

# First Half of Fiscal 2023 Supplementary Material

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POLA ORBIS HOLDINGS INC.  
Representative Director and President  
Yoshikazu Yokote

- This report contains projections of performance and other projections based on information currently available and certain assumptions judged to be reasonable. Actual performance may differ materially from these projections resulting from changes in the economic environment and other risks and uncertainties.
- POLA ORBIS HOLDINGS INC. has applied Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020), etc. from fiscal 2022. The results for fiscal 2021 in this presentation have been calculated using the same accounting standards as those in fiscal 2022, and are shown as reference information (unaudited) for the purpose of comparison.

1. Highlights of Consolidated Performance
2. Segment Analysis
3. Forecasts for Fiscal 2023
4. Initiatives Going Forward & Appendices

## Cosmetics Market

- The scale of the Japanese cosmetics market (including exports) was strong.
- In terms of domestic demand, as COVID-19 was reclassified as Class 5 infectious disease, customer traffic increased with more people going out, and economic activity progressed toward normalization, resulting in a steady upturn in personal consumption.
- Signs of a recovery were seen in inbound demand due to an increase in the number of foreign tourists (consolidated inbound net sales for the first half: up approx. 60% YoY, a revenue increase of approx. ¥0.5 billion).
- Recovery in the cosmetics market in mainland China was moderate, against the Company's expectations.

Source: Ministry of Economy, Trade and Industry, Ministry of Internal Affairs and Communications, Japan Tourism Agency, Japan Department Stores Association, Intage SLI, and National Bureau of Statistics of China

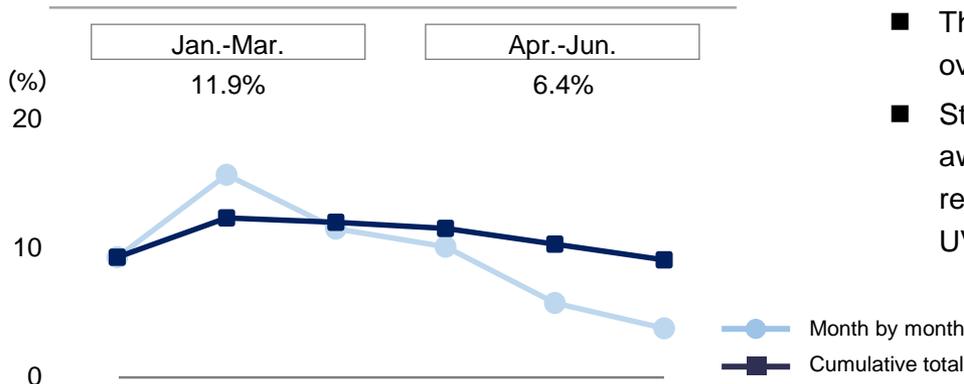
## Our Group

- Revenue increased both in Japan and overseas with a substantial increase in operating income (consolidated net sales in Japan up 7% YoY, overseas net sales up 20% YoY).
- POLA's revenue increased across all sales channels in Japan, supported by vigorous activity as seen in growth in aesthetic treatment and *B.A.*, while overseas revenue increased by 33%, driving the Group's overseas business
- ORBIS's performance also grew in Japan and the margin of revenue increase expanded from the first quarter, achieving a double-digit rise in revenue in the second quarter.
- Jurlique's revenue increased in the first half, losses were ameliorated in the second quarter.
- Losses from brands under development were ameliorated.

Medium-term Management Plan Indicators (FY2023 H1)	
Overseas sales ratio	17.7% (+0.3 ppt*)
Domestic e-commerce sales ratio	27.8% (+0.9 ppt*)

\*vs Dec. 2022

YoY Change in Consolidated Monthly Net Sales



- The revenue growth trend continued both in Japan and overseas.
- Strengthened further the appeal that captures the shift away from masks and an increase in opportunities to go out, resulting in growth in products that improve wrinkles and UV care products.

(mil. yen)	FY2022	FY2023	YoY Change	
	H1 Results	H1 Results	Amount	%
Consolidated net sales	78,748	85,836	7,088	9.0%
Cost of sales	14,263	15,177	913	6.4%
Gross profit	64,484	70,659	6,174	9.6%
SG&A expenses	59,567	61,692	2,125	3.6%
Operating income	4,917	8,966	4,049	82.3%

