

Summary of Financial Results for the Third Quarter of Fiscal Year Ending December 31, 2022 (Nine Months Ended September 30, 2022)

[Japanese GAAP]

Company name: KOSÉ Corporation Stock listing: Tokyo Stock Exchange, Prime Market

Stock code: 4922 URL: https://www.kose.co.jp/

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Scheduled date of filing of Quarterly Report: November 14, 2022

Scheduled date of dividend payment: -

Preparation of supplementary materials for quarterly financial results: Yes

Holding of quarterly financial results meeting: Yes

(Rounded down to million yen)

1. Consolidated Financial Results for the Nine Months Ended September 30, 2022 (January 1, 2022 – September 30, 2022)

(1) Consolidated financial results

(YoY change % represents changes from the previous fiscal year)

| ` ' | | | | | • | - | • | |
|--------------|---------------|--------|---------------|--------|---------------|--------|------------------------|--------|
| | Net sales | YoY | Operating | YoY | Ordinary | YoY | Profit attributable to | YoY |
| | iver sales | change | profit | change | profit | change | owners of parent | change |
| | (Million yen) | (%) | (Million yen) | (%) | (Million yen) | (%) | (Million yen) | (%) |
| 3Q 2022 | 200,887 | - | 12,481 | - | 22,549 | - | 13,841 | - |
| 3Q FY12/2021 | _ | _ | _ | - | _ | _ | - | _ |

Note: Comprehensive income (million yen) 3Q 2022: 25,180 (-%) 3Q FY12/2021: - (-%)

| | (basic) | Net income per share (diluted) |
|--------------|---------|--------------------------------|
| | (Yen) | (Yen) |
| 3Q 2022 | 242.61 | - |
| 3Q FY12/2021 | _ | _ |

Note: KOSÉ changed its fiscal year end from March 31 to December 31 in the previous fiscal period. As a result, consolidated financial results for the first nine months of the fiscal period that ended on December 31, 2021 were not prepared and there is no amount for 3Q FY12/2021 and YoY comparisons.

Reference: The following percentages (adjusted increases/decreases) are comparisons with the same period of 2021 (January 1, 2021 to September 30, 2021).

| Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | |
|---------------|-----|------------------|------|-----------------|-------|---|-------|
| (Million yen) | (%) | (Million yen) | (%) | (Million yen) | (%) | (Million yen) | (%) |
| 186,794 | 7.5 | 6,616 | 88.6 | 10,564 | 113.4 | 4,294 | 222.3 |

(2) Consolidated financial position

| | Total assets (Million yen) | Net assets (Million yen) | Equity ratio (%) | Net assets per share (Yen) |
|-----------|-------------------------------|-----------------------------|---------------------|-------------------------------|
| 3Q 2022 | 343,588 | 271,651 | 74.4 | 4,479.29 |
| FY12/2021 | 320,018 | 254,267 | 74.5 | 4,178.06 |

Reference: Shareholders' equity (million yen) 3Q 2022: 255,560 FY12/2021: 238,357

2. Dividends

| | | Dividend per share | | | | | | | | |
|-----------------|--------|--------------------|--------|----------|--------|--|--|--|--|--|
| | 1Q-end | 2Q-end | 3Q-end | Year-end | Total | | | | | |
| | (Yen) | (Yen) | (Yen) | (Yen) | (Yen) | | | | | |
| FY12/2021 | - | 60.00 | - | 60.00 | 120.00 | | | | | |
| 2022 | - | 70.00 | - | | | | | | | |
| 2022 (forecast) | | | | 70.00 | 140.00 | | | | | |

Note: Revisions to the most recently announced dividend forecast: None

3. Consolidated Forecast for 2022 (January 1, 2022 - December 31, 2022)

YoY change % represents changes from the previous fiscal year

| | | (101 change 76 represents changes from the previous fiscal ye | | | | | | | | ius iiscai yeai) |
|--|-----------|---|--------|---------------|--------|---------------|--------|------------------------|--------|------------------|
| | Net sales | | YoY | Operating | YoY | Ordinary | YoY | Profit attributable to | YoY | Net income |
| | | | change | profit | change | profit | change | owners of parent | change | per share |
| | | (Million yen) | (%) | (Million yen) | (%) | (Million yen) | (%) | (Million yen) | (%) | (Yen) |
| | Full year | 283,000 | - | 16,500 | - | 22,600 | - | 16,500- | - | 289.22 |

