10 \% \\ -22 \% \end{array}$ | $\begin{aligned} & -8 \% \\ & -20 \% \end{aligned}$ | $\begin{aligned} & -9 \% \\ & -20 \% \end{aligned}$ | $\begin{aligned} & -6 \% \\ & -39 \% \\ & \hline \end{aligned}$ | $\begin{array}{r} -28 \% \\ -38 \% \end{array}$ | $\begin{array}{r} -20 \% \\ -35 \% \end{array}$ | $\begin{array}{r} +31 \% \\ -6 \% \end{array}$ | $\begin{array}{r} +28 \% \\ -1 \% \end{array}$ | $\begin{array}{r} -20 \% \\ -30 \% \end{array}$ | $\begin{array}{r} +11 \% \\ -13 \% \end{array}$ | $\begin{array}{r} +0 \% \\ -9 \% \end{array}$ | $\begin{array}{r} -26 \% \\ -37 \% \\ \hline \end{array}$ | $\begin{aligned} & +1 \% \\ & -58 \% \end{aligned}$ | $\begin{aligned} & -9 \% \\ & -45 \% \end{aligned}$ |
| Ai | $\begin{array}{r} +13 \% \\ -25 \% \end{array}$ | $\begin{aligned} & +6 \% \\ & -27 \% \end{aligned}$ | $\begin{aligned} & +4 \% \\ & -24 \% \end{aligned}$ | $\begin{aligned} & +7 \% \\ & -25 \% \end{aligned}$ | $\begin{array}{r} \hline+18 \% \\ -36 \% \end{array}$ | $\begin{array}{r} \hline+48 \% \\ -26 \% \end{array}$ | $\begin{array}{r} +51 \% \\ +17 \% \end{array}$ | $\begin{array}{r} +37 \% \\ -19 \% \end{array}$ | $\begin{array}{r} +20 \% \\ -27 \% \end{array}$ | $\begin{array}{r} +20 \% \\ -17 \% \end{array}$ | $\begin{array}{r} +12 \% \\ -25 \% \end{array}$ | $\begin{array}{r} +17 \% \\ -23 \% \end{array}$ | $\begin{array}{r} +15 \% \\ -10 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline+10 \% \\ -30 \% \\ \hline \end{array}$ | $\begin{aligned} & +7 \% \\ & -21 \% \\ & \hline \end{aligned}$ | $\begin{array}{r} +12 \% \\ -21 \% \end{array}$ |

