

November 2, 2023

FANCL Corporation  
TSE Prime Market: 4921

## Notice regarding differential between forecasts and actual results for interim period of fiscal year ending March 31, 2024

Yokohama, November 2, 2023—A differential has arisen between the results forecasts announced May 9, 2023 and actual results for the interim period of the consolidated fiscal year ending March 31, 2024 (April 1, 2023 – September 30, 2023). Details are as follows.

### 1. Differential between forecasts and actual results for interim period of consolidated fiscal year ending March 31, 2024 (April 1, 2023 – September 30, 2023)

(Millions of yen)

	Net sales	Operating income	Ordinary income	Net income attributable to owners of the parent company	Net income per share (¥)
Previously announced forecasts (A)	52,480	4,800	4,900	3,200	26.46
Actual results (B)	54,077	6,057	6,362	4,316	35.69
Difference in amount (B – A)	1,597	1,257	1,462	1,116	
Percentage difference (%)	3.0	26.2	29.9	34.9	
Reference: Results for interim period of fiscal year ended March 31, 2023	50,639	3,350	4,176	2,654	21.96

### 2. Reasons for differential

- Net sales exceeded the forecast due to strong performance in the core cosmetics and nutritional supplements businesses, reflecting effective marketing investments as well as the effects of new products.
- Operating income exceeded the forecast due to an increase in gross profit on higher sales, and efforts aimed at the effective use of expenses.
- Ordinary income and net income attributable to owners of the parent company exceeded the forecast due to the above factors, as well as the recording of foreign exchange gains.
- The consolidated earnings forecast for the full year remains unchanged from the previous forecast, in light of the impact from the release of treated water from the nuclear power plant.

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**For further information please contact:**

Investor Relations Department

Tel. +81 45 226-1470

Email: [4921ir@fancl.co.jp](mailto:4921ir@fancl.co.jp)