
Financial Results Briefing for Q2 FYE 12/2019

August 9, 2019: HQ
August 14, 2019: Tokyo



MEC COMPANY LTD.

Securities code: 4971

<https://www.mec-co.com/en/>

Q2 FYE 12/2019 Key factors

1

Assumed/actual exchange rate

JPY to USD Assumed rate: 109.00 yen / Actual rate: 110.03 yen (previous year was 109.10 yen)
JPY to NTD Assumed rate: 3.66 yen / Actual rate: 3.55 yen (previous year was 3.67 yen)
JPY to RMB Assumed rate: 16.85 yen / Actual rate: 16.22 yen (previous year was 17.04 yen)

2

Exchange rate impact (YOY change)*

Sales: Down 115 million yen,
Operating income: Down 49 million yen.

3

Chemicals YOY change*

Sales: Down 9.2%, Shipments: Down 8.2%

Q2 FYE 12/2019 Results - 1

	Q2 FYE12/2018		Q2 FYE12/2019		vs. same period		vs. forecasts	
	Amount (million yen)	Profit ratio (%)	Amount (million yen)	Profit ratio (%)	Amount (million yen)	YOY change (%)	Amount (million yen)	Ratio (%)
Net sales	5,499	-	4,976	-	-523	-9.5	-5,724	46.5
Operating income	1,039	18.9	610	12.3	-428	-41.3	-940	39.4
Ordinary income	1,042	19.0	638	12.8	-403	-38.7	-962	39.9
Net income	889	16.2	457	9.2	-432	-48.6	-693	39.8
EPS (¥)	46.39	-	24.09	-	-22.30	-48.1	-	-

Revision to the Full-Year Consolidated Earnings Forecast.

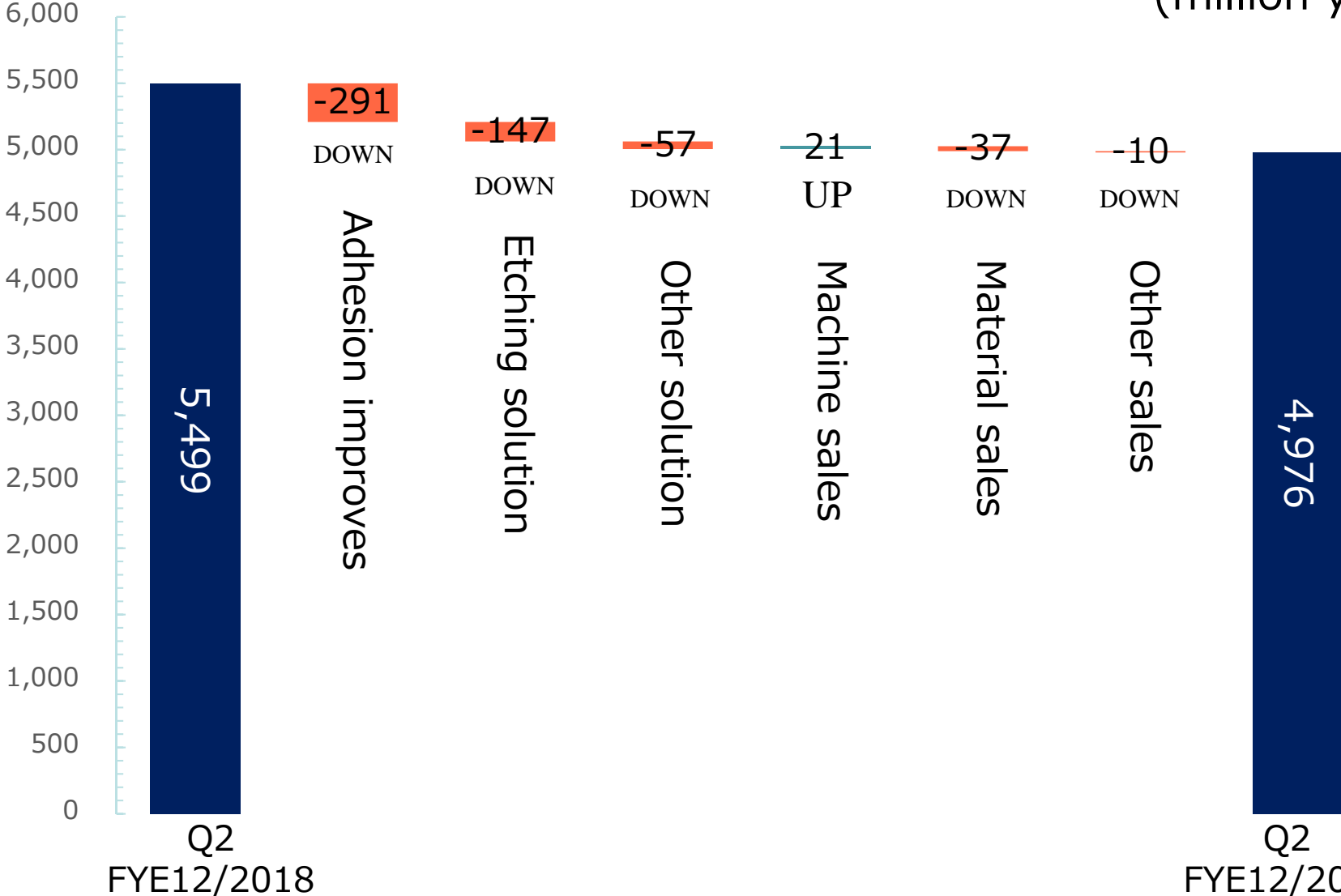
Q2 FYE 12/2019 Results - 2

	Q2 FYE12/2018	Q2 FYE12/2019	VS. same period	
	Amount (million yen)	Amount (million yen)	Amount (million yen)	YOY change* (%)
Chemical sales	5,386	4,889	-496	-9.2%
Ratio of net sales (%)	97.9%	98.3%	-	0.4pt
CZ series sales	2,805	2,564	-240	-8.6%
Ratio of net sales (%)	52.1%	52.4%	-	-0.3pt
Overseas sales ratio (%)	55.0%	54.9%	-	-0.1pt
Gross profit (%)	63.5%	60.9%	-	-2.6pt

Overseas sales ratio is 73.5%
 (same period of the previous year: 74.3%)
 if domestic agents' overseas chemical sales are included