$\star 1$ The figure before the transfer of internal expenses.Shows year-o $n$-year changes, including internal sales.
$\star 2$ The figures for Wacoal America only are disclosed. It is not the figures of sales of Wacoal International including Intimates Online Inc.(LIVELY)
$\star 3$ 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.
$\star 4$ 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) *Bottom line shows comparison to FY2020 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2023 |  |  |  |  |  |  |  | FY2024 |  |  |  |  |  |  |  |
|  | Oct | Nov | Dec | 3Q | Jan. | Feb. | Mar. | 4Q | Apr. | May | Jun. | $1 Q^{1}$ | Jul. | Aug. | Sep. | 2Q |
| Department Stores | $\begin{array}{r} -1 \% \\ -1 \% \end{array}$ | $\begin{array}{r} -13 \% \\ -26 \% \end{array}$ | $\begin{aligned} & -5 \% \\ & -21 \% \end{aligned}$ | $\begin{aligned} & -6 \% \\ & -17 \% \end{aligned}$ | $\begin{array}{r} +6 \% \\ -6 \% \end{array}$ | $\begin{array}{r} +16 \% \\ -14 \% \end{array}$ | $\begin{aligned} & -2 \% \\ & +11 \% \end{aligned}$ | $\begin{array}{r} +5 \% \\ -3 \% \end{array}$ | $\begin{aligned} & -3 \% \\ & -33 \% \end{aligned}$ | $\begin{aligned} & -6 \% \\ & -32 \% \end{aligned}$ | $\begin{aligned} & -4 \% \\ & -28 \% \end{aligned}$ | $\begin{aligned} & -4 \% \\ & -31 \% \end{aligned}$ | $\begin{gathered} +3 \% \\ -15 \% \end{gathered}$ | $\begin{gathered} +0 \% \\ -34 \% \\ \hline \end{gathered}$ | $\begin{aligned} & -6 \% \\ & -49 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & -1 \% \\ & -34 \% \end{aligned}$ |
| GMS, Supermarket (Wacoal Brand) ) | $\begin{gathered} -3 \% \\ +3 \% \end{gathered}$ | $\begin{array}{r} -11 \% \\ +13 \% \end{array}$ | $\begin{aligned} & -8 \% \\ & -25 \% \\ & \hline \end{aligned}$ | $\begin{array}{r} -8 \% \\ -4 \% \end{array}$ | $\begin{aligned} & -3 \% \\ & -21 \% \end{aligned}$ | $\begin{aligned} & -1 \% \\ & -22 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & -2 \% \\ & -13 \% \end{aligned}$ | $\begin{aligned} & -2 \% \\ & -18 \% \end{aligned}$ | $\begin{aligned} & -2 \% \\ & -33 \% \\ & \hline \end{aligned}$ | $\begin{gathered} -12 \% \\ -29 \% \end{gathered}$ | $\begin{array}{r} -16 \% \\ -18 \% \\ \hline \end{array}$ | $\begin{array}{r} -10 \% \\ -20 \% \end{array}$ | $\begin{gathered} +3 \% \\ -11 \% \\ \hline \end{gathered}$ | $\begin{aligned} & -6 \% \\ & -46 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & -4 \% \\ & -54 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & -1 \% \\ & -34 \% \end{aligned}$ |
| GMS, Supermarket (Wing Brand) | $\begin{aligned} & +0 \% \\ & +14 \% \end{aligned}$ | $\begin{array}{r} -10 \% \\ +6 \% \end{array}$ | $\begin{aligned} & -5 \% \\ & -15 \% \end{aligned}$ | $\begin{gathered} -6 \% \\ +0 \% \end{gathered}$ | $\begin{aligned} & +7 \% \\ & -15 \% \end{aligned}$ | $\begin{gathered} +7 \% \\ -19 \% \end{gathered}$ | $\begin{array}{r} -6 \% \\ -7 \% \end{array}$ | $\begin{aligned} & +1 \% \\ & -13 \% \end{aligned}$ | $\begin{aligned} & -6 \% \\ & -16 \% \end{aligned}$ | $\begin{gathered} -12 \% \\ -26 \% \end{gathered}$ | $\begin{array}{r} -20 \% \\ -22 \% \end{array}$ | $\begin{array}{r} -13 \% \\ -21 \% \end{array}$ | $\begin{aligned} & -3 \% \\ & -17 \% \end{aligned}$ | $\begin{array}{r} -12 \% \\ -31 \% \end{array}$ | $\begin{array}{r} -13 \% \\ -52 \% \end{array}$ | $\begin{aligned} & -9 \% \\ & -34 \% \end{aligned}$ |
| Specialty Stores (Real store) | $\begin{aligned} & -8 \% \\ & -11 \% \end{aligned}$ | $\begin{aligned} & -7 \% \\ & -12 \% \end{aligned}$ | $\begin{array}{r} -20 \% \\ -9 \% \end{array}$ | $\begin{array}{r} -13 \% \\ -10 \% \end{array}$ | $\begin{array}{r} \hline-7 \% \\ -6 \% \end{array}$ | $\begin{array}{r} +3 \% \\ -2 \% \end{array}$ | $\begin{array}{r} -17 \% \\ -23 \% \end{array}$ | $\begin{aligned} & -7 \% \\ & -10 \% \end{aligned}$ | $\begin{array}{r\|} \hline-15 \% \\ -34 \% \end{array}$ | $\begin{array}{r} +15 \% \\ -30 \% \end{array}$ | $\begin{array}{r} -10 \% \\ -50 \% \end{array}$ | $\begin{aligned} & -4 \% \\ & -39 \% \end{aligned}$ | $\begin{aligned} & -1 \% \\ & -38 \% \end{aligned}$ | $\begin{aligned} & -4 \% \\ & -43 \% \end{aligned}$ | $\begin{aligned} & -5 \% \\ & -53 \% \end{aligned}$ | $\begin{aligned} & -3 \% \\ & -45 \% \end{aligned}$ |
| Sports Chains | $\begin{array}{r} +60 \% \\ -1 \% \end{array}$ | $\begin{array}{r} +40 \% \\ -22 \% \end{array}$ | $\begin{array}{r} +15 \% \\ -16 \% \end{array}$ | $\begin{array}{r} +38 \% \\ -13 \% \end{array}$ | $\begin{array}{r} +29 \% \\ -19 \% \end{array}$ | $\begin{array}{r} +57 \% \\ -17 \% \end{array}$ | $\begin{gathered} +31 \% \\ +54 \% \end{gathered}$ | $\begin{array}{r} +37 \% \\ -2 \% \end{array}$ | $\begin{aligned} & +8 \% \\ & -29 \% \end{aligned}$ | $\begin{gathered} +11 \% \\ -28 \% \end{gathered}$ | $\begin{array}{r} +15 \% \\ -27 \% \end{array}$ | $\begin{array}{r} +11 \% \\ -28 \% \end{array}$ | $\begin{array}{r} +10 \% \\ -7 \% \end{array}$ | $\begin{aligned} & +4 \% \\ & -36 \% \end{aligned}$ | $\begin{array}{r} +15 \% \\ -7 \% \end{array}$ | $\begin{array}{r} +10 \% \\ -17 \% \end{array}$ |
