

**FY12/2017**  
**Financial Announcement**  
( April 1, 2017 to December 31, 2017 )

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Presentation

February 13, 2017 - HQ

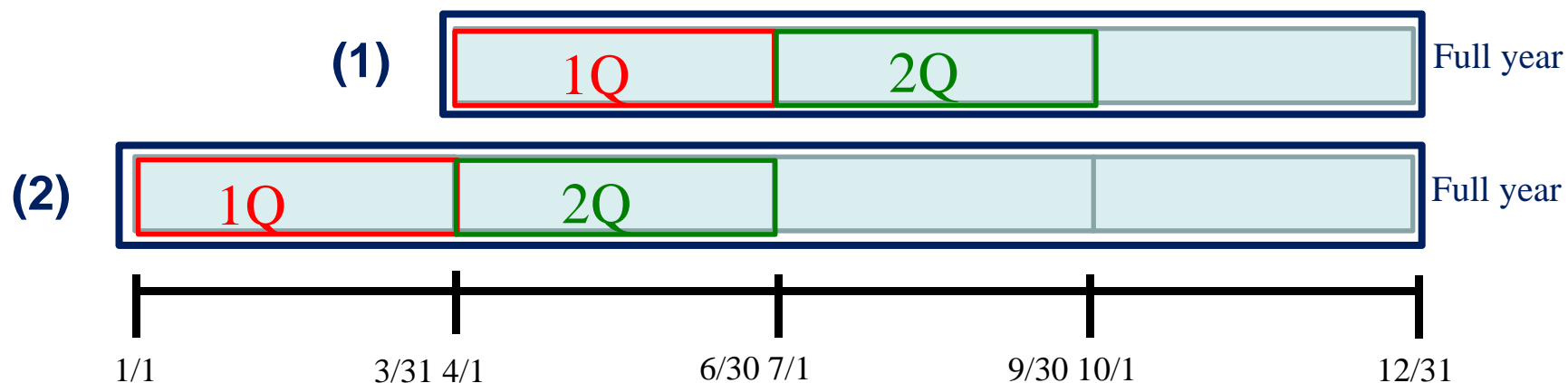
February 16, 2017 - Tokyo

**MEC COMPANY LTD.**

Securities Code: 4971

## Change to settlement period(from FY2017/49th term)

- It will change from March 31 to December 31 from the 49th term
- Consolidated period of the 49th term which is the transitional period
  - (1) Japan alone: 9 months  
(From April 1, 2017 to December 31, 2017)
  - (2) Overseas subsidiaries: 12 months  
(From January 1, 2017 to December 31, 2017)



# *Fiscal year ending December 2017*

## *Topics related to full-year results*

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1

Foreign exchange rate progresses to a weaker yen than the assumed rate.

(JPY to USD) Assumed rate: 110.00 yen / Actual rate: 112.35 yen (previous year was 110.26 yen)

(JPY to NTD) Assumed rate: 3.41 yen / Actual rate: 3.68 yen (previous year was 3.41 yen)

2

Chemicals compared with the previous year

Sales: Up 21.3%, Shipments: Up 17.3%.

\* 48th term fiscal comparison reorganized during the same period in 49th term's

3

Foreign exchange impact compared with the same period last year

Sales: UP 214 million yen, operating income: Up 148 million yen.

4

Consolidated period of the 49th term which is the transitional period.

Japan : 9 months (From April 1, 2017 to December 31, 2017)

Overseas subsidiaries: 12 months (From January 1, 2017 to December 31, 2017)

# Points of FY12/2017

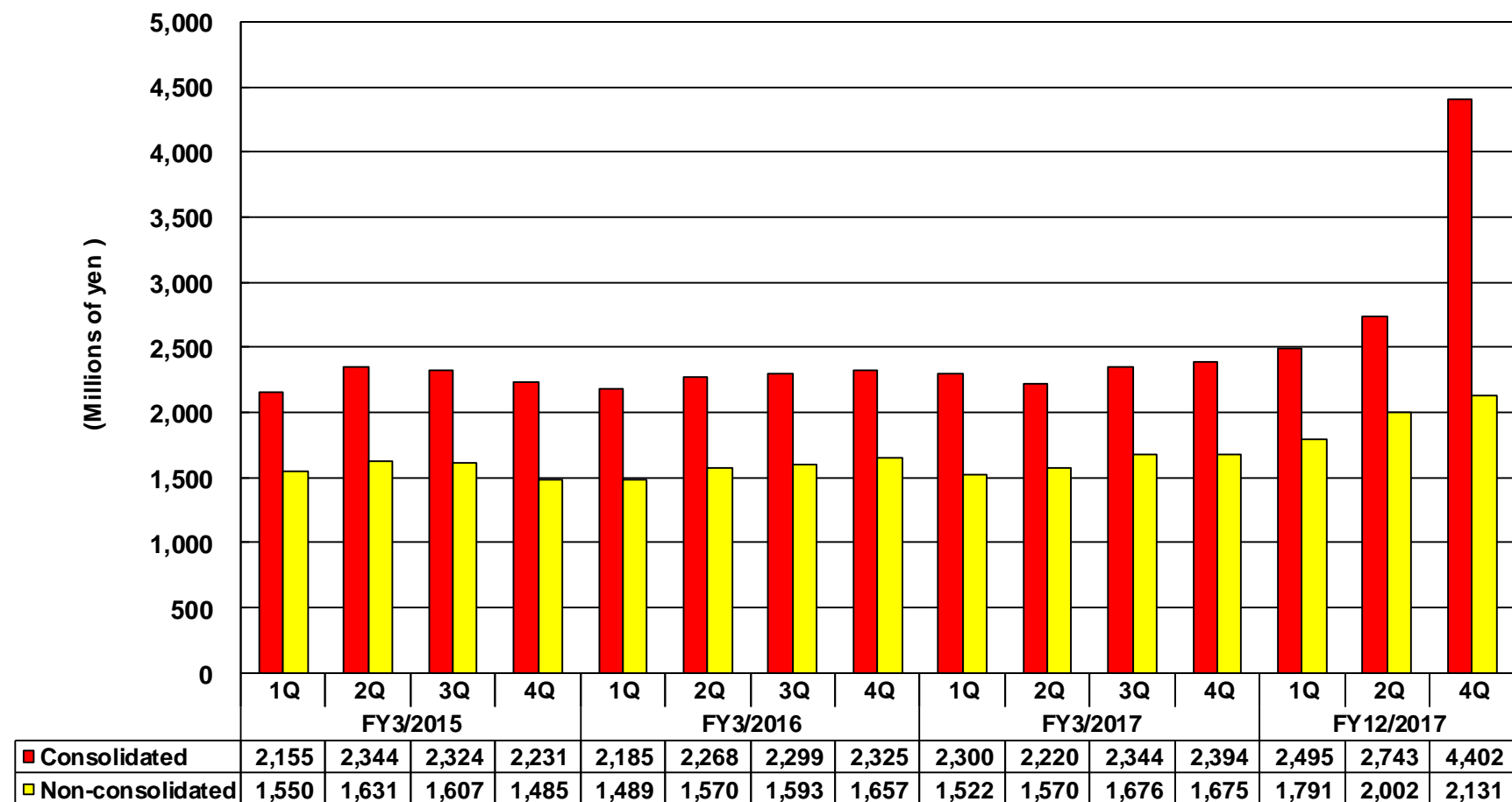
1)		FY2017/3 (replacement)	FY2017/12	Y-o-Y
	Net sales	¥ 8,158 million	¥ 9,641 million	+ 18.2 %
	Operating income	¥ 1,685 million	¥ 1,993 million	+ 18.3 %
	Ordinary income	¥ 1,697 million	¥ 2,063 million	+ 21.6 %
	Net income	¥ 1,514 million	¥ 1,567 million	+ 3.5 %
2)	Chemical sales	¥ 7,815 million	¥ 9,480 million	21.3 %
	Ratio of Net sales	95.8 %	98.3 %	(+ 2.5 points )
3)	Overseas sales ratio	61.0 %	59.2 % *	- 1.8 points
4)	CZ series sales	¥ 4,110 million	¥ 4,787 million	+ 16.5 %
	Ratio of chemical sales	52.6 %	50.5 %	(+ 2.1 points)
5)	Gross profit	61.8 %	61.2 %	( - 0.6 points )

\* If the overseas chemical sales achieved by domestic agents is added to the overseas sales, the ratio becomes 74.9 %.  
( FY3/2017: 77.7 %)

Impact of change in foreign exchange rate: Net sales +¥214 million, Operating income +¥148 million.

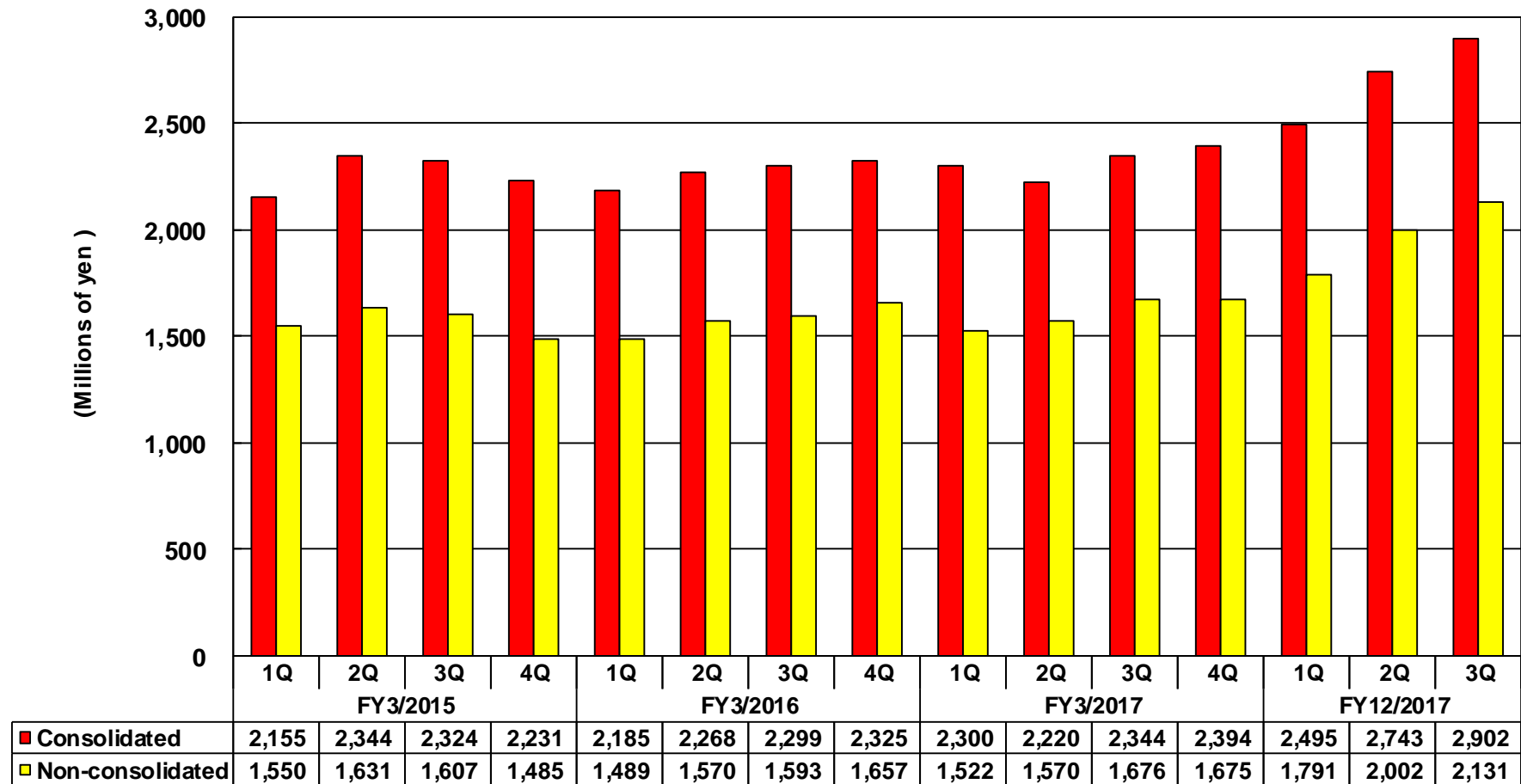
# Net Sales①

\* FY12/2017 Irregular settlement 4Q( Japan : 3 months , Overseas subsidiaries: 6 months )



