# FANCL Corporation 

Financial Statements for the Interim Period of the Fiscal Year Ending March 31, 2010

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## SUMMARY OF FINANCIAL STATEMENTS (consolidated)

## FANCL CORPORATION

November 9, 2009
www.fancl.co.jp
Stock exchange listings: Tokyo $1^{\text {st }}$ section, code number 4921
Contact:
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Representative: Yoshifumi Narimatsu, CEO and Representative Director Scheduled date for submission of the financial report: November 11, 2009 Scheduled date for distribution of dividends: December 7, 2009

1. Consolidated results for the interim period (April 1, 2009 to September 30, 2009) of Fiscal 2009

Percentage figures represent changes compared to the equivalent period of the previous fiscal year

1) Consolidated Operating Results

Millions of yen, rounded down

| ) Consolidated Operating Results | Interim period ended September 30, 2009 |  | Interim period ended September 30, 2008 |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Change \% |  | Change \% |
| Net sales | 47,683 | (1.8) | 48,581 | -- |
| Operating income. | 3,126 | 5.3 | 2,969 | -- |
| Ordinary income. | 3,102 | (1.0) | 3,134 | -- |
| Net income. | 1,542 | 14.6 | 1,345 | -- |
| Net income per share ( $¥$ ) . | 25.16 |  | 21.96 |  |
| Net income per share (diluted) ( $¥$ ). | 25.11 |  | 21.95 |  |


| 2) Consolidated Financial Position | Millions of yen, rounded down |  |
| :---: | :---: | :---: |
|  | As of September 30, 2009 | As of March 31, 2009 |
| Total assets (millions of yen) | 101,500 | 85,309 |
| Net assets (millions of yen) | 76,144 | 71,242 |
| Net assets / total assets (\%). | 74.4 | 83.0 |
| Net assets per share ( $¥$ ) | 1,163.85 | 1,155.74 |

Net assets per share ( $¥$ ).
1,163.85
Note: $\quad$ Shareholders' equity:
Interim period ended September 30, 2009: $¥ 75,496$ million
Fiscal year ended March 31, 2009: $\quad ¥ 70,823$ million
2. Dividends

|  | FY Ended March 31, 2009 | FY Ending <br> March 31, 2010 | FY Ending March 31, 2010 (forecast) |
| :---: | :---: | :---: | :---: |
| Interim | 17.00 | 17.00 | -- |
| Year-end | 17.00 | -- | 17.00 |
| Annual.. | 34.00 | -- | 34.00 |

Note: Revisions made to dividends forecast during the period: None
3. Consolidated forecasts for the fiscal year ending March 31, 2010 (April 1, 2009 to March 31, 2010) Millions of yen

|  | FY ending March 31, 2010 |  |
| :---: | :---: | :---: |
|  | Amount | Change from previous fiscal year (\%) |
| Net sales ....................................................................... | 105,100 | 7.2 |
| Operating income ................................................................. | 8,500 | 27.5 |
| Ordinary income .................................................................. | 8,500 | 22.5 |
| Net income.. | 3,400 | 27.7 |
| Net income per share ( $¥$ )....................................................... | 53.88 | -- |

[^1]
## 4. Other

1) Transfer of important subsidiaries during the period (Transfers of subsidiaries resulting in changes in the scope of consolidation): None
2) Use of simplified accounting methods or special accounting procedures: None
3) Changes in accounting principles, procedures and presentation in the preparation of these financial statements
(1) Changes in accordance with revision to accounting standards: None
(2) Other changes: Yes

Note: For details, see page 6 of Consolidated operating results and financial position, Section 4, Other
4) Number of shares outstanding (ordinary shares)
(1) Number of shares outstanding at end of period (including treasury shares):

As of September 30, 2009: 65,176,600 shares; As of March 31, 2009: 65,176,600 shares;
(2) Number of treasury shares at end of period:

As of September 30, 2009: 3,865,845 shares;
As of March 31, 2009: 3,896,949 shares
(3) Average number of shares during the period:

As of September 30, 2009: 61,296,776 shares; As of September 30, 2008: 61,270,080 shares

* Notice regarding the appropriate use of the financial forecasts

1. This document contains revisions to the consolidated year-end forecasts that were announced on May 1, 2009.
2. On October 1, 2009, FANCL sold $3,600,000$ treasury shares to CMC Holdings Limited. Therefore, the calculations for consolidated net income per share forecasts for the fiscal year ending March 31, 2010 include the sale of treasury shares.
3. Forecasts, etc., recorded in this document include forward-looking statements that are based on management's estimates, assumptions and projections at the time of publication. A number of factors could cause actual results to differ materially from expectations. For further detail, please see Page 5: Consolidated operating results and financial position, Section 3, Forecasts for the consolidated fiscal year ending March 31, 2010.