| Third Party EC Sites | $\begin{gathered} +15 \% \\ +39 \% \end{gathered}$ | $\begin{array}{r} +16 \% \\ +59 \% \end{array}$ | $\begin{array}{r} +14 \% \\ +61 \% \end{array}$ | $\begin{array}{r} +15 \% \\ +54 \% \end{array}$ | $\begin{aligned} & +0 \% \\ & +55 \% \end{aligned}$ | $\begin{gathered} +8 \% \\ +36 \% \end{gathered}$ | $\begin{aligned} & +3 \% \\ & +49 \% \end{aligned}$ | $\begin{aligned} & +3 \% \\ & +47 \% \end{aligned}$ | $\begin{aligned} & +2 \% \\ & +62 \% \end{aligned}$ | $\begin{gathered} +15 \% \\ +53 \% \end{gathered}$ | $\begin{gathered} +15 \% \\ +64 \% \end{gathered}$ | $\begin{array}{r} +10 \% \\ +60 \% \end{array}$ | $\begin{array}{r} +17 \% \\ +77 \% \end{array}$ | $\begin{aligned} & -7 \% \\ & +62 \% \end{aligned}$ | $\begin{aligned} & +9 \% \\ & +26 \% \end{aligned}$ | $\begin{aligned} & +6 \% \\ & +54 \% \end{aligned}$ |
| Directly managed store | $\begin{gathered} +0 \% \\ +4 \% \end{gathered}$ | $\begin{array}{r} -5 \% \\ -4 \% \end{array}$ | $\begin{aligned} & -7 \% \\ & -18 \% \end{aligned}$ | $\begin{array}{r} -4 \% \\ -8 \% \end{array}$ | $\begin{gathered} +6 \% \\ -12 \% \end{gathered}$ | $\begin{array}{r} +17 \% \\ -2 \% \end{array}$ | $\begin{aligned} & +2 \% \\ & +21 \% \end{aligned}$ | $\begin{array}{r} +7 \% \\ -1 \% \end{array}$ | $\begin{array}{r} +1 \% \\ -9 \% \end{array}$ | $\begin{gathered} +7 \% \\ +3 \% \end{gathered}$ | $\begin{aligned} & -4 \% \\ & -20 \% \end{aligned}$ | $\begin{array}{r} +1 \% \\ -9 \% \end{array}$ | $\begin{array}{r} +6 \% \\ -1 \% \end{array}$ | $\begin{gathered} +0 \% \\ -10 \% \end{gathered}$ | $\begin{aligned} & -2 \% \\ & -19 \% \end{aligned}$ | $\begin{array}{r} +2 \% \\ -9 \% \end{array}$ |
| Waocoal's Own EC Site | $\begin{array}{r} -15 \% \\ +16 \% \end{array}$ | $\begin{aligned} & +6 \% \\ & +86 \% \end{aligned}$ | $\begin{array}{r} +13 \% \\ +90 \% \end{array}$ | $\begin{aligned} & +3 \% \\ & +66 \% \end{aligned}$ | $\begin{aligned} & +1 \% \\ & +42 \% \end{aligned}$ | $\begin{aligned} & -6 \% \\ & +41 \% \end{aligned}$ | $\begin{gathered} +26 \% \\ +77 \% \end{gathered}$ | $\begin{aligned} & +8 \% \\ & +54 \% \end{aligned}$ | $\begin{aligned} & -6 \% \\ & +62 \% \end{aligned}$ | $\begin{aligned} & -1 \% \\ & +75 \% \end{aligned}$ | $\begin{aligned} & +29 \% \\ & +131 \% \end{aligned}$ | $\begin{aligned} & +7 \% \\ & +89 \% \end{aligned}$ | $\begin{array}{r} \hline+10 \% \\ +68 \% \end{array}$ | $\begin{gathered} +13 \% \\ +92 \% \end{gathered}$ | $\begin{aligned} & +3 \% \\ & +75 \% \end{aligned}$ | $\begin{aligned} & +8 \% \\ & +77 \% \end{aligned}$ |
| Catalog mail-order | $\begin{aligned} & -6 \% \\ & -11 \% \end{aligned}$ | $\begin{array}{r} +20 \% \\ +42 \% \end{array}$ | $\begin{aligned} & +1 \% \\ & +23 \% \end{aligned}$ | $\begin{aligned} & +5 \% \\ & +14 \% \end{aligned}$ | $\begin{aligned} & +9 \% \\ & +54 \% \end{aligned}$ | $\begin{aligned} & +2 \% \\ & -14 \% \end{aligned}$ | $\begin{array}{r} -5 \% \\ +3 \% \end{array}$ | $\begin{gathered} +2 \% \\ +3 \% \end{gathered}$ | $\begin{aligned} & -8 \% \\ & -12 \% \end{aligned}$ | $\begin{array}{r} -23 \% \\ -10 \% \end{array}$ | $\begin{gathered} +1 \% \\ +9 \% \end{gathered}$ | $\begin{array}{r} -12 \% \\ -7 \% \end{array}$ | $\begin{array}{r} -20 \% \\ -36 \% \end{array}$ | $\begin{aligned} & -4 \% \\ & -19 \% \end{aligned}$ | $\begin{array}{r} -26 \% \\ -34 \% \end{array}$ | $\begin{array}{r} -17 \% \\ -29 \% \end{array}$ |
| Total | $\begin{aligned} & +2 \% \\ & -11 \% \end{aligned}$ | $\begin{aligned} & +5 \% \\ & +12 \% \end{aligned}$ | $\begin{array}{r} -5 \% \\ -5 \% \end{array}$ | $\begin{gathered} +1 \% \\ -1 \% \end{gathered}$ | $\begin{aligned} & +8 \% \\ & -12 \% \end{aligned}$ | $\begin{aligned} & -8 \% \\ & -32 \% \end{aligned}$ | $\begin{aligned} & -1 \% \\ & +22 \% \end{aligned}$ | $\begin{gathered} +0 \% \\ -7 \% \end{gathered}$ | $\begin{aligned} & +3 \% \\ & -23 \% \end{aligned}$ | $\begin{aligned} & +3 \% \\ & -12 \% \end{aligned}$ | $\begin{array}{r} -11 \% \\ -14 \% \end{array}$ | $\begin{aligned} & -2 \% \\ & -16 \% \end{aligned}$ | $\begin{aligned} & -3 \% \\ & -24 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & -9 \% \\ & -31 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & -7 \% \\ & -35 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & -6 \% \\ & -31 \% \\ & \hline \end{aligned}$ |

