

Summary of Financial Results for the Second Quarter of Fiscal Year Ending December 31, 2024 (Six Months Ended June 30, 2024)

[Japanese GAAP]

Company name: **KOSÉ Corporation** Stock listing: Tokyo Stock Exchange, Prime Market
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 Scheduled date of dividend payment: September 10, 2024
 Preparation of supplementary materials for financial results: Yes
 Holding of financial results meeting: Yes

(Rounded down to million yen)

1. Consolidated Financial Results for the Six Months Ended June 30, 2024 (January 1, 2024 – June 30, 2024)

(1) Consolidated financial results (YoY change % represents changes from the previous fiscal year)

	Net sales (Million yen)	YoY change (%)	Operating profit (Million yen)	YoY change (%)	Ordinary profit (Million yen)	YoY change (%)	Profit attributable to owners of parent (Million yen)	YoY change (%)
2Q 2024	159,133	10.3	13,748	31.9	18,882	34.3	11,610	33.5
2Q 2023	144,295	10.5	10,420	44.5	14,062	(7.2)	8,697	(2.1)

Note: Comprehensive income (million yen) 2Q 2024: 17,617 (up 44.7%) 2Q 2023: 12,175 (down 26.2%)

	Net income per share (basic) (Yen)	Net income per share (diluted) (Yen)
2Q 2024	203.47	-
2Q 2023	152.45	-

(2) Consolidated financial position

	Total assets (Million yen)	Net assets (Million yen)	Equity ratio (%)	Net assets per share (Yen)
2Q 2024	380,144	296,515	73.4	4,892.20
2023	371,657	283,038	71.6	4,664.70

Ref.: Shareholders' equity (million yen) 2Q 2024: 279,173 2023: 266,156

2. Dividends

	Dividend per share				
	1Q-end (Yen)	2Q-end (Yen)	3Q-end (Yen)	Year-end (Yen)	Total (Yen)
2023	-	70.00	-	70.00	140.00
2024	-	70.00	-	-	-
2024 (forecast)	-	-	-	70.00	140.00

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

3. Consolidated Forecast for 2024 (January 1, 2024 – December 31, 2024)

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

	Net sales (Million yen)	YoY change (%)	Operating profit (Million yen)	YoY change (%)	Ordinary profit (Million yen)	YoY change (%)	Profit attributable to owners of parent (Million yen)	YoY change (%)	Net income per share (Yen)
Full year	312,000	3.9	20,000	25.1	20,800	2.7	12,600	8.0	220.83

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

*** Notes**

(1) Significant changes in scope of consolidation during the period: None

Newly added: -

Excluded: -

(2) Application of special accounting methods for presenting consolidated Interim 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 : None

2) Changes in accounting policies other than 1) above : None

3) Changes in accounting-based estimates : None

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 June 30, 2024	60,592,541 shares	As of December 31, 2023	60,592,541 shares
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2) Number of treasury shares at end of the period

As of June 30, 2024	3,527,578 shares	As of December 31, 2023	3,535,001 shares
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3) Average number of shares outstanding during the period

2Q 2024	57,059,953 shares	2Q 2023	57,055,055 shares
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Note 1: The current financial report is not subject to quarterly (semi-annual) 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 Interim 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 Interim Financial Performance

(1) Explanation of Results of Operations

Six Months Ended June 30, 2024 (January 1, 2024 – June 30, 2024)

Millions of yen, %

Operating segment	2Q 2023 (Jan. 1, 2023 – Jun. 30, 2023)		2Q 2024 (Jan. 1, 2024 – Jun. 30, 2024)		YoY change	
	Amount	% comp.	Amount	% comp.	Amount	%
Cosmetics	117,021	81.1	126,731	79.6	9,710	8.3
Cosmetaries	26,246	18.2	31,250	19.6	5,003	19.1
Others	1,027	0.7	1,151	0.7	123	12.0
Total net sales	144,295	100.0	159,133	100.0	14,837	10.3

	2Q 2023 (Jan. 1, 2023 – Jun. 30, 2023)		2Q 2024 (Jan. 1, 2024 – Jun. 30, 2024)		YoY change	
	Amount	% of sales	Amount	% of sales	Amount	%
Operating profit	10,420	7.2	13,748	8.6	3,327	31.9
Ordinary profit	14,062	9.7	18,882	11.9	4,820	34.3
Profit attributable to owners of parent	8,697	6.0	11,610	7.3	2,912	33.5

In the first half (January 1 to June 30) of 2024, the Japanese economy has been on a gradual recovery trend, but there have been some temporary setbacks. Demand created by foreign tourists in Japan is recovering as the yen remains weak and there are signs of an end to sluggish consumer spending caused by low real wages due to inflation. Exports from Japan are still flat because of slowing economic growth in other countries. Other sources of concern about the Japanese economy are the rising cost of raw materials, energy and other items and supply restrictions caused by Japan's severe labor shortage.