### Key Factors

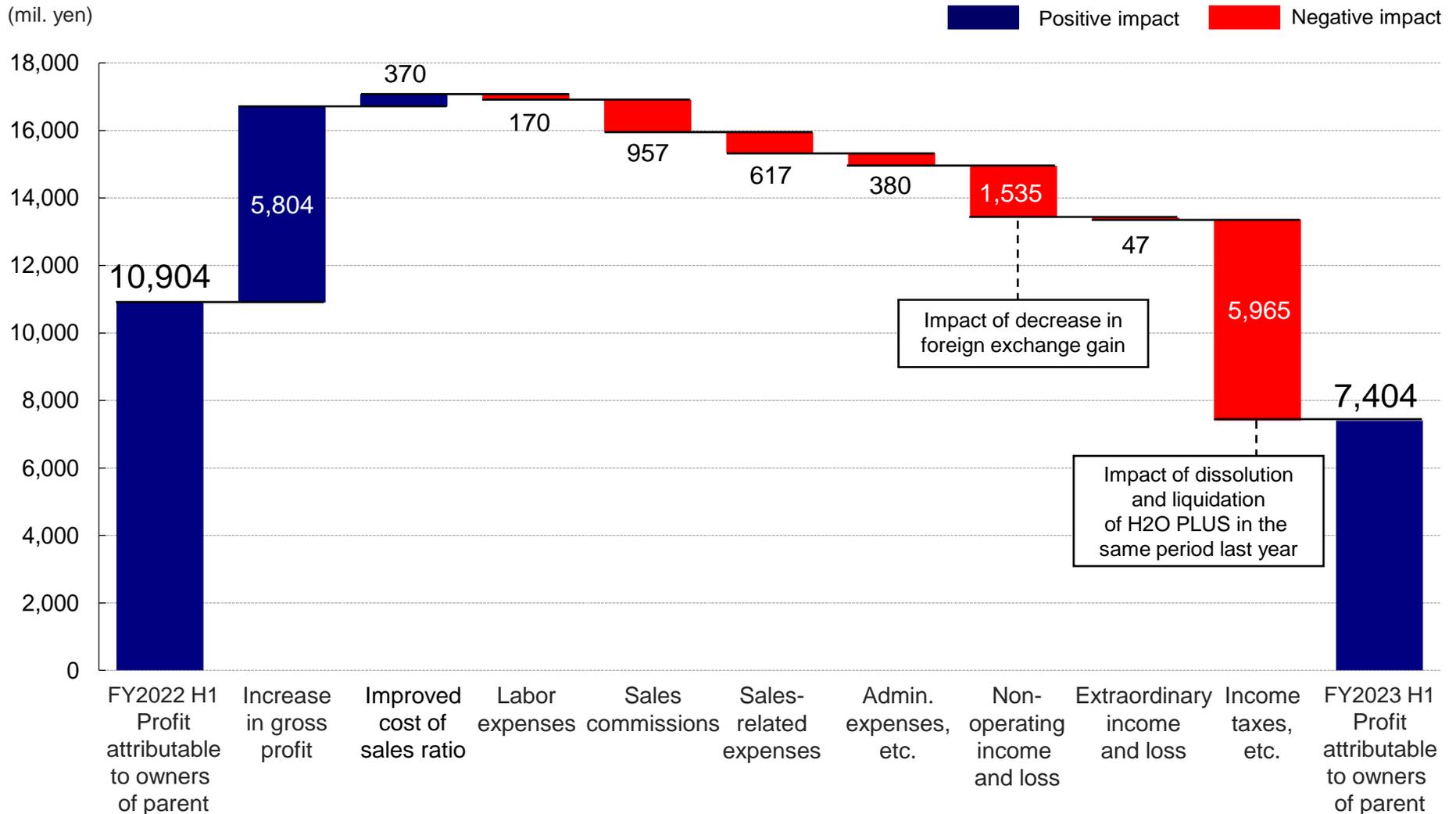
- Consol. net sales**      Revenue increased both in Japan and overseas.
- Cost of sales**      Cost of sales ratio declined due to higher sales ratio from POLA.  
 Cost of sales ratio 2022H1 : 18.1% ⇒ 2023H1 : 17.7%
- SG&A expenses**      Labor expenses: up ¥170 mil. YoY  
 Sales commissions: up ¥957 mil. YoY  
 Sales related expenses: up ¥617 mil. YoY  
 Administrative expenses, etc.: up ¥380 mil. YoY
- Operating income**      Operating margin 2022H1: 6.2% ⇒ 2023H1: 10.4%

(mil. yen)	FY2022	FY2023	YoY Change	
	H1 Results	H1 Results	Amount	%
Operating income	4,917	8,966	4,049	82.3%
Non-operating income	4,168	2,560	(1,608)	(38.6%)
Non-operating expenses	209	137	(72)	(34.6%)
Ordinary income	8,876	11,389	2,513	28.3%
Extraordinary income	-	376	376	-
Extraordinary losses	621	1,046	424	68.3%
Profit before income taxes	8,254	10,720	2,465	29.9%
Income taxes etc.	(2,688)	3,275	5,964	-
Profit attributable to non-controlling interests	39	40	1	3.4%
Profit attributable to owners of parent	10,904	7,404	(3,499)	(32.1%)

### Key Factors

- Non-operating income: Decrease in foreign exchange gain (foreign exchange gain 2022H1: ¥3,938 mil., 2023H1: ¥2,288 mil.)
- Extraordinary losses: Extraordinary losses due to discontinuation of Amplitude and ITRIM ¥589 mil.
- Income taxes etc.: Reduction in income taxes etc. – recorded in the same period last year due to liquidation of H2O PLUS ¥4,466 mil.

Despite an increase in gross profit due to higher revenue, profit attributable to owners of parent declined by ¥3,499 mil. YoY due to a decrease in foreign exchange gain and the rebound of the reduction in income taxes, etc. in the same period last year.



1. Highlights of Consolidated Performance
2. **Segment Analysis**
3. Forecasts for Fiscal 2023
4. Initiatives Going Forward & Appendices

(mil. yen)	FY2022	FY2023	YoY Change	
	H1 Results	H1 Results	Amount	%
Consolidated net sales	78,748	85,836	7,088	9.0%
Beauty care	76,420	83,529	7,108	9.3%
Real estate	1,039	1,036	(3)	(0.3%)
Others	1,287	1,270	(17)	(1.4%)
Operating income	4,917	8,966	4,049	82.3%
Beauty care	5,246	8,713	3,467	66.1%
Real estate	316	277	(39)	(12.4%)
Others	71	30	(40)	(56.7%)
Reconciliations	(716)	(55)	661	-

## Segment Results Summary

- Beauty care**      Net sales increased YoY, primarily due to an increase in revenue from POLA and ORBIS, and operating income rose, mainly due to an increase in gross profit.

## Beauty Care Business Results by Brands

(mil. yen)	FY2022	FY2023	YoY Change	
	H1 Results	H1 Results	Amount	%
Beauty care net sales	76,420	83,529	7,108	9.3%
POLA	45,056	49,763	4,706	10.4%
ORBIS	19,060	20,902	1,841	9.7%
Jurlique	3,655	3,838	183	5.0%
Brands under development	7,919	8,350	431	5.5%
Beauty care operating income	5,246	8,713	3,467	66.1%
POLA	4,897	7,012	2,114	43.2%
ORBIS	2,482	3,127	644	26.0%
Jurlique	(886)	(1,083)	(197)	-
Brands under development	(1,041)	(428)	612	-

Note: Consolidated operating income and loss for each brand are shown for reference purposes only (figures are unaudited).  
 Totals for the beauty care business include results for the H2O PLUS brand (completion of liquidation planned during 2023).