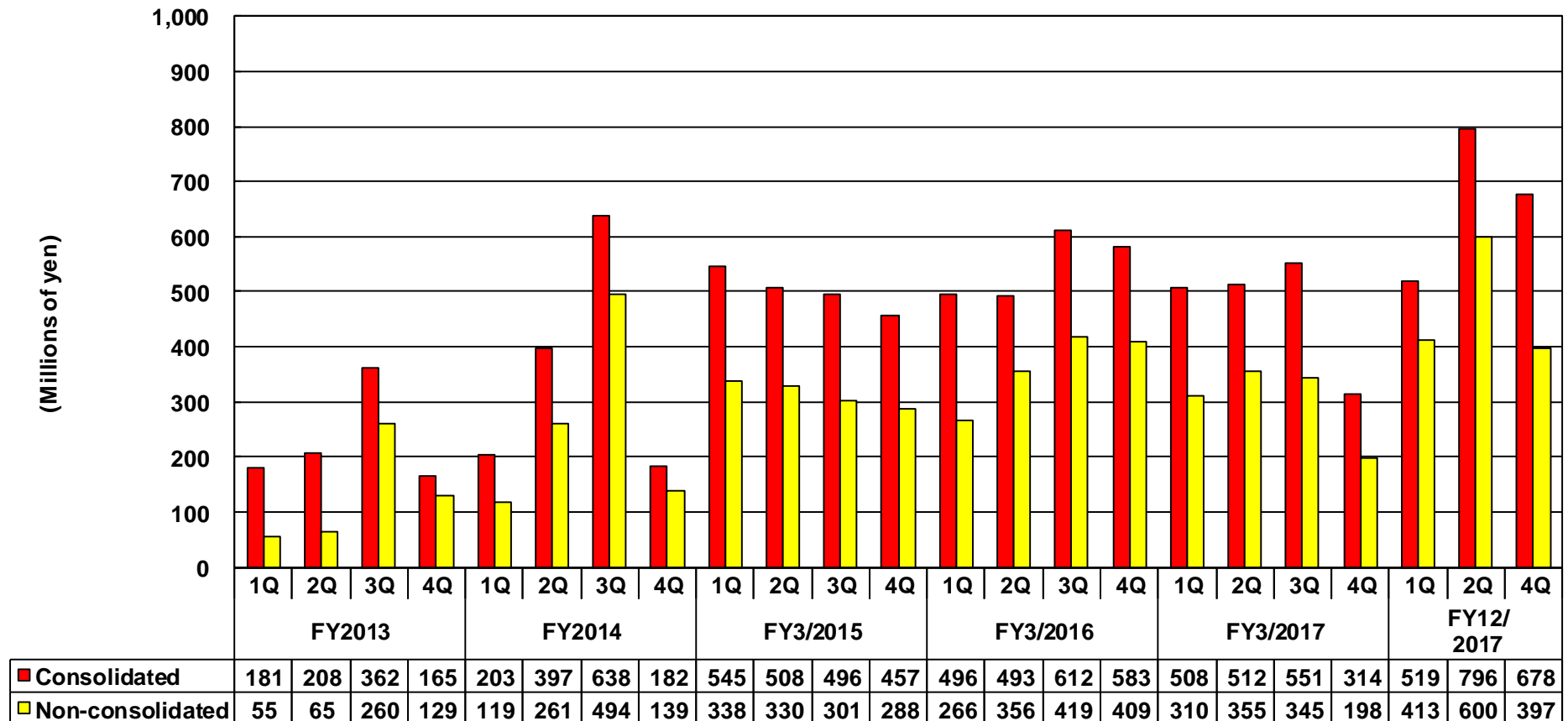
# Net Sales②

\* FY12/2017 Irregular settlement 3Q( Japan,Overseas subsidiaries: 3 months )



