November 5, 2024

FANCL Corporation
TSE Prime Market: 4921

Notice regarding differential between forecasts and actual results for interim period, and revision (withdrawal) of full-year results forecasts for fiscal year ending March 31, 2025

Yokohama, November 5, 2024—In light of recent trends in business performance and other factors, a differential has arisen between the consolidated results forecasts (announced May 8, 2024) and the actual results for the interim period of the fiscal year ending March 31, 2025 (April 1, 2024 to September 30, 2024).

Additionally, as the Company's shares are scheduled to be delisted, it has withdrawn its full-year consolidated results forecasts for the fiscal year ending March 31, 2025 (April 1, 2024 to March 31, 2025). Details are as follows:

1. Differential between consolidated forecasts and actual results for interim period of fiscal year ending March 31, 2025
(April 1, 2024 to September 30, 2024)

(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)	55,730	6,590	6,600	4,500	37.20
Actual results (B)	52,199	4,742	4,878	2,550	21.09
Difference in amount (B – A)	(3,530)	(1,847)	(1,721)	(1,949)	
Percentage difference (%)	(6.3)	(28.0)	(26.1)	(43.3)	
Reference: Results for the interim period of the fiscal year ended March 31, 2024	54,077	6,057	6,362	4,316	35.69

2. Revisions to full-year consolidated results forecasts for fiscal year ending March 31, 2025
(April 1, 2024 to March 31, 2025)

(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)	118,500	14,500	14,500	10,000	82.67
Revised forecasts (B)	--	--	--	--	--

Change (B – A)	--	--	--	--	
Percentage difference (%)	--	--	--	--	
Reference: Results for the fiscal year ended March 31, 2024	110,881	12,570	12,940	8,833	73.04

3. Reasons for differential and forecast revisions

(Interim period)

In Japan, sales fell short of the previous forecast as a result of factors including sluggish sales in the nutritional supplements business, centered on lifestyle supplements, due to the prolonged impact of an issue with a red yeast rice product made by another company, as well as a downturn in sales of certain FANCL Cosmetics products for which demand had surged ahead of time in the fourth quarter of the previous fiscal year.

Overseas, sales fell short of the previous forecast as a result of factors including the release of treated water from the nuclear power plant which impacted the ability to conduct proactive promotions, as well as intensified competition with local manufacturers.

As a result of these factors, sales, net income, ordinary income and operating income fell short of the previous forecast.

Additionally, the Company recorded an extraordinary loss for expenses related to the tender offer by Kirin Holdings Company, Limited for the Company's shares, etc.

(Full year period)

As stated in the press release dated October 24, 2024, “Notice of Share Consolidation, Abolition of the Provision of Share Units and Partial Amendment to the Articles of Incorporation”, the Company's shares are scheduled to be delisted after the prescribed procedures, and therefore the consolidated earnings forecast for the full year period ending March 31, 2025 will not be disclosed.

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