The primary markets for the KOSÉ Group outside Japan are Asia and the United States. In China, economic growth is slowing due to the continuation of weak recovery in consumer spending and continuation of problems in the real estate industry. Economies of other Asian countries were generally healthy during the first half because of firm domestic demand and the recovery of exports, although economic growth slowed in some regions.

In the United States, consumer sentiment was declining as unemployment rate increased gradually. Economic growth has slowed only at a moderate pace because inflation was continuing to decrease and consumer spending remained firm.

In the Japanese cosmetics market, domestic demand was strong at department stores and specialty cosmetics stores as well as at drug stores and other mass retail channels. The increasing number of foreign tourists in Japan is contributing to the recovery in demand for cosmetics.

In China, the business climate remains extremely challenging. One reason is soft consumer spending as people hold down purchases in response to uncertainty about the economy. Increasing competition from domestic Chinese cosmetics brands is another reason.

In other regions of Asia, sales recovered overall, although there were weaknesses in some regions.

In the United States, sales of cosmetics remained steady with the support of firm consumer spending, although the growth rate of cosmetics sales was declining.

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. We have worked 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.

The almost three-year-long pandemic has changed significantly the business climate of the KOSÉ Group in

Japan and other countries, especially in China. To reflect these changes, we are working on the next vision statement, which is expected to be announced as early as possible in the current fiscal year.

In the first half of 2024, sales in China declined, but sales in Japan increased in all segments. In addition, strong sales at Tarte, which sells its products primarily in the United States and Europe, contributed to sales growth. As a result, sales increased 10.3% from the same period of 2023 to 159,133 million yen (up 6.2% after excluding the effects of changes in foreign exchange rates). Overseas sales were 36.4% of total sales.

Despite a decline in sales in the highly profitable travel retail business in China and an increase in the cost ratio due to a change in the product mix, operating profit increased 31.9% from the same period of 2023 to 13,748 million yen as higher sales in Japan and Tarte contributed to a decrease in the SG&A expense ratio. Ordinary profit rose 34.3% to 18,882 million yen due to an increase in foreign exchange gains, and profit attributable to owners of parent was up 33.5% to 11,610 million yen.

In the high prestige category of the cosmetics business segment, although DECORTÉ sales grew in Japan, total sales in DECORTÉ were down. The main reasons are the challenging business climate and business reforms in China that include measures to control inventories of products at distributors and stores. Among other brands, there was a large increase in sales of ALBION's Elégance products to foreign tourists in Japan. At Tarte, the core concealer category and new lip, mascara and other products contributed to sales growth in the United States and Europe.

Sales in the prestige category increased. Main contributors include the renewed SEKKISEI beauty lotion, new ONE BY KOSÉ products, and ESPRIQUE base makeup products.

As a result, sales in the cosmetics business segment increased 8.3% from the same period of 2023 to 126,731 million yen and operating profit was up 4.9% to 12,233 million yen.

In the cosmetaries business segment, sales of Softymo, CLEAR TURN and SUNCUT, which are KOSÉ Cosmeport's main brands, were higher. Sales of the MAKE KEEP series and FASIO were also strong. As a result, sales in this business segment increased 19.1% from the same period of 2023 to 31,250 million yen and operating profit was up 238.2% to 3,900 million yen.

Orders for the manufacture of OEM products increased. As a result, sales in the others business segment increased 12.0% from the same period of 2023 to 1,151 million yen and operating profit increased 30.1% to 573 million yen.

Net Sales by Region (Sales to Third Parties)

Millions of yen, %

	2Q 2023 (Jan. 1, 2023 – Jun. 30, 2023)		2Q 2024 (Jan. 1, 2024 – Jun. 30, 2024)		YoY change	
	Amount	% comp.	Amount	% comp.	Amount	%
Japan	87,525	60.7	101,156	63.6	13,631	15.6
Asia	31,941	22.1	23,313	14.7	(8,628)	(27.0)
North America	21,670	15.0	30,484	19.2	8,813	40.7
Others	3,157	2.2	4,177	2.6	1,020	32.3
Total net sales	144,295	100.0	159,133	100.0	14,837	10.3

Japan

At department stores and specialty cosmetics stores, ALBION contributed to sales growth and sales of DECORTÉ products were steady. In the e-commerce category, DECORTÉ sales increased. At drug stores and other mass retail channels, sales of SEKKISEI and ONE BY KOSÉ, the primary brands of the prestige category, and major cosmetaries brands increased significantly, supported by the recovery in demand.