Note: Revisions to the most recently announced consolidated forecast: Yes

Reference

The percentages below (adjusted comparisons) are comparisons with the same period of the previous fiscal year (January 1, 2021 to December 31, 2021) which corresponds to the period of the fiscal year ending December 31, 2022 (January 1, 2022 to December 31, 2022).

| Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | |
|---------------|-----|------------------|-----|-----------------|-----|---|------|
| (Million yen) | (%) | (Million yen) | (%) | (Million yen) | (%) | (Million yen) | (%) |
| 268,992 | 5.2 | 15,672 | 5.3 | 22,050 | 2.5 | 11,135 | 48.2 |

* Notes

- (1) Changes in consolidated subsidiaries during the period (changes in scope of consolidation): None Newly added: Excluded: -
- (2) Application of special accounting methods for presenting consolidated quarterly financial statements: None
- (3) Changes in accounting policies and accounting-based estimates, and restatements
 - 1) Changes in accounting policies due to revisions in accounting standards, others
 2) Changes in accounting policies other than 1) above
 3) Changes in accounting-based estimates
 4) Restatements
 : None
- (4) Number of shares outstanding (common stock)
 - 1) Number of shares outstanding (incl. treasury shares) at end of the period

As of September 30, 2022: 60,592,541 shares As of December 31, 2021: 60,592,541 shares

2) Number of treasury shares at end of the period

As of September 30, 2022: 3,538,670 shares As of December 31, 2021: 3,542,672 shares

3) Average number of shares outstanding during the period

3Q 2022: 57,052,096 shares 3Q FY12/2021: - shares

KOSÉ changed its fiscal year end from March 31 to December 31 in the previous fiscal period. As a result, consolidated financial results for the first nine months of the fiscal period that ended on December 31, 2021 were not prepared and there is no amount for the average number of shares outstanding during the period for 3Q FY12/2021.

Note 1: The current financial report is not subject to quarterly review by certified public accountants or auditing firms.

Note 2: Cautionary statement with respect to forward-looking statements

These materials contain forward-looking statements and statements of this nature based on assumptions judged to be valid and information available to KOSÉ as of the announcement date of the summary. These statements are not promises by KOSÉ regarding future performance. As such, actual results may differ significantly from these projections resulting from changes in the economic environment and other risks and uncertainties. For discussion of the assumptions and other factors considered by KOSÉ in preparing the above projections, please refer to the section "1. Qualitative Information on Consolidated Quarterly Financial Performance, (2) Explanation of Consolidated Forecast and Other Forward-looking Statements" on page 4 of the attachments.

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1. Qualitative Information on Consolidated Quarterly Financial Performance

(1) Explanation of Results of Operations

First Nine Months Ended September 30, 2022 (January 1, 2022 – September 30, 2022) Millions of yen, %

| Operating segment | ` • | sted) 2021 – | 3Q 2 (Jan. 1, Sep. 30 | 2022 – | YoY change (Adjusted comparisons) | | |
|-------------------|---------|-----------------|-----------------------------|---------|--------------------------------------|-------|--|
| | Amount | % comp. | Amount | % comp. | Amount | % | |
| Cosmetics | 148,158 | 79.3 | 160,749 | 80.0 | 12,590 | 8.5 | |
| Cosmetaries | 37,255 | 19.9 | 38,833 | 19.3 | 1,578 | 4.2 | |
| Other | 1,380 | 0.7 | 1,304 | 0.7 | (76) | (5.5) | |
| Total net sales | 186,794 | 100.0 | 200,887 | 100.0 | 14,092 | 7.5 | |

| | 3Q 2021 (Adjusted) (Jan. 1, 2021 – Sep. 30, 2021) Amount % of sales | | (Jan. 1, | 2022 2022 –), 2022) | YoY change (Adjusted comparisons) | |
|---|---|-----|----------|----------------------------|--------------------------------------|-------|
| | | | Amount | % of sales | Amount | % |
| Operating profit | 6,616 | 3.5 | 12,481 | 6.2 | 5,865 | 88.6 |
| Ordinary profit | 10,564 | 5.7 | 22,549 | 11.2 | 11,985 | 113.4 |
| Profit attributable to owners of parent | 4,294 2.3 | | 13,841 | 6.9 | 9,546 | 222.3 |

Notes: 1. The YoY changes in the adjusted column are comparisons with the same period of 2021 (January 1, 2021 – September 30, 2021) after retroactively applying the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) to the financial statements.