### H1 Result

- Continued expanding the top line in the domestic businesses. The number of new customers in Japan increased YoY.
- Revenue increased across all channels, with an increase in purchase per customer in consignment sales, and the number of customers grew in department stores and e-commerce.
- Revenue in mainland China increased by approx. 20%.

H1	Results (mil. yen)	YoY Change
Net sales	49,763	10.4%
Operating income	7,012	43.2%
Key indicators		
Sales ratio	Domestic	82.0%
	Consignment sales	62.1%
	E-commerce	6.5%
	Dept. store, B2B	13.4%
	Overseas	18.0%
Sales growth*	Domestic	up 6.6%
	Consignment sales	up 1.5%
	E-commerce	up 21.6%
	Dept. store, B2B	up 28.3%
	Overseas	up 32.6%
Consignment sales channel Purchase per customer* / # of customers*		up 13.6% / down 9.0%
# of stores domestic**		2,747 (down 87)
# of stores overseas** / # of stores mainland China**		156 (up 4) / 90 (up 3)

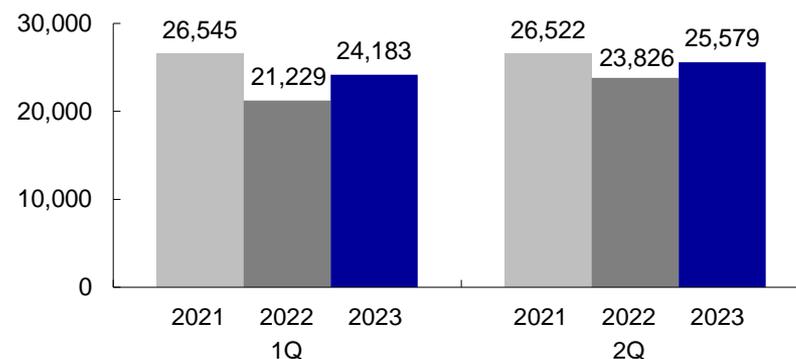
### Topics

- Launched a foam-type emulsion in the *B.A* series (April), which was selected as the best cosmetic awards and ranked among the list of hit products.

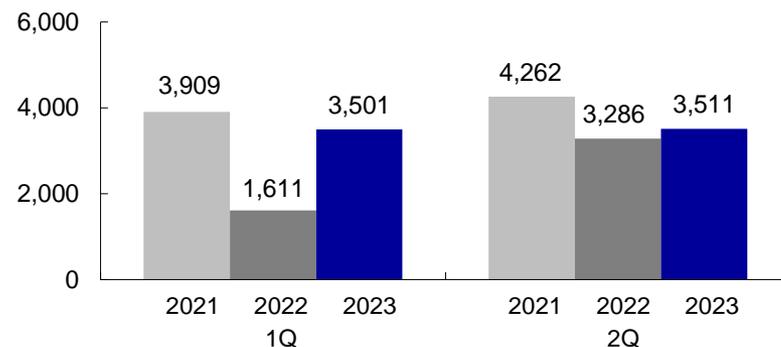


POLA B.A MILK FOAM

#### Quarterly net sales (mil. yen)



#### Quarterly operating income (mil. yen)



\*YoY basis  
\*\* vs Dec. 2022

Note: Results for FY2021 have been calculated using the same revenue recognition standards as FY2022.

### H1 Result

- The upward trend in the number of direct selling customers continued, especially the number of new customers saw a double-digit rise YoY. Customer base became stabilized and achieved revenue growth and a substantial increase in operating income.
- External channels continued to post a significant increase in revenue, contributing to expanding customer contact points.

H1	Results (mil. yen)	YoY Change
Net sales	20,902	9.7%
Operating income	3,127	26.0%
Key indicators		
Sales ratio	Domestic	94.9%
	Direct Selling <sup>(1)</sup>	85.6%
	External channels etc.	9.3%
	Overseas	5.1%
Sales growth*	Domestic	up 9.2%
	Direct Selling <sup>(1)</sup>	up 4.9%
	External channels etc.	up 75.1%
	Overseas	up 18.7%
Direct Selling <sup>(1)</sup> purchase per customer*		up 1.0%
Number of Direct Selling <sup>(1)</sup> customers*		up 2.3%
Core target customer ratio		60.5%

\* YoY basis

(1) Total of in-house mail-order sales and directly-operated stores sales

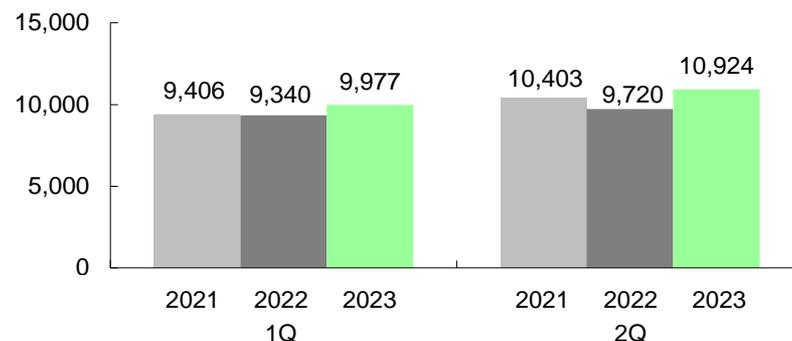
### Topics

- Sales of highly functional UV protector, which is gaining traction on social media, were favorable and net sales increased approx. 1.5 times YoY.