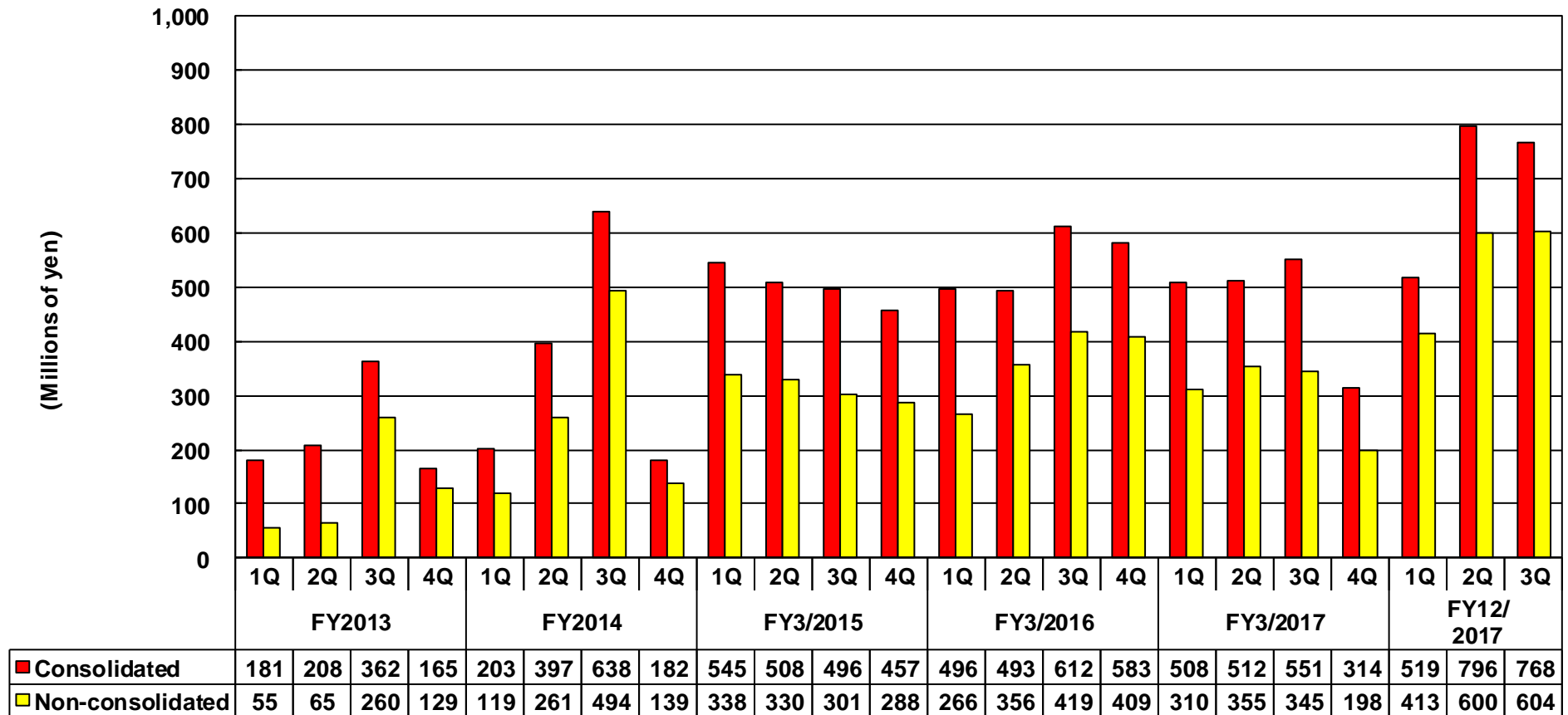
# Operating Income①

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# Operating Income②

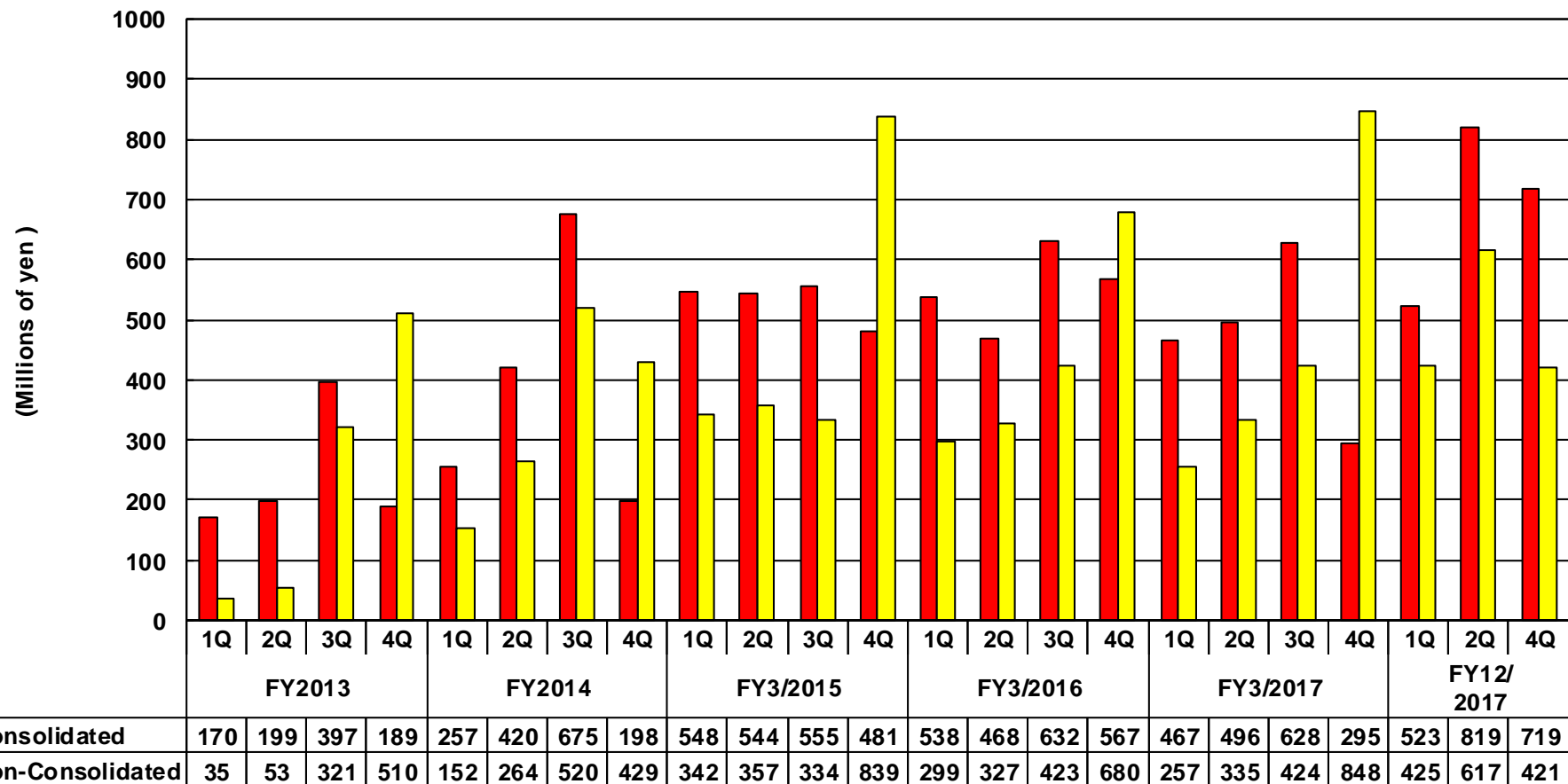
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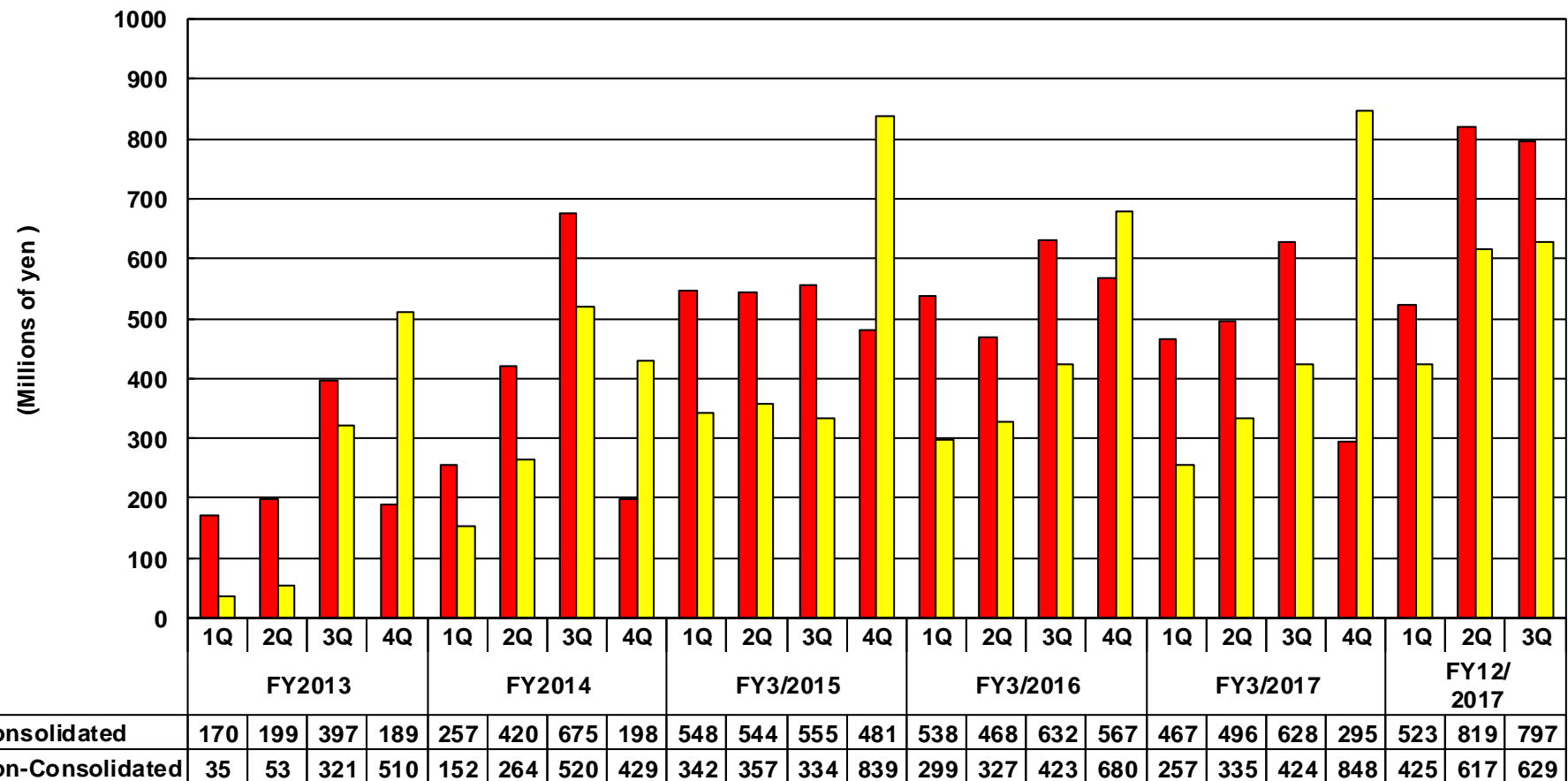
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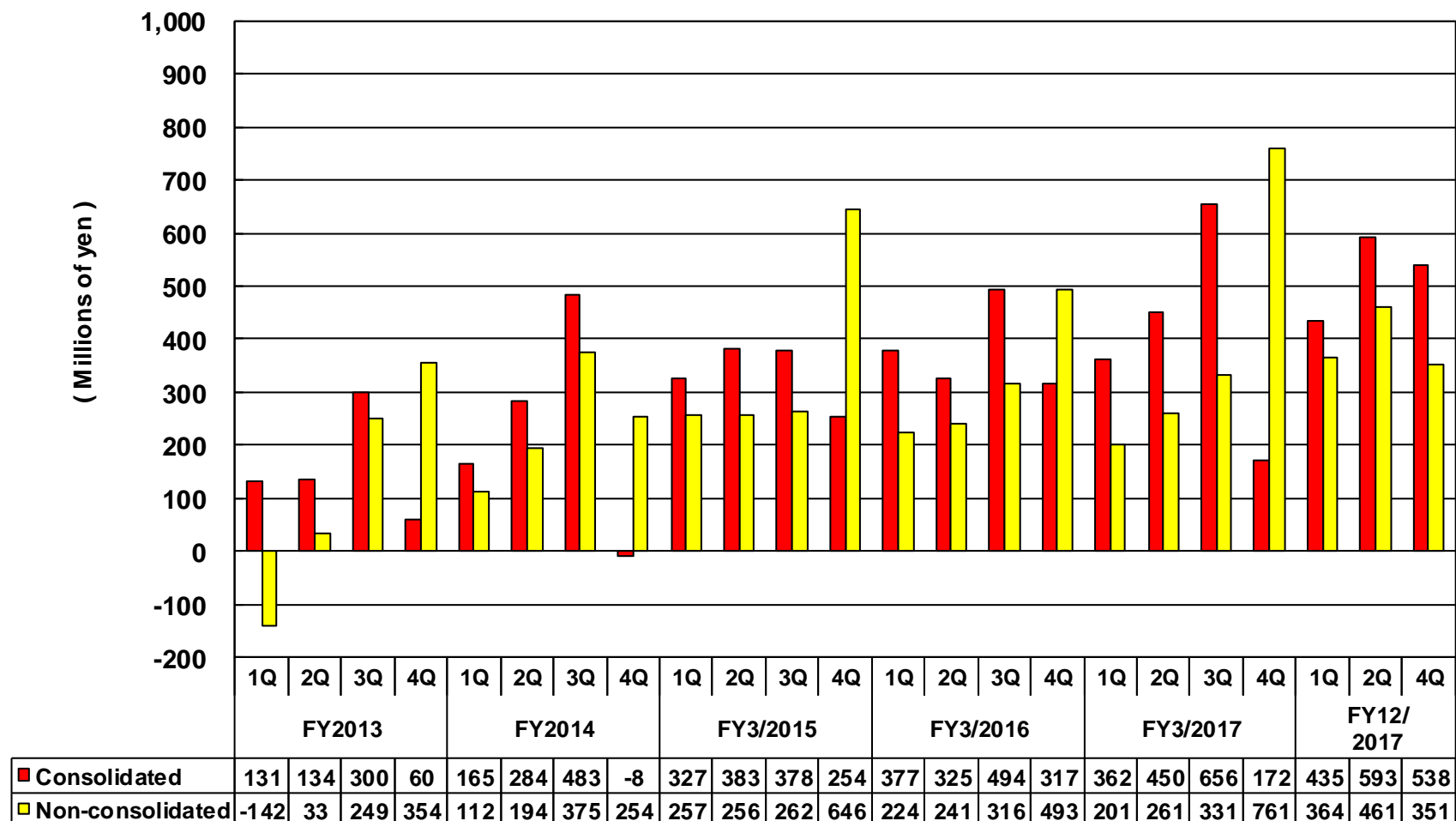