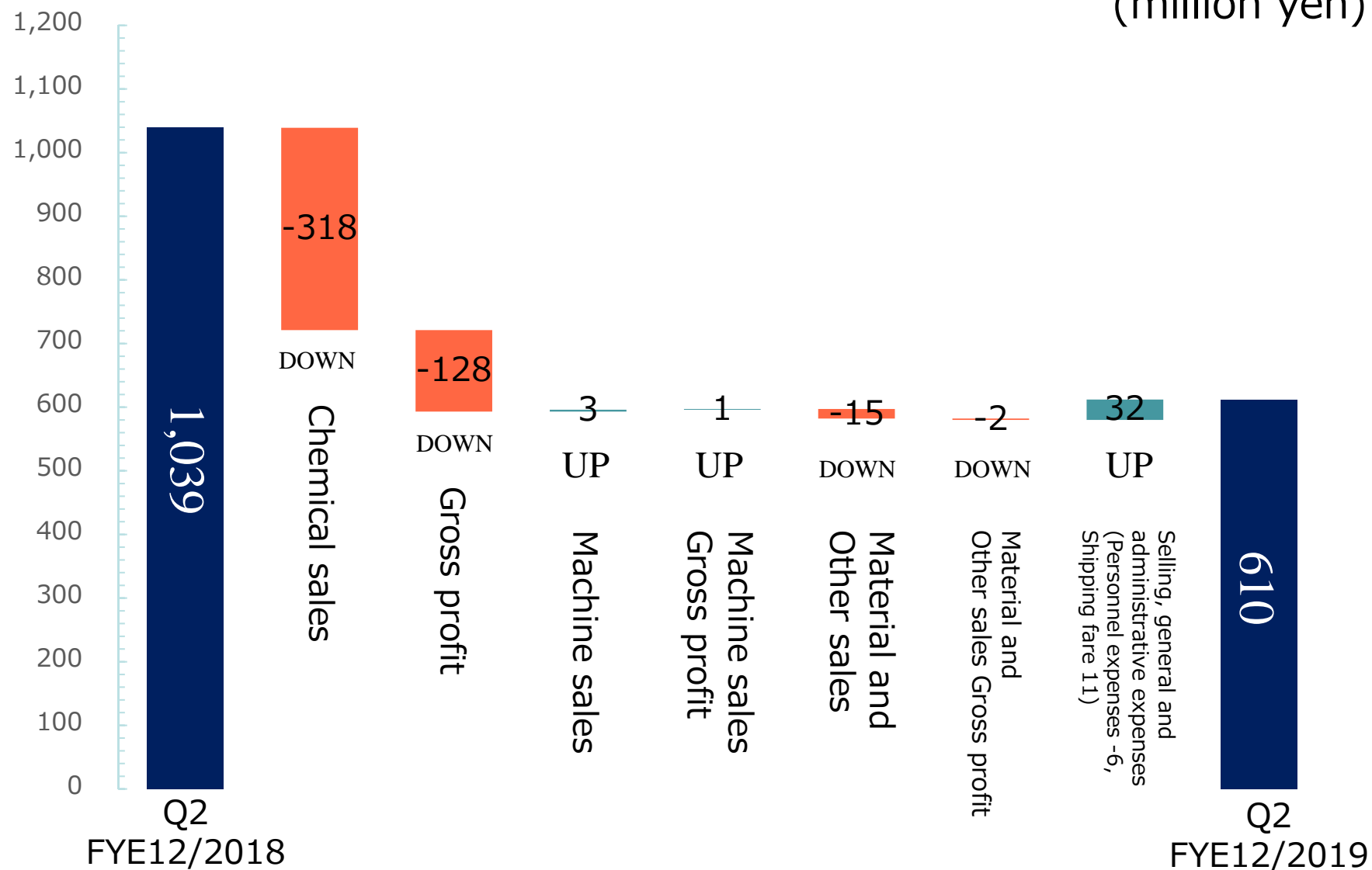
Net sales YOY

(million yen)

