
FY12/2017 Q1

Financial Announcement

(April 1, 2017 to June 30, 2017)

Presentation

August 8, 2017 - HQ

August 9, 2017 - Tokyo

MEC COMPANY LTD.

Securities Code: 4971

Fiscal year ending December 2017

Topics related to first-quarter results

1

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

(JPY to USD) Assumed rate: 110.00 yen / Actual rate: 113.74 yen (previous year was 116.89 yen)
(JPY to NTD) Assumed rate: 3.41 yen / Actual rate: 3.66 yen (previous year was 3.55 yen)

2

Chemicals compared with the previous year
Sales: Up 11.0%, Shipments: Up 14.1%.

3

Foreign exchange impact compared with the same period last year
Sales: Down 42 million yen, operating income: Up 7 million yen.

4

Revision to earnings forecast for the 49th term (2Q and full year).

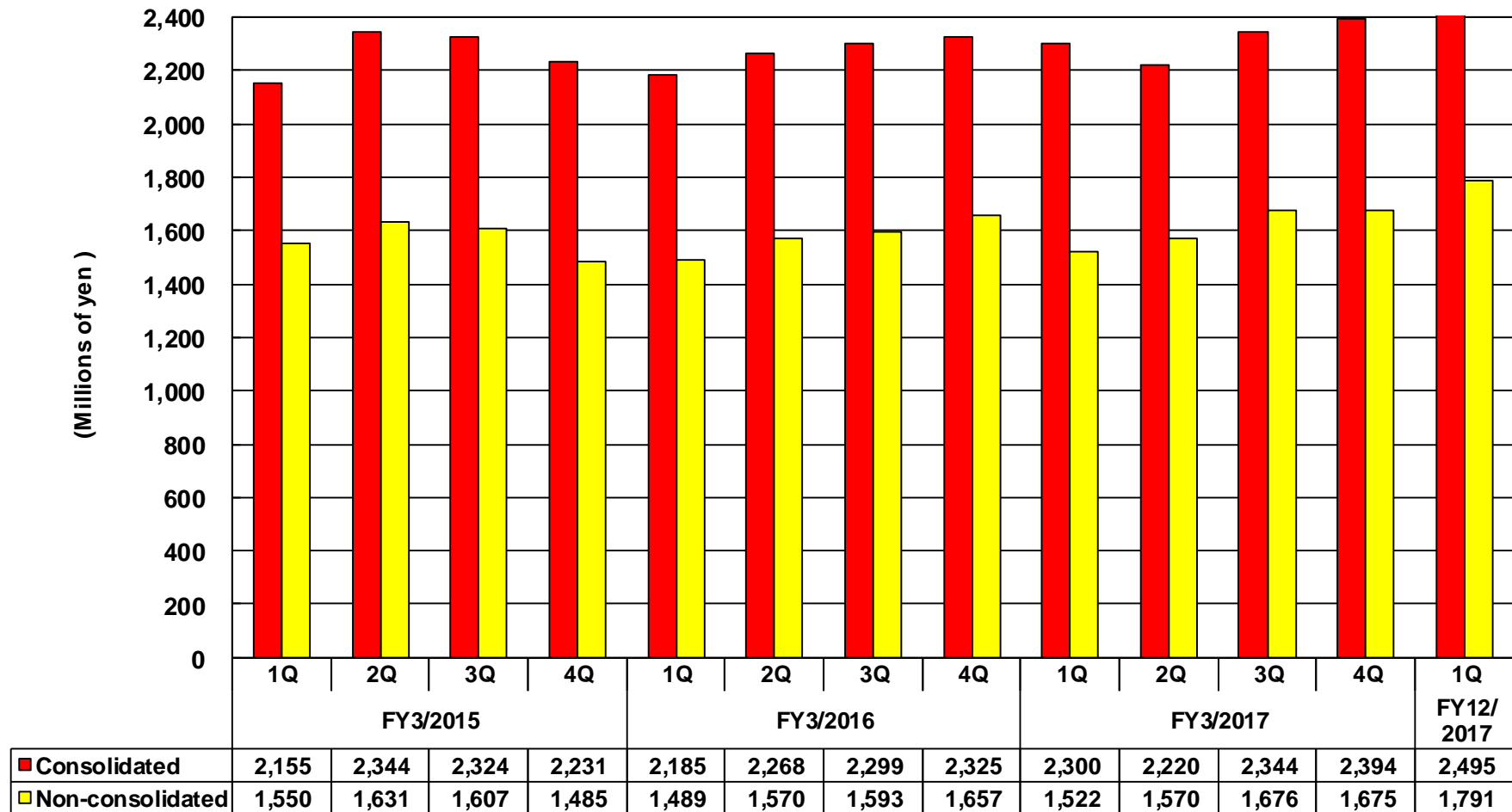
Points of FY12/2017 Q1

1)		FY2017/3	FY2017/12	Y-o-Y
	Net sales	¥ 2,300 million	¥ 2,495 million	+ 8.5 %
	Operating income	¥ 508 million	¥ 519 million	+2.1 %
	Ordinary income	¥ 467 million	¥ 523 million	+11.8 %
	Net income	¥ 362 million	¥ 435 million	+ 20.2 %
2)	Chemical sales	¥ 2,185 million	¥ 2,425 million	
	Ratio of Net sales	95.0 %	97.2 %	(+ 2.2 points)
3)	Overseas sales ratio	54.8 %	52.8 % *	-
4)	CZ series sales	¥ 1,200 million	¥ 1,205 million	
	Ratio of chemical sales	54.9 %	49.7 %	(- 5.2 points)
5)	Gross profit	64.1 %	62.8 %	(-1.3 points)