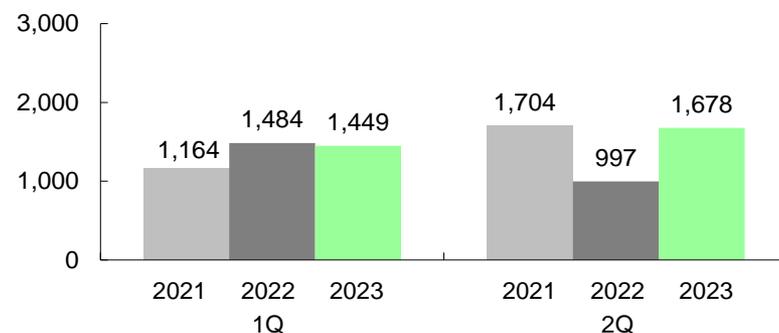


ORBIS WRINKLE BRIGHT UV PROTECTOR

#### Quarterly net sales (mil. yen)



#### Quarterly operating income (mil. yen)



Note: Results for FY2021 have been calculated using the same revenue recognition standards as FY2022.

### H1 Result

- Revenue increased in mainland China partly thanks to face oil continued to perform well, and the growth in Douyin.
- Double-digit revenue increase continued in Australia and Hong Kong.
- Achieved revenue growth and ameliorated losses in the second quarter.

H1	Results (mil. yen)	YoY Change
Net sales	3,838	5.0%
Operating income <sup>(1)</sup>	(1,083)	(197)
Key indicators		
Sales ratio	Australia	18.9%
	Mainland China	38.8%
	Hong Kong	13.8%
	Duty free	12.7%
Sales growth <sup>(2)</sup>	Australia	up 20.0%
	Mainland China	up 1.6%
	Hong Kong	up 23.5%
	Duty free	down 16.0%

(1) The YoY difference is shown as an amount (mil. yen)

(2) AUD basis, YoY

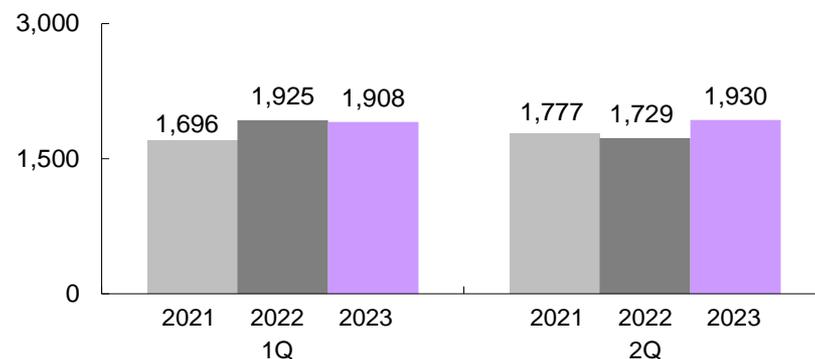
### Topics

- Sales of star products were favorable in mainland China.

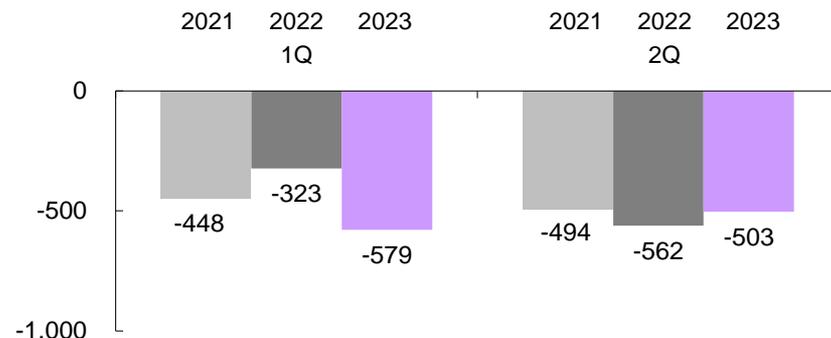


(Left) Rare Rose Face Oil  
(Right) Purely Age-Defying Firming Face Oil

### Quarterly net sales (mil. yen)



### Quarterly operating income (mil. yen)



## H1 Result

- Ameliorated losses in brands under development.
- THREE expanded *BALANCING* series, and sales of skincare products increased YoY, driving revenue growth in Japan.
- DECENCIA saw a recovery trend in new customer acquisition, in addition to improvement in its customer retention rates.

H1	Results (mil. yen)	YoY Change
Net sales	8,350	5.5%
Operating income <sup>(1)</sup>	(428)	612
THREE Net sales	2,780	(2.6%)
THREE OP income <sup>(1)</sup>	(438)	144
DECENCIA Net sales	2,369	(4.5%)
DECENCIA OP income	126	(68.8%)

## Key indicators

### THREE

Sales ratio	Domestic	77.2%
	Overseas	22.8%
Sales growth <sup>(2)</sup>	Domestic	up 4.4%
	Overseas	down 20.5%

(1) The YoY change is shown as the amount (mil. yen)

(2) YoY basis

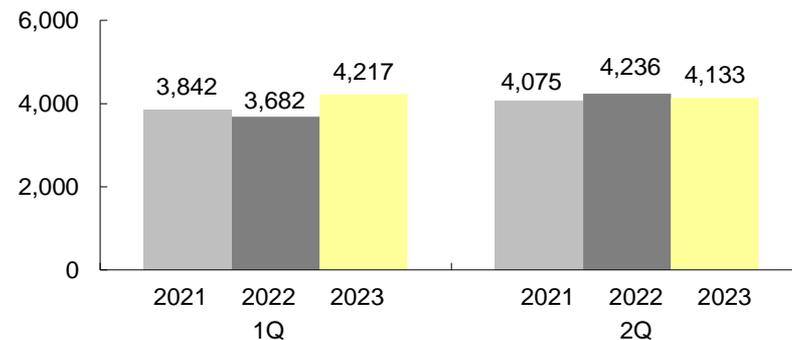
## Topics

- Launched new skincare products from THREE *BALANCING* series. (April)

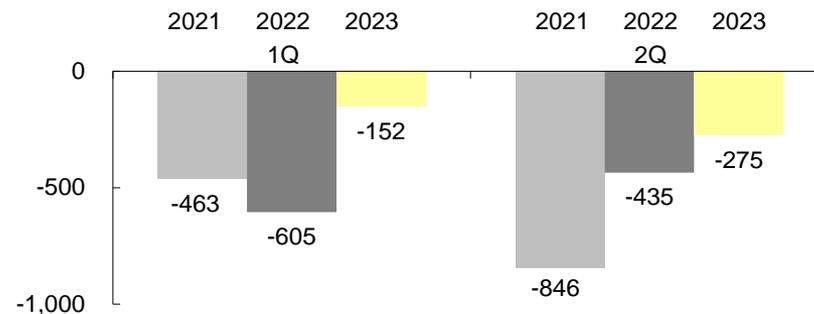


THREE BALANCING STEM

## Quarterly net sales (mil. yen)



## Quarterly operating income (mil. yen)



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# Forecasts for Fiscal 2023 (Revised)

The Company has revised upward its forecast of operating income, up ¥0.9 billion, considering the performance for the first half of the fiscal year.

