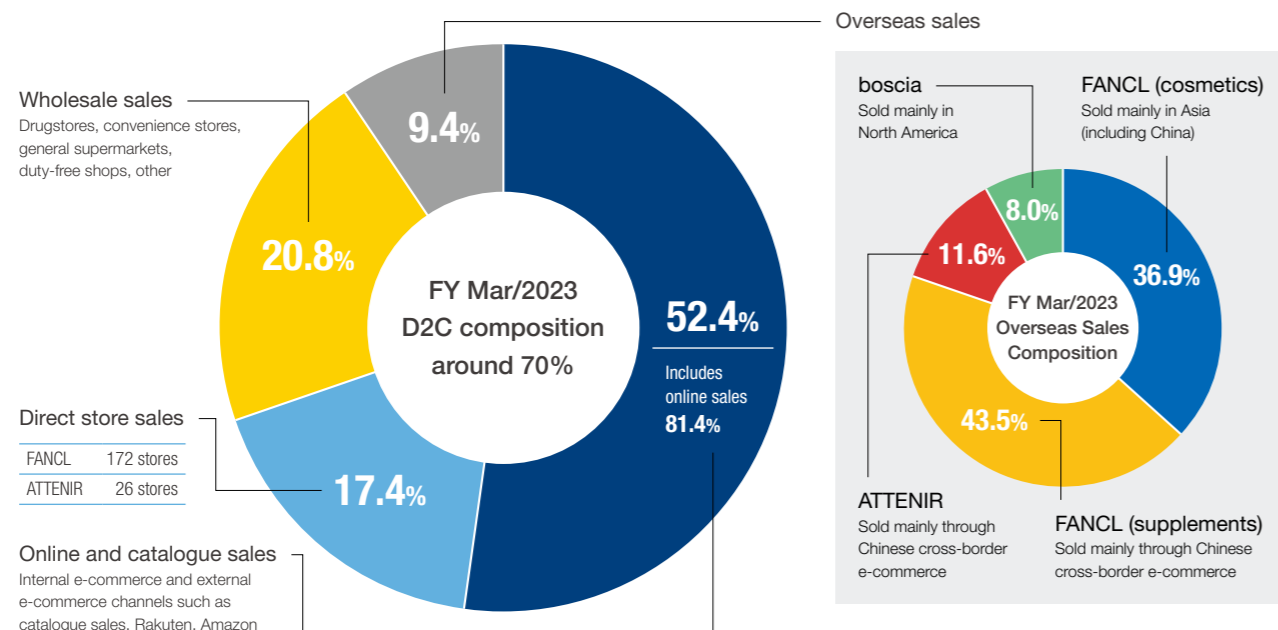


# About the FANCL Group

## Business Overview



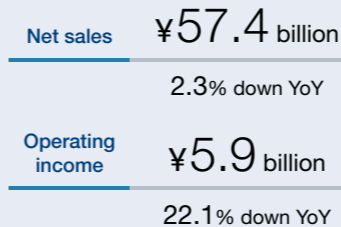
## Sales Ratio by Sales Channels



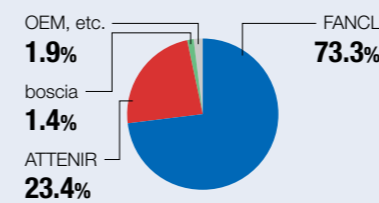
## FY Mar/2023 Results



### Cosmetics Business



#### Sales Composition by Brand



Although online and catalogue, wholesale, and other sales increased due to aggressive investments in advertising, overall business sales decreased as the impact of COVID-19 depressed sales at stores and overseas.

For FANCL cosmetics, online and catalogue as well as wholesale sales grew owing to enhanced advertising for *ENRICH+* and *MILD CLEANSING OIL*.

For ATTENIR, domestic sales of *SKIN CLEAR CLEANSING OIL* and special care products were strong, but overseas sales declined due to the impact of Chinese lockdowns and local inventory adjustments.

For boscia, sales decreased due to sluggish wholesale sales to cosmetics specialty stores, department stores, and other retailers. Despite an improved gross profit margin and efforts to effectively use sales promotion expenses, operating income declined mainly due to aggressive advertising spending.



ENRICH+

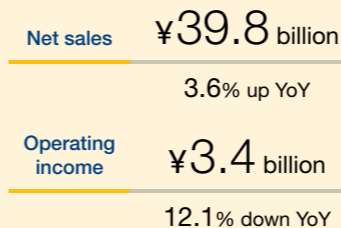


SKIN CLEAR CLEANSING OIL



boscia

### Nutritional Supplements Business



In Japan, sales increased mainly due to growth in online and catalogue as well as wholesale sales based on strengthened advertising, and despite lower store sales amid COVID-19.

By product, sales were strong for *Age Bracket-Based Supplements* while solid for *Enkin* and *Calolimit® for the Mature Aged*, for both of which advertising was stepped up.

Overseas sales fell due to the impact of Chinese lockdowns and local inventory adjustments.

Although gross profit increased due to higher sales, operating income decreased mainly due to aggressive advertising spending.



Enkin

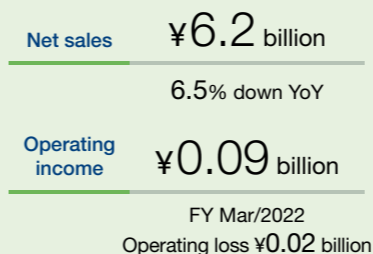


Calolimit® for the Mature Aged



Naishi Support

### Other Businesses



Sales declined mainly for *Hatsuga genmai* and *Kale Juice*.

Sales decreased but operating income increased due to efforts to effectively use such overhead expenses as advertising costs.



Hatsuga genmai KIN-no-IBUKI



Kale Juice contains vegetables, lactic acid bacteria, and bifidobacteria