## Consolidated operating results and financial position

## I. Operating results (consolidated)

In the domestic economy during the period under review, exports in the manufacturing and other sectors showed signs of improvement due to an emerging recovery primarily in developing countries, but the employment environment continued to worsen and the overall economic environment remained severe.

In the cosmetic industry, consumer spending was sluggish and the overall downward trend continued.
In the health foods industry, the market remained on a downward trend despite certain sections showing signs of bottoming out.

Consolidated net sales during the interim period under review decreased $0.9 \%$ to $¥ 23,618$ million due to sluggish sales from the nutritional supplements business and despite maintaining a similar level of sales compared to the previous year in the cosmetics business as well as increased revenues in other business following consolidation of NEUES, K.K. Operating income increased $83.5 \%$ to $¥ 1,324$ million as a result of implementing the company-wide cost reduction measures announced at the beginning of the term. The operating profit margin improved 2.6 percentage points to $5.6 \%$; ordinary income increased $60.8 \%$ to $¥ 1,294$ million; and the ordinary income margin improved 2.1 percentage points to $5.5 \%$.

Consolidated net income for the interim period under review increased $142.6 \%$ to $¥ 572$ million and the net income margin increased 1.4 percentage points to $2.4 \%$.

For information on the consolidated operating results of the first quarter of the current fiscal year, please see the Financial Statements for the First Quarter of the Fiscal Year Ending March 31, 2010, issued on July 30, 2009.

## 1) Cosmetics Business

Sales decreased $0.9 \%$ compared to the previous interim period, to $¥ 12,125$ million.

|  | Interim period ended September 30, 2009 |  | Interim period ended September 30, 2008 |  | Increase (decrease) in percent |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount in $\neq$ million | Percent of total | Amount in $¥$ million | Percent of total |  |
| FANCL Cosmetics | 9,480 | 78.2 | 9,575 | 78.3 | (1.0) |
| ATTENIR Cosmetics | 2,271 | 18.7 | 2,472 | 20.2 | (8.1) |
| Others | 373 | 3.1 | 183 | 1.5 | 104.0 |
| Total | 12,125 | 100.0 | 12,231 | 100.0 | (0.9) |


|  | Interim period ended <br> September 30, 2009 |  | Interim period ended <br> September 30, 2008 |  | Increase <br> (decrease) <br> in percent |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Amount in <br> $¥$ million | Percent of <br> total | Amount in <br> $¥$ million | Percent of <br> total | $(1,293$ |
|  | 6,172 | 50.9 | 6,293 | 51.5 | $(1.9)$ |
|  | 4,121 | 34.0 | 4,410 | 36.0 | $(6.5)$ |
| Wholesales and others | 1,830 | 15.1 | 1,527 | 12.5 | 19.9 |
| Total | 12,125 | 10.0 | 12,231 | 100.0 | $(0.9)$ |

Sales of FANCL Cosmetics decreased only slightly, despite the severe operating environment, with firm sales of Mild Cleansing Oil, renewed in the previous term, supporting overall sales that declined $1.0 \%$ to $¥ 9,480$ million.

Sales of ATTENIR cosmetics decreased $8.1 \%$ to $¥ 2,271$ million as sales from a summer campaign fell short of targets.
In sales by sales channels, mail-order sales decreased $1.9 \%$ to $¥ 6,172$ million, retail store sales decreased $6.5 \%$ to $¥ 4,121$ million and wholesale sales through other sales channels increased $19.9 \%$ to $¥ 1,830$ million with strong overseas sales to China, Hong Kong and others.

## Operating income

Operating income increased $62.3 \%$ to $¥ 1,280$ million, due to efforts made to promote efficient management of advertising and other marketing expenses. The operating income margin increased 4.1 percentage points to $10.6 \%$.