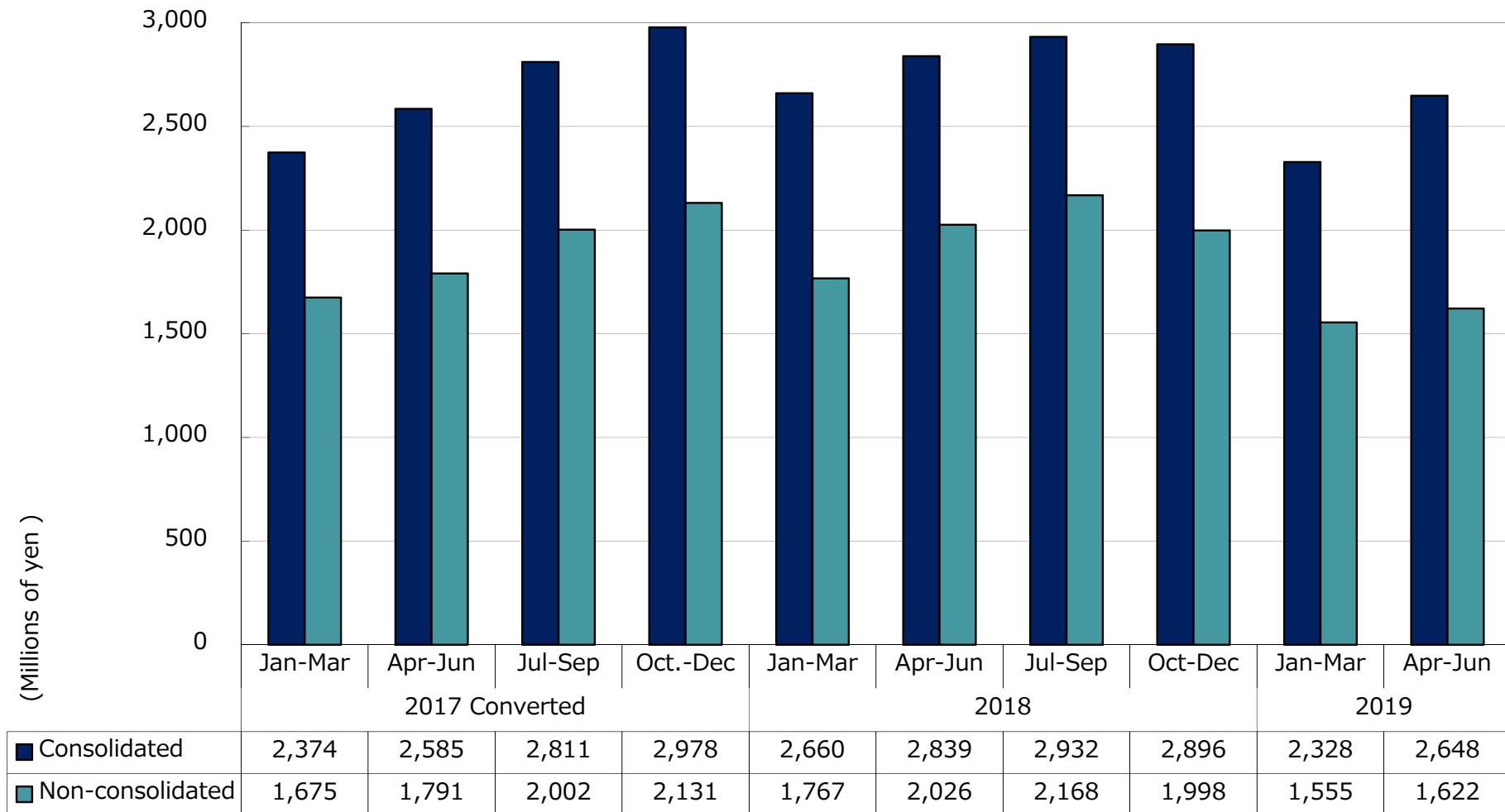


Operating income YOY

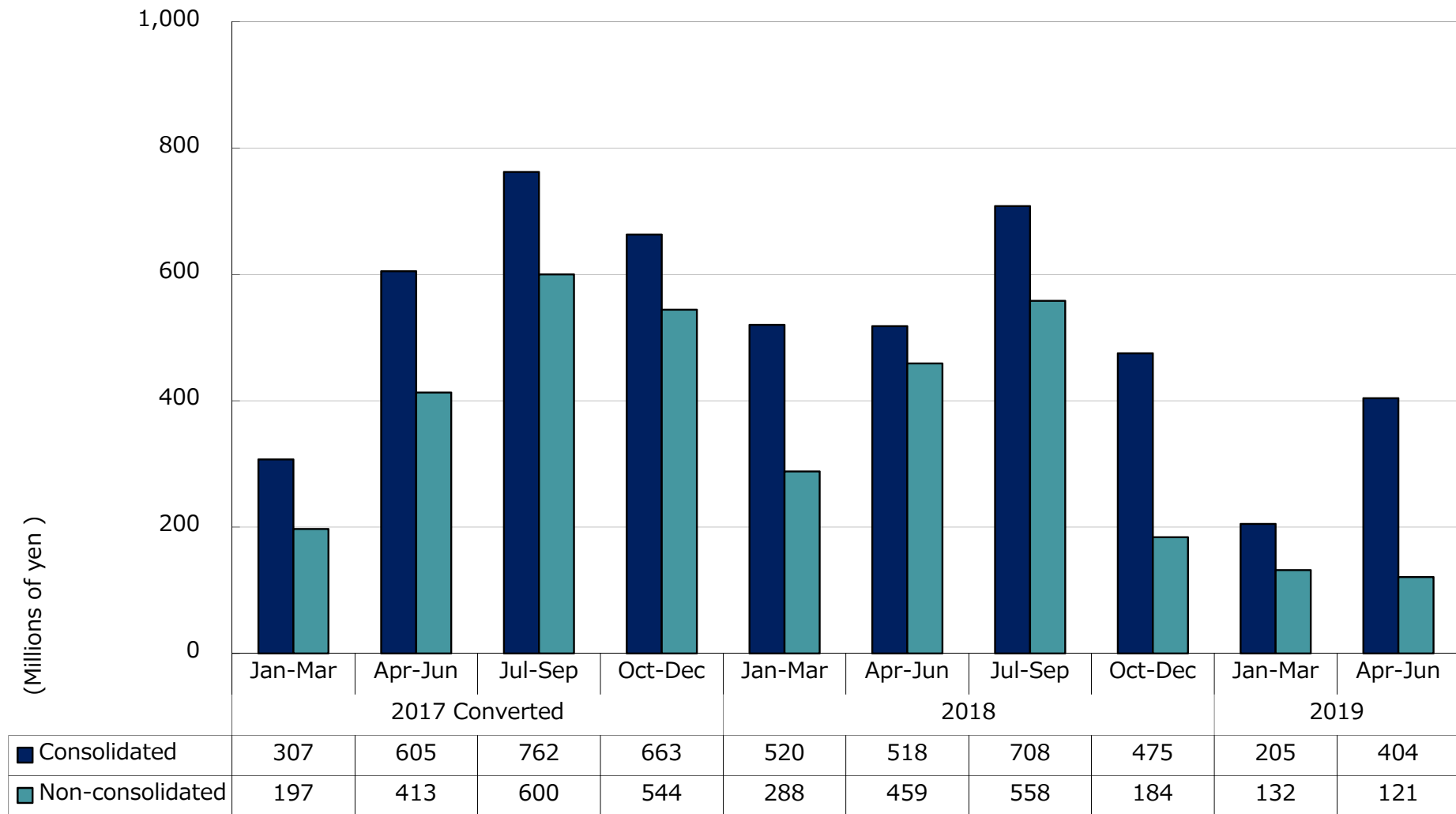
(million yen)