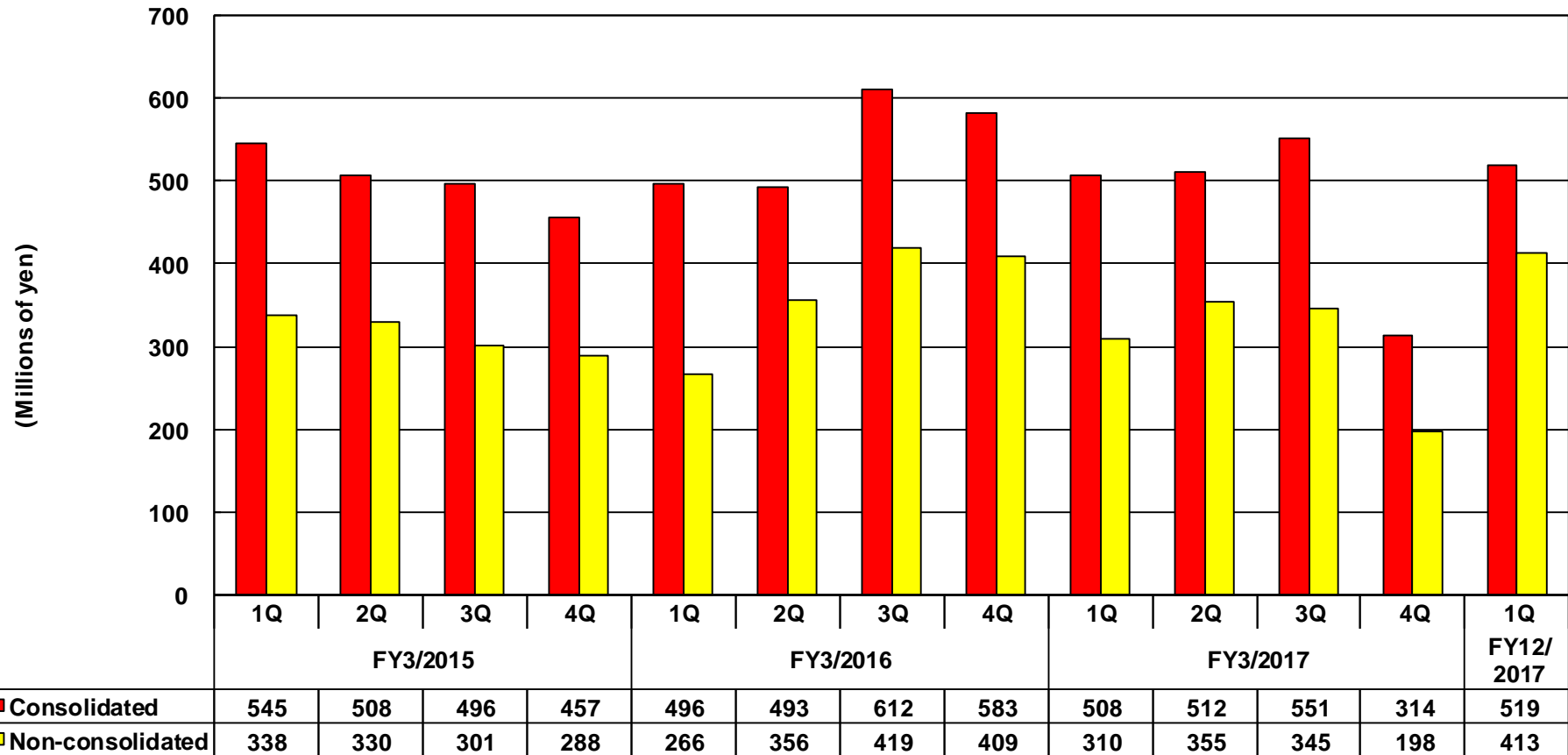
* If the overseas chemical sales achieved by domestic agents is added to the overseas sales, the ratio becomes 71.3 %.
(FY3/2017: 75.6 %)

Impact of change in foreign exchange rate: Net sales -¥42 million, Operating income +¥9 million.