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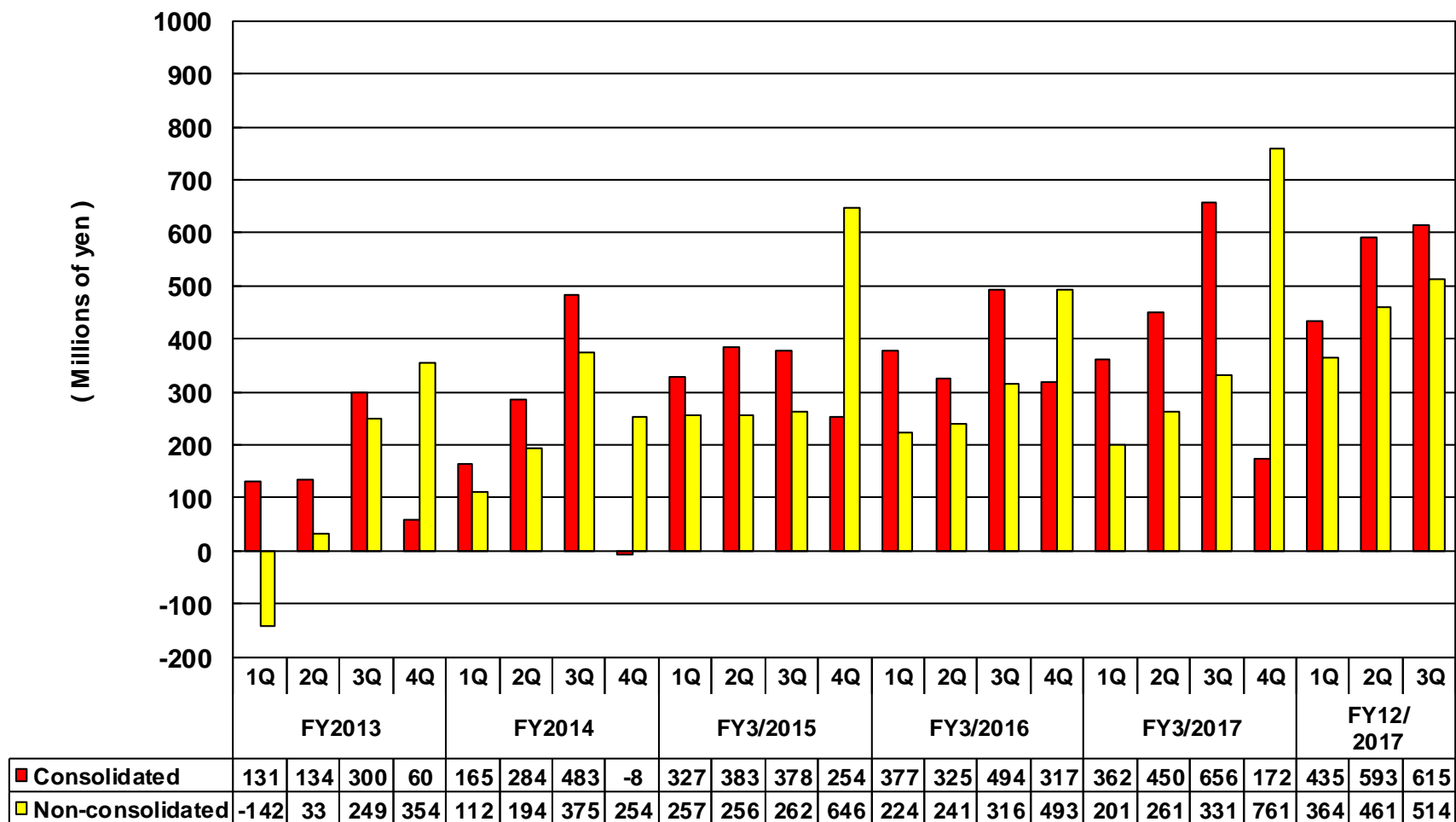
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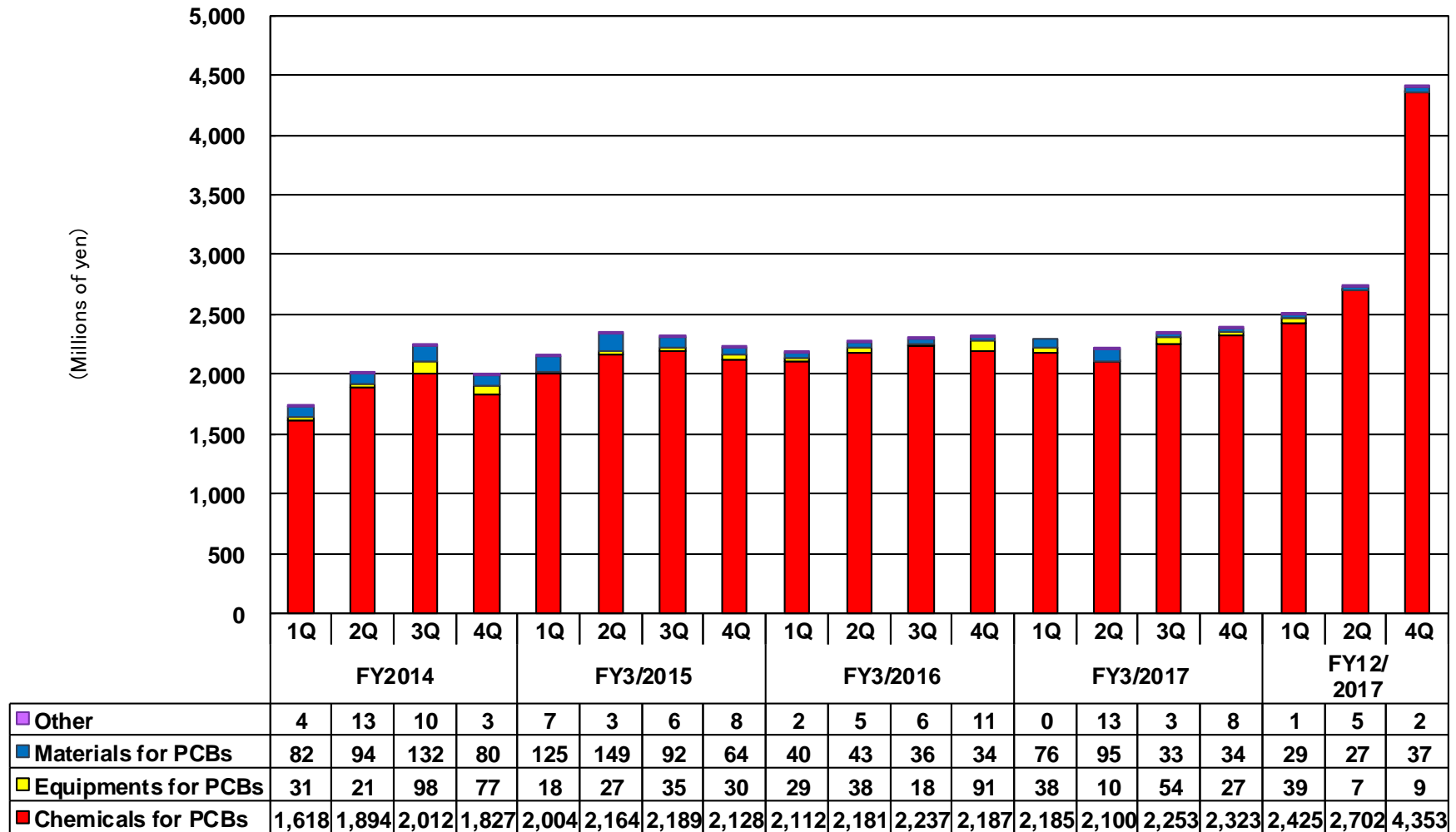
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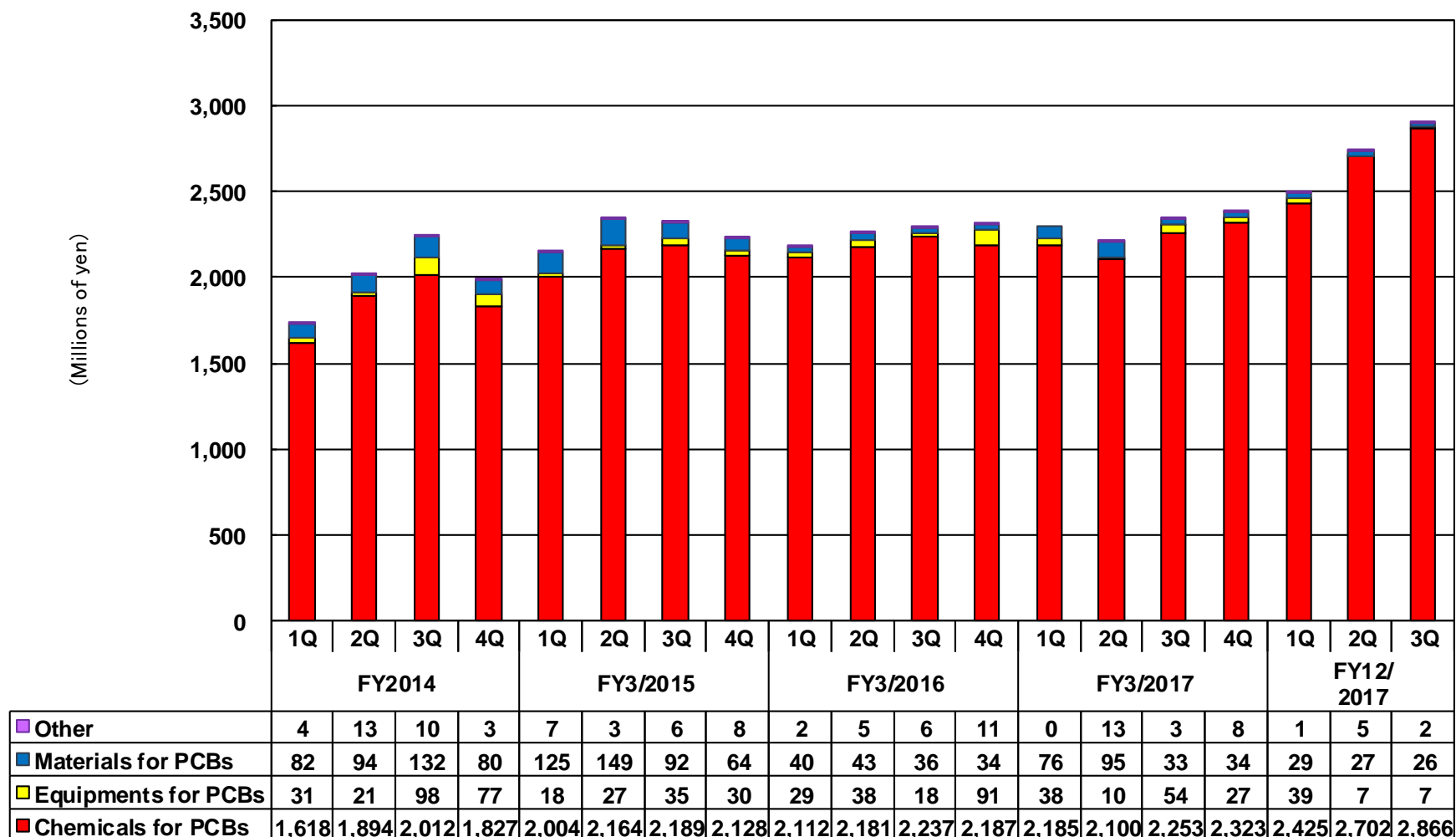
# Sales by Product – Consolidated①

