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FANCL Corporation
TSE 1st Section: 4921

FANCL

Consolidated Financial Statements for the First Quarter of the Fiscal Year Ending March 31, 2021 (Additional material)

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 uncertain factors.

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◆Sales by Segment (Three Months)

(Millions of yen,%)

		Three Months ended Jun/19			Three Months ended Jun/20		
		amount	% of total	% change	amount	% of total	% change
C o s m e	Online and catalogue	7,081	36.3	5.0	8,608	58.5	21.6
	Direct store	8,367	42.8	12.1	2,807	19.1	(66.5)
	Wholesale	2,409	12.3	21.9	1,711	11.6	(29.0)
	Overseas	1,670	8.6	(10.8)	1,589	10.8	(4.8)
	Sub total	19,528	60.0	8.2	14,716	55.9	(24.6)
S u p p l e	Online and catalogue	3,785	33.3	7.9	4,373	48.1	15.5
	Direct store	3,433	30.2	(11.1)	1,161	12.8	(66.2)
	Wholesale	3,544	31.2	12.5	3,077	33.8	(13.2)
	Overseas	601	5.3	19.9	481	5.3	(20.0)
	Sub total	11,365	34.9	3.1	9,093	34.6	(20.0)
O t h e r s	Online and catalogue	1,201	72.8	(1.1)	2,080	83.6	73.2
	Direct store	113	6.9	(19.2)	86	3.5	(23.9)
	Wholesale	333	20.2	(7.9)	314	12.6	(5.8)
	Overseas	1	0.1	(68.9)	6	0.3	352.1
	Sub total	1,650	5.1	(4.2)	2,488	9.5	50.7
T o t a l	Online and catalogue	12,068	37.1	5.3	15,062	57.3	24.8
	Direct store	11,914	36.6	3.9	4,055	15.4	(66.0)
	Wholesale	6,287	19.3	14.5	5,102	19.4	(18.8)
	Overseas	2,273	7.0	(4.4)	2,077	7.9	(8.6)
	Sub total	32,544	100.0	5.7	26,298	100.0	(19.2)

		Three Months ended Jun/19			Three Months ended Jun/20		
		amount	% of total	% change	amount	% of total	% change
R i c e	Online and catalogue	220	46.0	(11.7)	282	53.1	27.9
	Direct store	20	4.3	(11.2)	10	1.9	(51.1)
	Wholesale	237	49.6	(3.5)	239	45.0	0.6
	Overseas	0	0.1	(33.4)	0	0.0	(58.4)
	Sub total	479	1.5	(7.8)	531	2.0	10.9
K a l e	Online and catalogue	395	68.0	(3.4)	459	78.7	16.1
	Direct store	89	15.3	(19.0)	43	7.5	(51.1)
	Wholesale	95	16.5	(16.4)	74	12.8	(22.1)
	Overseas	1	0.2	(49.2)	6	1.0	483.9
	Sub total	581	1.8	(8.6)	583	2.2	0.3

◆Sales by Segment (Six Months)

(Millions of yen,%)

		Six Months ended Sept/19			Six Months ended Sept/20 (Projection)		
		amount	% of total	% change	amount	% of total	% change
C o s m e	Online and catalogue	14,864	37.3	13.5	16,200	51.9	9.0
	Direct store	16,578	41.5	16.7	8,000	25.6	(51.7)
	Wholesale	4,911	12.3	29.5	3,850	12.3	(21.6)
	Overseas	3,547	8.9	(9.0)	3,200	10.2	(9.8)
	Sub total	39,903	60.3	14.0	31,250	57.3	(21.7)
S u p p l e	Online and catalogue	7,756	33.8	11.8	8,650	45.3	11.5
	Direct store	6,941	30.2	(7.7)	3,350	17.5	(51.7)
	Wholesale	7,022	30.6	10.9	5,600	29.3	(20.3)
	Overseas	1,241	5.4	4.7	1,500	7.9	20.8
	Sub total	22,962	34.7	4.5	19,100	35.1	(16.8)
O t h e r s	Online and catalogue	2,439	73.1	5.7	3,300	79.5	35.3
	Direct store	244	7.3	(12.0)	200	4.8	(18.1)
	Wholesale	650	19.5	(9.2)	630	15.2	(3.2)
	Overseas	3	0.1	(45.1)	20	0.5	463.5
	Sub total	3,337	5.0	0.9	4,150	7.6	24.3
T o t a l	Online and catalogue	25,060	37.9	12.1	28,150	51.6	12.3
	Direct store	23,764	35.9	8.0	11,550	21.2	(51.4)
	Wholesale	12,585	19.0	16.1	10,080	18.5	(19.9)
	Overseas	4,793	7.2	(5.8)	4,720	8.7	(1.5)
	Sub total	66,203	100.0	9.8	54,500	100.0	(17.7)