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) *Bottom line shows comparison to FY2020 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | FY2023 |  |  |  |  |  |  |  | FY2024 |  |  |  |  |  |  |  |
|  |  | Oct | Nov | Dec | 3Q | Jan. | Feb. | Mar. | 4Q | Apr. | May | Jun. | 1Q | Jul. | Aug. | Sep. | 2Q |
| Wacoal America, Inc. | Department Stores Real | $-3 \%$ | $+2 \%$ | $-18 \%$ | -5\% | +42\% | - 3\% | - $25 \%$ | +3\% | -17\% | +16\% | +6\% | -1\% | +7\% | +4\% | -8\% | +1\% |
|  |  | $+23 \%$ | $+0 \%$ | $-33 \%$ | -1\% | +39\% | - $37 \%$ | - $44 \%$ | - $22 \%$ | -3\% | -4\% | -19\% | - 9\% | -11\% | -33\% | - $22 \%$ | -22\% |
|  | Department Store EC | +9\% | - 16\% | +24\% | +3\% | +26\% | - 15\% | +11\% | +5\% | - 2\% | +34\% | - 26\% | +0\% | -16\% | +26\% | - 25\% | -8\% |
|  |  | +16\% | +15\% | +14\% | +15\% | +42\% | +11\% | +36\% | +28\% | +57\% | +114\% | -14\% | +42\% | - $21 \%$ | +15\% | +15\% | +0\% |
|  | Third Party EC Sites | -45\% | +71\% | +6\% | - 8\% | -1\% | +4\% | +10\% | +4\% | - 18\% | - 17\% | - 37\% | - $25 \%$ | -13\% | -42\% | -4\% | -20\% |
|  |  | - $39 \%$ | -1\% | +108\% | +6\% | +124\% | +42\% | +67\% | +74\% | +30\% | -16\% | -16\% | -1\% | +87\% | - $2 \%$ | +36\% | +40\% |
|  | Wacoal's Own EC Site | +9\% | +8\% | +17\% | +10\% | - 7\% | +5\% | +5\% | +1\% | +14\% | +3\% | +5\% | +7\% | +14\% | -12\% | +16\% | +5\% |
|  |  | +47\% | +95\% | +14\% | +50\% | +25\% | +46\% | +117\% | +55\% | +81\% | +89\% | +85\% | +85\% | +97\% | +65\% | +85\% | +83\% |
| Wacoal Europe Ltd. | Department | +7\% | - 8\% | +6\% | +1\% | +24\% | +7\% | - 15\% | +4\% | - 14\% | +20\% | +20\% | +7\% | - 7\% | -6\% | - 50\% | -18\% |
|  |  | +2\% | +5\% | -5\% | +1\% | +32\% | - $21 \%$ | +18\% | +3\% | +10\% | +39\% | +11\% | +21\% | +8\% | -18\% | -60\% | -22\% |
|  | Independent (Speciality Store) | +2\% | +2\% | +5\% | +3\% | - 8\% | +3\% | - 15\% | -8\% | - 16\% | -12\% | - 3\% | -10\% | - 18\% | - $20 \%$ | -47\% | -28\% |
|  |  | - 3\% | +45\% | +15\% | +16\% | - $2 \%$ | - $10 \%$ | +60\% | +11\% | - 5\% | +14\% | +16\% | +8\% | -27\% | -14\% | -41\% | - $27 \%$ |
|  | Third Party EC Sites | +31\% | +11\% | -14\% | +7\% | +60\% | +46\% | +74\% | +59\% | - 15\% | +17\% | +44\% | +15\% | -14\% | +44\% | - $38 \%$ | -3\% |
|  |  | +53\% | +50\% | +27\% | +42\% | +161\% | +155\% | +233\% | +181\% | +63\% | +96\% | +129\% | +97\% | +80\% | +114\% | - $3 \%$ | +68\% |
| Wacoal China Co., Ltd. | Real Stores | -27\% | - $34 \%$ | - 51\% | - $39 \%$ | +0\% | -5\% | +21\% | +6\% | +66\% | +27\% | - 9\% | +22\% | -12\% | -12\% | +17\% | -4\% |
|  |  | -28\% | - 52\% | -33\% | - $38 \%$ | -17\% | +473\% | +53\% | +27\% | - $24 \%$ | -31\% | +35\% | - $30 \%$ | - 30\% | - 39\% | - $37 \%$ | -35\% |
|  | Other EC | - $31 \%$ | -10\% | -17\% | -14\% | - 15\% | +11\% | - $24 \%$ | - 17\% | - | +3\% | - 8\% | +26\% | - $24 \%$ | -17\% | - 49\% | -31\% |
|  |  | -34\% | - $38 \%$ | -45\% | -39\% | +11\% | -6\% | - $45 \%$ | - $29 \%$ | -41\% | +20\% | - $24 \%$ | - $22 \%$ | -56\% | +8\% | - $35 \%$ | -31\% |
|  | Own EC | -58\% | -72\% | -63\% | $-66 \%$ - | +14\% | -9\% | +34\% | +14\% | +153\% | +118\% | +15\% | +71\% | -26\% | +44\% | +15\% | $+30 \%$ - |