\* FY12/2017 Irregular settlement 4Q( Japan : 3 months , Overseas subsidiaries: 6 months )



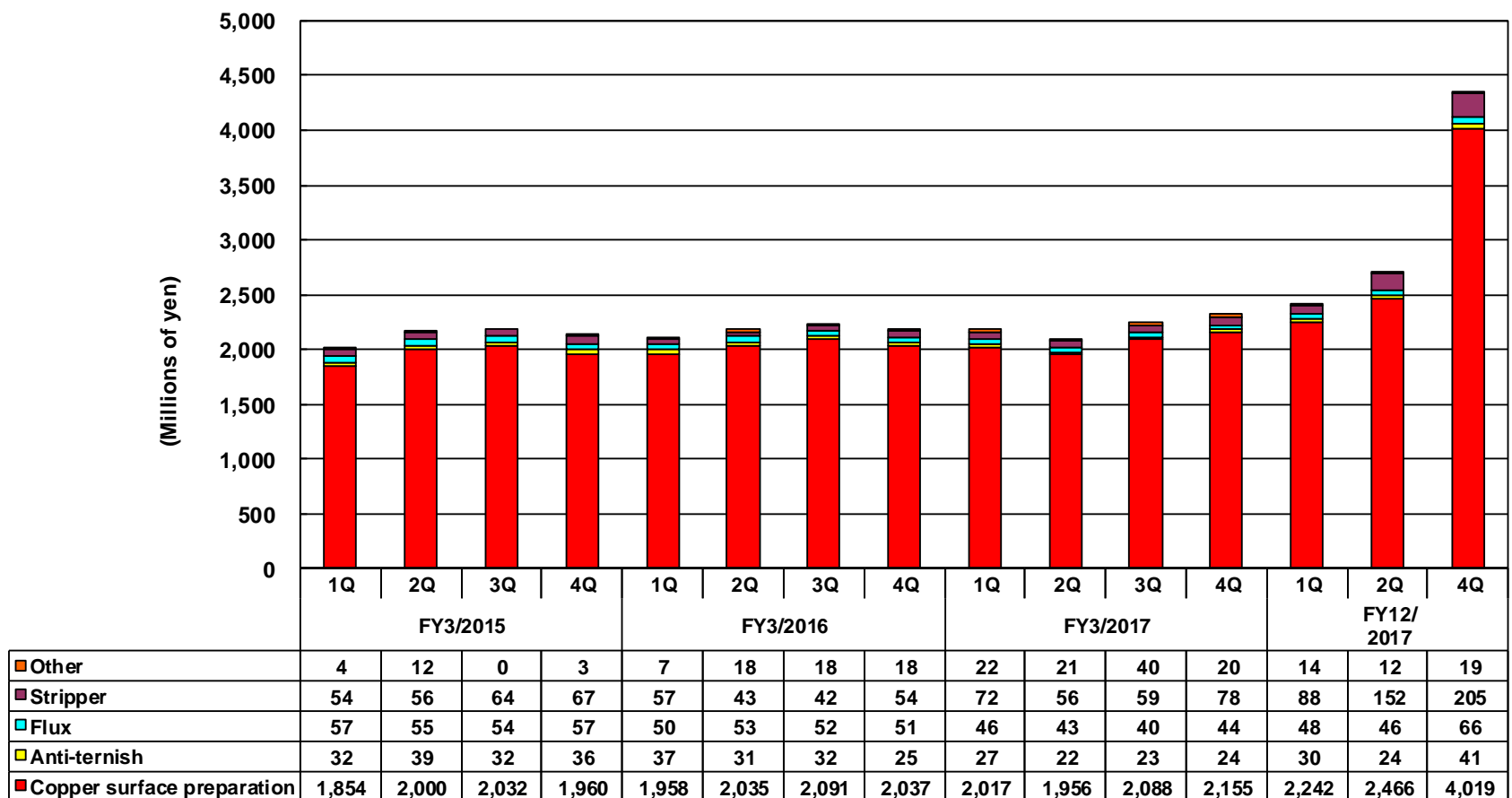
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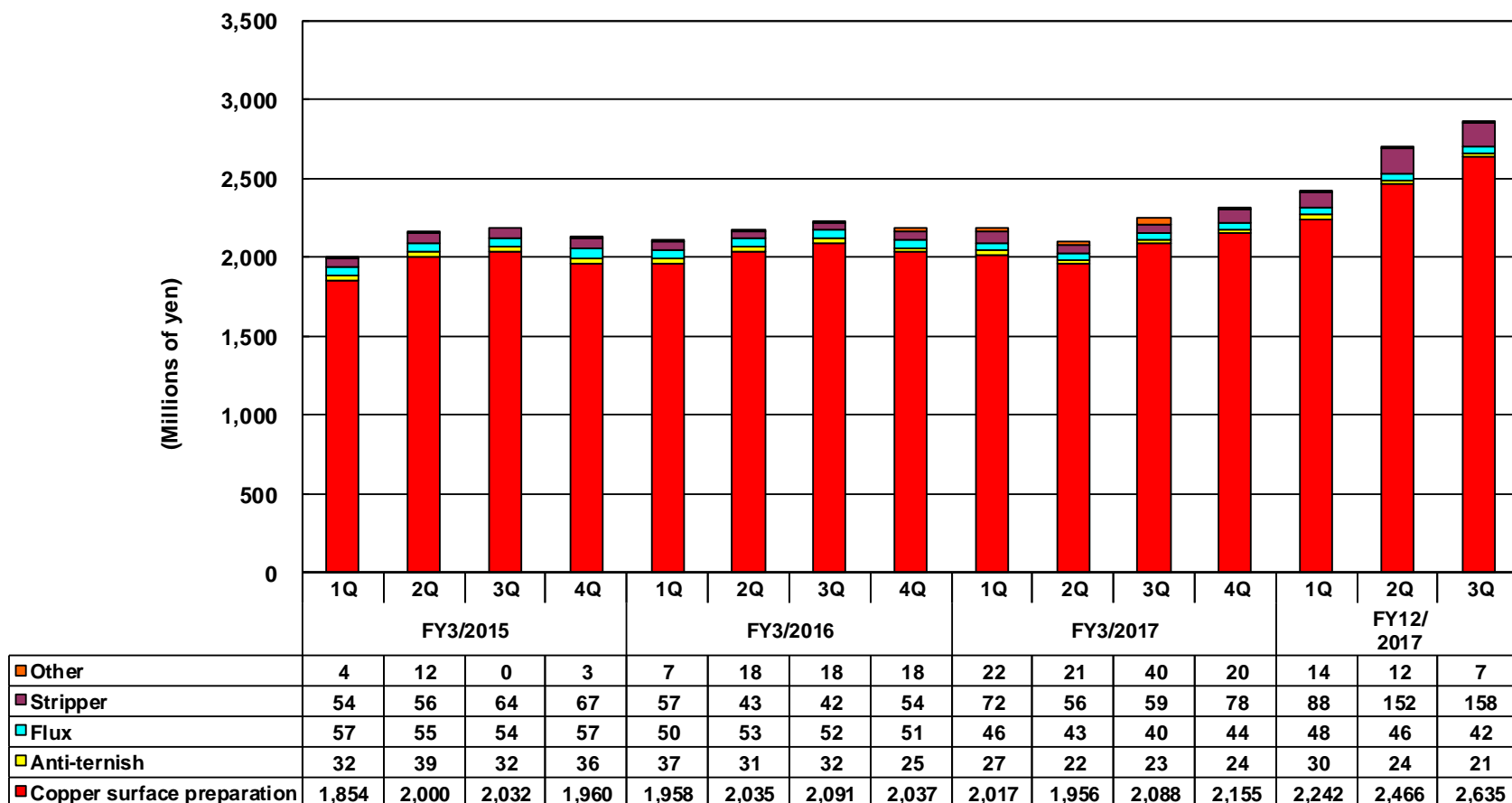
# Chemical Sales – Consolidated 1-①

\* FY12/2017 Irregular settlement 4Q( Japan : 3 months , Overseas subsidiaries: 6 months )