## 2) Nutritional Supplements Business

Nutritional supplement sales decreased $3.8 \%$ to $¥ 6,761$ million.

|  | Interim period ended <br> September 30, 2009 |  | Interim period ended <br> September 30, 2008 |  | Increase <br> (decrease) <br> in percent |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Amount in <br> $¥$ million | Percent of <br> total | Amount in <br> $¥$ million | Percent of <br> total | 3,014 |
|  | 2,882 | 42.6 | 42.9 | $(4.4)$ |  |
|  | 1,902 | 28.2 | 1,951 | 27.8 | $(2.5)$ |
| Wholesales and others | 1,976 | 29.2 | 2,058 | 29.3 | $(4.0)$ |
| Total | 6,761 | 100.0 | 7,025 | 100.0 | $(3.8)$ |

Sales of Bitoki and supplements and beauty supplements targeting elderly and middle-aged customers were strong. However, revenues decreased due to a decline in sales of vitamins and other product groups.

In sales by sales channels, mail-order sales decreased $4.4 \%$ to $¥ 2,882$ million, retail store sales decreased $2.5 \%$ to $¥ 1,902$ million, and wholesale sales through other sales channels decreased $4.0 \%$ to $¥ 1,976$ million.

## Operating income

Operating income decreased $14.9 \%$ to $¥ 631$ million due to an increase in the cost to sales ratio and a decrease in sales. The operating income margin declined 1.3 percentage points to $9.3 \%$.

## 3) Other Businesses

Sales in Other businesses increased $3.5 \%$ to $¥ 4,731$ million.

|  | Interim period ended <br> September 30, 2009 | Interim period ended <br> September 30, 2008 | Increase (decrease) <br> in percent |
| :--- | :---: | :---: | :---: |
| Hatsuga Genmai business | 709 | 863 | $(17.9)$ |
| Kale Juice business | 1,033 | 952 | 8.5 |
| IIMONO OHKOKU mail order business | 1,889 | 1,951 | $(3.2)$ |
| Other businesses | 1,099 | 803 | 36.9 |
| Total | 4,731 | 4,571 | 3.5 |

In the Hatsuga Genmai business, sales decreased $17.9 \%$ to $¥ 709$ million due to continued sluggish commercial sales.

In the Kale Juice business, sales increased $8.5 \%$ to $¥ 1,033$ million due to strong sales of powder-type kale juice.

Sales in the IIMONO OHKOKU (Kingdom of Wonderful Things) mail order business decreased 3.2\% to $¥ 1,889$ million due to poor sales of seasonal goods due to the effects of a cool summer.

Other businesses increased $36.9 \%$ to $¥ 1,099$ million due to the consolidation of NEUES, K.K. a developer of beauty clinics, and despite poor sales of comfort undergarments and household sundries.

## Operating income

An operating loss of $¥ 203$ million was recorded for the period, an improvement of $¥ 69$ million compared to the operating loss in the previous interim period. This was supported by the effects of cost reductions from the consolidation of Hatsuga Genmai facilities.

For reference: Sales network

|  | Number of stores <br> as of September 30, 2009 | Change compared to <br> June 30, 2009 |
| :--- | :---: | :---: |
| FANCL Ginza Square | 1 | -- |
| FANCL Shop | 19 | +3 |
| FANCL House | 88 | -3 |
| FANCL House J | 68 | -- |
| Genki Station | 5 | -- |
| ATTENIR Shop | 13 | -- |
| Other | 3 | -- |
| Total | 197 | -- |

## 2. Financial situation

(All comparisons are with the end of the previous fiscal year, unless stated otherwise.)
Assets increased $¥ 16,190$ million to $¥ 101,500$ million as a result of a $¥ 5,870$ million increase in current assets and a $¥ 10,320$ million increase in fixed assets.
The increase in current assets was largely the result of a $¥ 9,596$ million increase in cash and cash deposits due to an increase in consolidated subsidiaries and despite a $¥ 3,520$ million decrease in marketable securities. The increase in fixed assets was largely the result of a $¥ 426$ million increase in tangible fixed assets and a $¥ 9,502$ million increase in intangible fixed assets as goodwill.