		Six Months ended Sept/19			Six Months ended Sept/20 (Projection)		
		amount	% of total	% change	amount	% of total	% change
R i c e	Online and catalogue	471	48.5	0.6	550	52.4	16.7
	Direct store	44	4.6	1.7	30	2.9	(33.2)
	Wholesale	454	46.8	(5.5)	460	43.8	1.1
	Overseas	0	0.1	(42.6)	10	0.9	1,443.7
	Sub total	971	1.5	(2.3)	1,050	1.9	8.1
K a l e	Online and catalogue	805	67.7	(1.3)	890	74.2	10.5
	Direct store	188	15.8	(14.1)	130	10.8	(30.9)
	Wholesale	193	16.3	(16.0)	170	14.2	(12.2)
	Overseas	2	0.2	(45.6)	10	0.8	244.6
	Sub total	1,189	1.8	(6.4)	1,200	2.2	0.9

◆Sales by Segment (Full Year)

(Millions of yen,%)

		FY Mar/2020			FY Mar/2021 (Projection)		
		amount	% of total	% change	amount	% of total	% change
C o s m e	Online and catalogue	29,081	38.3	7.0	33,000	44.5	13.5
	Direct store	29,666	39.1	2.3	24,300	32.8	(18.1)
	Wholesale	9,096	12.0	20.7	9,000	12.2	(1.1)
	Overseas	8,047	10.6	2.1	7,800	10.5	(3.1)
	Sub total	75,891	59.8	6.0	74,100	58.3	(2.4)
S u p p l e	Online and catalogue	15,710	35.7	7.3	17,550	39.2	11.7
	Direct store	12,501	28.4	(11.0)	10,600	23.6	(15.2)
	Wholesale	13,176	29.9	3.5	12,850	28.7	(2.5)
	Overseas	2,617	6.0	4.4	3,800	8.5	45.2
	Sub total	44,006	34.7	0.2	44,800	35.3	1.8
O t h e r s	Online and catalogue	5,104	73.9	2.5	6,320	78.0	23.8
	Direct store	519	7.5	(7.7)	440	5.4	(15.2)
	Wholesale	1,277	18.5	(9.5)	1,300	16.1	1.8
	Overseas	10	0.1	(52.8)	40	0.5	269.4
	Sub total	6,911	5.5	(0.9)	8,100	6.4	17.2
T o t a l	Online and catalogue	49,896	39.3	6.6	56,870	44.8	14.0
	Direct store	42,687	33.7	(2.1)	35,340	27.8	(17.2)
	Wholesale	23,549	18.6	8.6	23,150	18.2	(1.7)
	Overseas	10,675	8.4	2.6	11,640	9.2	9.0
	Sub total	126,810	100.0	3.5	127,000	100.0	0.1

		FY Mar/2020			FY Mar/2021 (Projection)		
		amount	% of total	% change	amount	% of total	% change
R i c e	Online and catalogue	1,018	50.1	2.0	1,100	52.4	8.0
	Direct store	88	4.4	(3.5)	60	2.9	(31.9)
	Wholesale	923	45.4	(2.4)	920	43.8	(0.3)
	Overseas	2	0.1	9.0	20	0.9	688.9
	Sub total	2,031	1.6	(0.3)	2,100	1.7	3.3
K a l e	Online and catalogue	1,663	68.7	(1.8)	1,810	71.0	8.8
	Direct store	398	16.5	(11.4)	340	13.3	(14.6)
	Wholesale	350	14.5	(24.3)	380	14.9	8.4
	Overseas	8	0.3	(50.5)	20	0.8	141.2
	Sub total	2,420	1.9	(7.7)	2,550	2.0	5.4

◆Segment Information (Three Months)

(Millions of yen,%)

		Three Months ended Jun/19			Three Months ended Jun/20		
		amount	% of total	% change	amount	% of total	% change
C o s m e	Sales	19,528	60.0	8.2	14,716	55.9	(24.6)
	Gross Profit	14,869	76.1	8.0	10,877	73.9	(26.8)
	SGA	11,079	56.7	8.3	9,331	63.4	(15.8)
	Advertising	1,880	9.6	(3.6)	1,610	10.9	(14.3)
	Operating Income	3,790	19.4	7.1	1,545	10.5	(59.2)
S u p p l e	Sales	11,365	34.9	3.1	9,093	34.6	(20.0)
	Gross Profit	7,835	68.9	3.0	6,357	69.9	(18.9)
	SGA	6,894	60.7	11.9	5,231	57.5	(24.1)
	Advertising	1,924	16.9	25.1	1,138	12.5	(40.9)
	Operating Income	940	8.3	(34.8)	1,126	12.4	19.8
O t h e r s	Sales	1,650	5.1	(4.2)	2,488	9.5	50.7
	Gross Profit	730	44.2	17.3	979	39.4	34.1
	SGA	661	40.1	(3.3)	815	32.8	23.2
	Advertising	100	6.1	17.1	120	4.9	20.1
	Operating Income	68	4.1	-	163	6.6	139.5
Eliminations or Corporate		(422)			(391)		
T o t a l	Sales	32,544	100.0	5.7	26,298	100.0	(19.2)
	Gross Profit	23,435	72.0	6.6	18,214	69.3	(22.3)
	SGA	19,058	58.6	8.9	15,769	60.0	(17.3)
	Advertising	3,905	12.0	9.2	2,870	10.9	(26.5)
	Operating Income	4,377	13.5	(2.5)	2,445	9.3	(44.1)

