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KOSÉ Corporation
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Revision to Sales and Earnings Forecasts

KOSÉ Corporation has reviewed current trends in its performance and revised its sales and earnings forecasts that were announced on April 28, 2017 as follows.

- **Revised Forecast**

Revision to Consolidated Forecast for the Fiscal Year Ending March 31, 2018
(April 1, 2017 – March 31, 2018)

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent	Net income per share
	Millions of yen	*Millions of yen*	*Millions of yen*	*Millions of yen*	*Yen*
Previous forecast (A)	282,000	41,500	41,900	23,800	417.22
Revised forecast (B)	300,000	46,000	46,700	27,100	475.07
Change (B – A)	18,000	4,500	4,800	3,300	-
Percentage change (%)	6.4	10.8	11.5	13.9	-
(Reference) Previous fiscal year results (FY03/2017)	266,762	39,160	39,564	21,657	379.66

Reasons for Revisions

In the first half, net sales and earnings at all levels climbed to all-time highs. In addition to strong sales in Japan centered on high-prestige brand products, sales in China and South Korea remained high. U.S. company Tarte, Inc. also continued to perform well.

Based on this outlook, KOSÉ revised its forecast for the fiscal year ending March 31, 2018 as stated above.

By business segment, KOSÉ has increased the sales forecasts by 17,100 million yen, or 8.1%, to 228,800 million yen in the cosmetics business and 900 million yen, or 1.3%, to 68,700 million yen in the cosmetaries business, from the previous forecasts. Sales in the other business segment are expected to be 2,500 million yen, which has been planned previously.

* The above forecasts are based on judgments made in accordance with information available as of the announcement date of this report. Readers should be aware that actual results may differ significantly from these forecasts for a number of reasons.