Liabilities increased $¥ 11,288$ million to $¥ 25,355$ million as a result of a $¥ 11,298$ million increase in current liabilities and a $¥ 9$ million decrease in long-term liabilities.
The main factors contributing to the increase in current liabilities were increases of $¥ 2,582$ million in short-term borrowings following an increase in consolidated subsidiaries, $¥ 1,082$ million in advance payments, $¥ 6,049$ million in unpaid dividends recorded for dividends for minority investors and others. The main factor contributing to the decrease in long-term liabilities was a decrease in other fixed liabilities from payments for allowance for director's retirement bonuses for new company directors and despite an increase in lease obligations.
Net assets increased $¥ 4,901$ million to $¥ 76,144$ million, primarily due to an increase of $¥ 4,140$ million from payments for application for treasury stock and recording $¥ 1,542$ million in quarterly net income.

As a result, the shareholders' equity ratio declined 8.6 percentage points from the end of the previous fiscal year to 74.4\%.

## Cash flow

Cash and cash equivalents as of September 30,2009 were $¥ 34,806$ million, $¥ 8,073$ million higher than at the end of the previous fiscal year. The main contributing factors are detailed below.

Cash flows from operating activities
Cash flow generated from operating activities during the period under review was $¥ 4,758$ million compared to a revenue of $¥ 3,164$ million from the interim period of the previous fiscal year. Factors increasing operating cash flow were income before income taxes of $¥ 3,046$ million, depreciation expenses of $¥ 1,515$ million and a $¥ 602$ million decrease in inventory assets. Factors reducing operating cash flow included tax payments of $¥ 1,332$ million.

Cash flows from investing activities
Cash generated from investing activities during the period under review was $¥ 259$ million compared to an outflow of $¥ 4,601$ million from the interim period of the previous fiscal year. This was largely the result of $¥ 1,500$ million in proceeds from the redemption of fixed-term deposits, and revenue of $¥ 3,997$ million from the sale and redemption of marketable securities. Outlays were $¥ 795$ million for the acquisition of tangible fixed assets, $¥ 387$ million for the acquisition of intangible fixed assets, a payment of $¥ 529$ million for the acquisition of shares in affiliate companies and $¥ 1,210$ million in payments for acquisition of shares in subsidiaries following changes to the scope of consolidation.

Cash flows from financing activities
Cash flow generated from financing activities during the period under review was $¥ 2,726$ million compared to a payment of $¥ 786$ million from the interim period of the previous fiscal year, primarily due to revenues of $¥ 4,140$ million from payments for application for treasury stock and dividend payments of $¥ 1,040$ million.

## 3. Forecasts for the consolidated fiscal year ending March 31, 2010

Business results are progressing largely in line with plans. However, due to the consolidation of Fantastic Natural Cosmetics Limited and Fantastic Natural Cosmetics (China) Limited, forecasts for consolidated net sales has been raised $¥ 7,600$ million and forecasts for consolidated operating income and ordinary income have been raised $¥ 1,200$ million in comparison to the previously announced forecasts. There is no change to the previously announced forecast for consolidated net income.

## 4. Other

(1) Transfer of important subsidiaries during the period (Transfers of subsidiaries resulting in changes in the scope of consolidation:
None
(2) Use of simplified accounting methods or special accounting procedures:

None
(3) Changes in accounting principles, procedures and method of presentation associated with the preparation of the consolidated financial statements.
As of the six month period under review, the materiality of the amount of loss from the closure of stores, included in loss from disposal of fixed assets, loss from sale of fixed assets and other, has increased and has therefore been included as a separate item. In the six-month period of the previous fiscal year, loss from the closure of stores was $¥ 40$ million consisting of $¥ 27$ million in loss from disposal of fixed assets, $¥ 2$ million in loss from sale of fixed assets and a loss of $¥ 10$ million from other.