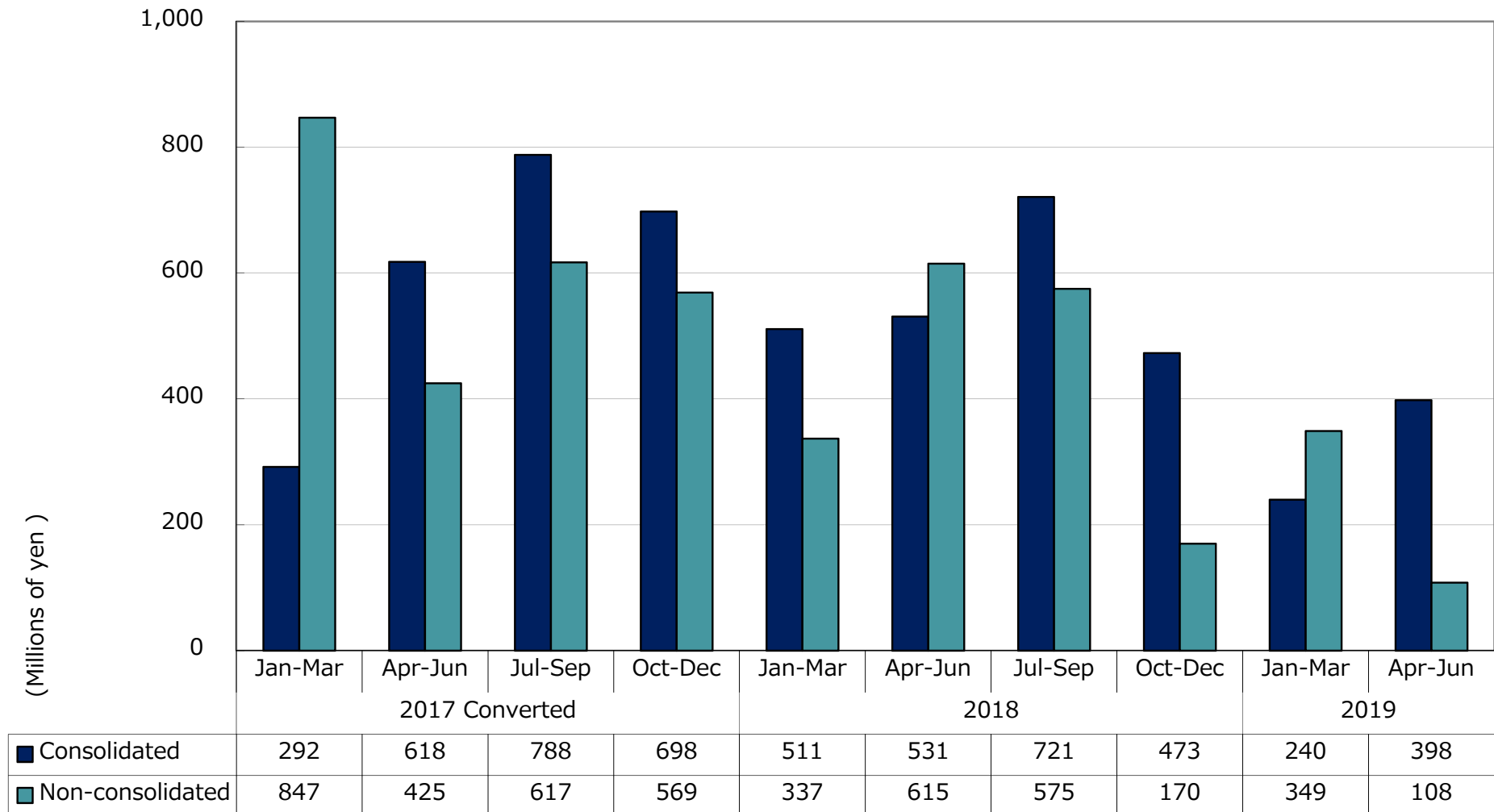
Quarterly net sales



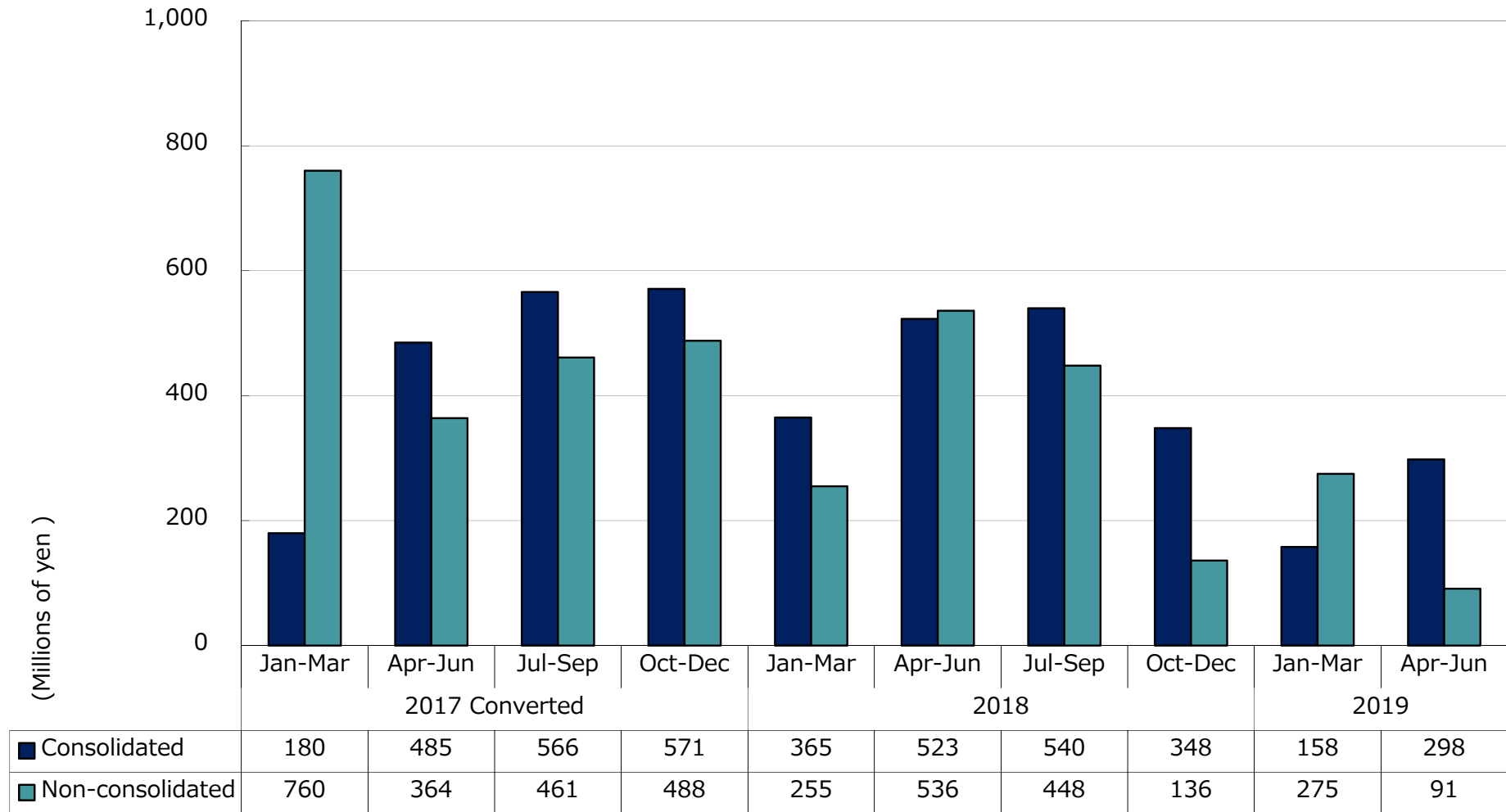
Quarterly operating income