# Chemical Sales – Consolidated 1-②

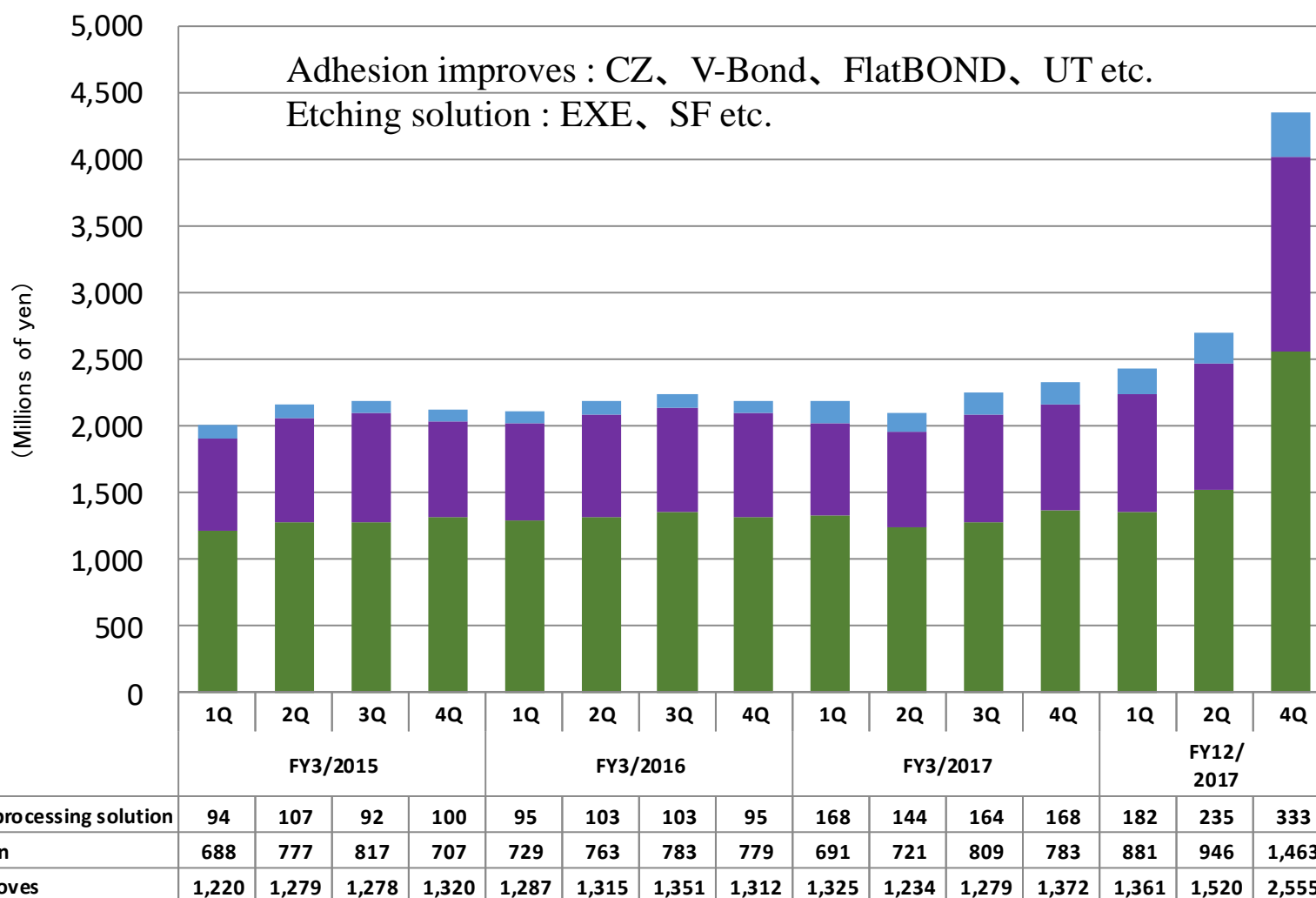
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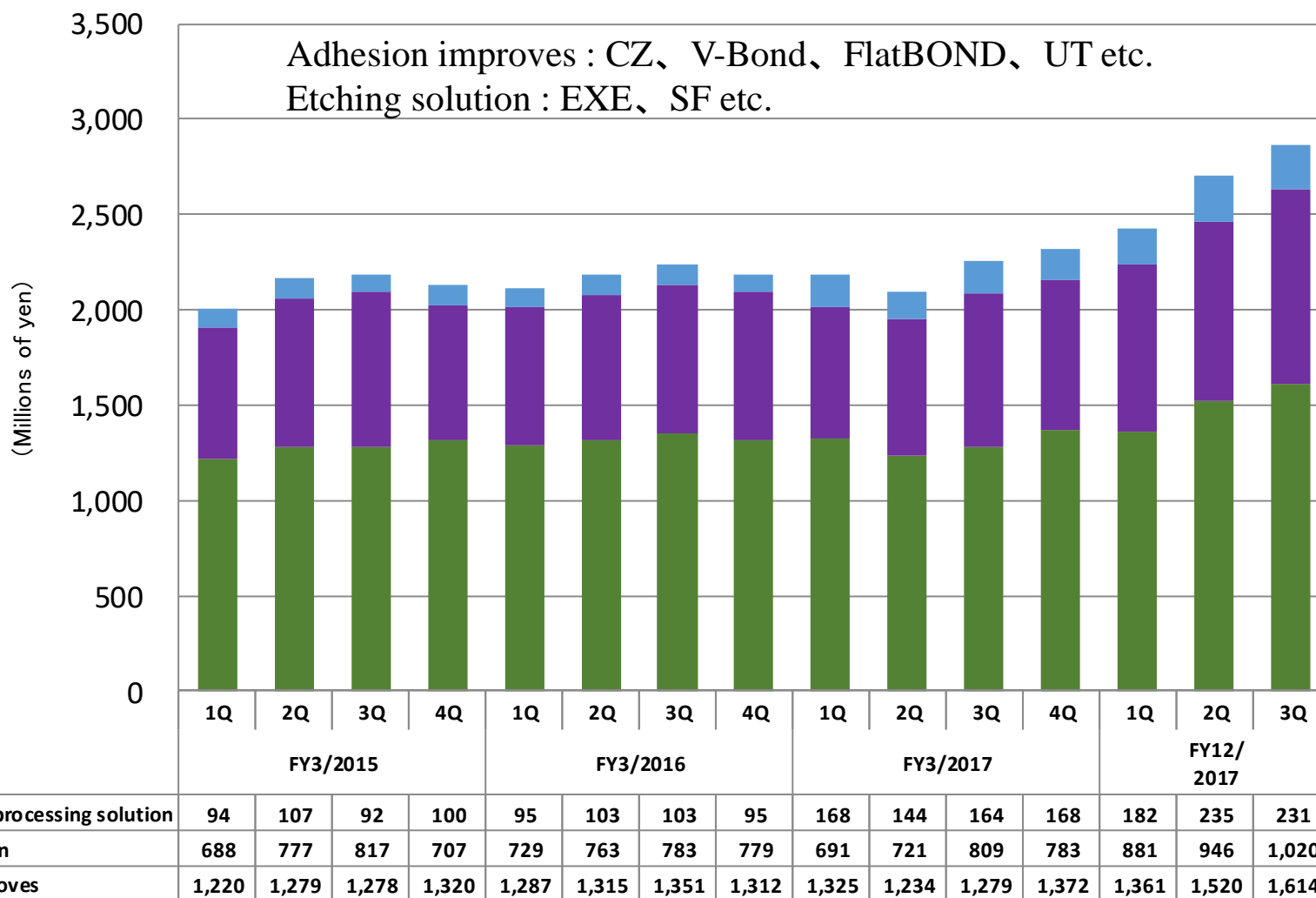
# Chemical Sales – Consolidated 2-①

\* FY12/2017 Irregular settlement 4Q( Japan : 3 months , Overseas subsidiaries: 6 months )



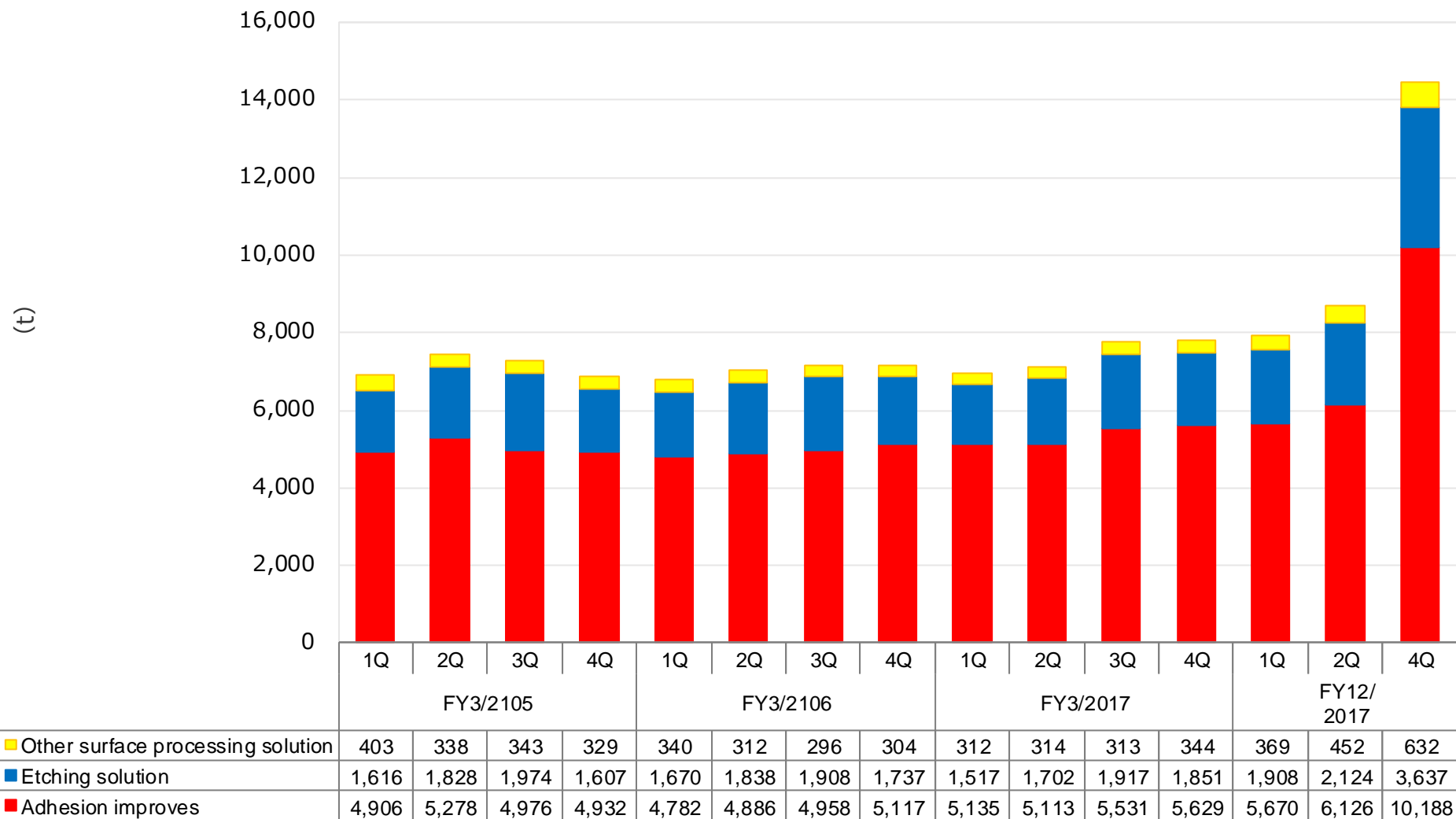
# Chemical Sales – Consolidated 2-②

\* FY12/2017 Irregular settlement 3Q( Japan,Overseas subsidiaries: 3 months )



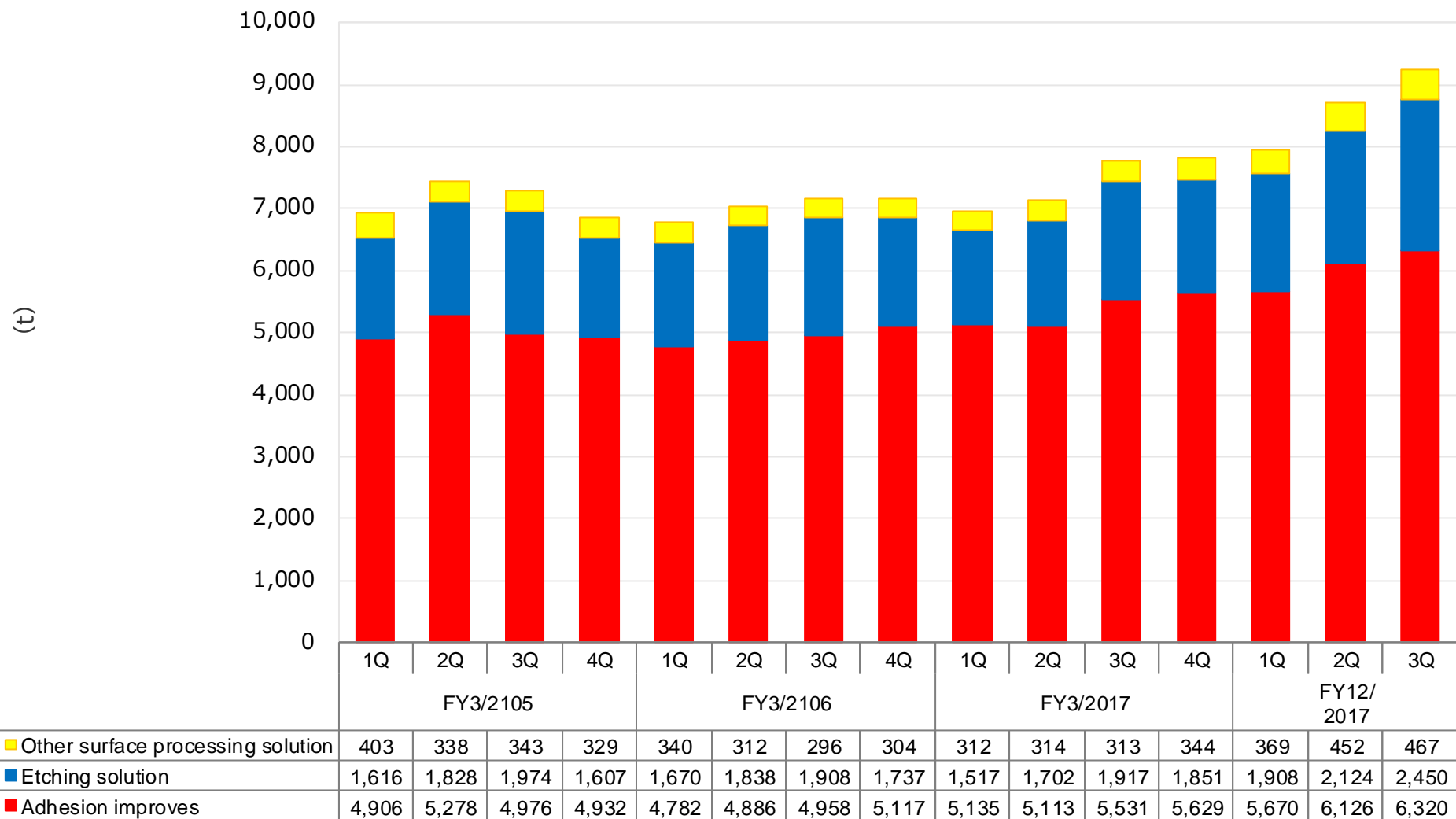
# Chemical Sales(quantity) – Consolidated①