2. No figures for the first nine months of the previous fiscal period are shown because no consolidated financial statements were prepared for the third quarter of the previous fiscal period, which was a nine-month transitional period that ended on December 31, 2021.

In the first nine months (January 1 to September 30) of 2022, the Japanese economy began to recover as the country advanced to the stage of living with COVID-19 and economic and social activity started returning to normal. However, consumer sentiment has weakened because of rising prices of resources and inflation caused by the yen's depreciation due to the widening gap between U.S. and Japanese interest rates.

Overseas, the primary markets for the KOSÉ Group are Asia and the United States. In China, the economy is recovering slowly despite restrictions on economic activity in some areas due to the zero-COVID policy. Economies are recovering steadily in other Asian countries. In the United States, there are concerns about the possibility of an economic downturn triggered by monetary tightening to combat inflation.

In the Japanese cosmetics market, sales continued to recover slowly along with the resumption of normal consumer activity as pandemic restrictions are eased. In China, demand in the travel retail sector, primarily Hainan Island, is beginning to recover following the end in June of lockdowns of Shanghai and other cities. However, the recovery of the overall cosmetics market is unlikely to begin soon due to the zero-COVID policy. A recovery of cosmetics markets is taking place in other regions of Asia, although market conditions are still challenging in some locations. Although the U.S. cosmetics market has been growing steadily along with steady consumer spending, there are significant concerns about the possibility of a recession because of monetary tightening.

During the first nine months of 2022, the KOSÉ Group continued to make progress with activities based on the VISION2026 medium to long-term vision that has the goal of becoming a company with a global presence. In 2022, these activities advanced to Phase II: Increase KOSÉ's global presence and improve the customer experience. In accordance with basic strategies for accomplishing this vision, the KOSÉ Group is concentrating

on the growth of business activities on a global scale, expansion to cover more business domains and customer segments, more and better use of digital communications, and the establishment of a management framework capable of supporting growth.

During the first nine months of 2022, although sales in China were affected by the continuation of lockdowns and there was a big decline in sales in South Korea, sales were driven by the high prestige products sold at cosmetics stores and department stores in Japan, and Tarte, which sells products mainly in the United States and Europe. Sales increased 7.5% (based on prior-year results of operations adjusted for consistency with the new revenue recognition standard, same hereafter) to 200,887 million yen (up 3.3% after excluding the effects of changes in foreign exchange rates). Overseas sales were 41.8% of total sales.

Operating profit was 12,481 million yen, 88.6% higher than in the same period of 2021. Earnings increased because the benefit of a lower cost of sales ratio outweighed higher sales promotion and advertising expenses for activities to prepare for second half marketing events and the upcoming holiday selling season. Ordinary profit increased 113.4% to 22,549 million yen due to a significant increase in foreign exchange gains. Profit attributable to owners of parent increased 222.3% to 13,841 million yen.

In the cosmetics business, sales remained strong for DECORTÉ and ALBION products in Japan, but sales were sluggish in China, except the travel retail sector, and South Korea. Sales of JILL STUART and ADDICTION products increased along with the recovering demand in the makeup market in Japan. At Tarte, sales of major products and new products were both higher. Carté HD sales have been increasing steadily with the growth of the market for products for sensitive skin. Signs of a recovery began to appear for SEKKISEI, one of KOSÉ's major brands. As a result, sales in the cosmetics business increased 8.5% from the same period of 2021 to 160,749 million yen and operating profit was up 44.9% to 15,450 million yen.

In the cosmetaries business, sales of STEPHEN KNOLL NEW YORK hair care products and CLEAR TURN brands of KOSÉ Cosmeport Corp. increased. As a result, sales in the cosmetaries business increased 4.2% from the same period of 2021 to 38,833 million yen and operating profit was 266 million yen compared with a loss of 457 million yen in the same period of 2021.

Sales of amenity products to hotels and golf clubs decreased and orders were down for the manufacture of OEM products. Although sales in the other business decreased 5.5% from the same period of 2021 to 1,304 million yen, operating profit increased 55.4% to 784 million yen because of measures to hold down SG&A expenses.