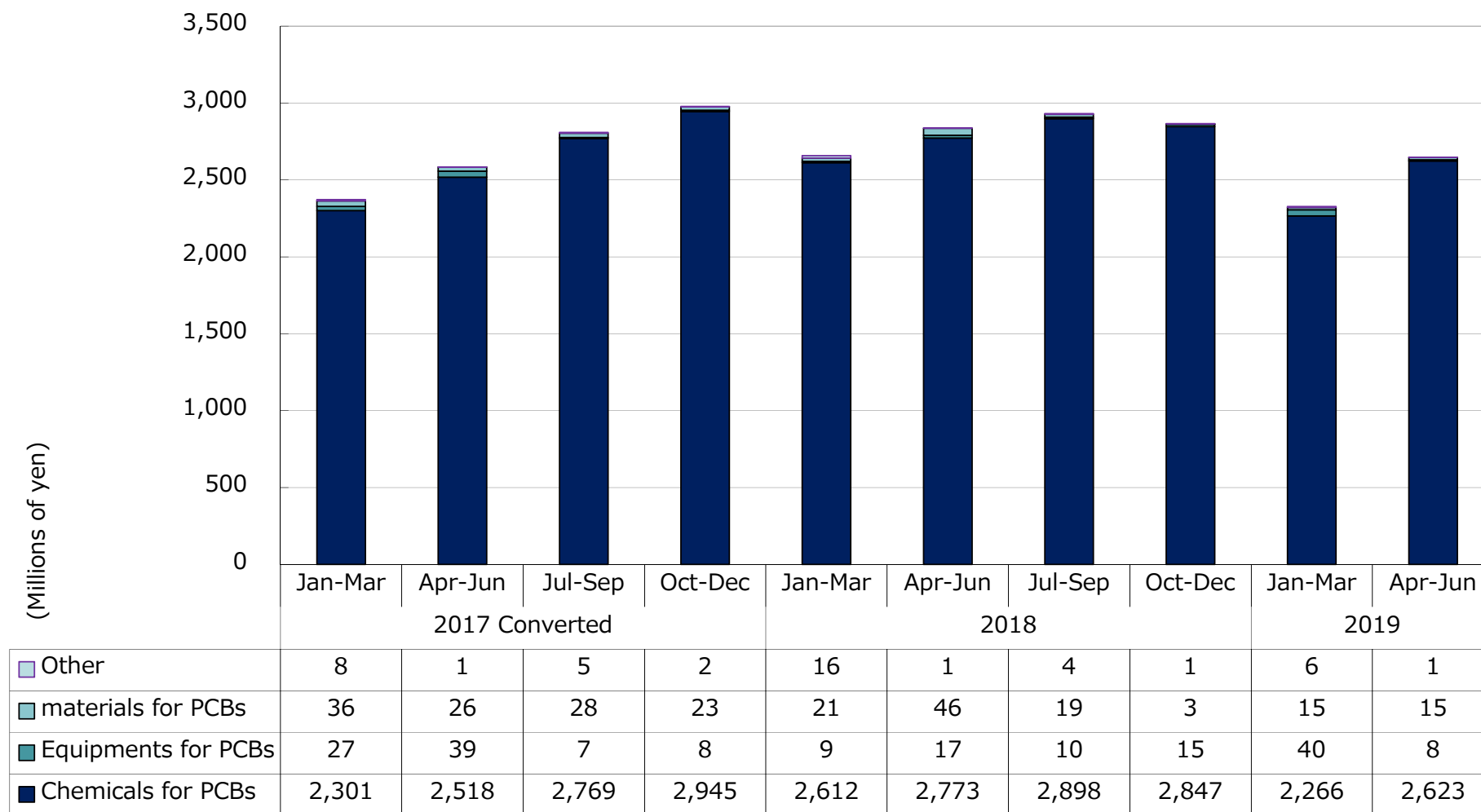
Quarterly ordinary income



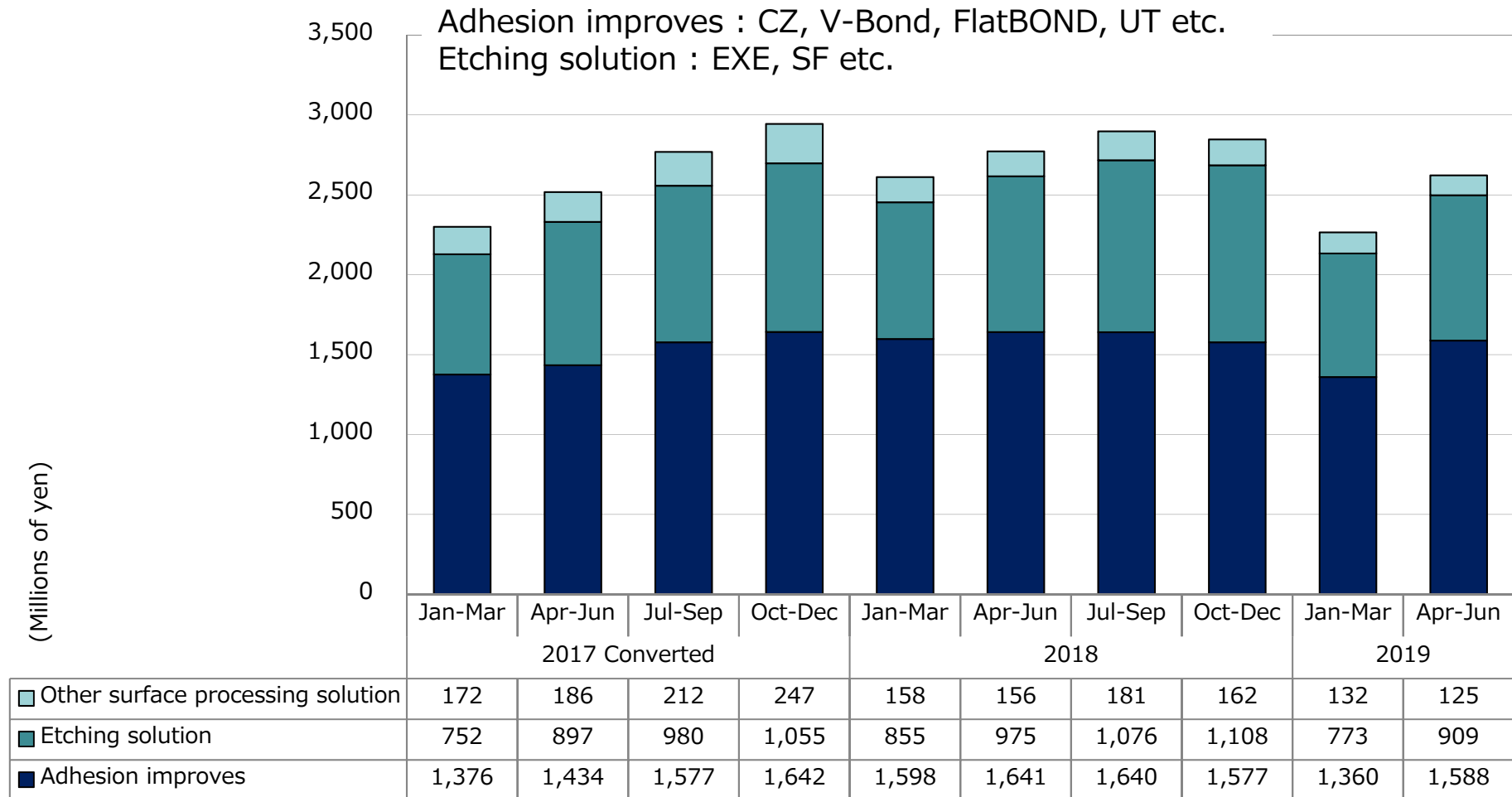
Quarterly net income



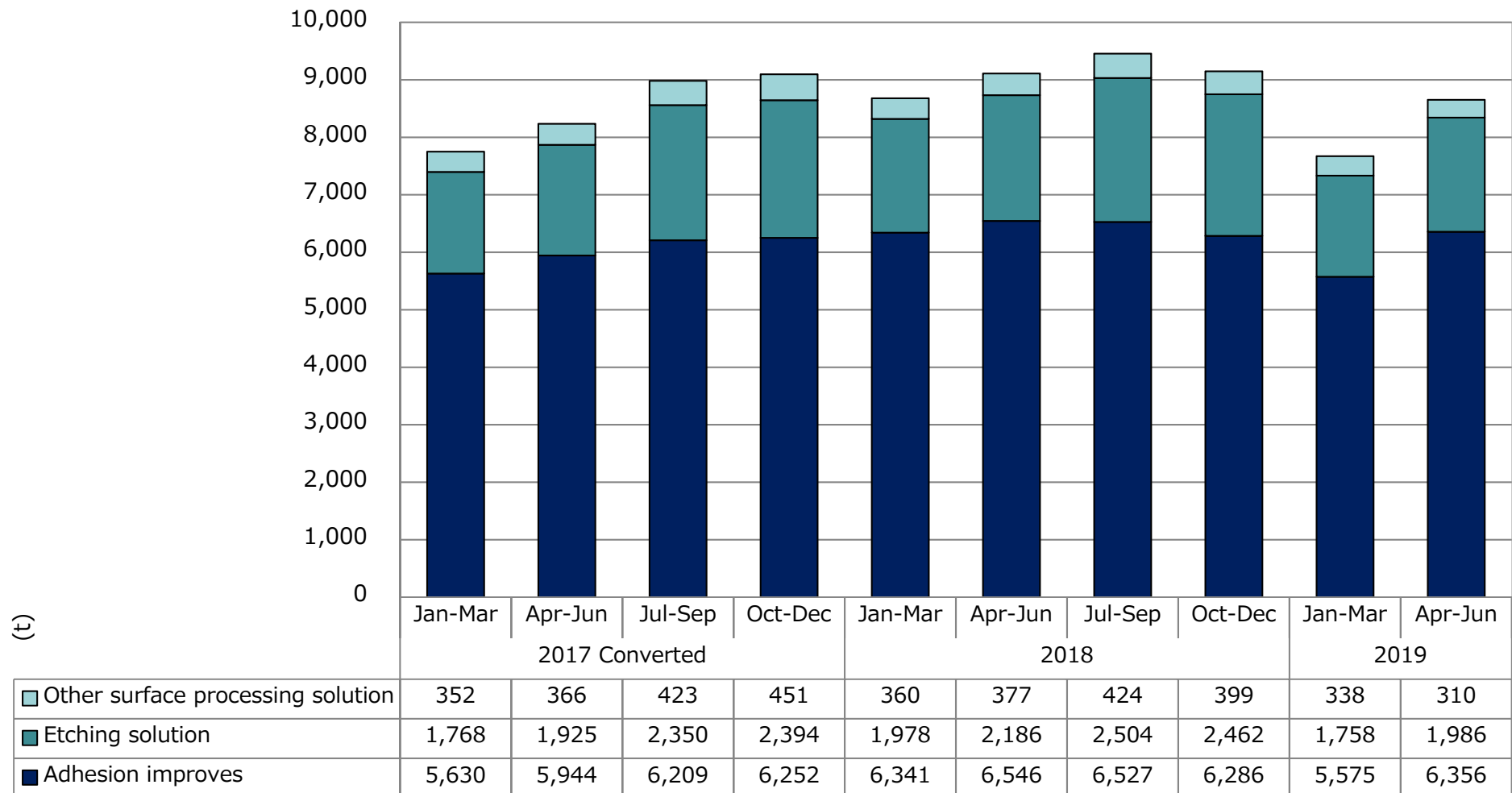