As a result, sales in Japan increased 15.6% from the same period of 2023 to 101,156 million yen.

Asia

In China, sales at stores was slow due to soft consumer spending and stagnant market inventory. Sales decreased in the e-commerce sector and at stores as we reexamined sales methods in response to the current

characteristics of each sales channel. In the travel retail sector, sales in China decreased significantly due to sales restrictions on bulk purchases by resellers and inventory reduction policies at distributors, as well as the heightened controls by KOSÉ on shipments of products...

As a result, sales in Asia decreased 27.0% from the same period of 2023 to 23,313 million yen.

North America/Others

In North America, Tarte maintained a large share of the prestige makeup market as sales of major category products were strong and new products sold well. Sales growth was also attributable to higher sales through social media and the yen's depreciation. As a result, sales in North America increased 40.7% from the same period of 2023 to 30,484 million yen.

Sales in the "others" regions (including Europe) increased 32.3% to 4,177 million yen as sales of Tarte products remained strong.

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

There are no revisions to the full-year earnings forecast announced on February 14, 2024.

2. Consolidated Interim Financial Statements and Notes

(1) Consolidated Interim Balance Sheet

	<i>Millions of yen</i>	
	2023 (As of Dec. 31, 2023)	2Q 2024 (As of Jun. 30, 2024)
Assets		
Current assets		
Cash and deposits	132,846	128,264
Notes and accounts receivable-trade	44,405	44,851
Merchandise and finished goods	40,100	46,667
Work in process	3,386	4,942
Raw materials and supplies	27,395	31,330
Other	8,719	5,845
Allowance for doubtful accounts	(121)	(154)
Total current assets	256,732	261,748
Non-current assets		
Property, plant and equipment		
Buildings and structures	52,666	53,747
Accumulated depreciation	(28,013)	(28,908)
Buildings and structures, net	24,652	24,838
Machinery, equipment and vehicles	22,661	22,710
Accumulated depreciation	(18,540)	(19,193)
Machinery, equipment and vehicles, net	4,120	3,517
Tools, furniture and fixtures	46,303	46,910
Accumulated depreciation	(40,664)	(41,192)
Tools, furniture and fixtures, net	5,638	5,718
Land	17,333	19,253
Leased assets	12,385	14,056
Accumulated depreciation	(3,337)	(4,070)
Leased assets, net	9,048	9,985
Construction in progress	453	608
Total property, plant and equipment	61,247	63,921
Intangible assets		
Software	5,084	6,161
Goodwill	3,621	3,526
Other	5,399	4,289
Total intangible assets	14,105	13,978
Investments and other assets		
Investment securities	15,838	16,414
Retirement benefit asset	14,545	14,537
Deferred tax assets	5,035	5,402
Other	4,828	4,850
Allowance for doubtful accounts	(675)	(708)
Total investments and other assets	39,572	40,496
Total non-current assets	114,925	118,396
Total assets	371,657	380,144

Millions of yen

	2023 (As of Dec. 31, 2023)	2Q 2024 (As of Jun. 30, 2024)
Liabilities		
Current liabilities		
Notes and accounts payable-trade	8,628	10,040
Electronically recorded obligations-operating	18,491	17,534
Short-term borrowings	500	500
Lease obligations	1,050	1,161
Accounts payable-other	15,644	10,816
Accrued expenses	11,630	8,774
Income taxes payable	3,867	5,495
Accrued consumption taxes	2,307	1,420
Refund liabilities	5,756	5,996
Other	2,346	2,524
Total current liabilities	70,224	64,264
Non-current liabilities		
Lease obligations	8,664	9,359
Deferred tax liabilities	5,038	4,829
Other	4,692	5,176
Total non-current liabilities	18,395	19,365
Total liabilities	88,619	83,629
Net assets		
Shareholders' equity		
Share capital	4,848	4,848
Capital surplus	123	179
Retained earnings	243,823	251,439
Treasury shares	(9,073)	(9,054)
Total shareholders' equity	239,721	247,411
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	4,747	4,600
Foreign currency translation adjustment	14,256	20,095
Remeasurements of defined benefit plans	7,430	7,065
Total accumulated other comprehensive income	26,434	31,761
Non-controlling interests	16,881	17,342
Total net assets	283,038	296,515
Total liabilities and net assets	371,657	380,144

(2) Consolidated Interim Statements of Income and Comprehensive Income**Consolidated Interim Statement of Income
(For the Six-month Period)***Millions of yen*