(a) Net Sales by Region (Sales to Third Parties)

Millions of ven. %

| | Willions of yell, 7 | | | | | | |
|-----------------|--|---------|----------|----------------------------|--------------------------------------|-------|--|
| | 3Q 2021 (Adjusted) (Jan. 1, 2021 – Sep. 30, 2021) | | (Jan. 1, | 2022 2022 –), 2022) | YoY change (Adjusted comparisons) | | |
| | Amount | % comp. | Amount | % comp. | Amount | % | |
| Japan | 108,752 | 58.2 | 116,999 | 58.2 | 8,247 | 7.6 | |
| Asia | 53,554 | 28.7 | 53,169 | 26.5 | (385) | (0.7) | |
| North America | 21,762 | 11.7 | 27,096 | 13.5 | 5,333 | 24.5 | |
| Other | 2,725 | 1.5 | 3,622 | 1.8 | 896 | 32.9 | |
| Total net sales | 186,794 | 100.0 | 200,887 | 100.0 | 14,092 | 7.5 | |

Japan

Sales of high prestige products at cosmetics specialty stores and department stores remained strong. At drug stores and other mass retail channels, first-nine-month sales decreased from one year earlier, but sales were higher than one year earlier in the third quarter. As a result, sales in Japan increased 7.6% to 116,999 million yen.

Asia

In China, travel retail sector sales are steady, primarily in Hainan Island. In other sectors in China, sales briefly started to recover following the June end of lockdowns in Shanghai and other cities. However, sales decreased because of continuing restrictions on economic activity. Sales decreased significantly in the South Korea travel retail sector because of travel restrictions in China and the dollar's strength vs. the won. As a result, sales in Asia decreased 0.7% to 53,169 million yen.

North America

Tarte maintained its large share of the prestige makeup market by strengthening its lineup of products in the concealer, mascara and other key categories and increasing sales by launching new products. The increasing number of Tarte stores and the impact of the ongoing yen's depreciation also contributed to the growth of sales. As a result, sales in North America increased 24.5% to 27,096 million yen.

Other

Tarte maintained a higher growth among the makeup brands. As a result, sales increased 32.9% to 3,622 million yen.

(2) Explanation of Consolidated Forecast and Other Forward-looking Statements

The KOSÉ Group has reviewed its current performance and revised its consolidated forecast that was announced on August 10, 2022 as follows.

Revised Forecast

The 2022 sales forecast has been lowered by 10,000 million yen, or 3.4%, to 283,000 million yen compared with the previous forecast. Restrictions on economic activity in China due to the zero-COVID policy are holding down sales and sales in South Korea are down significantly. In addition, sales in the drug store and other mass retail channels in Japan were sluggish. Tarte sales in local currency also fell short of plan.

The 2022 operating profit forecast has been lowered to 16,500 million yen, a decrease of 3,500 million yen, or 17.5%, compared with the previous forecast. In addition to the lower sales mainly due to the above reasons, deteriorating profitability resulting from intense competition in the Chinese market is expected and the cost of sales ratio is expected to remain high, especially for Tarte products, mainly due to soaring raw material prices.

There is no change in the forecasts for ordinary profit and profit attributable to owners of parent because the foreign exchange gains are increasing due to the yen's depreciation.

After taking into consideration these factors affecting the forecast for 2022, there is no change in the year-end dividend forecast of 70 yen. As a result, the dividend for the fiscal year ending December 2022 is expected to be 140 yen per share.

Revision to Consolidated Forecast for the Fiscal Year Ending December 31, 2022 (January 1, 2022 – December 31, 2022)

| | Net sales | Operating profit | Ordinary profit | Profit attributable to owners of parent | Net income per share |
|---|-------------|------------------|--------------------|---|----------------------|
| | Million yen | Million yen | Million yen | Million yen | Yen |
| Previous forecast (A) | 293,000 | 20,000 | 22,600 | 16,500 | 289.22 |
| Revised forecast (B) | 283,000 | 16,500 | 22,600 | 16,500 | 289.22 |
| Change (B – A) | (10,000) | (3,500) | - | - | - |
| Percentage change (%) | (3.4) | (17.5) | - | - | - |
| (Reference) Previous fiscal year results (Adjusted) (January - December 2021) | 268,992 | 15,672 | 22,050 | 11,135 | - |