(mil. yen)	FY2023 H1 Results	YoY Change		FY2023 Full-year plan	Vs. Initial Plan	YoY Change	
		Amount	%			Amount	%
Consol. net sales	85,836	7,088	9.0%	180,000	-	13,692	8.2%
Beauty care	83,529	7,108	9.3%	175,500	-	13,845	8.6%
Real estate	1,036	(3)	(0.3%)	2,000	-	(83)	(4.0%)
Others	1,270	(17)	(1.4%)	2,500	-	(69)	(2.7%)
OP income	8,966	4,049	82.3%	16,000	900	3,418	27.2%
Beauty care	8,713	3,467	66.1%	16,350	900	2,556	18.5%
Real estate	277	(39)	(12.4%)	300	-	(191)	(39.0%)
Others	30	(40)	(56.7%)	80	-	(16)	(17.3%)
Reconciliations	(55)	661	-	(730)	-	1,070	-
Ordinary income	11,389	2,513	28.3%	17,500	2,400	2,571	17.2%
Profit attributable to owners of parent	7,404	(3,499)	(32.1%)	11,600	1,600	153	1.3%

Assumed exchange rates: 1.00 AUD = 91.0 JPY (PY 91.00) 1.00 CNY = 18.6 JPY (PY 19.48)

### Details of upward revision

- Operating income: Based on the progress of income for H1, operating income forecast was revised considering the sales plan to be achieved in H2 and investments for building a customer base scheduled in the next fiscal year onward.
- Ordinary income and profit: Reflected foreign exchange gain, in addition to an increase in operating income.

	FY2022	FY2023 (plan)
Shareholder returns	Annual ¥52 (Consol. Payout ratio 100.5%)	Annual ¥52 (Interim ¥21, Year-end ¥31) (Consol. Payout ratio 99.2%)
Capital investment	¥12,532 mil.	¥18,000 mil. - ¥19,000 mil.
Depreciation	¥8,482 mil.	¥8,000 mil. - ¥9,000 mil.

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## POLA

### Domestic Business

- To acquire new customers, continue expanding customer contact points mainly via digital means, such as stronger online advertising and social media presence. Introduce kit products leading up to brand entry and stimulate willingness to try.
- For existing customers, encourage their store visit with a focus on aesthetic treatment and improve LTV. Renew and launch the POLA's premium serum *B.A GRANDLUXE* in October.
- Promote customer retention by providing value only possible at physical stores such as offering opportunities for experiencing aesthetic treatment to e-commerce customers.

### Overseas Business

- In mainland China, acquire new customers and strengthen cross-selling proposals with *POLA B.A MILK FOAM*.
- Expand business into Indonesia to enhance brand presence in Asia (October).



POLA B.A STARTER KIT



POLA B.A GRANDLUXE IV

## ORBIS

### Domestic Business

- Continue to introduce new products while strengthening investment in new customer acquisition. Grow further the customer base that started to expand, and retain the revenue growth trend.
  - Launch the renewed aging care series *ORBIS U.*, a growth driver (August).
  - For *WRINKLE BRIGHT UV PROTECTOR*, use the best cosmetics awards as a hook to aim for further growth.
- Cumulative number of ORBIS app downloads exceeded 5,000,000\*. Continue communication centered on app to increase LTV.



ORBIS U.

\*as of June, 2023

## Jurlique

- Promote approach to customers with skincare products, focusing on face oil that is performing well, with a view to acquiring new customers and increasing retention rates.
- Aiming for turning to profitability in the next year, review and reduce fixed cost and lower the breakeven point.



(Left) *Rare Rose Face Oil*  
(Right) *Activating Water Essence+*

## Brands Under Development

### T H R E E

#### Domestic Business

- Revitalize storefront with new products in the makeup and lifestyle category, in addition to the cleansing product and *BALANCING* series that received best cosmetics awards.

#### Overseas Business

- Proceed with offline store openings in the market of mainland China, expand sales channels and build the base for local business.



THREE  
*BALANCING* series

### DECENCIA

- Renew a serum that improves wrinkles (September). Aim to acquire highly loyal customers by appealing with “stratum corneum” as a core, which is the brand’s differentiator.



DECENCIA *wrinkle*  
O/L *concentrate*

### FUJIMI

- Introduce new flavors to protein products (July). Expand options for the subscription sales to increase the utilization rates by existing customers.

## ■ Net sales

(mil. yen)	FY2023 Jan.-Mar.		FY2023 Apr.-Jun.		FY2023 Jul.-Sep.		FY2023 Oct.-Dec.	
	Results	YoY Change						
Consolidated net sales	42,136	11.9%	43,700	6.4%	-	-	-	-
Beauty care	40,950	12.1%	42,578	6.7%	-	-	-	-
Real estate	518	(0.9%)	518	0.3%	-	-	-	-
Others	666	7.1%	603	(9.3%)	-	-	-	-

## ■ Operating income

(mil. yen)	FY2023 Jan.-Mar.		FY2023 Apr.-Jun.		FY2023 Jul.-Sep.		FY2023 Oct.-Dec.	
	Results	YoY Change						
Consolidated operating income	4,549	137.9%	4,416	47.0%	-	-	-	-
Beauty care	4,359	115.1%	4,354	35.2%	-	-	-	-
Real estate	161	(14.7%)	115	(9.0%)	-	-	-	-
Others	2	113.5%	28	(59.1%)	-	-	-	-
Reconciliations	26	331	(81)	329	-	-	-	-

Note: Where operating income (current or previous year) is negative, YoY change represents YoY difference (mil. yen).