\* FY12/2017 Irregular settlement 4Q( Japan : 3 months , Overseas subsidiaries: 6 months )



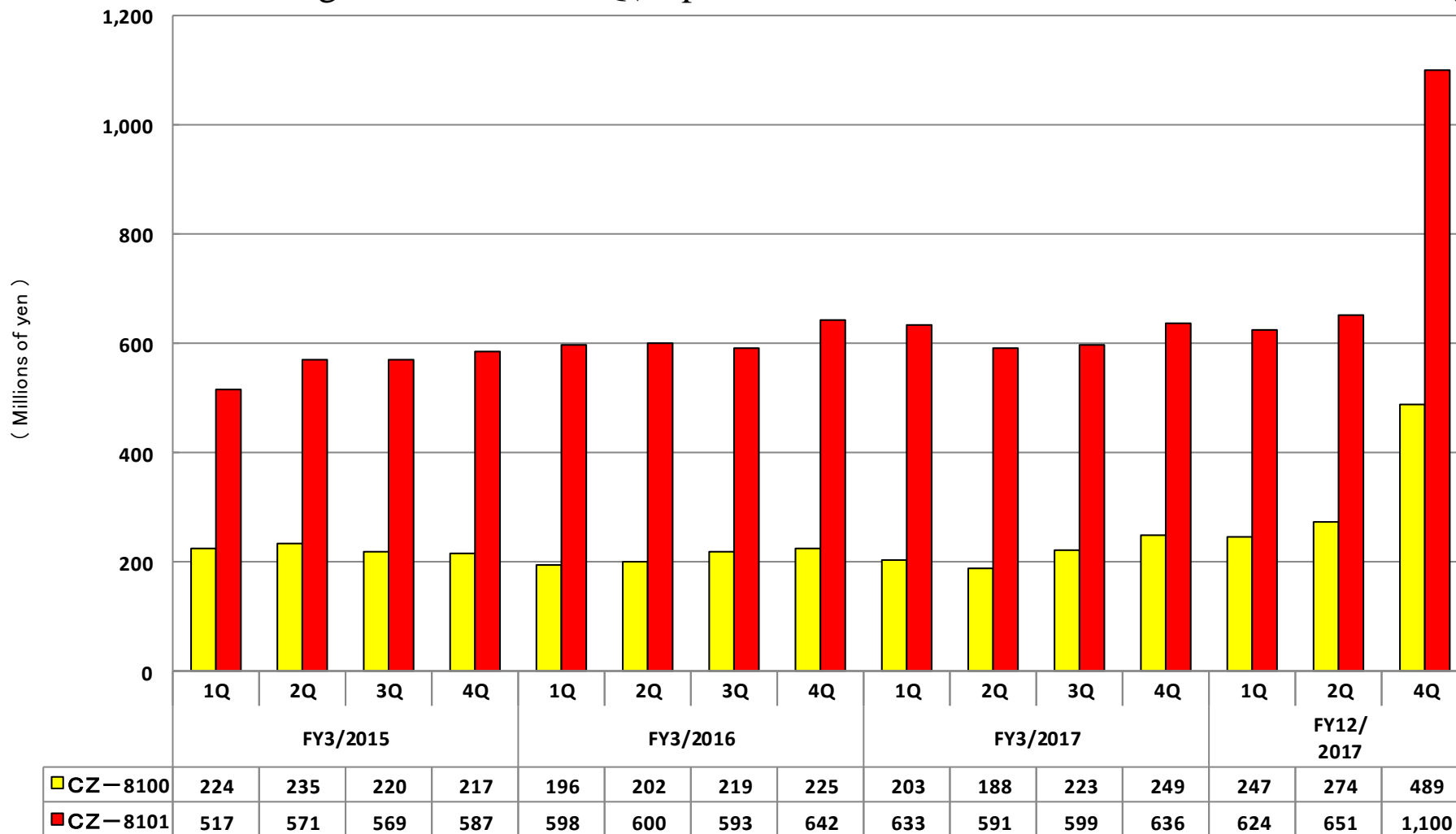
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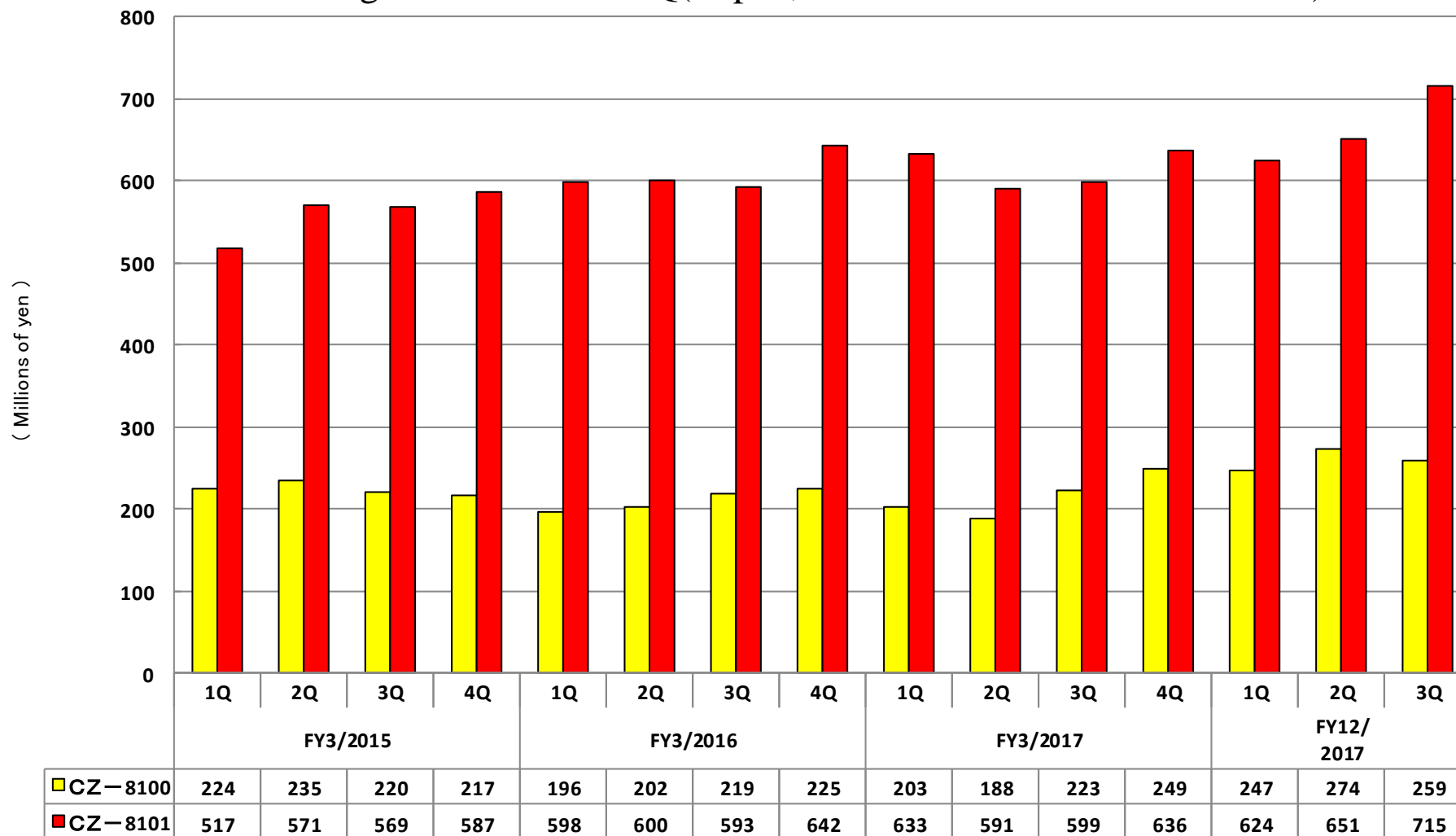
# CZ Series Sales①

\* FY12/2017 Irregular settlement 4Q( Japan : 3 months , Overseas subsidiaries: 6 months )