## Consolidated Financial Statements

## Consolidated Balance Sheet

|  | Millions of yen, rounded dow |  |
| :---: | :---: | :---: |
|  | As of September 30, 2009 | As of March 31, 2009 |
| ASSETS |  |  |
| I. Current assets: |  |  |
| Cash and cash deposits. | 25,806 | 16,209 |
| Notes and accounts receivable | 8,955 | 9,967 |
| Marketable securities | 9,999 | 13,520 |
| Merchandise and products. | 3,466 | 3,060 |
| Work in progress | 58 | 68 |
| Raw materials and supplies | 3,035 | 3,041 |
| Others . | 2,819 | 2,418 |
| Allowance for doubtful accounts | (142) | (157) |
| Total current assets. | 53,998 | 48,128 |
| II. Fixed assets: |  |  |
| Tangible fixed assets |  |  |
| Buildings and structures.. | 22,471 | 21,650 |
| Accumulated depreciation and accumulated impairment loss. $\qquad$ | $(11,455)$ | $(10,832)$ |
| Buildings and structures (net) | 11,015 | 10,817 |
| Machinery and transport equipment. | 5,586 | 5,385 |
| Accumulated depreciation and accumulated impairment loss. $\qquad$ | $(4,276)$ | $(4,018)$ |
| Machinery and transport equipment (net) | 1,309 | 1,366 |
| Furniture, tools and fixtures | 7,203 | 5,961 |
| Accumulated depreciation and accumulated impairment loss. | $(5,847)$ | $(4,899)$ |
| Furniture, tools and fixtures (net) | 1,355 | 1,061 |
| Land. | 10,971 | 10,971 |
| Lease assets. | 263 | 194 |
| Accumulated depreciation and accumulated impairment loss. $\qquad$ | (65) | (33) |
| Lease assets (net) | 197 | 160 |
| Others. | 7 | 51 |
| Total tangible fixed assets. | 24,856 | 24,430 |
| Intangible fixed assets |  |  |
| Goodwill | 10,662 | 898 |
| Others | 2,813 | 3,075 |
| Total intangible fixed assets | 13,476 | 3,973 |
| Investments and other assets | 9,168 | 8,777 |
| Total fixed assets. | 47,501 | 37,181 |
| Total assets....................................................... | 101,500 | 85,309 |

## Consolidated Balance Sheets

|  | Millions of yen, rounded down |  |
| :---: | :---: | :---: |
|  | As of September 30, 2009 | As of March 31, 2010 |
| LIABILITIES |  |  |
| I. Current liabilities: |  |  |
| Notes and accounts payable | 3,355 | 3,206 |
| Short-term borrowings. | 2,582 | -- |
| Accrued liabilities.. | 2,252 | 1,477 |
| Allowance for bonuses | 1,173 | 1,021 |
| Allowance for points. | 1,417 | 1,353 |
| Others | 11,976 | 4,400 |
| Total current liabilities | 22,758 | 11,459 |
| II. Long-term liabilities: |  |  |
| Allowance for retirement bonuses . | 1,846 | 1,818 |
| Allowance for directors' retirement bonuses..... | 70 | 60 |
| Others | 680 | 728 |
| Total long-term liabilities | 2,597 | 2,607 |
| Total liabilities | 25,355 | 14,066 |
| NET ASSETS |  |  |
| Shareholders' equity: |  |  |
| Common stock | 10,795 | 10,795 |
| Capital reserve | 11,706 | 11,706 |
| Retained earnings | 53,784 | 53,288 |
| Treasury stock. | $(4,921)$ | $(4,960)$ |
| Application for treasury stock. | 4,140 | -- |
| Total shareholders' equity . | 75,504 | 70,828 |
| Difference from exchange and valuation |  |  |
| Valuation difference on other marketable securities. | (3) | (0) |
| Foreign exchange adjustment account | (4) | (4) |
| Total Difference from exchange and valuation | (8) | (5) |
| Warrants. | 274 | 310 |
| Minority interests | 373 | 109 |
| Total net assets . | 76,144 | 71,242 |
| Total Liabilities and Net Assets............................ | 101,500 | 85,309 |