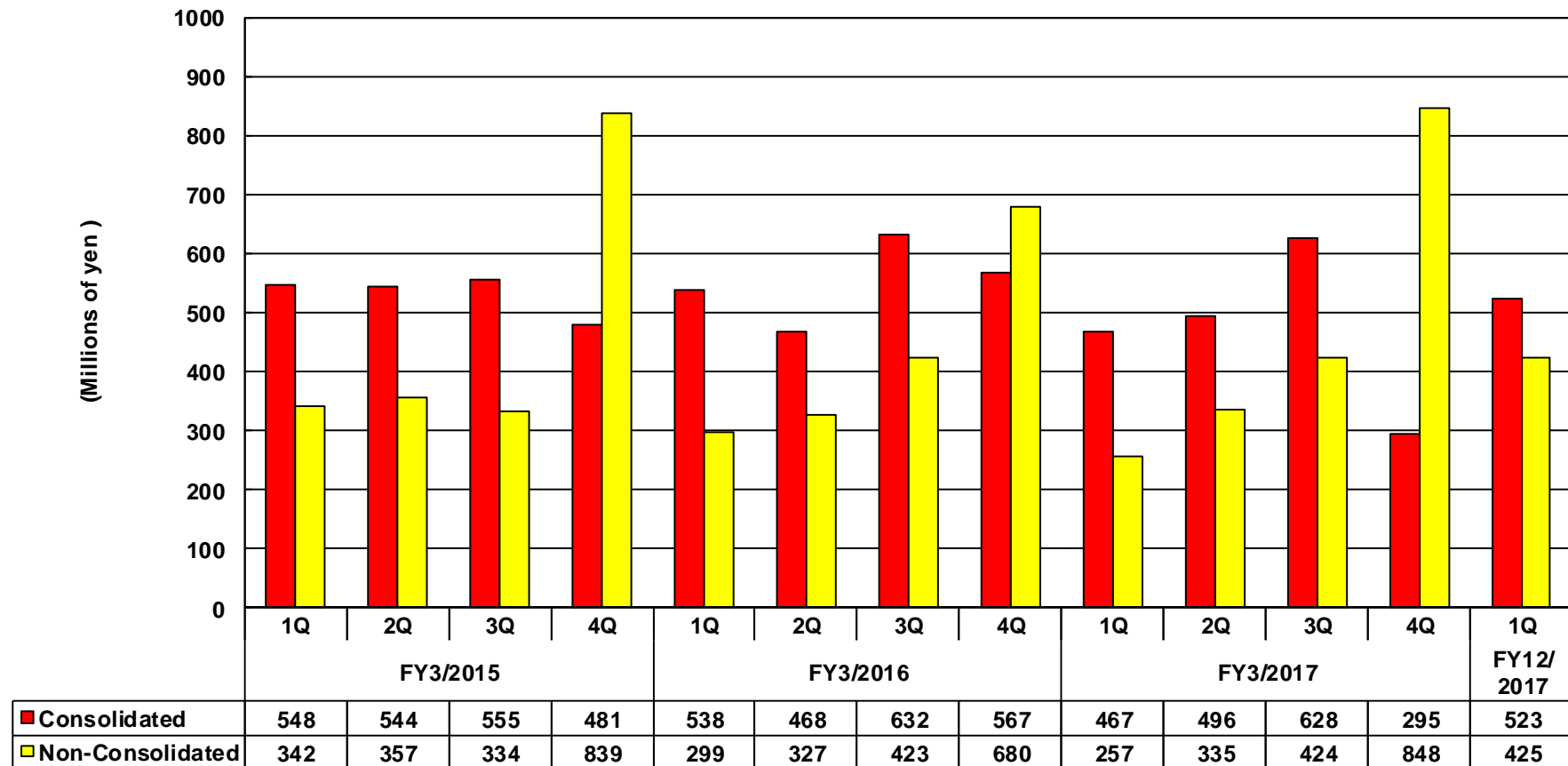
Net Sales



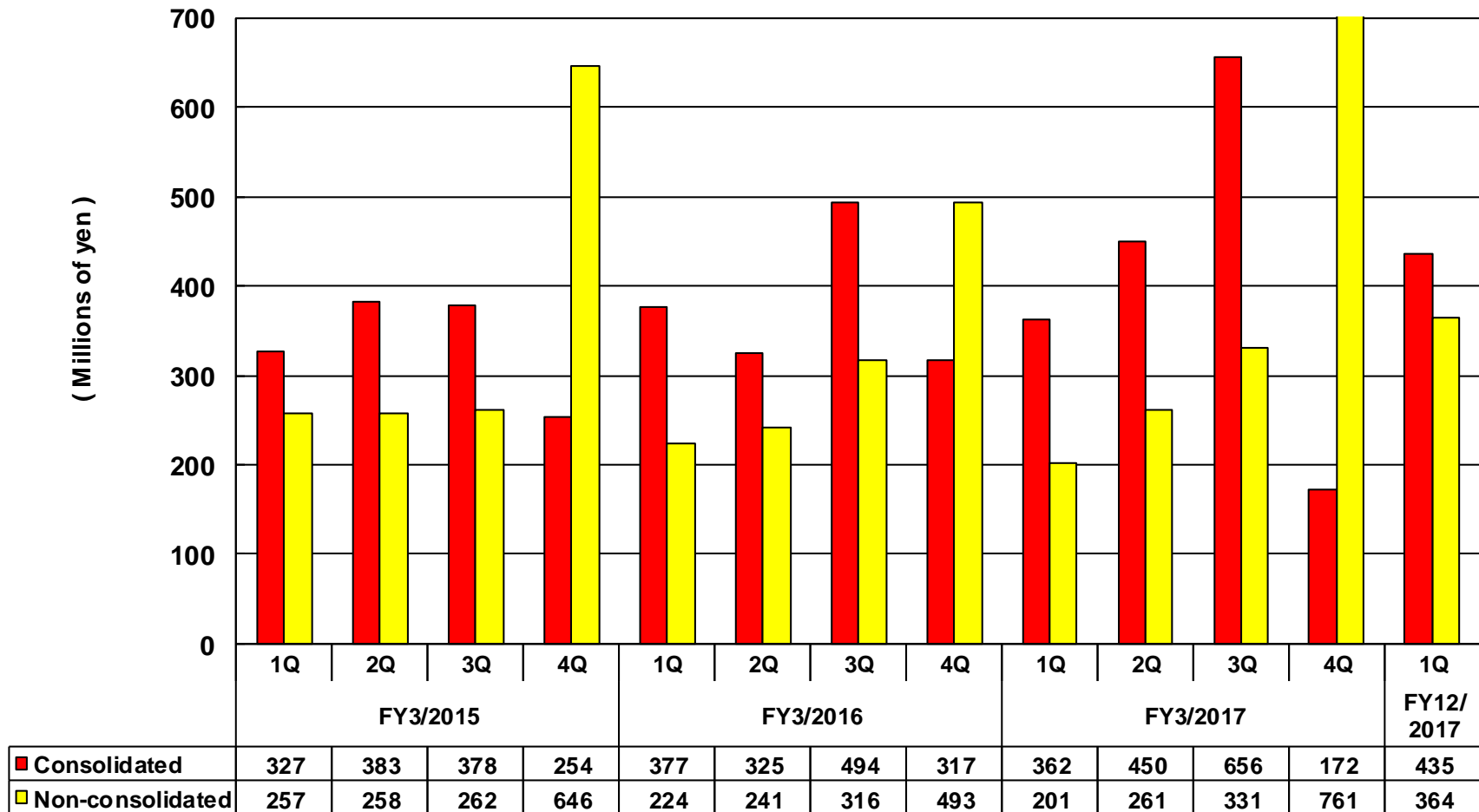
Operating Income



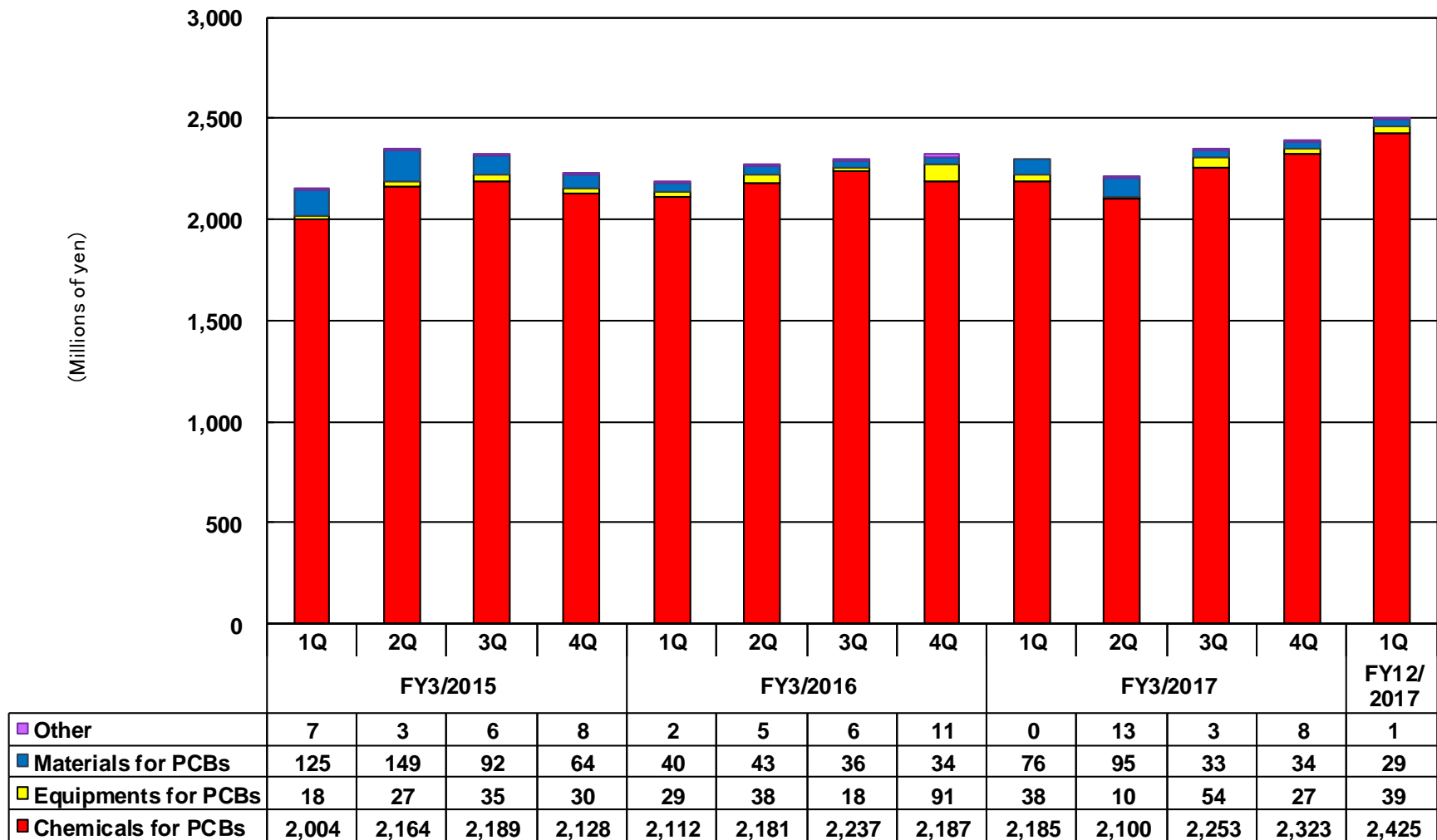
Ordinary Income



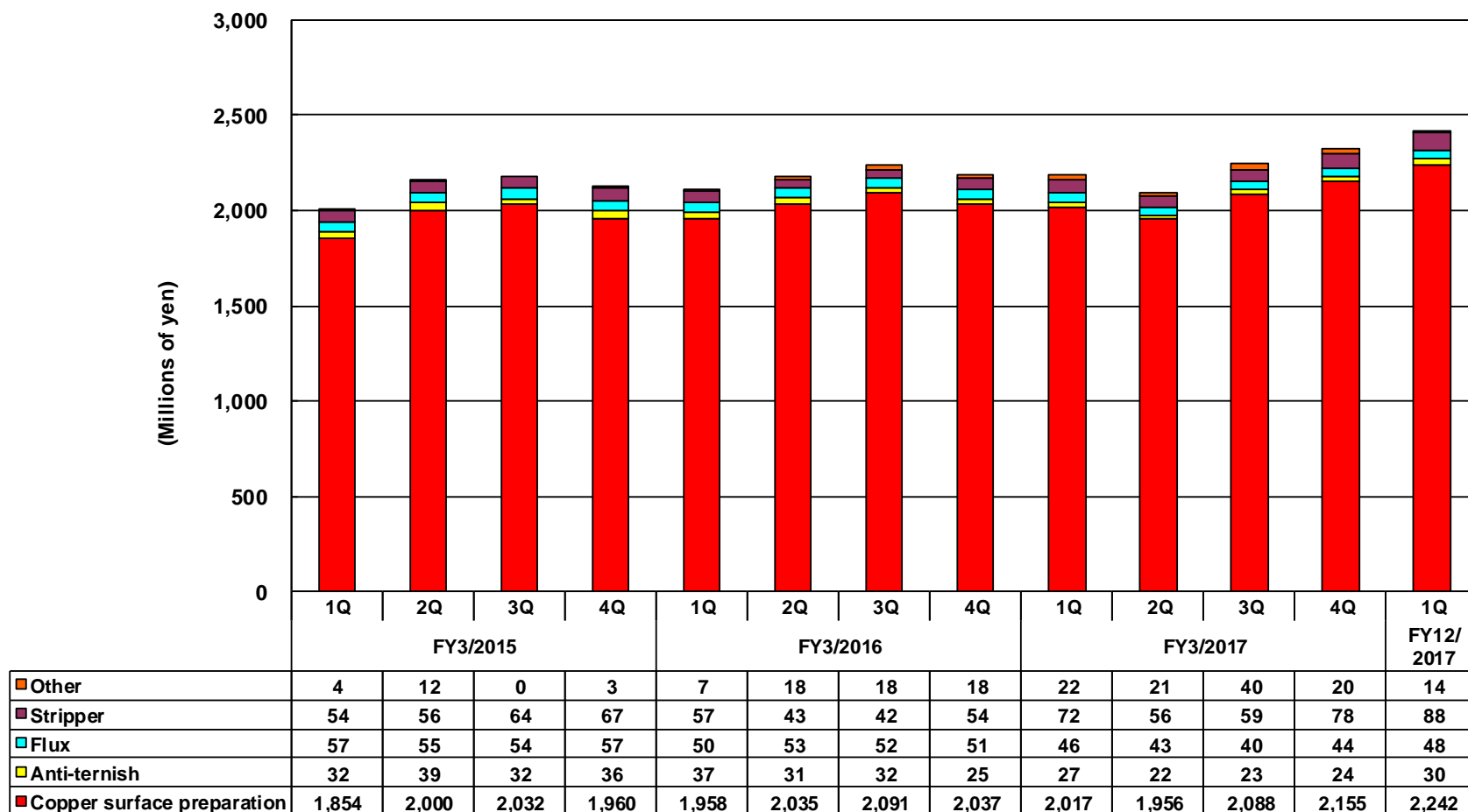
Net Income



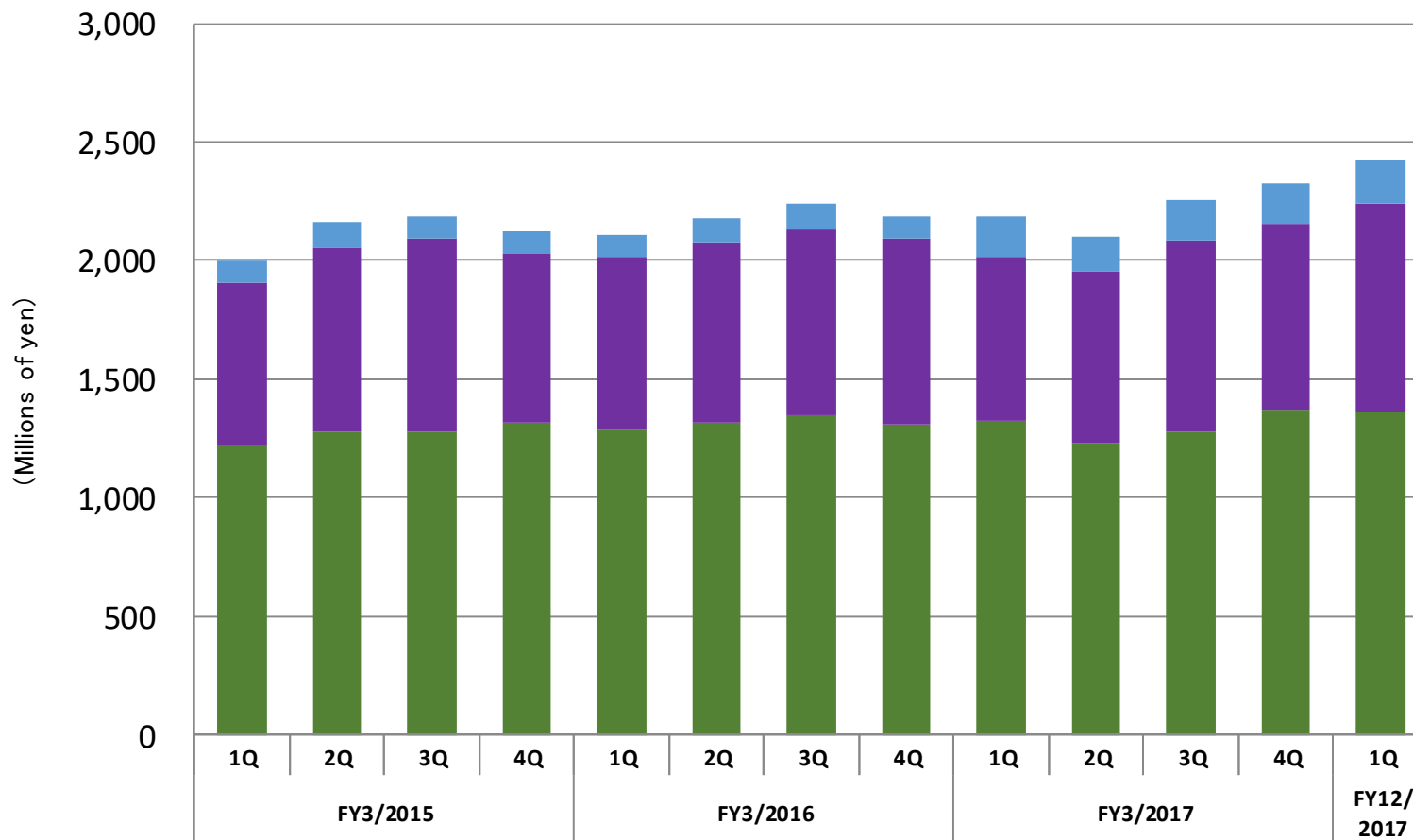
Sales by Product - Consolidated