Product-specific quarterly sales (consolidated)



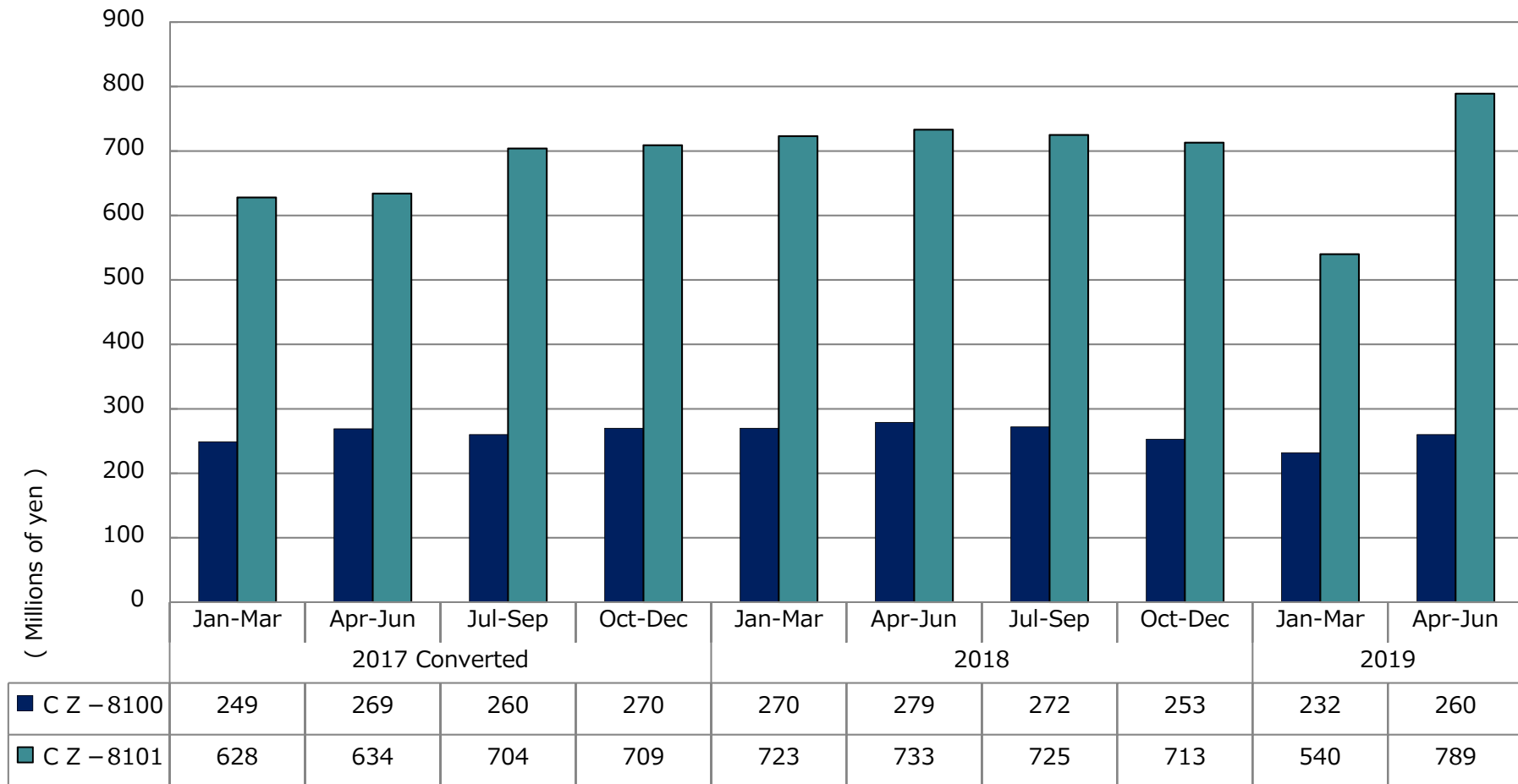
Quarterly chemical sales (consolidated)