## Consolidated Statements of Income (Interim period of FY 2009)

|  | Millions of yen, rounded down |  |
| :---: | :---: | :---: |
|  | April 1, 2009 to September 30, 2009 | April 1, 2008 to September 30, 2008 |
| Net sales.......................................................... | 47,683 | 48,581 |
| Cost of sales. | 16,703 | 15,865 |
| Gross profit. | 30,980 | 32,716 |
| Selling, general and administrative expenses. | 27,853 | 29,747 |
| Operating income | 3,126 | 2,969 |
| Non-operating income |  |  |
| Interest income................................................. | 47 | 86 |
| Dividend income | 11 | 12 |
| Other non-operating income................................ | 85 | 117 |
| Total net operating income. | 144 | 216 |
| Non-operating expenses |  |  |
| Interest expense | 4 | 0 |
| Exchange loss | 48 | 10 |
| Provisions for doubtful accounts. | 75 | -- |
| Other non-operating expenses ............................. | 39 | 41 |
| Total non-operating expenses. | 168 | 51 |
| Ordinary income | 3,102 | 3,134 |
| Extraordinary income |  |  |
| Income from sale of fixed assets......................... | 0 | 10 |
| Income from recovery of bad debts | -- | 10 |
| Reversal of allowance for doubtful accounts .......... | 0 | -- |
| Gain on sale of investment securities ................... | 0 | -- |
| Others | 0 | 24 |
| Total extraordinary income. | 1 | 45 |
| Extraordinary loss.. |  |  |
| Loss on sale of fixed assets. | 2 | 13 |
| Loss on disposal of fixed assets. | 12 | 72 |
| Impairment loss.. | 14 | 178 |
| Loss on store closures. | 21 | -- |
| Others. | 6 | 50 |
| Total extraordinary loss. | 57 | 315 |
| Income before income taxes. | 3,046 | 2,863 |
| Income tax and other taxes. | 1,663 | 1,422 |
| Adjustments to income tax and other taxes. | (163) | 86 |
| Total income and other taxes | 1,500 | 1,509 |
| Income from minority interests.. | 3 | 8 |
| Net income ....................................................... | 1,542 | 1,345 |

## Consolidated Statements of Income

## (Second Quarter of FY 2009)

|  |  | Millions of yen, rounded down |
| :--- | ---: | ---: |

## Consolidated Statements of Cash Flows <br> (Interim period of FY 2010)

|  | Millions of yen |  |
| :---: | :---: | :---: |
|  | April 1, 2009 to September 30, 2009 | April 1, 2008 to September 30, 2008 |
| I. Cash flows from operating activities |  |  |
| Income before income taxes. | 3,046 | 2,863 |
| Depreciation | 1,515 | 1,482 |
| Impairment loss | 14 | 178 |
| Stock compensation plan expense. | 34 | 67 |
| Amortization of goodwill.. | 172 | 63 |
| Increase (decrease) in allowance for doubtful accounts. | 77 | (3) |
| Increase (decrease) in allowance for bonuses | (13) | 22 |
| Increase (decrease) in allowance for points . | (15) | (49) |
| Increase (decrease) in allowance for retirement benefits | 28 | 89 |
| Increase (decrease) in allowance for directors retirement bonuses.. | 10 | 6 |
| Interest and dividend income | (59) | (99) |
| Interest paid. | 4 | 0 |
| Increase of foreign exchange | (9) | (5) |
| Gain on sale of investments securities | 6 | -- |
| Loss on sale of tangible fixed assets | 2 | 3 |
| Loss from disposal of other investments. | 12 | 72 |
| Decrease (increase) in trade receivables | 103 | 226 |
| Decrease (increase) in inventories | 602 | 735 |
| Decrease (increase) in other current assets . | (143) | (403) |
| Decrease (increase) in accounts payable. | 546 | (214) |
| Increase (decrease) in other current liabilities | 148 | 36 |
| Increase (decrease) in other fixed liabilities. | (76) | (192) |
| Others. | 31 | (24) |
| Sub-total. | 6,041 | 4,855 |
| Interest and dividends received | 54 | 87 |
| Interest paid. | (4) | (0) |
| Other income. | -- | 0 |
| Income taxes paid | $(1,332)$ | $(1,779)$ |
| Net cash provided by (used in) operating activities | 4,758 | 3,164 |