Millions of yen, %

| Operating segment | FY12 (AprDe | /2021 c. 2021) | ` • | 21 isted) ec. 2021) | (Revised | 22 forecast) ec. 2022) | | nange isted risons) |
|-------------------|----------------|-------------------|---------|---------------------------|----------|------------------------------|--------|---------------------------|
| | Amount | % comp. | Amount | % comp. | Amount | % comp. | Amount | % |
| Cosmetics | 189,082 | 84.0 | 217,742 | 80.9 | 232,226 | 82.1 | 14,484 | 6.7 |
| Cosmetaries | 34,351 | 15.3 | 49,185 | 18.3 | 48,936 | 17.3 | (248) | (0.5) |
| Other | 1,549 | 0.7 | 2,064 | 0.8 | 1,836 | 0.6 | (227) | (11.0) |
| Total net sales | 224,983 | 100.0 | 268,992 | 100.0 | 283,000 | 100.0 | 14,007 | 5.2 |

| | FY12/2021 (AprDec. 2021) | | (Adjusted) (Revise | | (Revised | 22 forecast) ec. 2022) | YoY change (Adjusted comparisons) | |
|---|-----------------------------|------------|--------------------|-----|----------|------------------------------|---|------|
| | Amount | % of sales | Amount % of sales | | Amount | % of sales | Amount | % |
| Operating profit | 18,852 | 8.4 | 15,672 | 5.8 | 16,500 | 5.8 | 828 | 5.3 |
| Ordinary profit | 22,371 | 2,371 9.9 | 22,050 | 8.2 | 22,600 | 8.0 | 550 | 2.5 |
| Profit attributable to owners of parent | 13,341 | 5.9 | 11,135 | 4.1 | 16,500 | 5.8 | 5,365 | 48.2 |

2. Consolidated Quarterly Financial Statements and Notes

(1) Consolidated Quarterly Balance Sheet

| | | Millions of yei |
|--|------------------------------------|----------------------------------|
| | FY12/2021 (As of Dec. 31, 2021) | 3Q 2022 (As of Sep. 30, 2022) |
| Assets | (AS 01 Dec. 31, 2021) | (A3 01 Oep. 30, 2022) |
| Current assets | | |
| Cash and deposits | 105,281 | 109,693 |
| Notes and accounts receivable-trade | 44,211 | 43,689 |
| Merchandise and finished goods | 34,374 | 41,171 |
| Work in process | 2,310 | 3,136 |
| Raw materials and supplies | 27,059 | 32,189 |
| Other | 4,243 | 7,589 |
| Allowance for doubtful accounts | (156) | (719) |
| Total current assets | 217,324 | 236,749 |
| Non-current assets | • | ·· |
| Property, plant and equipment | | |
| Buildings and structures | 52,620 | 52,557 |
| Accumulated depreciation | (24,429) | (25,646) |
| Buildings and structures, net | 28,191 | 26,911 |
| Machinery, equipment and vehicles | 21,902 | 22,199 |
| Accumulated depreciation | (15,749) | (16,932) |
| Machinery, equipment and vehicles, net | 6,152 | 5,266 |
| Tools, furniture and fixtures | 45,211 | 46,297 |
| Accumulated depreciation | (38,062) | (39,773) |
| Tools, furniture and fixtures, net | 7,148 | 6,523 |
| Land | 17,393 | 17,385 |
| Leased assets | 2,235 | 5,201 |
| Accumulated depreciation | (1,699) | (2,156) |
| Leased assets, net | 535 | 3,044 |
| Construction in progress | 132 | 236 |
| Total property, plant and equipment | 59,554 | 59,368 |
| Intangible assets | | · |
| Software | 4,293 | 4,682 |
| Goodwill | 4,615 | 5,018 |
| Other | 5,357 | 5,316 |
| Total intangible assets | 14,266 | 15,016 |
| Investments and other assets | | · |
| Investment securities | 15,534 | 18,594 |
| Retirement benefit asset | 5,470 | 6,265 |
| Deferred tax assets | 3,863 | 3,776 |
| Other | 4,515 | 4,402 |
| Allowance for doubtful accounts | (509) | (586) |
| Total investments and other assets | 28,874 | 32,453 |
| Total non-current assets | 102,694 | 106,838 |
| Total assets | 320,018 | 343,588 |