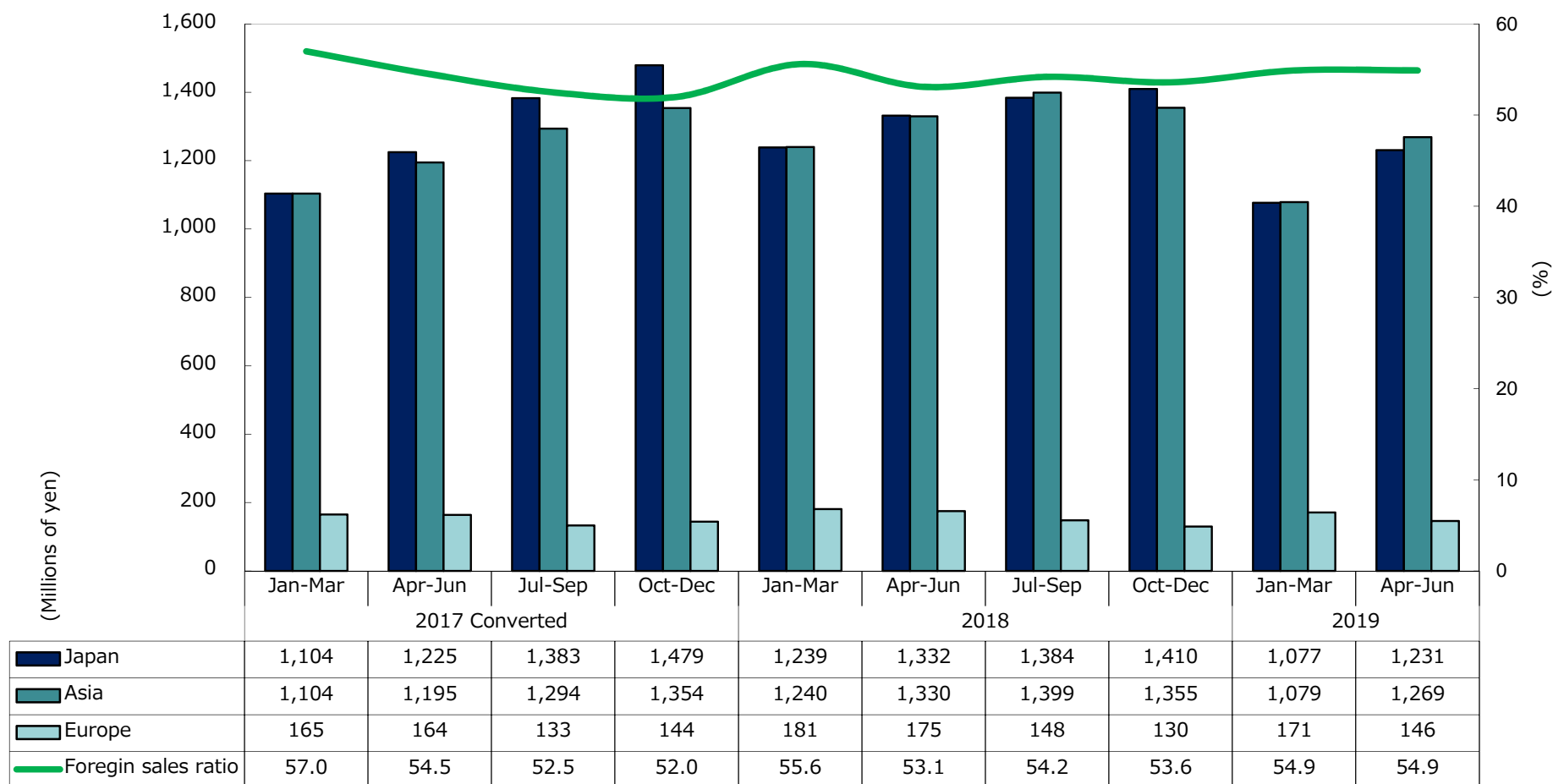
Chemical shipment volume (consolidated)