## (Appendix) Quarterly Results by Brands

### ■ Net sales

(mil. yen)	FY2023 Jan.-Mar.		FY2023 Apr.-Jun.		FY2023 Jul.-Sep.		FY2023 Oct.-Dec.	
	Results	YoY Change						
Beauty care net sales	40,950	12.1%	42,578	6.7%	-	-	-	-
POLA	24,183	13.9%	25,579	7.4%	-	-	-	-
ORBIS	9,977	6.8%	10,924	12.4%	-	-	-	-
Jurlique	1,908	(0.9%)	1,930	11.6%	-	-	-	-
Brands under development	4,217	14.5%	4,133	(2.5%)	-	-	-	-

### ■ Operating income

(mil. yen)	FY2023 Jan.-Mar.		FY2023 Apr.-Jun.		FY2023 Jul.-Sep.		FY2023 Oct.-Dec.	
	Results	YoY Change						
Beauty care operating income	4,359	115.1%	4,354	35.2%	-	-	-	-
POLA	3,501	117.3%	3,511	6.8%	-	-	-	-
ORBIS	1,449	(2.4%)	1,678	68.2%	-	-	-	-
Jurlique	(579)	(256)	(503)	59	-	-	-	-
Brands under development	(152)	453	(275)	159	-	-	-	-

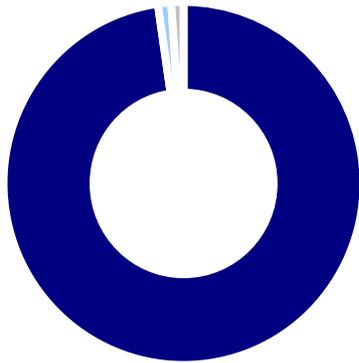
Note: Where operating income (current or previous year) is negative, YoY change represents YoY difference (mil. yen).

: Consolidated operating income and loss for each brand are shown for reference purposes only (figures are unaudited).

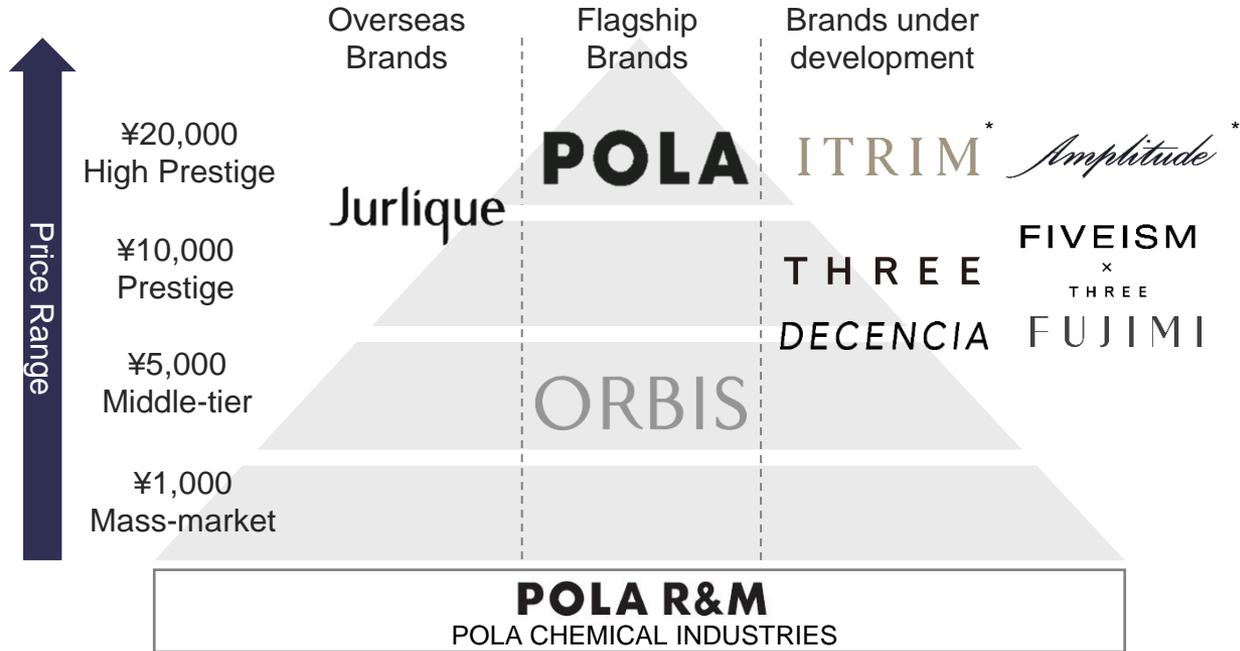
: Totals for the beauty care business include results for the H2O PLUS brand (completion of liquidation planned during 2023).

Beauty care is the core business of the Group, and nine different cosmetics brands are operated under the Group umbrella.

FY2022  
Consol. Net Sales  
¥166.3 bil.