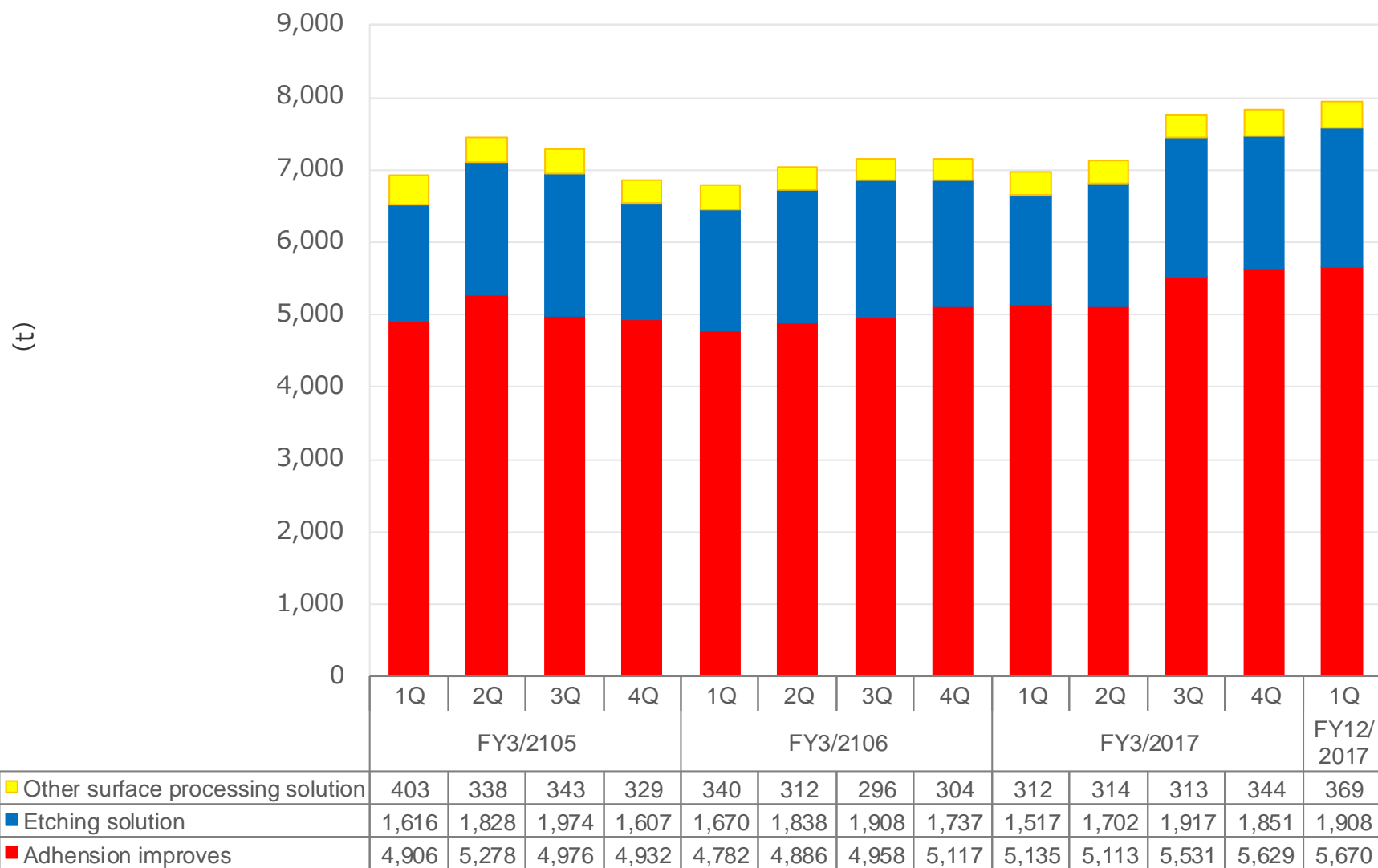
Chemical Sales – Consolidated 1



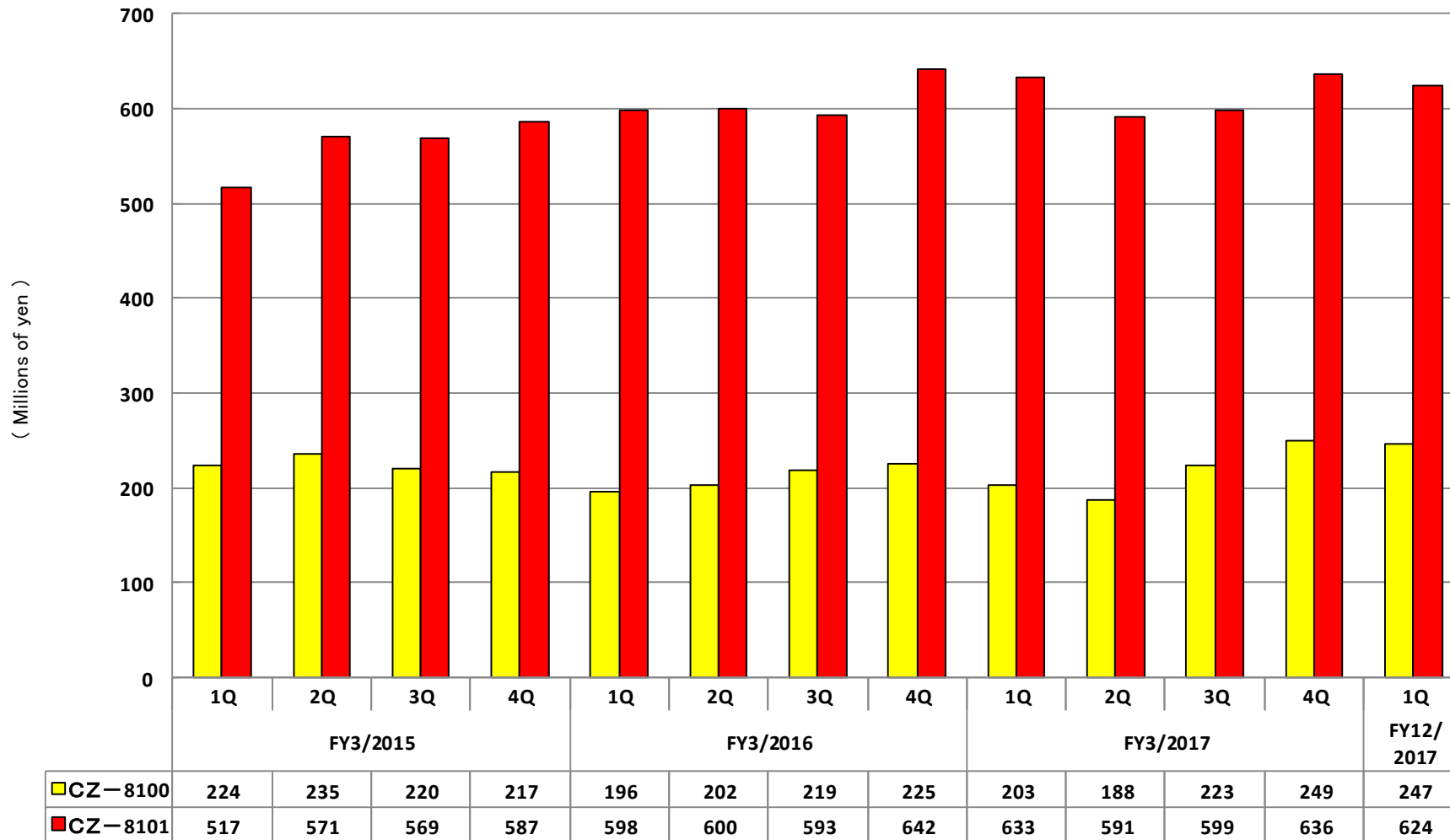
Chemical Sales – Consolidated 2



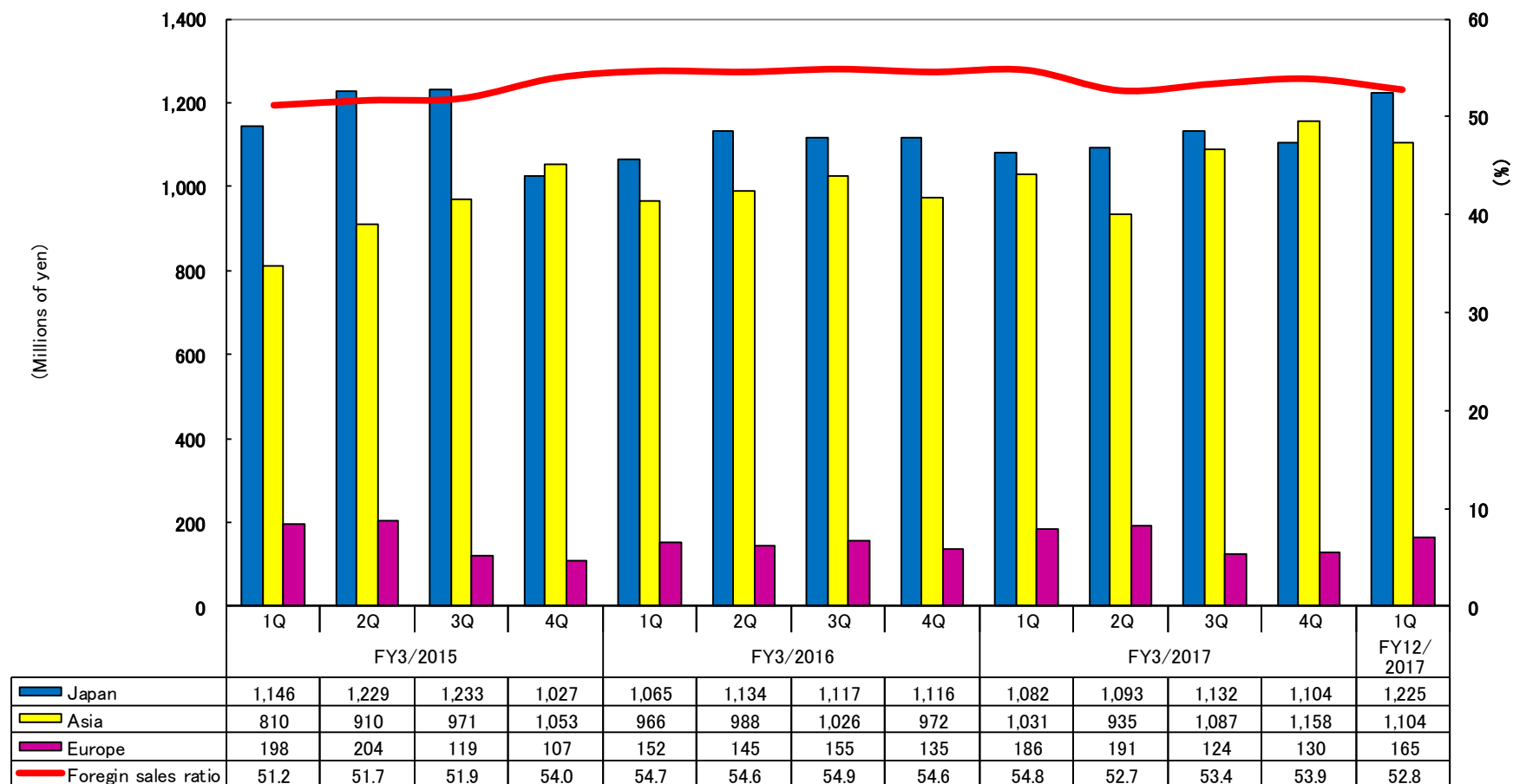
Chemical Sales(quantity) – Consolidated



CZ Series Sales

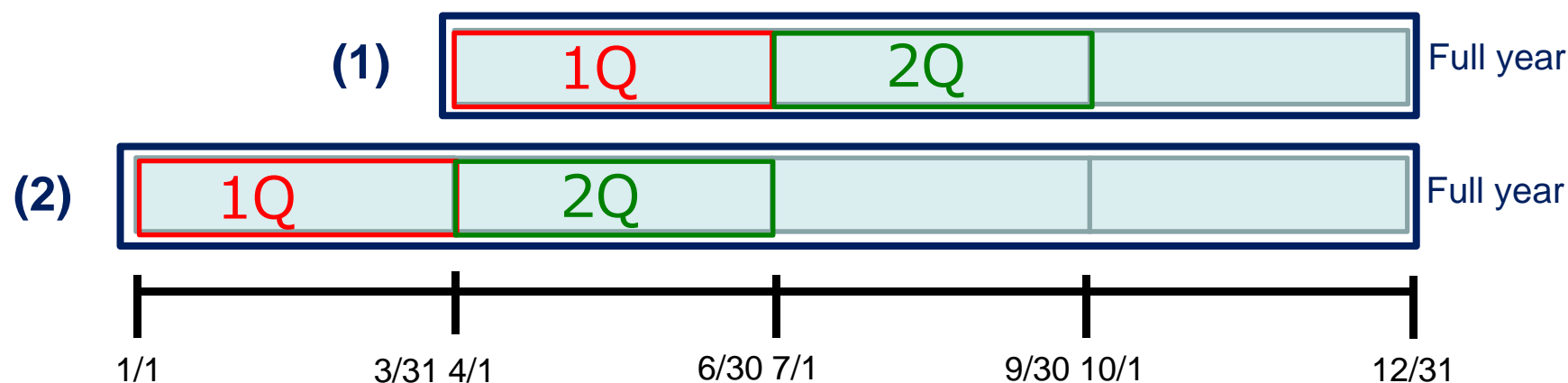


Sales by Region & Foreign Sales Ratio