¿ 1 The figure before the transfer of internal expenses.Shows year-o $n$-year changes, inclual nternal sales.
$\star 2$ The figures for Wacoal America only are disclosed. It is not the figures of sales of Wacoal International including Intimates Online Inc.(LIVELY)
$\star 3$ 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.
$\star 4$ Wacoal China Co., Ltd. is shown year-on-year changes (rates of increase / decrease) on a net basis.
$\star 5$ Change from previous fiscal year of Wacoal China, excluding Peach John sales

## Reference7:Quarterly Changes in EC Ratios at Major Subsidiaries

|  |  |  |  | Y2022 |  |  |  |  | 2023 |  |  | FY2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q | 2Q | 3Q | 4Q | total | 1Q | 2Q | 3Q | 4Q | total | 1Q | 2Q |
| Wacoal (Japan) | Own EC channel only | 25\% | 21\% | 20\% | 22\% | 22\% | 20\% | 21\% | 20\% | 22\% | 21\% | 23\% | 22\% |
| Peach John(Japan) | Own EC channel only | 49\% | 43\% | 40\% | 44\% | 44\% | 40\% | 38\% | 41\% | 41\% | 40\% | 37\% | 32\% |
| Wacoal America, Inc. | Total of own company and Third Party EC Sites | 45\% | 43\% | 41\% | 52\% | 45\% | 45\% | 45\% | 41\% | 50\% | 46\% | 45\% | 45\% |
| IO Inc. | Own EC channel only | 85\% | 84\% | 74\% | 68\% | 79\% | 84\% | 82\% | 69\% | 72\% | 78\% | 77\% | 70\% |
| Wacoal Europe Ltd. | Total of own company and Third Party EC Sites | 29\% | 23\% | 24\% | 28\% | 26\% | 31\% | 26\% | 23\% | 44\% | 32\% | 35\% | 34\% |
| Wacoal China Co., Ltd. | Other companies' EC channel only | 24\% | 19\% | 23\% | 22\% | 22\% | 25\% | 22\% | 29\% | 18\% | 24\% | 26\% | 17\% |
| EC ratio of major companies (Total of top 6 companies) * |  | 33\% | 28\% | 26\% | 30\% | 29\% | 29\% | 28\% | 26\% | 32\% | 29\% | 31\% | 29\% |

$\star 1$ Sales total uses the rate at the time of each settlement
$\star 2$ The aggregation method for Wacoal (Japan) has been changed to include the ratio of total sales of Wacoal's EC (including catalog mail orders) and other companies' EC $\star 3$ Note: Due to the application of IFRS, Wacoal China will change its financial results from this fiscal year to ending on March, reaggregating past performances

## Reference8:FY2024 1H Overview of Wacoal: Revenue and Business Profit for

 Major Business Units| Revenue 44.6 billion yen YoY:- $¥ 1.4$ billion( $-3 \%$ ) Planning difference: $-¥ 3.5$ billion( $-8 \%$ ) |
| :---: |

## Sales of high-end products and men's products were strong, but sales in the main brands slowed down, falling short of the plan YoY

$>$ While sales of high-end brand and men's products were firm, the mainstay "Wacoal" and "Wing" struggled
> By channel, EC sales grew both Wacoal and other companies EC, but physical stores were sluggish, mainly in department stores and mass merchandisers, which are the mainstay channels

Fell below YoY and the plan due to the decline in sales, soaring costs, and the increase in discount sales ratio
$>$ Although personnel costs decreased due to the progress of the personnel plan, it decreased YoY and fell below the plan due to lower sales and higher costs
$>$ The sales profit ratio decreased due to an increase in the discount sales ratio in order to reduce inventories, mainly at directly managed stores

| Revenue | FY2023 1 H <br> results | FY2024 1 H <br> results | vs FY2023 1H results |  |
| :--- | ---: | ---: | ---: | ---: |
| 1st Brand Group | 18,714 | 17,418 | $-1,296$ | $-6.9 \%$ |
| 2nd Brand Group | 10,647 | 9,936 | -710 | $-6.7 \%$ |
| 3rd Brand Group | 4,141 | 4,484 | 343 | $+8.3 \%$ |
| 4th Brand Group | 5,604 | 6,011 | 407 | $+7.3 \%$ |
| Others | 6,912 | 6,720 | -192 | $-2.8 \%$ |
| Revenue total (External customers only) | 46,018 | 44,569 | $-1,449$ | $-3.1 \%$ |
| Revenue total (Including internal sales) | 47,086 | 45,481 | $-1,605$ | $-3.4 \%$ |


| (millions of yen) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Business Profit (loss ) | FY2023 1H <br> results | FY2024 1H <br> results | vs FY2023 1H results |  |
| 1st Brand Group | 1,472 | 1,281 | -191 | $-13.0 \%$ |
| 2nd Brand Group | -1 | -181 | -180 | - |
| 3rd Brand Group | -70 | -215 | -145 | - |
| 4th Brand Group | 86 | 70 | -16 | $-18.5 \%$ |
| Others | -232 | -289 | -58 | - |
| Business Profit (loss ) | 1,256 | 666 | -590 | $-47.0 \%$ |

Reference9：FY2024 1H Overview of Wacoal International（US）


Reference10：FY2024 1H Overview of Wacoal Europe

| Revenue <br> 10．1 billion yen <br> YoY：－¥0．01 billion（－0\％） （local currency basis：－8\％） （local currency basis： Planning difference： <br> Planning difference： $-¥ 0.7$ billion（ $-6 \%$ ） | Affected by the temporary suspension of shipments due to sluggish swimwear due to unseasonable weather and unauthorized access <br> ＞By region，North America struggled，while U．K．stalled due to sluggish sales of swimwear due to the cold summer（U．K．：$+0 \%$ ， North America：－20\％，Europe：－2\％） <br> ＞EC sales grew both Wacoal and other companies EC |
| :---: | :---: |
| Business Profit 0.8 billion yen YoY：－$¥ 0.2$ billion（－19\％） （local currency basis：－26\％） Planning difference： $-¥ 0.4$ billion（ $-31 \%$ ） | Profit decreased due to a decrease in manufacturing and sales efficiency due to unauthorized access <br> ＞As a result of the suspension of sales activities in the second half of September due to the unauthorized access，the efficiency of manufacturing and sales activities deteriorated |


