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FANCL Corporation
TSE 1st Section: 4921

FANCL

Consolidated Financial Statements for the Fiscal Year Ended March 31, 2015 (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

(Millions of yen,%)

		FY2014			FY2015			FY2016（Projection)		
		amount	% of total	% change	amount	% of total	% change	amount	% of total	% change
Cosme	Mail Order	23,805	50.1	1.8	22,376	47.2	(6.0)	24,000	45.7	7.3
	Retail Store	16,405	34.5	6.3	16,949	35.7	3.3	18,600	35.4	9.7
	Wholesale	1,741	3.7	(21.5)	3,146	6.6	80.6	3,660	7.0	16.3
	Overseas sales	5,572	11.7	(2.2)	4,998	10.5	(10.3)	6,240	11.9	24.8
	Sub total	47,525	58.6	1.7	47,471	61.1	(0.1)	52,500	58.3	10.6
Supple	Mail Order	10,355	40.8	(3.6)	9,361	40.2	(9.6)	12,300	41.7	31.4
	Retail Store	6,106	24.1	1.6	5,778	24.8	(5.4)	7,100	24.0	22.9
	Wholesale	6,607	26.0	(6.7)	6,746	29.0	2.1	8,870	30.1	31.5
	Overseas sales	2,316	9.1	(16.3)	1,398	6.0	(39.6)	1,230	4.2	(12.0)
	Sub total	25,386	31.3	(4.6)	23,285	30.0	(8.3)	29,500	32.8	26.7
Others	Mail Order	5,535	67.4	(8.0)	4,807	69.9	(13.2)	5,240	65.5	9.0
	Retail Store	773	9.4	(11.2)	582	8.5	(24.7)	600	7.5	3.0
	Wholesale	1,867	22.8	(27.5)	1,464	21.3	(21.6)	2,140	26.7	46.2
	Overseas sales	30	0.4	20.0	22	0.3	(24.9)	20	0.3	(11.6)
	Sub total	8,207	10.1	(13.5)	6,876	8.9	(16.2)	8,000	8.9	16.3
Total	Mail Order	39,696	48.9	(1.1)	36,545	47.1	(7.9)	41,540	46.2	13.7
	Retail Store	23,286	28.7	4.4	23,310	30.0	0.1	26,300	29.2	12.8
	Wholesale	10,216	12.6	(13.9)	11,356	14.6	11.2	14,670	16.3	29.2
	Overseas sales	7,919	9.8	(6.7)	6,419	8.3	(18.9)	7,490	8.3	16.7
	Sub total	81,118	100.0	(2.0)	77,632	100.0	(4.3)	90,000	100.0	15.9

		FY2014			FY2015			FY2016（Projection)		
		amount	% of total	% change	amount	% of total	% change	amount	% of total	% change
Rice	Mail Order	1,548	54.7	(7.2)	1,240	52.3	(19.9)	1,510	48.7	21.7
	Retail Store	109	3.9	(7.0)	84	3.5	(23.0)	90	2.9	6.4
	Wholesale	1,154	40.8	3.1	1,038	43.8	(10.0)	1,490	48.1	43.4
	Overseas sales	16	0.6	13.7	8	0.4	(46.8)	10	0.3	12.6
	Sub total	2,830	3.5	(3.2)	2,372	3.1	(16.2)	3,100	3.4	30.6
Kale	Mail Order	2,107	65.8	1.7	1,794	67.0	(14.8)	2,030	63.5	13.1
	Retail Store	634	19.8	(2.4)	485	18.1	(23.5)	510	15.9	5.1
	Wholesale	447	14.0	(8.4)	386	14.4	(13.7)	650	20.3	68.1
	Overseas sales	13	0.4	28.9	13	0.5	2.3	10	0.3	(27.3)
	Sub total	3,203	3.9	(0.5)	2,679	3.5	(16.3)	3,200	3.6	19.4

◆Segment Information

(Millions of yen,%)