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

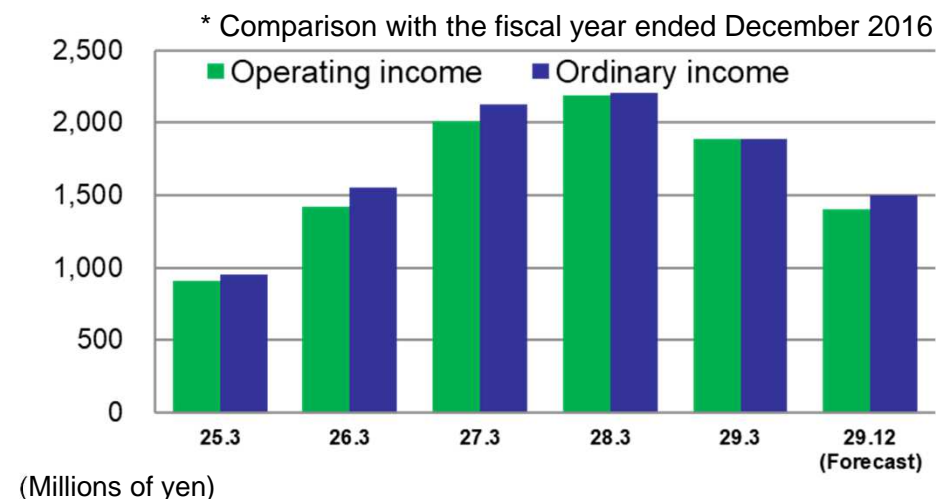
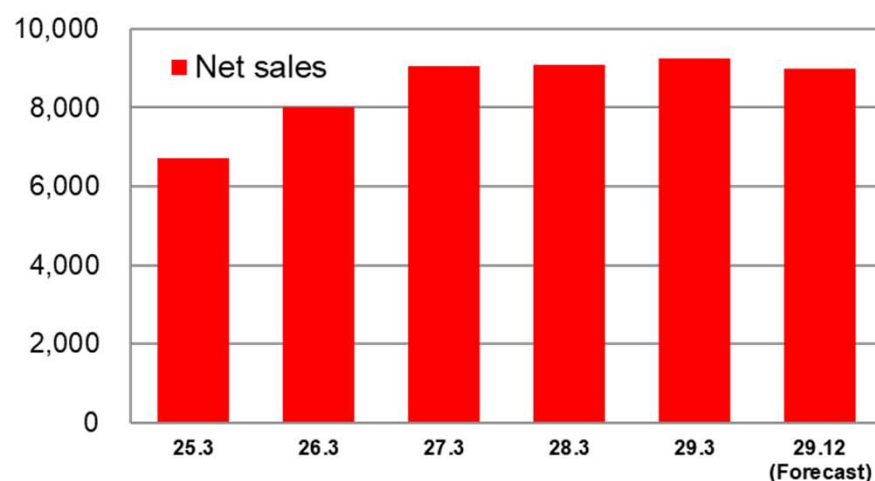
- It will change from March 31 to December 31 from the 49th term
- Consolidated period of the 49th term which is the transitional period
 - (1) Japan alone: 9 months
(From April 1, 2017 to December 31, 2017)
 - (2) Overseas subsidiaries: 12 months
(From January 1, 2017 to December 31, 2017)



FYE December 2017

Full-year consolidated financial forecasts

	FYE March 2017 (48th Term)		FYE December 2016 (48th Term, replacement)			FYE December 2017 (49th Term, revised on August 8, 2017)		
	Amount	Profit ratio (%)	Amount	Profit ratio (%)	Compared with previous period (%)	Amount	Profit ratio (%)	Compared with previous period* (%)
Net sales	9,259 million yen	-	8,158 million yen	-	-	9,000 million yen	-	10.3
Operating income	1,887 million yen	20.4	1,685 million yen	20.7	-	1,400 million yen	15.6	-16.9
Ordinary income	1,888 million yen	20.4	1,697 million yen	20.8	-	1,500 million yen	16.7	-11.6
Net income	1,642 million yen	17.7	1,514 million yen	18.6	-	1,100 million yen	12.2	-27.4



Change to the settlement period from this term (the 49th term) (going from the end of March every year to the end of December every year)