CZ series sales

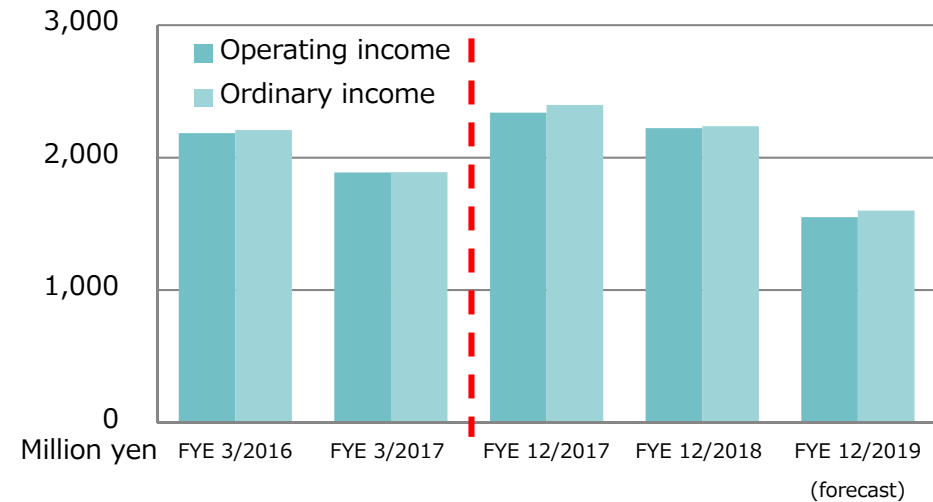
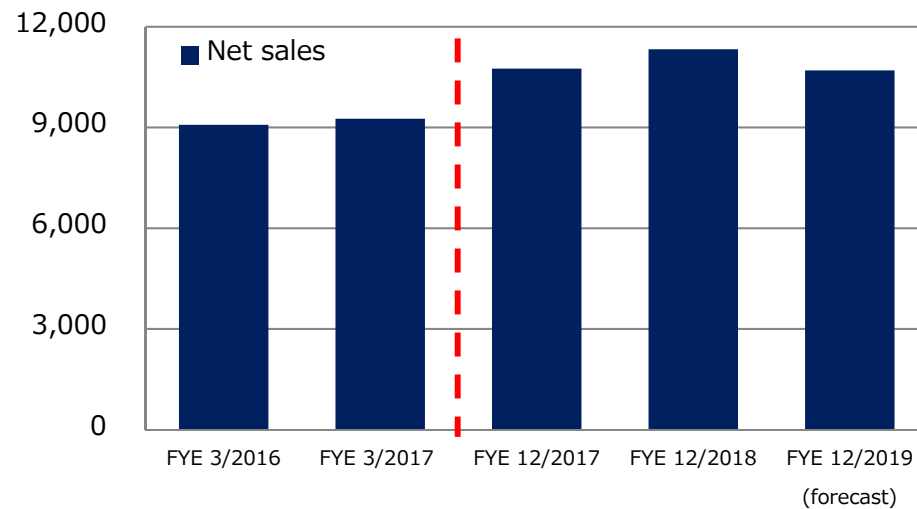


Region-specific sales and overseas sales ratio



FYE 12/2019 Full-year forecasts

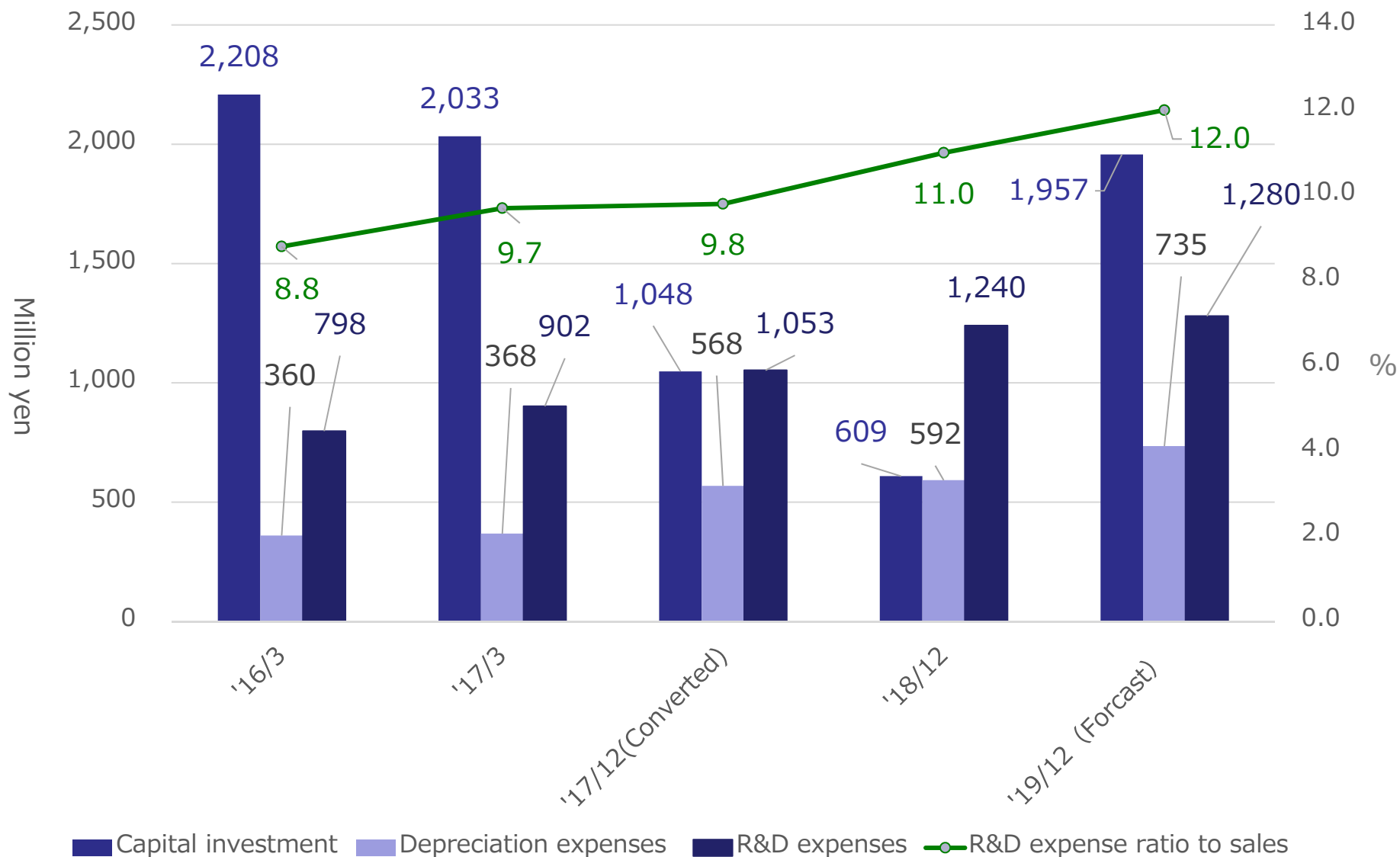
	FYE 12/2018 (50th term)		FYE 12/2019 (51th term)		
	Amount (million yen)	Profit ratio (%)	Amount (million yen)	Profit ratio (%)	YOY change* (%)
Net sales	11,328	-	10,700	-	-5.6
Operating income	2,222	19.6	1,550	14.5	-30.3
Ordinary income	2,236	19.7	1,600	15.0	-28.5
Net income	1,778	15.7	1,150	10.7	-35.3



FYE 12/2017 & FYE 12/2018: Full-year = Jan-Dec



Capital investment, Depreciation expenses and R&D expenses



Dividend, Payout ratio and ROE