|  |  |  | FY2024 1Q |  | FY2024 2Q |  | FY2024 1H |  | ratio |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 |  |
| チャネル | 店䋠 | 百貨店 | ＋21\％ | ＋7\％ | －22\％ | －18\％ | － $2 \%$ | －5\％ | 19\％ |
|  |  | 専門店 | ＋8\％ | －10\％ | －27\％ | －28\％ | －10\％ | －19\％ | 42\％ |
|  |  | 直営店 | －26\％ | －3\％ | －27\％ | －5\％ | －27\％ | －4\％ | 4\％ |
|  | EC | EC | ＋97\％ | ＋15\％ | ＋68\％ | －3\％ | ＋83\％ | ＋6\％ | 35\％ |
| フランド |  | Fantasie | ＋43\％ | ＋14\％ | －5\％ | －15\％ | ＋19\％ | ＋0\％ | 37\％ |
|  |  | Freya | －7\％ | －16\％ | －37\％ | －31\％ | －21\％ | － $22 \%$ | 18\％ |
|  |  | Goddess | －23\％ | －33\％ | －37\％ | －33\％ | －31\％ | －33\％ | 3\％ |
|  |  | Elomi | ＋67\％ | ＋7\％ | ＋33\％ | －15\％ | ＋49\％ | －5\％ | 31\％ |
|  |  | Wacoal | ＋23\％ | －3\％ | －19\％ | －7\％ | －3\％ | －5\％ | 11\％ |


|  | FY2024 1Q |  | FY2024 2Q |  | FY2024 1H |  | ratio |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 | vs FY2020 | Vs FY2023 |  |
| UK | $+42 \%$ | $+10 \%$ | $+1 \%$ | $-12 \%$ | $+22 \%$ | $+0 \%$ | $39 \%$ |
| Europe | $+27 \%$ | $+0 \%$ | $-10 \%$ | $-4 \%$ | $+7 \%$ | $-2 \%$ | $24 \%$ |
| North America | $+13 \%$ | $-9 \%$ | $-17 \%$ | $-32 \%$ | $-1 \%$ | $-20 \%$ | $27 \%$ |
| Other | $+32 \%$ | $-4 \%$ | $-9 \%$ | $-21 \%$ | $+9 \%$ | $-13 \%$ | $10 \%$ |

$\star 2$ Brand change ratio and percentages are calculated by the total of innerwear and swimwear

## Reference11:FY2024 1H Overview of Wacoal China



## The recovery remained lower than expected even after the relaxation of strict movement restrictions on COVID-19

> Physical stores: Even after the relaxation of movement restrictions, the number of customers returning to stores was weak and remained sluggish (+9\% YoY, compared to the first quarter of FY2020: -32\%)
> Other companies EC: Sluggish amid continued severe competition (+0\% YoY, -25\% compared to FY2020)

## Sales declined significantly than expected, resulting in a business loss

$>$ We were unable to absorb the decrease in sales profit due to sales falling short of the plan by controlling SG\&A expenses, resulting in a business loss

|  |  | FY2024 1Q |  | FY2024 2Q |  | FY2024 1H |  | ratio |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 |  |
|  | Real Stores | - 30\% | +22\% | - 35\% | - 4\% | - 32\% | +9\% | 78\% |
| Channel | Other EC | - $22 \%$ | +26\% | - 30\% | - $31 \%$ | - $25 \%$ | +0\% | 21\% |
|  | Own EC | - | +71\% | - | +19\% | - | +49\% | 1\% |
|  | Wacoal | - $28 \%$ | +24\% | - 34\% | - 8\% | - 30\% | +8\% | 89\% |
| Brand | Salute | - 13\% | +28\% | - 29\% | - 17\% | - $21 \%$ | +4\% | 10\% |
|  | AMPHI | +10\% | - 41\% | - 35\% | - 46\% | - 15\% | - 43\% | 1\% |

$\star 1$ The ratio is cumulative of the FY2024 1H, excluding Peach John sales from this term
$\star 2$ Due to the application of IFRS, Wacoal will change its financial results from this fiscal year to ending on March, reaggregating past performances

Reference12-FY2024 1H Overview of other Asian Businesses 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)

Revenue
4.7 billion yen

YoY:+ $¥ 0.01$ billion( $+0 \%$ )
Planning difference:
$+\neq 0.4$ billion $(+10 \%)$
Business Profit
0.1 billion yen
 Planning difference:
$+\neq 0$

|  | FY2024 1Q |  | FY2024 2Q |  | FY2024 1H |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 |
| Wacoal Hong Kong | +8\% | - 2\% | - 1\% | - $31 \%$ | +4\% | - 3\% |
| Singapore | - 14\% | - $21 \%$ | - $22 \%$ | - 30\% | - 18\% | - 20\% |
| Philippines | - $2 \%$ | - 11\% | +38\% | +3\% | +16\% | - $5 \%$ |
| India | +329\% | - 10\% | +154\% | - $25 \%$ | +226\% | - 13\% |
| A-Tech | +7\% | - 5\% | +3\% | - $31 \%$ | +5\% | - 19\% |
| G-Tech | - 19\% | +19\% | - 36\% | - 18\% | - $27 \%$ | - 0\% |