		FY2014			FY2015			FY2016（Projection)		
		amount	% of total	% change	amount	% of total	% change	amount	% of total	% change
Cosme	Sales	47,525	58.6	1.7	47,471	61.1	(0.1)	52,500	58.3	10.6
	Gross Profit	34,569	72.7	2.4	34,976	73.7	1.2	39,100	74.5	11.8
	SGA	29,907	62.9	0.1	29,419	62.0	(1.6)	33,800	64.4	14.9
	Advertising	*4,618*	*9.7*	*(13.7)*	*4,277*	*9.0*	*(7.4)*	*6,550*	*12.5*	*53.1*
	Operating Income	4,661	9.8	19.9	5,557	11.7	19.2	5,300	10.1	(4.6)
Supple	Sales	25,386	31.3	(4.6)	23,285	30.0	(8.3)	29,500	32.8	26.7
	Gross Profit	17,067	67.2	(3.9)	16,140	69.3	(5.4)	20,650	70.0	27.9
	SGA	15,941	62.8	0.9	16,144	69.3	1.3	21,150	71.7	31.0
	Advertising	*3,188*	*12.6*	*21.3*	*3,321*	*14.3*	*4.2*	*6,750*	*22.9*	*103.2*
	Operating Income	1,125	4.4	(42.6)	(4)	(0.0)	ー	(500)	(1.7)	ー
Others	Sales	8,207	10.1	(13.5)	6,876	8.9	(16.2)	8,000	8.9	16.3
	Gross Profit	3,757	45.8	(6.2)	3,178	46.2	(15.4)	3,770	47.1	18.6
	SGA	3,761	45.8	(12.5)	3,025	44.0	(19.6)	5,370	67.1	77.5
	Advertising	*458*	*5.6*	*(30.0)*	*308*	*4.5*	*(32.8)*	*2,080*	*26.0*	*575.2*
	Operating Income	(4)	(0.1)	ー	152	2.2	ー	(1,600)	(20.0)	ー
Eliminations or Corporate		(1,839)			(1,704)			(1,700)		
Total	Sales	81,118	100.0	(2.0)	77,632	100.0	(4.3)	90,000	100.0	15.9
	Gross Profit	55,393	68.3	(0.2)	54,295	69.9	(2.0)	63,520	70.6	17.0
	SGA	51,450	63.4	(0.4)	50,294	64.8	(2.2)	62,020	68.9	23.3
	Advertising	*8,265*	*10.2*	(4.2)	*7,907*	*10.2*	*(4.3)*	*15,380*	*17.1*	*94.5*
	Operating Income	3,943	4.9	2.2	4,001	5.2	1.5	1,500	1.7	(62.5)

◆General and Administrative Expenses

	FY2014			FY2015			FY2016（Projection)		
	amount	% of total	% change	amount	% of total	% change	amount	% of total	% change
Advertising	8,265	10.2	(4.2)	7,907	10.2	(4.3)	15,380	17.1	94.5
Sales Promotions	9,426	11.6	2.6	9,451	12.2	0.3	11,560	12.8	22.3
Transport	3,225	4.0	(0.3)	3,034	3.9	(5.9)	3,570	4.0	17.6
Communications	1,628	2.0	4.8	1,616	2.1	(0.7)	1,710	1.9	5.8
Fees/Outsourcing	8,858	10.9	(2.8)	8,580	11.1	(3.1)	9,260	10.3	7.9
Salaries	12,467	15.4	3.4	12,451	16.0	(0.1)	12,670	14.1	1.8
Depreciations	2,120	2.6	(9.0)	2,145	2.8	1.2	2,380	2.6	10.9
Others	5,458	6.7	(1.7)	5,106	6.6	(6.4)	5,490	6.1	7.5
Total	51,450	63.4	(0.4)	50,294	64.8	(2.2)	62,020	68.9	23.3

◆Number of Shops by Region

As of 31 March,2015

	Hokkaido	Tohoku	Kanto (except Tokyo)	TOKYO	Tokai,Hokuriku& Shinetsu	Kinki	Chugoku,Shikoku	Kyusyu,Okinawa	Total
FANCL Beauty Shop	-	-	1	1	-	1	-	1	4
FANCL Health House	-	-	1	2	-	-	-	-	3
FANCL Hybrid Shop	1	1	3	6	2	6	-	2	21
Fancl Shop	1	4	18	18	8	11	7	10	77
Fancl House	1	2	11	3	9	9	5	2	42
Fancl House J	-	1	7	2	-	3	2	-	15
Fancl Ginza Square	-	-	-	1	-	-	-	-	1
Others	-	-	1	-	-	-	-	-	1
Total	**3**	**8**	**42**	**33**	**19**	**30**	**14**	**15**	**164**
ATTENIR Shop	1	-	3	3	1	5	1	1	15

◆Number of Shops

	As of March 31, 2010	As of March 31, 2011	As of March 31, 2012	As of March 31, 2013	As of March 31, 2014	As of March 31, 2015	As of March 31, 2016 (Projection)
FANCL Beauty Shop	—	—	—	—	2	4	4
FANCL Health House	—	—	—	—	2	3	3
FANCL Hybrid Shop	—	—	—	—	1	21	71
Fancl Shop	24	43	61	83	83	77	66
Fancl House	85	75	70	59	56	42	20
Fancl House J	65	54	39	26	19	15	7
Genki Station	3	3	3	3	2	—	—
Fancl Ginza Square	1	1	1	1	1	1	1
Others	2	3	3	3	1	1	1
Total	**180**	**179**	**177**	**175**	**167**	**164**	**173**
ATTENIR Shop	14	16	16	16	16	15	16