

(Millions of yen)

Financial Information		FY2016	Changes	FY2017	Changes	FY2018	Changes	FY2019	Changes	FY2020	Changes
Cosmetics Business	Net Sales			266,214	-	279,635	5.0 %	301,547	7.8 %	234,068	(22.4) %
	Operating Income			12,989	-	27,710	113.3 %	41,398	49.4 %	2,584	(93.8) %
	Operating Margin (%)			4.9	-	9.9	-	13.7	-	1.1	-
	Depreciation and Amortization			10,333	-	10,908	5.6 %	14,865 ¹	-	14,644 ¹	-
	EBITDA(Operating Income + Depreciation & Amortization)			23,322	-	38,618	65.6 %	56,263 ¹	-	17,228 ¹	-
	Ratio of EBITDA to Net Sales (%)			8.8	-	13.8	-	18.7	-	7.4	-
	Capital Expenditure			11,267	-	11,597	2.9 %	17,962 ²	-	13,366 ²	-
Skin Care and Hair Care Business	Net Sales			332,872	-	341,419	2.6 %	340,757	(0.2) %	308,897	(9.3) %
	Operating Income			49,329	-	48,827	(1.0) %	49,524	1.4 %	50,823	2.6 %
	Operating Margin (%)			14.8	-	14.3	-	14.5	-	16.5	-
	Depreciation and Amortization			7,730	-	9,593	24.1 %	13,814 ¹	-	14,795 ¹	-
	EBITDA(Operating Income + Depreciation & Amortization)			57,059	-	58,420	2.4 %	63,338 ¹	-	65,618 ¹	-
	Ratio of EBITDA to Net Sales (%)			17.1	-	17.1	-	18.6	-	21.2	-
	Capital Expenditure			16,450	-	17,021	3.5 %	18,389 ²	-	16,284 ²	-

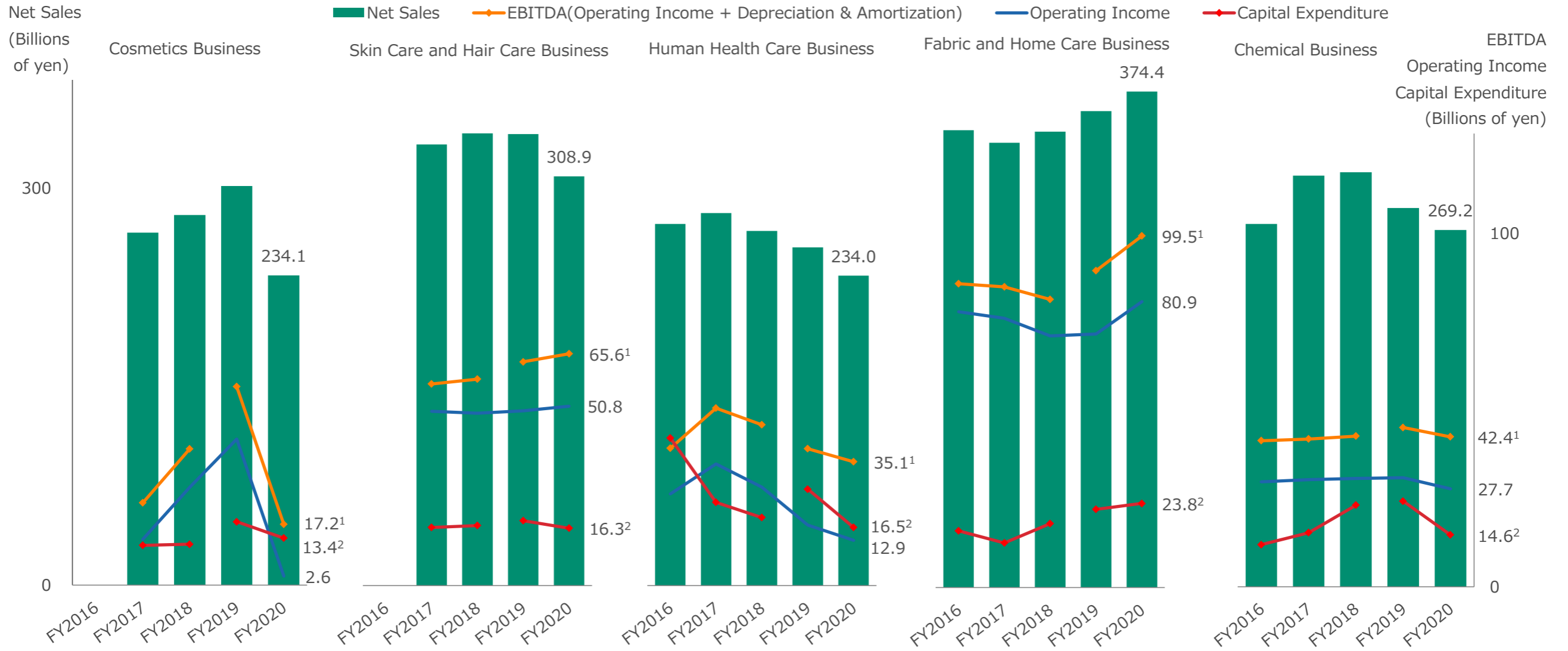
(Millions of yen)