	2Q 2023 (Jan. 1, 2023 – Jun. 30, 2023)	2Q 2024 (Jan. 1, 2024 – Jun. 30, 2024)
Net sales	144,295	159,133
Cost of sales	41,112	46,509
Gross profit	103,183	112,623
Selling, general and administrative expenses		
Advertising expenses	12,467	13,216
Promotion expenses	21,884	22,939
Freight and packing costs	9,331	9,336
Salaries and allowances	25,169	26,649
Retirement benefit expenses	106	27
Legal welfare expenses	4,040	4,161
Depreciation	2,521	2,507
Other	17,241	20,037
Total selling, general and administrative expenses	92,762	98,875
Operating profit	10,420	13,748
Non-operating income		
Interest income	656	489
Dividend income	174	231
Refunded consumption taxes	290	45
Gain on investments in investment partnerships	-	106
Foreign exchange gains	2,392	4,020
Miscellaneous income	320	274
Total non-operating income	3,834	5,169
Non-operating expenses		
Interest expenses	9	7
Provision of allowance for doubtful accounts	67	14
Loss on investments in investment partnerships	35	-
Miscellaneous loss	81	13
Total non-operating expenses	193	35
Ordinary profit	14,062	18,882
Extraordinary income		
Gain on sale of non-current assets	18	-
Total extraordinary income	18	-
Extraordinary losses		
Loss on disposal of non-current assets	75	43
Impairment loss	36	1
Loss on valuation of shares of subsidiaries and associates	3	-
Loss on liquidation of business	330	153
Total extraordinary losses	444	198
Profit before income taxes	13,636	18,684
Income taxes-current	3,952	6,456
Income taxes-deferred	701	12
Total income taxes	4,654	6,469
Profit	8,981	12,214
Profit attributable to non-controlling interests	283	604
Profit attributable to owners of parent	8,697	11,610

Consolidated Interim Statement of Comprehensive Income
(For the Six-month Period)

Millions of yen

	2Q 2023 (Jan. 1, 2023 – Jun. 30, 2023)	2Q 2024 (Jan. 1, 2024 – Jun. 30, 2024)
Profit	8,981	12,214
Other comprehensive income		
Valuation difference on available-for-sale securities	(660)	(138)
Foreign currency translation adjustment	4,214	5,924
Remeasurements of defined benefit plans, net of tax	(360)	(383)
Total other comprehensive income	3,193	5,402
Comprehensive income	12,175	17,617
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	11,870	16,937
Comprehensive income attributable to non-controlling interests	305	680

(3) Consolidated Interim Statement of Cash Flows*Millions of yen*

	2Q 2023 (Jan. 1, 2023 – Jun. 30, 2023)	2Q 2024 (Jan. 1, 2024 – Jun. 30, 2024)
Cash flows from operating activities		
Profit before income taxes	13,636	18,684
Depreciation	4,629	4,435
Impairment loss	36	1
Amortization of goodwill	491	555
Loss on liquidation of business	330	153
Increase (decrease) in allowance for doubtful accounts	(263)	57
Decrease (increase) in retirement benefit asset	(476)	(198)
Loss (gain) on disposal of non-current assets	56	43
Interest and dividend income	(831)	(721)
Interest expenses	9	7
Foreign exchange losses (gains)	(715)	(1,332)
Loss on valuation of shares of subsidiaries and associates	3	-
Loss (gain) on investment in partnerships	35	(106)
Decrease (increase) in trade receivables	10,339	511
Decrease (increase) in inventories	(1,793)	(8,623)
Increase (decrease) in trade payables	2,472	(189)
Increase (decrease) in refund liabilities	(732)	(231)
Decrease (increase) in other assets	95	635
Increase (decrease) in other liabilities	(6,212)	(8,105)
Subtotal	21,111	5,577
Interest and dividend income received	810	645
Interest expenses paid	(12)	(6)
Corporate income taxes paid	(4,511)	(2,858)
Net cash provided by (used in) operating activities	17,398	3,358
Cash flows from investing activities		
Payments into time deposits	(14,423)	(16,191)
Proceeds from withdrawal of time deposits	13,840	15,123
Purchase of property, plant and equipment	(2,334)	(4,692)
Proceeds from sales of property, plant and equipment	80	0
Purchase of intangible assets	(1,308)	(1,024)
Purchase of investment securities	(671)	(890)
Proceeds from sales and redemption of investment securities	-	158
Proceeds from distributions from investment partnerships	-	64
Net decrease (increase) in short-term loans receivable	(23)	(8)
Long-term loan advances	(35)	-
Proceeds from collection of long-term loans receivable	0	0
Decrease (increase) in other investments	(359)	(99)
Net cash provided by (used in) investing activities	(5,236)	(7,561)