- Beauty care business 97%
- Real estate business 1%
- Other businesses 2%  
(building maintenance business)



\*Amplitude and ITRIM are planned to be discontinued during 2023

Our strengths

- Multi-brand strategy
- Focus on skincare products
- Flagship brands, POLA and ORBIS own and operate through their own unique sales channels
- Meeting diversified needs of customers
- High customer repeat ratio
- Strong relationships with customers

# (Appendix) Beauty Care Business Brand Portfolio

	Sales ratio*	Brand	Concept and products	Price	Main sales channel
Flagship brands	60%	<b>POLA</b> Since 1929	<ul style="list-style-type: none"> <li>High-prestige skincare</li> <li>Leading-edge technology in aging-care and skin-brightening fields</li> </ul>	Approx. ¥10,000 or higher	<ul style="list-style-type: none"> <li>JP: Consignment sales, department stores and e-commerce</li> <li>Overseas: Department stores, directly-operated stores, DFS<sup>(1)</sup>, e-commerce and cross-border e-commerce</li> </ul>
	24%	<b>ORBIS</b> Since 1984	<ul style="list-style-type: none"> <li>Aging-care brand to draw out people's intrinsic beauty</li> </ul>	Approx. ¥1,000~¥3,000	<ul style="list-style-type: none"> <li>JP: Mail-order (e-commerce and catalog) and directly-operated stores</li> <li>Overseas: E-commerce, cross-border e-commerce, DFS<sup>(1)</sup>, and retail stores</li> </ul>
Overseas Brands	6%	<b>Jurlique</b> Acquired in 2012	<ul style="list-style-type: none"> <li>Premium natural skincare brand from Australia</li> </ul>	Approx. ¥5,000 or higher	<ul style="list-style-type: none"> <li>AU: Department stores, directly-operated stores and e-commerce</li> <li>Overseas: Department stores, directly-operated stores, DFS<sup>(1)</sup>, e-commerce and cross-border e-commerce</li> </ul>
Brands under development	10%	<b>T H R E E</b> Since 2009	<ul style="list-style-type: none"> <li>Skincare made with natural ingredients from Japan and fashion-forward make-up</li> </ul>	Approx. ¥5,000 or higher	<ul style="list-style-type: none"> <li>JP: Department stores, directly-operated stores and e-commerce</li> <li>Overseas: Department stores, DFS<sup>(1)</sup>, e-commerce and cross-border e-commerce</li> </ul>
		<i>Amplitude</i> <sup>**</sup> Since 2018	<ul style="list-style-type: none"> <li>High prestige quality makeup from Japan</li> </ul>	Approx. ¥5,000~¥10,000	<ul style="list-style-type: none"> <li>JP: Department stores and e-commerce</li> <li>Overseas: DFS<sup>(1)</sup></li> </ul>
		<b>ITRIM</b> <sup>**</sup> Since 2018	<ul style="list-style-type: none"> <li>Premium skincare made from finely selected organic ingredients</li> </ul>	Approx. ¥20,000	<ul style="list-style-type: none"> <li>JP: Department stores and e-commerce</li> <li>Overseas: DFS<sup>(1)</sup> and cross-border e-commerce</li> </ul>
		<b>FIVEISM</b> x <b>T H R E E</b> Since 2018	<ul style="list-style-type: none"> <li>Cosmetics brand with a gender-fluid concept</li> </ul>	Approx. ¥2,000~¥12,000	<ul style="list-style-type: none"> <li>JP: Department stores, directly-operated stores and e-commerce</li> <li>Overseas: Department stores, DFS<sup>(1)</sup> and cross-border e-commerce</li> </ul>
		<b>DECENCIA</b> Since 2007	<ul style="list-style-type: none"> <li>Skincare for sensitive skin</li> </ul>	Approx. ¥5,000~¥10,000	<ul style="list-style-type: none"> <li>JP: E-commerce</li> <li>Overseas: Cross-border e-commerce</li> </ul>
		<b>FUJIMI</b> Acquired in 2021	<ul style="list-style-type: none"> <li>Personalized beauty care brand operated by tricot, Inc.</li> </ul>	Approx. ¥6,000~¥10,000	<ul style="list-style-type: none"> <li>JP: E-commerce and directly-operated store</li> </ul>

Operated by ACRO INC.

\*Sales ratio in the beauty care business as of FY2022. Brands under development includes OEM business.

\*\*Amplitude and ITRIM are planned to be discontinued during 2023.

(1) Duty free stores

## Initiatives to Improve Capital Efficiency

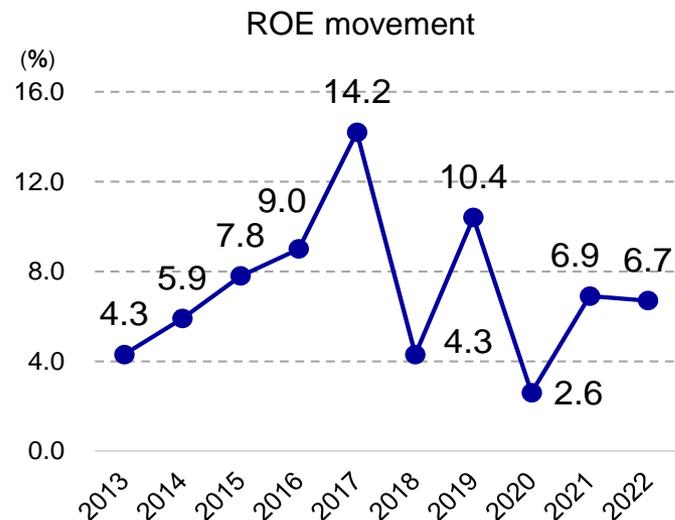
Mid-term Management Plan Indicator for 2023

**ROE 9% or higher**  
(Return on equity)

**EPS**  
(Earnings per share)

**BPS**  
(Book value per share)

■ Operating income CAGR 25% or higher  
 ■ Achieve net income growth which is higher than operating income growth by decreasing overseas losses  
 ■ Improve shareholder return through dividends  
 ■ Optimize balance sheet  
 ■ Investment for future growth