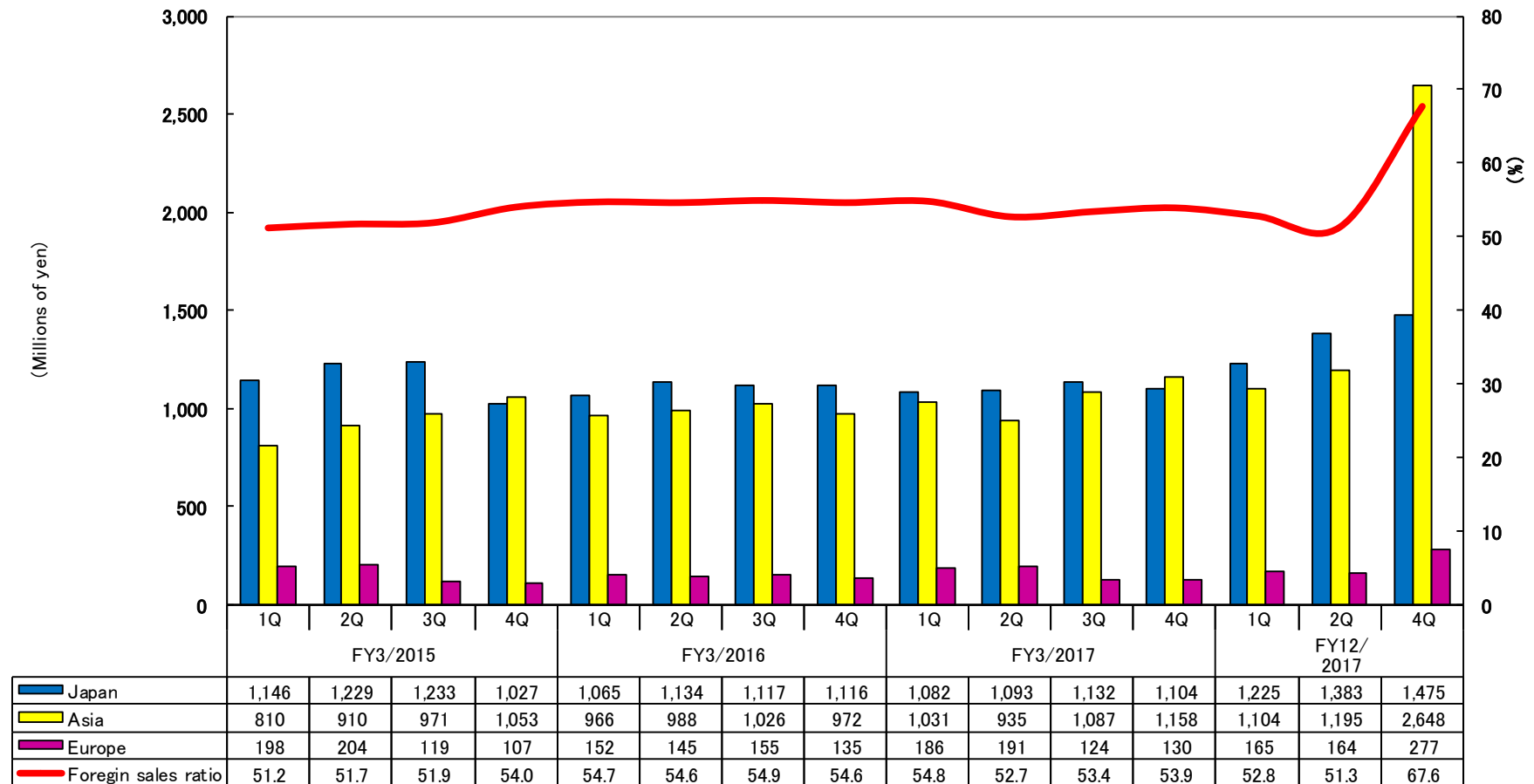
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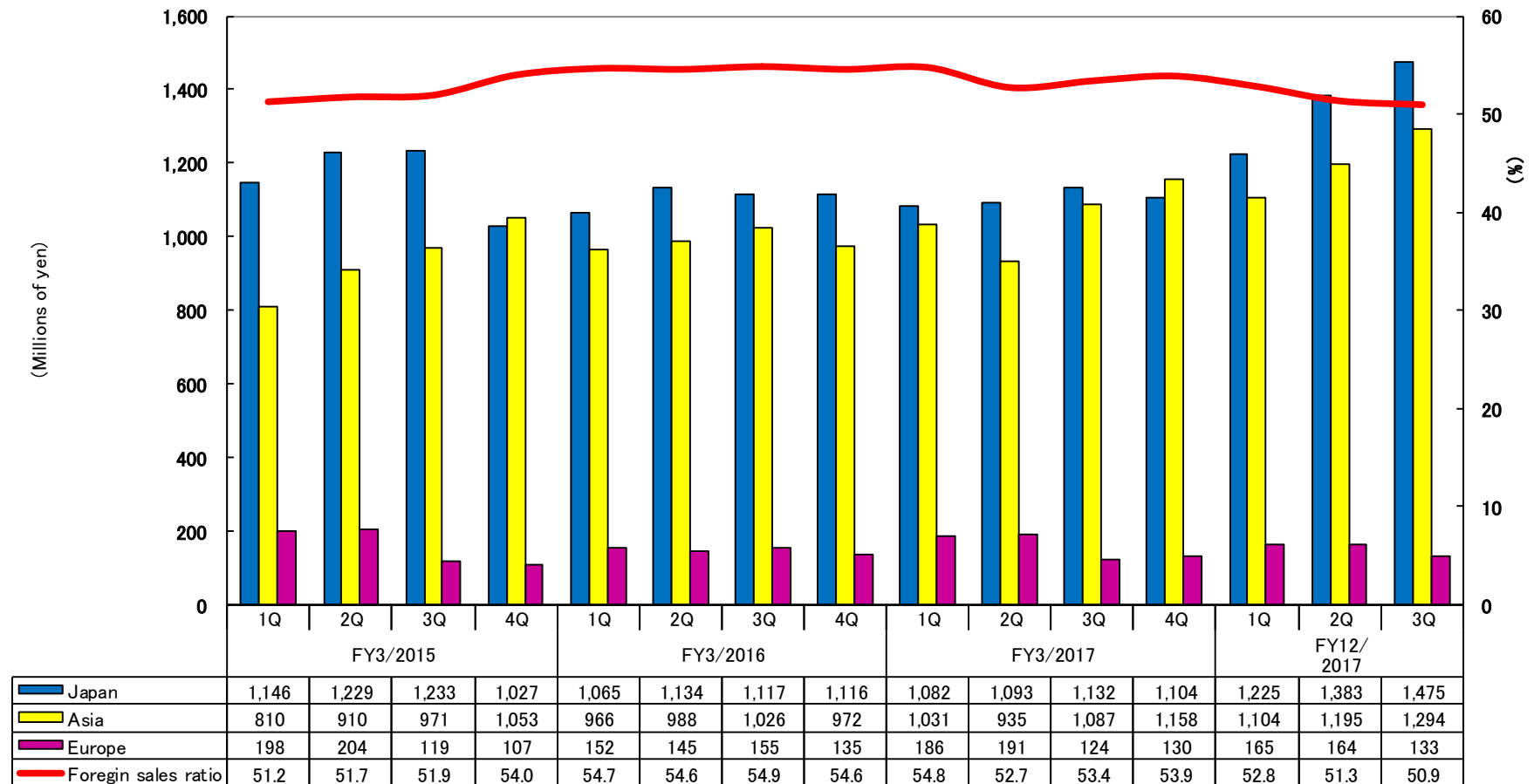
# Sales by Region & Foreign Sales Ratio①

\* FY12/2017 Irregular settlement 4Q( Japan : 3 months , Overseas subsidiaries: 6 months )



# Sales by Region & Foreign Sales Ratio②

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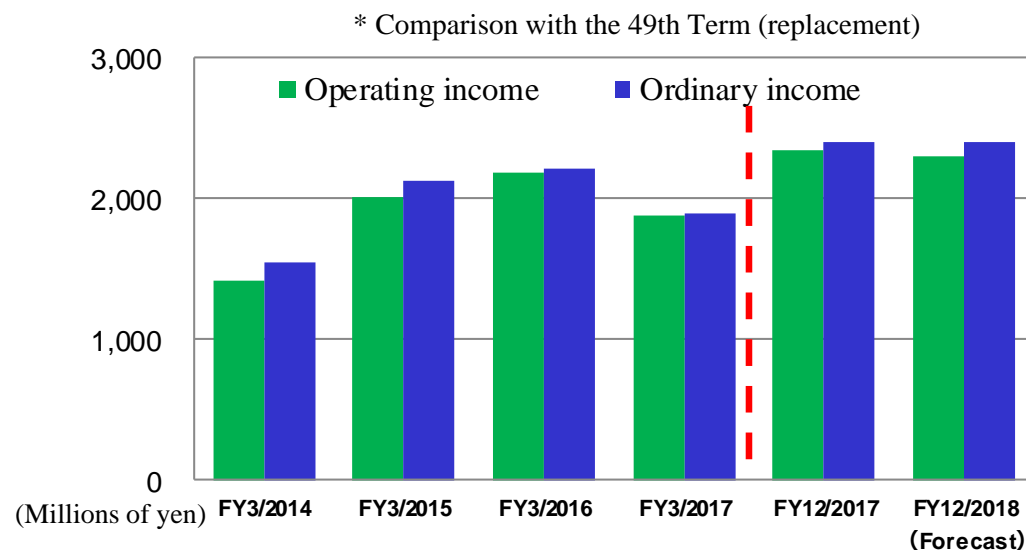
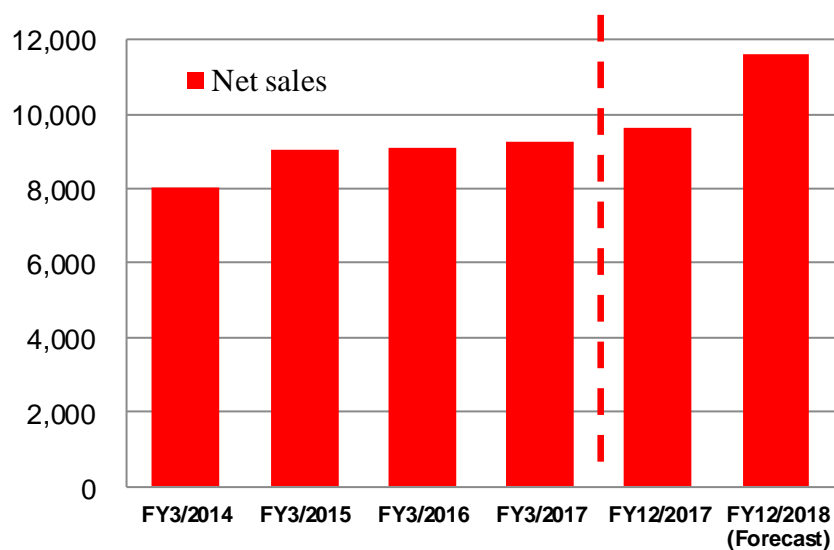




# FYE December 2018

## Full-year consolidated financial forecasts

	FYE March 2017 (49th Term)		FYE December 2017 (49th Term, replacement)		FYE December 2018 (50th Term)		
	Amount	Profit ratio (%)	Amount	Profit ratio (%)	Amount	Profit ratio (%)	Compared with previous period* (%)
Net sales	9,641 million yen	-	10,749 million yen	-	11,600 million yen	-	7.9
Operating income	1,993 million yen	20.7	2,339 million yen	21.8	2,300 million yen	19.8	-1.7
Ordinary income	2,063 million yen	21.4	2,397 million yen	22.3	2,400 million yen	20.7	0.1
Net income	1,567 million yen	16.3	1,803 million yen	16.8	1,750 million yen	15.1	3.0



Graph : The target period is January – December from FY12/2017