Millions of yen

	2Q 2023	2Q 2024
	(Jan. 1, 2023 – Jun. 30, 2023)	(Jan. 1, 2024 – Jun. 30, 2024)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	(1,042)	-
Net decrease (increase) in treasury shares	(0)	(1)
Repayments of long-term borrowings	(98)	-
Cash dividends paid	(3,993)	(3,994)
Cash dividends paid to non-controlling shareholders	(219)	(219)
Other, net	(86)	(73)
Net cash provided by (used in) financing activities	(5,440)	(4,289)
Effect of exchange rate change on cash and cash equivalents	2,324	2,120
Net increase (decrease) in cash and cash equivalents	9,045	(6,372)
Cash and cash equivalents at beginning of period	94,063	105,669
Cash and cash equivalents at end of period	103,109	99,297

(4) Notes to Consolidated Interim Financial Statements**Going Concern Assumption**

Not applicable.

Precaution Concerning Significant Changes in Shareholders' Equity

Not applicable.

Segment and Other Information**Segment Information**

I. 2Q 2023 (Jan. 1, 2023 – Jun. 30, 2023)

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

Millions of yen

	Reportable segment			Other (Note 1)	Total	Adjustment (Note 2)	Amounts shown on consolidated interim statement of income (Note 3)
	Cosmetics	Cosmetaries	Subtotal				
Net sales							
(1) Sales to third parties	117,021	26,246	143,268	1,027	144,295	-	144,295
(2) Intragroup sales and transfers	-	-	-	234	234	(234)	-
Total sales	117,021	26,246	143,268	1,262	144,530	(234)	144,295
Segment profit	11,662	1,153	12,816	441	13,257	(2,836)	10,420

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	37
Corporate expenses that cannot be allocated to reportable segments	(2,873)

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 interim statement of income.

2. Information related to impairment losses on non-current assets and goodwill, etc. for each reportable segment

No significant items in 2Q 2023.

3. Geographic sales information

Millions of yen

Japan	Asia	North America	Other	Total
87,525	31,941	21,670	3,157	144,295

II. 2Q 2024 (Jan. 1, 2024 – Jun. 30, 2024)

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

Millions of yen

	Reportable segment			Other (Note 1)	Total	Adjustment (Note 2)	Amounts shown on consolidated interim statement of income (Note 3)
	Cosmetics	Cosmetaries	Subtotal				
Net sales							
(1) Sales to third parties	126,731	31,250	157,981	1,151	159,133	-	159,133
(2) Intragroup sales and transfers	-	-	-	254	254	(254)	-
Total sales	126,731	31,250	157,981	1,405	159,387	(254)	159,133
Segment profit	12,233	3,900	16,134	573	16,708	(2,960)	13,748

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	(68)
Corporate expenses that cannot be allocated to reportable segments	(2,892)

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 interim statement of income.

2. Information related to impairment losses on non-current assets and goodwill, etc. for each reportable segment

No significant items in 2Q 2024.

3. Geographic sales information

Millions of yen

Japan	Asia	North America	Other	Total
101,156	23,313	30,484	4,177	159,133

Information Concerning Revenue Recognition

Division of sales

The KOSÉ Group has two reportable segments: cosmetics business and cosmetaries business. 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.

2Q 2023 (Jan. 1, 2023 – Jun. 30, 2023)

	Millions of yen				
	Japan	Asia	North America	Others	Total
Cosmetics	60,875	31,325	21,670	3,149	117,021
Cosmetaries	25,623	615	-	8	26,246
Total	86,499	31,940	21,670	3,157	143,268
Others (Note)	922	1	-	-	924
Revenue from contracts with customers	87,421	31,941	21,670	3,157	144,192
Other revenue	103	-	-	-	103
Sales to third parties	87,525	31,941	21,670	3,157	144,295

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

2Q 2024 (Jan. 1, 2024 – Jun. 30, 2024)

	Millions of yen				
	Japan	Asia	North America	Others	Total
Cosmetics	69,741	22,348	30,484	4,157	126,731
Cosmetaries	30,265	963	-	20	31,250
Total	100,006	23,312	30,484	4,177	157,981
Others (Note)	1,046	1	-	-	1,047
Revenue from contracts with customers	101,053	23,313	30,484	4,177	159,029
Other revenue	103	-	-	-	103
Sales to third parties	101,156	23,313	30,484	4,177	159,133

Note: The "others" 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.