◆General and Administrative Expenses (Three Months)

(Millions of yen,%)

	Three Months ended Jun/19			Three Months ended Jun/20		
	amount	% of total	% change	amount	% of total	% change
Advertising	3,905	12.0	9.2	2,870	10.9	(26.5)
Sales Promotions	3,340	10.3	12.8	3,369	12.8	0.9
Transport	1,386	4.3	5.4	1,493	5.7	7.7
Communications	437	1.3	2.0	444	1.7	1.4
Fees/outourcing	3,708	11.4	9.3	2,403	9.1	(35.2)
Salaries	3,969	12.2	3.3	3,164	12.0	(20.3)
Depreciations	474	1.5	12.0	494	1.9	4.3
Others	1,835	5.6	17.2	1,530	5.8	(16.6)
Total	19,058	58.6	8.9	15,769	60.0	(17.3)

◆Segment Information (Six Months)

(Millions of yen,%)

	Six Months ended Sept/19			Six Months ended Sept/20 (Projection)			
	amount	% of total	% change	amount	% of total	% change	
C o s m e	Sales	39,903	60.3	14.0	31,250	57.3	(21.7)
	Gross Profit	30,396	76.2	13.7	23,060	73.8	(24.1)
	SGA	22,865	57.3	9.9	19,960	63.9	(12.7)
	Advertising	4,322	10.8	5.8	3,400	10.9	(21.3)
	Operating Income	7,531	18.9	27.0	3,100	9.9	(58.8)
S u p p l e	Sales	22,962	34.7	4.5	19,100	35.1	(16.8)
	Gross Profit	15,884	69.2	5.0	13,150	68.8	(17.2)
	SGA	13,701	59.7	6.2	11,350	59.4	(17.2)
	Advertising	3,852	16.8	7.0	2,440	12.8	(36.7)
	Operating Income	2,183	9.5	(1.9)	1,800	9.4	(17.5)
O t h e r s	Sales	3,337	5.0	0.9	4,150	7.6	24.3
	Gross Profit	1,488	44.6	18.9	1,800	43.4	20.9
	SGA	1,361	40.8	(4.0)	1,510	36.4	10.9
	Advertising	219	6.6	(0.4)	260	6.3	18.3
	Operating Income	126	3.8	-	290	7.0	129.1
Eliminations or Corporate		(944)			(890)		
T o t a l	Sales	66,203	100.0	9.8	54,500	100.0	(17.7)
	Gross Profit	47,769	72.2	10.8	38,010	69.7	(20.4)
	SGA	38,873	58.7	7.9	33,710	61.9	(13.3)
	Advertising	8,395	12.7	6.2	6,100	11.2	(27.3)
	Operating Income	8,896	13.4	25.6	4,300	7.9	(51.7)

◆General and Administrative Expenses (Six Months)

(Millions of yen,%)

	Six Months ended Sept/19			Six Months ended Sept/20 (Projection)		
	amount	% of total	% change	amount	% of total	% change
Advertising	8,395	12.7	6.2	6,100	11.2	(27.3)
Sales Promotions	6,995	10.6	13.9	7,160	13.1	2.4
Transport	2,732	4.1	5.0	2,850	5.2	4.3
Communications	933	1.4	3.4	920	1.7	(1.4)
Fees/Outsourcing	7,285	11.0	7.6	5,390	9.9	(26.0)
Salaries	8,129	12.3	3.9	7,150	13.1	(12.0)
Depreciations	978	1.5	9.8	1,000	1.8	2.2
Others	3,423	5.2	14.4	3,140	5.8	(8.3)
Total	38,873	58.7	7.9	33,710	61.9	(13.3)

◆Segment Information (Full Year)

(Millions of yen,%)

