# **FANCL** Corporation

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

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.

#### SUMMARY OF FINANCIAL STATEMENTS (consolidated)

Interim results for the Fiscal Year Ending March 31, 2010

#### **FANCL CORPORATION**

#### November 9, 2009

www.fancl.co.jp

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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

1) Consolidated Operating Results			Millions of yen,	rounded down
	Interim perio	d ended	Interim perio	od ended
	September 3	30, 2009	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

2) Consolidated Financial Position		Millions of yen, rounded down
	As of	As of
	September 30, 2009	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
Note: Shareholders' equity:		

Interim period ended September 30, 2009: ¥75,496 million ¥70,823 million Fiscal year ended March 31, 2009:

#### 2. Dividends

	FY Ended March 31, 2009	FY Ending 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
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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)

Ī	FY ending Ma	rch 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		27.7
Net income per share (¥)	53.88	

Note: Revisions made to consolidated financial results forecast during the period: Yes

Millions of yen

#### 4. Other

- Transfer of important subsidiaries during the period (Transfers of subsidiaries resulting in changes in the scope of 1) consolidation): None
- Use of simplified accounting methods or special accounting procedures: None 2)
- 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, 2008: 61,270,080 shares
  - As of September 30, 2009: 61,296,776 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 treasurv 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.

		riod ended r 30, 2009	Interim period ended September 30, 2008		
	Amount in ¥ million	Percent of total	Amount in ¥ million	Percent of total	(decrease) in percent
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 September 30, 2009		Interim period ended September 30, 2008		
	Amount in ¥ million	Percent of total	Amount in ¥ million	Percent of total	(decrease) in percent
Mail order sales	6,172	50.9	6,293	51.5	(1.9)
Retail store sales	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	100.0	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  $\pm 6,172$  million, retail store sales decreased 6.5% to  $\pm 4,121$  million and wholesale sales through other sales channels increased 19.9% to  $\pm 1,830$  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

		riod ended	Interim perio September 3		Increase
	Amount in ¥ million	Percent of total	Amount in ¥ million	Percent of total	(decrease) in percent
Mail order sales	2,882	42.6	3,014	42.9	(4.4)
Retail store sales	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)

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

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  $\pm$ 2,882 million, retail store sales decreased 2.5% to  $\pm$ 1,902 million, and wholesale sales through other sales channels decreased 4.0% to  $\pm$ 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.

			(Millions of yen)
	Interim period ended	Interim period ended	Increase (decrease)
	September 30, 2009	September 30, 2008	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 as of September 30, 2009	Change compared to 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	

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# 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  $\pm 2,726$  million compared to a payment of  $\pm 786$  million from the interim period of the previous fiscal year, primarily due to revenues of  $\pm 4,140$  million from payments for application for treasury stock and dividend payments of  $\pm 1,040$  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

- 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**

	Millions of yen, rounded dowr			
Ī	As of	As of		
	September 30, 2009	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	(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	(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	.,	0,001		
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	(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 Sheet**

# **Consolidated Balance Sheets**

	Millions of yen, rounded down		
	As of	As of	
	September 30, 2009	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)

	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

	July 1, 2009 to September 30, 2009	July 1, 2008 to September 30, 2008	
Net sales	23,618	23,828	
Cost of sales	8,733	7,877	
Gross profit	14,885	15,950	
Selling, general and administrative expenses	13,561	15,229	
Operating income	1,324	721	
Non-operating income			
Interest income	23	56	
Dividend income	10	10	
Other non-operating income	53	41	
Total net operating income	87	108	
Non-operating expenses			
Interest expense	4	0	
Exchange loss	10	0	
Provisions for doubtful accounts	75		
Other non-operating expenses	26	24	
Total non-operating expenses	117	25	
Ordinary income	1,294	805	
Extraordinary income			
Income from sale of fixed assets	0	5	
Income from recovery of bad debts		2	
Reversal of allowance for doubtful accounts	0		
Gain on sale of investment securities	0		
Others	0	23	
Total extraordinary income	1	31	
Extraordinary loss		· · · · ·	
Loss on sale of fixed assets	2	13	
Loss on disposal of fixed assets	11	64	
Impairment loss	1		
Loss on store closures	14		
Others	(7)	10	
Total extraordinary loss	21	88	
Income before income taxes	1,273	748	
Income tax and other taxes	710	302	
Adjustments to income tax and other taxes	(12)	205	
Total income and other taxes	698	508	
Income from minority interests	3	3	
Net income	572	235	

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

	/	Millions of yen
	April 1, 2009 to	April 1, 2008 to
	September 30, 2009	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		3,164

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

		Millions of ye
	April 1, 2009 to	April 1, 2008 to
	September 30, 2009	September 30, 2008
I. 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	(4.040)	
the scope of consolidation Proceeds from acquisition of shares in subsidiaries following changes	(1,210)	-
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	· · ·	57
Net cash used in investing activities	259	(4,601
II. Cash flows from financing activities		(1,00
Repayment of long-term loans	(155)	(48
Payment for redemption of bonds	(180)	` .
Proceeds from sale of treasury stock	0	
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	· · ·	(786
V. Effect of exchange rate changes on cash and cash equivalents	328	10
/. Net increase in cash and cash equivalents		(2,212
/I. Cash and cash equivalents at the beginning of the period	26,732	24,060
/II. 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 Business	Nutritional Supplements Business	Other Businesses	Total	Eliminations or Corporate	Consolidated
Sales						
(1) Sales to external customers	12,125	6,761	4,731	23,618		23,618
(2) Inter-segment sales or transfers						
Total sales	12,125	6,761	4,731	23,618		23,618
Operating income (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

(Millions of ven)

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 Business	Nutritional Supplements Business	Other Businesses	Total	Eliminations or Corporate	Consolidated
Sales						
(1) Sales to external customers	12,231	7,025	4,571	23,828		23,828
(2) Inter-segment sales or transfers						
Total sales	12,231	7,025	4,571	23,828		23,828
Operating income (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					(Millions of yen)	
	Cosmetics Business	Nutritional Supplements Business	Other Businesses	Total	Eliminations or Corporate	Consolidated
Sales						
(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.

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Interim period April 1, 2008 to September 30, 2008				(M	illions of yen)	
	Cosmetics Business	Nutritional Supplements Business	Other Businesses	Total	Eliminations or Corporate	Consolidated
Sales						
(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

### Interim period April 1, 2008 to September 30, 2008

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.