Financial Information		FY2016	Changes	FY2017	Changes	FY2018	Changes	FY2019	Changes	FY2020	Changes
Human Health Care Business	Net Sales	273,067	(3.1) %	281,201	-	267,702	(4.8) %	255,224	(4.7) %	233,971	(8.3) %
	Operating Income	25,948	(22.2) %	34,453	-	27,907	(19.0) %	17,166	(38.5) %	12,850	(25.1) %
	Operating Margin (%)	9.5	-	12.3	-	10.4	-	6.7	-	5.5	-
	Depreciation and Amortization	12,930	26.3 %	15,822	-	17,602	11.3 %	21,627 ¹	-	22,214 ¹	-
	EBITDA(Operating Income + Depreciation & Amortization)	38,877	(10.8) %	50,275	-	45,509	(9.5) %	38,792 ¹	-	35,064 ¹	-
	Ratio of EBITDA to Net Sales (%)	14.2	-	17.9	-	17.0	-	15.2	-	15.0	-
	Capital Expenditure	41,752	34.5 %	23,596	-	19,259	(18.4) %	27,314 ²	-	16,487 ²	-
Fabric and Home Care Business	Net Sales	345,163	2.9 %	335,709	-	344,105	2.5 %	359,507	4.5 %	374,367	4.1 %
	Operating Income	78,099	18.1 %	76,247	-	71,249	(6.6) %	71,774	0.7 %	80,908	12.7 %
	Operating Margin (%)	22.6	-	22.7	-	20.7	-	20.0	-	21.6	-
	Depreciation and Amortization	7,876	(2.4) %	8,884	-	10,299	15.9 %	17,899 ¹	-	18,638 ¹	-
	EBITDA(Operating Income + Depreciation & Amortization)	85,975	15.9 %	85,131	-	81,548	(4.2) %	89,673 ¹	-	99,546 ¹	-
	Ratio of EBITDA to Net Sales (%)	24.9	-	25.4	-	23.7	-	24.9	-	26.6	-
	Capital Expenditure	16,050	5.8 %	12,676	-	18,107	42.8 %	22,139 ²	-	23,831 ²	-
Chemical Business	Net Sales	273,785	(5.1) %	310,285	-	312,807	0.8 %	285,935	(8.6) %	269,211	(5.8) %
	Operating Income	29,683	3.8 %	30,299	-	30,631	1.1 %	30,839	0.7 %	27,692	(10.2) %
	Operating Margin (%)	10.8	-	9.8	-	9.8	-	10.8	-	10.3	-
	Depreciation and Amortization	11,650	(9.0) %	11,479	-	12,000	4.5 %	14,205 ¹	-	14,733 ¹	-
	EBITDA(Operating Income + Depreciation & Amortization)	41,332	(0.2) %	41,778	-	42,631	2.0 %	45,044 ¹	-	42,425 ¹	-
	Ratio of EBITDA to Net Sales (%)	15.1	-	13.5	-	13.6	-	15.8	-	15.8	-
	Capital Expenditure	11,877	(26.9) %	15,245	-	23,032	51.1 %	24,189 ²	-	14,619 ²	-

* Net sales and operating income of the Chemical Business include intersegment transactions.

1 Including depreciation of right-of-use assets

2 Including right-of-use assets



1 Including depreciation of right-of-use assets
2 Including right-of-use assets