[^0]-
Although sales increased due to the impact of foreign exchange rates, many countries were lower than YoY on a local currency basis
$>$ Hong Kong, Singapore, the Philippines, India, etc.: Despite the positive effects of foreign exchange rates, the local currency base was lower than YoY
> A-Tech and G-Tech: Sales of both A-Tech and G-Tech decreased due to a sharp decline in orders due to sluggish sales at Group companies

Profit increased due to a decrease in personnel costs due to the impact of foreign exchange rates and adjustment of operating hours at sewing plants

## Reference13:FY2024 1H Overview of Peach John

| Revenue 5.5 billion yen <br> YoY:-¥0.5 billion(-9\%) <br> Planning difference: <br> $¥ 0.7$ billion(-12\%) |  | The effect of customer attraction measures and promotion of new products has been lower than expected, resulting in lower sales and the plan <br> Although measures were taken to attract customers, such as measures limited to members, the number of visitors was not increased. In addition, although we conducted proactive sales promotion activities for new spring/summer products, the results were significantly lower than expected, resulting in lower sales both Wacoal EC and directly managed stores |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Business Profit 0.3 billion yen <br> YoY:- $¥ 0.6$ billion(-68\%) Planning difference $-¥ 0.2$ billion( $-47 \%$ ) |  | Profit decreased due to the impact of lower revenue and higher expenses <br> The profit margin decreased due to the impact of a decline in sales, an increase in the ratio of sale items, and soaring cost of sales. In addition, an increase in expenses associated with investment in EC systems had an impact on profits |  |  |  |  |  |  |  |
|  |  |  | FY2024 1Q |  | FY2024 2Q |  | FY2024 1H |  | ratio |
|  |  |  | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 |  |
| Japan | Mail-order <br> Store <br> Overseas Other |  | +4\% | -12\% | - 22\% | - $24 \%$ | -10\% | -18\% | 35\% |
|  |  |  | +5\% | - 3\% | 5\% | -5\% | -1\% | -4\% | 51\% |
|  |  |  | +308\% |  |  | - | +845\% | - | 1\% |
|  |  |  | +34\% | - $2 \%$ | +41\% | +1\% | +38\% | -0\% | 13\% |
| $\star 1$ Each ratio is cumulative of the FY2024 1 H |  |  |  |  |  |  |  |  |  |
|  |  |  | FY2024 1Q |  | FY2024 2Q |  | FY2024 1H |  |  |
|  |  |  | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 |  |
| Overseas | Hong Kong |  | $\begin{array}{r} -21 \% \\ -6 \% \\ -9 \% \\ -7 \% \\ \hline \end{array}$ | $\begin{aligned} & +13 \% \\ & +26 \% \\ & -18 \% \\ & +11 \% \end{aligned}$ | $\begin{gathered} -2 \% \\ -2 \% \\ +26 \% \\ +4 \% \end{gathered}$ | $\begin{array}{r} +17 \% \\ +11 \% \\ -6 \% \\ +6 \% \end{array}$ | $\begin{array}{r} -13 \% \\ -4 \% \\ +6 \% \\ -2 \% \end{array}$ |  |  |
|  |  | (stores) |  |  |  |  |  | $\begin{aligned} & +15 \% \\ & +18 \% \\ & -12 \% \\ & +8 \% \end{aligned}$ |  |
|  |  | (EC) |  |  |  |  |  |  |  |
|  | Taiwa | (stores+EC) |  |  |  |  |  |  |  |
| \#2 Change rate based on local currency. |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  | W WACOAL HOLDINGS CORP. |  |

## Reference14:FY2024 1H Overview of Domestic Subsidiaries (Lecien, Nanasai, Ai)

Lecian : The impact was due to difficulty in sales of PB products for business partners

| Revenue 1.3 billion yen <br> YoY:- $¥ 0.5$ billion( $-28 \%$ ) Planning difference: <br> $-¥ 0.3$ billion( $-20 \%$ ) | Business Profit 0.03 billion yen <br> YoY:+¥0.1 billion Planning difference: $+¥ 9$ Million |  | FY2024 19 |  | FY2024 20 |  | FY2024 1H |  | ratio |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | vs Fr2020 | vs Fr2023 | vs Fr2020 | vs FY2023 | vs Fr2020 | vs Fr2023 |  |
|  |  | Innerwear | - $42 \%$ | - $8 \%$ | - 29\% | +4\% | - 35\% | - $1 \%$ | 77\% |
|  |  | Embroidery | - 5\% | - $7 \%$ | - 10\% | +7\% | - 8\% | - $0 \%$ | 10\% |
|  |  | Lace | - $61 \%$ | - $12 \%$ | - 62\% | - 31\% | - 62\% | - $24 \%$ | 13\% |

Nanasai : Sales increased due to progress in large-scale construction projects and the contribution of new orders

| Revenue | Business Loss |
| :---: | :---: |
| 3.3 billion yen | -0.05 billion yen |
| YoY: $+¥ 0.01$ billion( $+2 \%$ ) <br> Planning difference: <br> $¥ 0.4$ billion $(-10 \%$ | YoY:- $¥ 0.02$ billion yen Planning difference: |


|  | FY2024 1Q |  | FY2024 2Q |  | FY2024 1H |  | ratio |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 |  |
| Rental and lease | $-31 \%$ | $+6 \%$ | $-30 \%$ | $+1 \%$ | $-30 \%$ | $+3 \%$ | $20 \%$ |
| Production sales | $-40 \%$ | $-27 \%$ | $-43 \%$ | $-22 \%$ | $-42 \%$ | $-25 \%$ | $13 \%$ |
| Construction | $+2 \%$ | $+24 \%$ | $-49 \%$ | $-8 \%$ | $-29 \%$ | $+8 \%$ | $67 \%$ |

