

**Notice regarding differential between forecasts and actual results for interim period, and revisions to full-year results forecasts for the fiscal year ending March 31, 2021**

**Yokohama**, November 4, 2020—In light of recent trends in business performance, a differential has arisen between the consolidated results forecasts (announced August 4) and the actual results for the interim period of the fiscal year ending March 31, 2021 (April 1, 2020 to September 30, 2020).

Additionally, revisions have been made to the full-year consolidated results forecasts for the fiscal year ending March 31, 2021 (April 1, 2020 to March 31, 2021). Details are as follows:

- Differential between consolidated forecasts and actual results for interim period of 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)	54,500	4,300	4,350	2,600	21.55
Actual results (B)	54,265	4,878	4,986	3,573	29.63
Difference in amount (B – A)	(234)	578	636	973	
Percentage difference (%)	(0.4)	13.5	14.6	37.4	
Reference: Results for the interim period of the fiscal year ended March 31, 2020	66,203	8,896	8,983	5,872	48.93

- Revisions to the full-year consolidated results forecasts for fiscal year ending March 31, 2021  
(April 1, 2020 to March 31, 2021)

(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)	127,000	14,500	14,600	10,000	82.88
Revised forecasts (B)	120,000	13,000	13,200	9,000	74.59
Change (B – A)	(7,000)	(1,500)	(1,400)	(1,000)	
Percentage difference (%)	(5.5)	(10.3)	(9.6)	(10.0)	
Reference: Results for the fiscal year ended March 31, 2020	126,810	14,125	14,313	9,985	83.11

### 3. Reasons for differential and forecast revisions

#### Interim period

As a result of sales progressing largely in line with forecasts, in addition to the efficient use of advertising expenditure and efforts to reduce fixed costs, operating income, ordinary income, and net income attributable to owners of the parent company exceeded previous forecasts.

In addition, a COVID-19-related employment adjustment subsidy of ¥482 million, which was not incorporated in the previously announced forecasts, was recorded as extraordinary income in the interim period.

#### Full year period

Amid the current challenging environment, despite the implementation of additional sales expansion measures and the reduction and streamlining of advertising expenditure, fixed costs and other expenses in order to achieve the full-year consolidated results forecast announced at the beginning of the period, sales, operating income, ordinary income, and net income attributable to owners of the parent company are expected to be lower than the previously announced forecasts, due to factors including inbound demand being unlikely to recover in the second half of the fiscal year, as well as the slow recovery of stores in Japan and overseas, as the spread of COVID-19 continues.

\*\*\*ENDS\*\*\*

**For further information please contact:**

Investor Relations Department, Corporate Planning Office

Tel. +81 45 226-1470

Email: [4921ir@fancl.co.jp](mailto:4921ir@fancl.co.jp)