		FY Mar/2020			FY Mar/2021 (Projection)		
		amount	% of total	% change	amount	% of total	% change
C o s m e	Sales	75,891	59.8	6.0	74,100	58.3	(2.4)
	Gross Profit	57,085	75.2	4.8	55,300	74.6	(3.1)
	SGA	45,316	59.7	4.5	44,100	59.5	(2.7)
	Advertising	8,224	10.8	(0.1)	7,650	10.3	(7.0)
	Operating Income	11,768	15.5	6.0	11,200	15.1	(4.8)
S u p p l e	Sales	44,006	34.7	0.2	44,800	35.3	1.8
	Gross Profit	30,397	69.1	0.8	30,600	68.3	0.7
	SGA	26,301	59.8	(1.2)	26,100	58.3	(0.8)
	Advertising	6,606	15.0	(8.0)	6,240	13.9	(5.5)
	Operating Income	4,095	9.3	16.4	4,500	10.0	9.9
O t h e r s	Sales	6,911	5.5	(0.9)	8,100	6.4	17.2
	Gross Profit	3,061	44.3	10.4	3,740	46.2	22.2
	SGA	2,970	43.0	(3.3)	3,190	39.4	7.4
	Advertising	572	8.3	12.2	550	6.8	(3.9)
	Operating Income	90	1.3	-	550	6.8	504.7
Eliminations or Corporate		(1,829)			(1,750)		
T o t a l	Sales	126,810	100.0	3.5	127,000	100.0	0.1
	Gross Profit	90,543	71.4	3.6	89,640	70.6	(1.0)
	SGA	76,417	60.3	1.9	75,140	59.2	(1.7)
	Advertising	15,402	12.1	(3.2)	14,440	11.4	(6.3)
	Operating Income	14,125	11.1	14.0	14,500	11.4	2.6

◆General and Administrative Expenses (Full Year)

(Millions of yen,%)

	FY Mar/2020			FY Mar/2021 (Projection)		
	amount	% of total	% change	amount	% of total	% change
Advertising	15,402	12.1	(3.2)	14,440	11.4	(6.3)
Sales Promotions	14,542	11.5	8.3	15,810	12.4	8.7
Transport	5,375	4.2	1.3	5,950	4.7	10.7
Communications	1,934	1.5	0.7	1,870	1.5	(3.3)
Fees/Outsourcing	14,018	11.1	2.1	12,640	10.0	(9.8)
Salaries	16,341	12.9	0.7	15,530	12.2	(5.0)
Depreciations	2,062	1.6	10.5	2,160	1.7	4.7
Others	6,738	5.3	2.3	6,740	5.3	0.0
Total	76,417	60.3	1.9	75,140	59.2	(1.7)

◆Capital Investment and Depreciation

(Millions of yen)

	FY Mar/2020	FY Mar/2021 (Projection)
Capital Investment	11,233	8,610
Depreciation*	3,307	3,460

*The sum of depreciation included in cost of sales and selling, general, and administrative expenses

◆Number of Shops by Region

As of 30 June,2020

	Hokkaido	Tohoku	Kanto (except Tokyo)	TOKYO	Shinetsu	Tokai,Hokuriku& Shinetsu	Kinki	Chugoku,Shikoku	Kyusyu, Okinawa	Total
Fancl Shop	4	5	24	22	18	19	7	10	109	
FANCL beauty&health	1	-	3	5	-	6	-	1	16	
FANCL New me	-	1	-	1	1	2	2	1	8	
FANCL Spot	-	-	1	-	1	-	-	-	2	
FANCL Beauty Salon	-	-	-	-	-	1	-	-	1	
FANCL Hybrid Shop	1	4	24	12	5	14	7	9	76	
FANCL Beauty Shop(Ginza Square 3F)	-	-	-	1	-	-	-	-	1	
FANCL Health House(Ginza Square 4F)	-	-	-	1	-	-	-	-	1	
Fancl Ginza Square	-	-	-	1	-	-	-	-	1	
Others	-	-	1	1	-	-	-	-	2	
Total	6	10	53	44	25	42	16	21	217	
ATTENIR Shop	1	1	3	8	2	7	1	2	25	

◆Number of Shops

	As of March 31, 2016	As of March 31, 2017	As of March 31, 2018	As of March 31, 2019	As of March 31, 2020	As of June 30, 2020	As of March 31, 2021 (Projection)
Fancl Shop	-	-	14	59	107	109	133
FANCL beauty&health	-	2	3	12	16	16	20
FANCL New me	-	-	-	-	6	8	14
FANCL Spot	-	-	-	-	1	2	5
FANCL Beauty Salon	-	-	-	-	1	1	1
FANCL Hybrid Shop	77	168	162	125	76	76	45
FANCL Beauty Shop	1	1	1	1	1	1	1
FANCL Health House	3	3	1	1	1	1	1
(Old) Fancl Shop	52	10	6	1	-	-	-
Fancl House	31	9	4	1	-	-	-
Fancl House J	10	6	2	-	-	-	-
Fancl Ginza Square	1	1	1	1	1	1	1
Others	1	1	3	3	2	2	2
Total	176	201	197	204	212	217	223
ATTENIR Shop	16	16	16	17	24	25	26