

FANCL Corporation
TSE 1st Section: 4921

Notice regarding revisions to results forecasts

Yokohama, August 4, 2020—In light of recent trends in business performance, FANCL Corporation has revised the interim consolidated results forecast for the fiscal year ending March 31, 2021 (April 1, 2020 to September 30, 2020) that were previously announced with the full-year consolidated results on May 7 2020. Details are as follows:

- Revisions to the interim consolidated results forecast for the fiscal year ending March 31, 2021 (April 1, 2020 to September 30, 2020)

(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)	53,850	3,000	3,050	1,800	14.93
Revised forecasts (B)	54,500	4,300	4,350	2,600	21.55
Difference in amount (B – A)	650	1,300	1,300	800	
Percentage difference (%)	1.2	43.3	42.6	44.4	
Reference: Results for the interim period of the fiscal year ended March 31, 2020	66,203	8,896	8,983	5,872	48.93

2. Reasons for revisions

(1) Interim period forecasts

- Net sales are expected to exceed the previous forecast due to the earlier-than-initially-expected resumption of operations at domestic stores, and the strong performance of cross-border e-commerce supplement sales to China.
- Operating income is expected to exceed the previous forecast due to the factors mentioned above, as well as the efficient use of advertising expenditure, efforts to reduce fixed costs, and the reclassification of personnel costs associated with temporary store closures to extraordinary losses in Q1.
- Ordinary income is expected to exceed the previous forecast due to the factors mentioned above.
- Net income attributable to owners of the parent company is expected to exceed the previous forecast due to the factors mentioned above, despite the recording of extraordinary losses in Q1 due to personnel costs associated with temporary store closures.
- Full-year period forecasts are unchanged from the previous forecast because the timing of the recovery of inbound demand is not yet known.

ENDS

*The aforementioned forecasts are based on information available as of the date of this announcement. Actual business performance may differ from the forecasts indicated in this document.

For further information please contact:

Investor Relations Department, Corporate Planning Office

Tel. +81 45 226-1470

Email: 4921ir@fancl.co.jp