| | | Millions of yer |
|---|-----------------------|-----------------------|
| | FY12/2021 | 3Q 2022 |
| Liabilities | (As of Dec. 31, 2021) | (As of Sep. 30, 2022) |
| Current liabilities | | |
| Notes and accounts payable-trade | 7,450 | 7,897 |
| Electronically recorded obligations-operating | 16,327 | 18,878 |
| Short-term borrowings | 600 | 2,380 |
| Lease obligations | 177 | 574 |
| Accounts payable-other | 13,455 | 9,302 |
| Accrued expenses | 10,323 | 10,626 |
| Income taxes payable | 1,968 | 4,136 |
| Accrued consumption taxes | 1,022 | 1,102 |
| Refund liabilities | 5,077 | 5,350 |
| Other | 2,734 | 1,737 |
| Total current liabilities | 59,136 | 61,985 |
| Non-current liabilities | 00,100 | 01,000 |
| Lease obligations | 639 | 2,881 |
| Deferred tax liabilities | 1,374 | 1,979 |
| Other | 4,600 | 5,089 |
| Total non-current liabilities | 6,614 | 9,950 |
| Total liabilities | 65,751 | 71,936 |
| Net assets | 00,701 | 7 1,000 |
| Shareholders' equity | | |
| Share capital | 4,848 | 4,848 |
| Capital surplus | 26 | 50 |
| Retained earnings | 228,791 | 235,216 |
| Treasury shares | (9,090) | (9,081) |
| Total shareholders' equity | 224,576 | 231,033 |
| Accumulated other comprehensive income | 221,010 | 201,000 |
| Valuation difference on available-for-sale | 5,830 | 7,190 |
| securities | | |
| Foreign currency translation adjustment | 4,389 | 14,212 |
| Remeasurements of defined benefit plans | 3,561 | 3,124 |
| Total accumulated other comprehensive income | 13,781 | 24,527 |
| Non-controlling interests | 15,909 | 16,091 |
| Total net assets | 254,267 | 271,651 |
| Total liabilities and net assets | 320,018 | 343,588 |

(2) Consolidated Quarterly Statements of Income and Comprehensive Income

Consolidated Quarterly Statement of Income

| (For the Nine-month Period) | Millions of yen |
|--|--------------------------------|
| | 3Q 2022 |
| | (Jan. 1, 2022 – Sep. 30, 2022) |
| Net sales | 200,887 |
| Cost of sales | 59,876 |
| Gross profit | 141,011 |
| Selling, general and administrative expenses | |
| Advertising expenses | 16,128 |
| Promotion expenses | 30,203 |
| Freight and packing costs | 12,249 |
| Salaries and allowances | 36,282 |
| Retirement benefit expenses | 236 |
| Legal welfare expenses | 5,791 |
| Depreciation | 3,691 |
| Other | 23,946 |
| Total selling, general and administrative expenses | 128,529 |
| Operating profit | 12,481 |
| Non-operating income | |
| Interest income | 291 |
| Dividend income | 181 |
| Refunded consumption taxes | 466 |
| Patent licensing | 8 |
| Foreign exchange gains | 8,469 |
| Miscellaneous income | 924 |
| Total non-operating income | 10,341 |
| Non-operating expenses | 10,01 |
| Interest expenses | 13 |
| Commission expenses | 3 |
| Provision of allowance for doubtful accounts | 77 |
| Loss on investments in investment partnerships | 106 |
| Miscellaneous loss | 67 |
| Total non-operating expenses | 272 |
| · • • • • • • • • • • • • • • • • • • • | |
| Ordinary profit | 22,549 |
| Extraordinary income | 40. |
| Gain on sale of non-current assets | 124 |
| Total extraordinary income | 124 |
| Extraordinary losses | |
| Loss on disposal of non-current assets | 167 |
| Impairment loss | 121 |
| Loss on valuation of investment securities | 25 |
| Loss on valuation of shares of subsidiaries and associates | 20 |
| Extra retirement payments | 164 |
| Total extraordinary losses | 498 |
| Profit before income taxes | 22,175 |
| Income taxes-current | 7,181 |
| Income taxes-deferred | 639 |
| Total income taxes | 7,821 |
| Profit - | 14,354 |
| Profit attributable to non-controlling interests | 513 |
| | |

Consolidated Quarterly Statement of Comprehensive Income (For the Nine-month Period)

| (For the Nine-month Period) | Millions of yen |
|--|--------------------------------|
| | 3Q 2022 |
| | (Jan. 1, 2022 - Sep. 30, 2022) |
| Profit | 14,354 |
| Other comprehensive income | |
| Valuation difference on available-for-sale securities | 1,359 |
| Foreign currency translation adjustment | 9,919 |
| Remeasurements of defined benefit plans, net of tax | (453) |
| Total other comprehensive income | 10,825 |
| Comprehensive income | 25,180 |
| Comprehensive income attributable to | |
| Comprehensive income attributable to owners of parent | 24,587 |
| Comprehensive income attributable to non- controlling interests | 592 |

(3) Notes to Consolidated Quarterly Financial Statements

Going Concern Assumption

Not applicable.