Ai : Sales increased due to recovery in travel demand and other factors

| Revenue | Business Profit |
| :---: | :---: |
| 2.0 billion yen | 0.2 billion yen |
| YoY:+ $¥ 0.2$ billion( $+12 \%$ ) Planning difference: $¥ 0.02$ billion $(-10 \%)$ | YoY:+¥0.1 billion Planning difference: .06 billion |


|  | FY2024 1Q |  | FY2024 2Q |  | FY2024 1H |  | ratio |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 | vs FY2020 | vs FY2023 |  |
| Resort wear | $-30 \%$ | $+26 \%$ | $-21 \%$ | $+15 \%$ | $-23 \%$ | $+18 \%$ | $76 \%$ |
| Innerwear | $-11 \%$ | $+4 \%$ | $-19 \%$ | $-1 \%$ | $-15 \%$ | $+1 \%$ | $24 \%$ |



Reference16:FY2024 Full-year Plan (By Segment)

| Exchange rate | USD | GBP | CNY |
| :---: | :---: | :---: | :---: |
| FY2023 results | 135.47 | 163.15 | 19.75 |
| FY2024 initial plan | 130.00 | 160.00 | 19.00 |
| FY2024 revised plan | 145.00 | 180.00 | 20.00 |


|  | $\begin{gathered} \text { FY2023 } \\ \text { results } \end{gathered}$ | ratio | $\begin{aligned} & \text { FY2024 } \\ & \text { initial plan } \end{aligned}$ | ratio | vs FY2023 results |  | FY2024 revised plan | ratio | vs FY2023 results |  | vs FY2024 initial plan |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Change | \% Change |  |  | Change | \% Change | Change | \% Change |
| Wacoal Business (Japan) | 96,746 | 51.3 | 103,700 | 50.6 | 6,954 | +7.2\% | 97,000 | 49.5 | 254 | +0.3\% | -6,700 | -6.5\% |
| Wacoal Business (Overseas) | 66,732 | 35.4 | 73,450 | 35.8 | 6,718 | +10.1\% | 72,800 | 37.1 | 6,068 | +9.1\% | -650 | -0.9\% |
| Peach John Business | 11,918 | 6.3 | 12,600 | 6.1 | 682 | +5.7\% | 12,100 | 6.2 | 182 | +1.5\% | -500 | -4.0\% |
| Other Businesses | 13,196 | 7.0 | 15,250 | 7.4 | 2,054 | +15.6\% | 14,100 | 7.2 | 904 | +6.9\% | -1,150 | -7.5\% |
| Revenue | 188,592 | 100 | 205,000 | 100 | 16,408 | +8.7\% | 196,000 | 100 | 7,408 | +3.9\% | -9,000 | -4.4\% |
|  | FY2023 results | \% of sales | initial plan | \% of sales | Change | \% Change | revised plan | \% of sales | Change | \% Change | Change | \% Change |
| Wacoal Business (Japan) | 572 | 0.6 | 1,200 | 1.2 | 628 | +109.8\% | -1,410 | - | -1,982 | - | -2,610 | - |
| Wacoal Business (Overseas) | 3,067 | 4.6 | 3,470 | 4.7 | 403 | +13.1\% | 2,400 | 3.3 | -667 | -21.7\% | -1,070 | -30.8\% |
| Peach John Business | 935 | 7.8 | 1,070 | 8.5 | 135 | +14.4\% | 940 | 7.8 | 5 | +0.5\% | -130 | -12.1\% |
| Other Businesses | -472 | - | 260 | 1.7 | 732 |  | -230 | - | 242 | - | -490 | - |
| Business Profit ( loss) | 4,102 | 2.2 | 6,000 | 2.9 | 1,898 | +46.3\% | 1,700 | 0.9 | -2,402 | -58.6\% | -4,300 | -71.7\% |
|  | FY2023 results | \% of sales | initial plan | \% of sales | Change | \% Change | revised plan | \% of sales | Change | \% Change | Change | \% Change |
| Wacoal Business (Japan) | 2,862 | 3.0 | 1,250 | 1.2 | -1,612 | -56.3\% | -6,660 | - | -9,522 | - | -7,910 | - |
| Wacoal Business (Overseas) | -7,397 | - | 3,450 | 4.7 | 10,847 | - | -6,110 | - | 1,287 | - | -9,560 | - |
| Peach John Business | 915 | 7.7 | 700 | 5.6 | -215 | -23.5\% | 600 | 5.0 | -315 | -34.4\% | -100 | -14.3\% |
| Other Businesses | 130 | 1.0 | 600 | 3.9 | 470 | +361.5\% | 170 | 1.2 | 40 | +30.8\% | -430 | -71.7\% |
| Operating Profit ( loss ) | -3,490 | - | 6,000 | 2.9 | 9,490 | - | -12,000 | - | -8,510 | - | -18,000 | - |

Reference17:FY2024 Full-year Plan (Major Subsidiaries)

| Exchange rate | USD | GBP | CNY |
| :---: | :---: | :---: | :---: |
| FY2023 results | 135.47 | 163.15 | 19.75 |
| FY2024 initial plan | 130.00 | 160.00 | 19.00 |
| FY2024 revised plan | 145.00 | 180.00 | 20.00 |



## $\mathfrak{V}$ WACOAL HOLDINGS CORP.

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[^0]:    1 Due to the application of IFRS, Wacoal will change its financial results from this fiscal year to ending on March, reaggregating past performances