## Consolidated Statements of Cash Flows continued (Interim period of FY 2009)

|  | Millions of yen |  |
| :---: | :---: | :---: |
|  | April 1, 2009 to September 30, 2009 | April 1, 2008 to September 30, 2008 |
| II. Cash flows from investing activities |  |  |
| Increase in fixed-term deposits. | -- | $(1,000)$ |
| Proceeds from cancellation of fixed-term deposits | 1,500 | 1,000 |
| Acquisition of investment marketable securities | $(1,998)$ | $(4,993)$ |
| Proceeds from sale and redemption of marketable securities | 3,997 | 2,999 |
| Payment for purchase of tangible fixed assets | (795) | $(1,048)$ |
| Proceeds from sale of tangible fixed assets | 28 | 100 |
| Payment for purchase of intangible fixed assets. | (387) | (352) |
| Payments for acquisition of investments securities | $(1,014)$ | -- |
| Proceeds from redemption and sale of investment securities. | 506 | -- |
| Payment for acquisition of shares in affiliate companies | (529) | -- |
| Payment for acquisition of shares in subsidiaries following changes to the scope of consolidation. | $(1,210)$ | -- |
| Proceeds from acquisition of shares in subsidiaries following changes to the scope of consolidation | 178 | -- |
| Payments for transfer of operations. | -- | $(1,250)$ |
| Payments for loans. | (1) | (30) |
| Proceeds from collection of loans | 26 | 8 |
| Other payments | (142) | (92) |
| Others proceeds | 101 | 57 |
| Net cash used in investing activities | 259 | $(4,601)$ |
| III. Cash flows from financing activities |  |  |
| Repayment of long-term loans. | (155) | (48) |
| Payment for redemption of bonds | (180) | -- |
| Proceeds from sale of treasury stock | 0 | 2 |
| Payment for purchase of treasury stock | (0) | (0) |
| Proceeds for application of treasury shares | 4,140 |  |
| Cash dividends paid. | $(1,040)$ | (732) |
| Others | (37) | (7) |
| Net cash used in financing activities | 2,726 | (786) |
| IV. Effect of exchange rate changes on cash and cash equivalents. | 328 | 10 |
| V. Net increase in cash and cash equivalents. | 8,073 | $(2,212)$ |
| VI. Cash and cash equivalents at the beginning of the period.. | 26,732 | 24,060 |
| VII. Cash and cash equivalents at end of period ............................... | 34,806 | 21,847 |

(4) Items related to the company as a going concern None
(5) Segment Information
a. Business segments

Three month period July 1, 2009 to September 30, 2009

|  | Cosmetics <br> Business | Nutritional <br> Supplements <br> Business | Other <br> Businesses | Total | Eliminations <br> or Corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Sales <br> (1) Sales to external <br> customers | 12,125 | 6,761 | 4,731 | 23,618 | -- | 23,618 |
| (2) Inter-segment <br> sales or <br> transfers | -- | -- | -- | -- | -- | -- |
| Total sales | 12,125 | 6,761 | 4,731 | 23,618 | -- | 23,618 |
| Operating income <br> (loss) | 1,280 | 631 | $(203)$ | 1,708 | $(383)$ | 1,324 |

Notes:

1. Segmentation has been adopted for internal management purposes.
2. Segment operations are as follows:

Cosmetic Business: Mail-order and retail sales and wholesaling of a variety of cosmetics products Nutritional Supplements Business: Mail-order and retail sales and wholesaling of a variety of nutritional supplements
Other businesses: Mail-order of personal sundries, accessories, undergarments, health equipment and household sundries, mail-order and retail sales and wholesales of Hatsuga Genmai (germinated brown rice), Kale Juice, beauty clinics, etc.

Three month period July 1, 2008 to September 30, 2008
(Millions of yen)

|  | Cosmetics <br> Business | Nutritional <br> Supplements <br> Business | Other <br> Businesses | Total | Eliminations <br> or Corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Sales <br> (1) Sales to external <br> customers | 12,231 | 7,025 | 4,571 | 23,828 | -- | 23,828 |
| (2) Inter-segment <br> sales or <br> transfers | -- | -- | -- | -- | -- | -- |
| Total sales | 12,231 | 7,025 | 4,571 | 23,828 | -- | 23,828 |
| Operating income <br> (loss) | 788 | 741 | $(272)$ | 1,257 | $(536)$ | 721 |

Notes:

1. Segmentation has been adopted for internal management purposes.
2. Segment operations are as follows:

Cosmetic Business: Mail-order and retail sales and wholesaling of a variety of cosmetics products Nutritional Supplements Business: Mail-order and retail sales and wholesaling of a variety of nutritional supplements
Other businesses: Mail-order of personal sundries, accessories, undergarments, health equipment and household sundries, mail-order and retail sales and wholesales of Hatsuga Genmai (germinated brown rice) and Kale Juice, etc.