Precaution Concerning Significant Changes in Shareholders' Equity

Not applicable.

Additional Information

Impact of the COVID-19 pandemic on accounting estimates

There are no significant changes during the first nine months regarding the accounting estimates that are explained in the Securities Report for the fiscal year that ended in December 2021.

Segment and Other Information

Segment Information

3Q 2022 (Jan. 1, 2022 - Sep. 30, 2022)

1. Information related to net sales and profit for each reportable segment

Millions of yen

| | Re | portable segme | ent | | | | Amounts shown |
|------------------------------------|------------|----------------|----------|---|---------|---------------------|------------------------------|
| | Cosmetics | Cosmetaries | Subtotal | Other (Note 1) | Total | Adjustment (Note 2) | on consolidated quarterly |
| | Cocinolico | Coomotanoo | Cubiciai | (************************************** | | | statement of income (Note 3) |
| N - 4 1 | | | | | | | income (Note 3) |
| Net sales | | | | | | | |
| (1) Sales to third parties | 160,749 | 38,833 | 199,582 | 1,304 | 200,887 | - | 200,887 |
| (2) Intragroup sales and transfers | 1 | 1 | • | 514 | 514 | (514) | - |
| Total sales | 160,749 | 38,833 | 199,582 | 1,819 | 201,401 | (514) | 200,887 |
| Segment profit | 15,450 | 266 | 15,716 | 784 | 16,500 | (4,019) | 12,481 |

Notes: 1. The "other" segment consists of activities that are not included in any of the reportable segments: amenity products, etc.

2. Adjustments to segment profit are as follows.

Millions of yen

| Eliminations for intersegment transactions | (165) |
|--|---------|
| Corporate expenses that cannot be allocated to reportable segments | (3,853) |

Corporate expenses consist primarily of expenses related to the administration division at KOSÉ and expenses for basic research that are not assigned to any particular reportable segment.

- 3. Segment profit is adjusted with operating profit shown on the consolidated quarterly statement of income.
- 2. Information related to impairment losses on non-current assets and goodwill, etc. for each reportable segment

No significant items in 3Q 2022.

3. Geographic sales information

Millions of yen

| Japan | Asia | North America | Other | Total |
|---------|--------|---------------|-------|---------|
| 116,999 | 53,169 | 27,096 | 3,622 | 200,887 |

Information Concerning Revenue Recognition

Division of sales

The KOSÉ Group has two reportable segments: cosmetics and cosmetaries. These are business units where the Board of Directors performs periodic studies in order to determine the allocation of resources and evaluate performance. The revenue of these two businesses is presented as sales. In addition, geographic sales are divided according to the locations of customers. The relationship between these geographic divisions of revenue and segment sales is as follows.

3Q 2022 (Jan. 1, 2022 - Sep. 30, 2022)

Millions of yen

| | Japan | Asia | North America | Other | Total |
|---------------------------------------|---------|--------|---------------|-------|---------|
| Cosmetics | 78,039 | 51,995 | 27,096 | 3,617 | 160,749 |
| Cosmetaries | 37,655 | 1,172 | - | 5 | 38,833 |
| Total | 115,695 | 53,167 | 27,096 | 3,622 | 199,582 |
| Other (Note) | 1,147 | 1 | - | - | 1,148 |
| Revenue from contracts with customers | 116,843 | 53,169 | 27,096 | 3,622 | 200,731 |
| Other revenue | 155 | - | - | - | 155 |
| Sales to third parties | 116,999 | 53,169 | 27,096 | 3,622 | 200,887 |

Note: The "other" segment consists of activities that are not included in any of the reportable segments: amenity products, etc.

Note: This is a translation of Japanese Kessan Tanshin (including attachments), a summary of financial statements prepared in accordance with accounting principles generally accepted in Japan. This translation is prepared and provided for the purpose of the reader's convenience. All readers are recommended to refer to the original version in Japanese of the report for complete information.