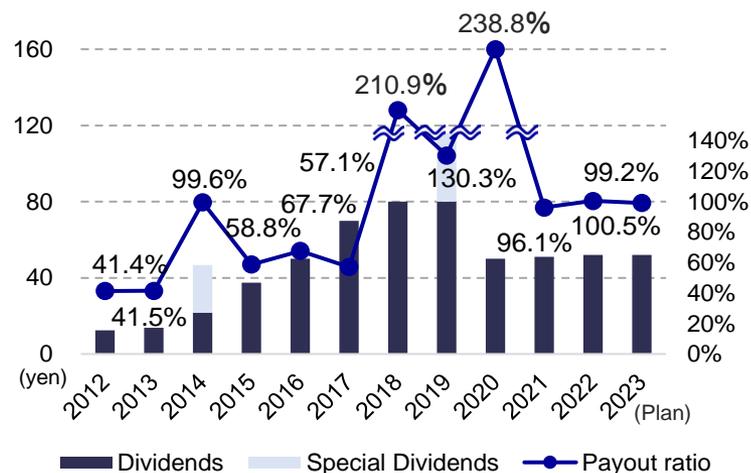
## Improvement of Shareholder Return

### Basic Policy :

- With a policy of consolidated payout ratio of **60% or higher**, aim for steady increases in dividends, in line with profitable growth.
- Purchases of treasury stock shall be considered based on our investment strategies, as well as market prices and liquidity of the Company's shares.

### Dividends forecast for FY2023:

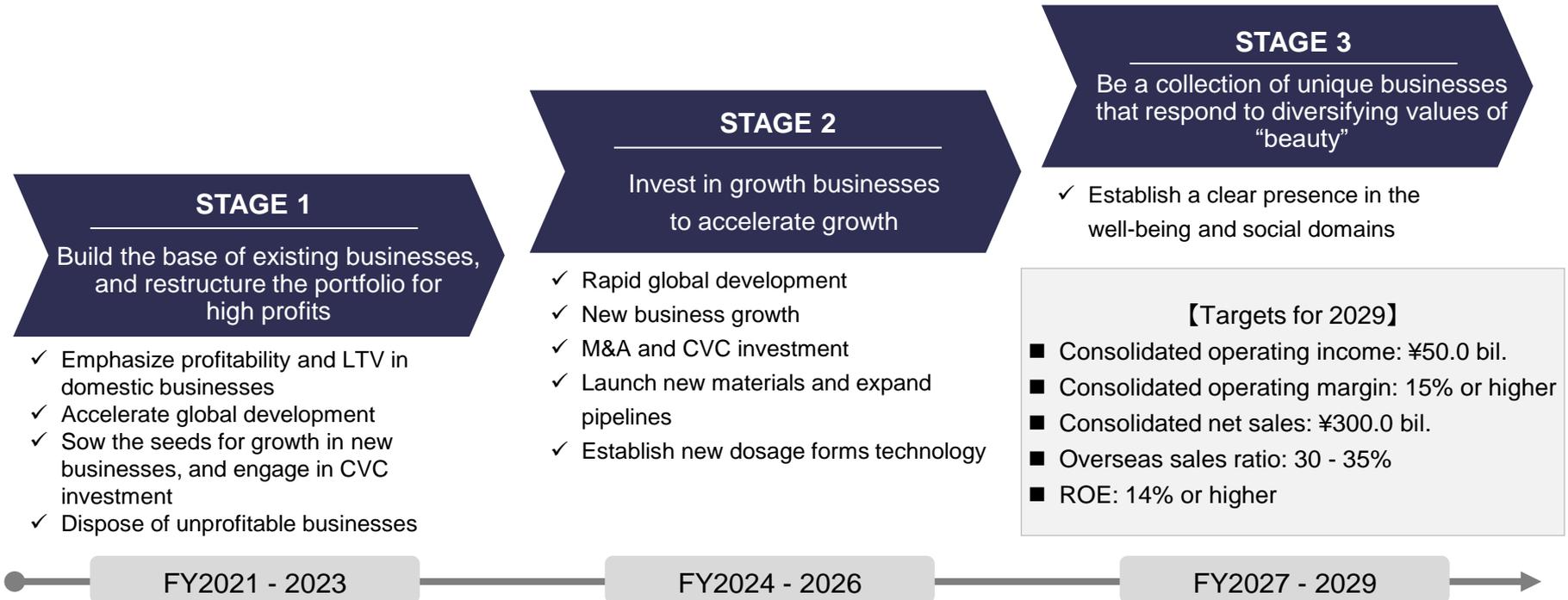
- Dividend per share : **¥52** (Interim ¥21, Year-end ¥31)
- Consol. payout ratio : 99.2%



## VISION 2029

A collection of unique businesses that respond to diversifying values of “beauty”

Basic strategy 1	Develop the cosmetics business globally; reform and enhance the brand portfolio
Basic strategy 2	Create new value and expand business domains
Basic strategy 3	Strengthen research and technical strategy



# (Appendix) Beauty Care Business Results for FY2021 – FY2022 by Brands

(mil. yen)	FY2021	FY2021	FY2022	FY2021 - FY2022 YoY Change	
	Results	Results (recalculated under the 2022 standard)	Results	Amount	%
Consolidated net sales	178,642	174,896	166,307	(8,588)	(4.9%)
Beauty care net sales	174,150	170,403	161,654	(8,749)	(5.1%)
POLA	105,168	105,769	96,371	(9,397)	(8.9%)
ORBIS	43,389	39,071	38,417	(654)	(1.7%)
Jurlique	7,838	7,940	8,388	447	5.6%
H2O PLUS	1,116	1,116	1,584	467	41.9%
Brands under development	16,637	16,505	16,892	387	2.3%
Consol. operating income	16,888	15,582	12,581	(3,000)	(19.3%)
Beauty care operating income	17,060	15,754	13,793	(1,961)	(12.5%)
POLA	16,374	15,144	12,495	(2,648)	(17.5%)
ORBIS	5,925	5,965	4,850	(1,115)	(18.7%)
Jurlique	(1,536)	(1,542)	(1,266)	275	-
H2O PLUS	(802)	(802)	(180)	621	-
Brands under development	(2,901)	(3,011)	(2,105)	905	-

Note : Consolidated operating income and loss for each brand are shown for reference purpose only (unaudited).

Full-year financial results for 2021 (recalculated under the 2022 standard) have been provided for reference only (unaudited).

YoY change has been calculated using the same accounting standards for both years.