Interim period April 1, 2009 to September 30, 2009

|  | Cosmetics Business | Nutritional Supplements Business | Other Businesses | Total | Eliminations or Corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales <br> (1) Sales to external customers | 24,912 | 13,528 | 9,242 | 47,683 | -- | 47,683 |
| (2) Inter-segment sales or transfers | -- | -- | -- | -- | -- | -- |
| Total sales | 24,912 | 13,528 | 9,242 | 47,683 | -- | 47,683 |
| Operating income (loss) | 3,070 | 1,336 | (397) | 4,009 | (883) | 3,126 |

Notes:

1. Segmentation has been adopted for internal management purposes.
2. Segment operations are as follows:

Cosmetic Business: Mail-order and retail sales and wholesaling of a variety of cosmetics products Nutritional Supplements Business: Mail-order and retail sales and wholesaling of a variety of nutritional supplements
Other businesses: Mail-order of personal sundries, accessories, undergarments, health equipment and household sundries, mail-order and retail sales and wholesales of Hatsuga Genmai (germinated brown rice), Kale Juice, beauty clinics, etc.

Interim period April 1, 2008 to September 30, 2008

|  | Cosmetics Business | Nutritional Supplements Business | Other Businesses | Total | Eliminations or Corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales <br> (1) Sales to external customers | 24,809 | 14,491 | 9,281 | 48,581 | -- | 48,581 |
| (2) Inter-segment sales or transfers | -- | -- | -- | -- | -- | -- |
| Total sales | 24,809 | 14,491 | 9,281 | 48,581 | -- | 48,581 |
| Operating income (loss) | 3,029 | 1,681 | (536) | 4,175 | $(1,206)$ | 2,969 |

Notes:

1. Segmentation has been adopted for internal management purposes.
2. Segment operations are as follows:

Cosmetic Business: Mail-order and retail sales and wholesaling of a variety of cosmetics products Nutritional Supplements Business: Mail-order and retail sales and wholesaling of a variety of nutritional supplements
Other businesses: Mail-order of personal sundries, accessories, undergarments, health equipment and household sundries, mail-order and retail sales and wholesales of Hatsuga Genmai (germinated brown rice) and Kale Juice, etc.
3. Changes to accounting methods

Accounting standards related to the evaluation of inventory assets
As described in section 2 of Changes in accounting principles, procedures and method of presentation associated with preparation of the consolidated financial statements, as of the first quarter of the consolidated current fiscal year, Accounting Standards Related to the Evaluation of Inventory Assets (Accounting Standards Board of Japan, Article 9, July 5, 2006) have been applied.
As a result of this change, compared to the former accounting method, operating income decreased by $¥ 75$ million in the cosmetics business, $¥ 84$ million in the nutritional supplements business and by $¥ 16$ million in other businesses over the interim period.

## Segment information by area:

Second quarter of the consolidated fiscal year (July 1, 2009 to September 30, 2009) and the interim period of the consolidated fiscal year (April 1, 2009 to September 30, 2009):

Since the domestic business comprises over 90\% of total for sales, segment information by area has been omitted.

Second quarter of the consolidated fiscal year (April 1, 2008 to September 30, 2008) and the interim period of the consolidated fiscal year (April 1, 2008 to September 30, 2008):

Since the domestic business comprises over 90\% of total for sales, segment information by area has been omitted.

## Overseas sales:

Second quarter of the consolidated fiscal year (July 1, 2009 to September 30, 2009) and the interim period of the consolidated fiscal year (April 1, 2009 to September 30, 2009)

Since overseas sales are less than 10\% of consolidated sales overseas sales has been omitted.
Second quarter of the consolidated fiscal year (July 1, 2008 to September 30, 2008) and the interim period of the consolidated fiscal year (April 1, 2008 to September 30, 2008)

Since overseas sales are less than $10 \%$ of consolidated sales, overseas sales has been omitted.
6. Special changes to shareholders equity

Fancl Corporation sold treasury shares held in CMC Holdings Limited on October 1, 2009. On September 16, 2009, prior to the date of sale, Fancl Corporation received payment for sale of treasury shares. As a result, during the second quarter period under review a treasury share application payment of $¥ 4,140$ million arose, and this amount was recorded in the books as of September 30, 2009.


[^0]:    This document has been translated from the original Japanese as a guide for non-Japanese investors. It contains forward-looking statements based on a number of assumptions and beliefs made by management in light of information currently available. Actual financial results may differ materially depending on a number of factors, including changing economic conditions, legislative and regulatory developments, delay in new product launches, and pricing and product initiatives of competitors.

[^1]:    Note: Revisions made to consolidated financial results forecast during the period: Yes

