
3Q/FY2017

Financial Announcement

(April 1, 2016 to December 31, 2016)

Presentation

January 31, 2017 - HQ

February 2, 2017 - Tokyo

MEC COMPANY LTD.

Securities Code: 4971

Fiscal year ending March 2017

Topics related to third-quarter results

1

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

(JPY - USD) Assumed rate: 105 yen / actual rate: 109.97 yen
The previous year was 120.84 yen

2

Shipment volume of chemicals slightly increased compared with the same period last year.

3

Increase in selling, general and administrative expenses due to completion of new company building in which the functions of the head office, research laboratories, and production have been aggregated.

4

Revised full-year forecast for the fiscal year ending March 2017.

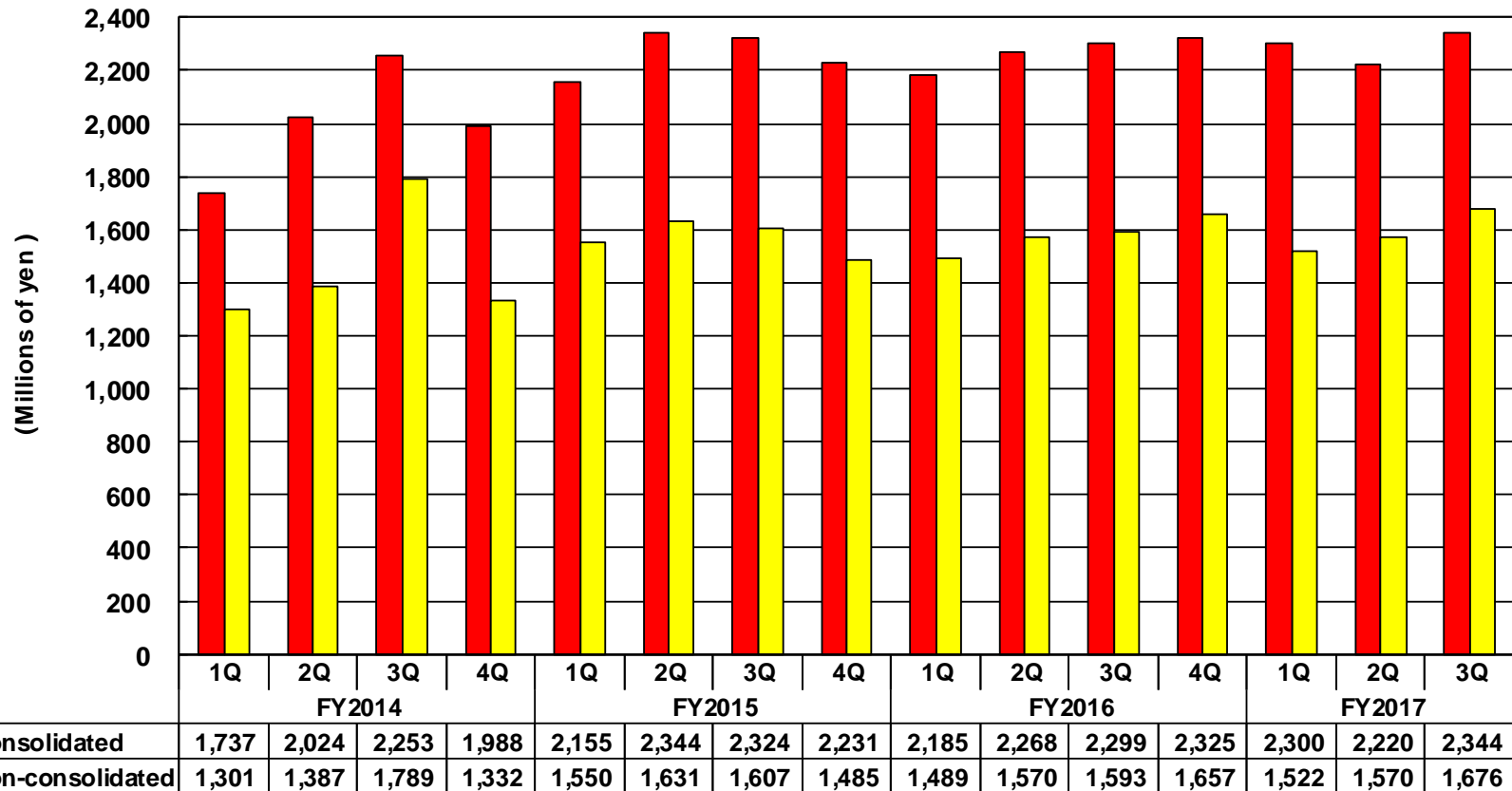
Points of 3Q/FY2017

1)		3Q/FY2016	3Q/FY2017	Y-o-Y
	Net sales	¥ 6,753 million	¥ 6,865 million	+ 1.7 %
	Operating income	¥ 1,602 million	¥ 1,572 million	-1.8 %
	Ordinary income	¥ 1,640 million	¥ 1,593 million	- 2.9 %
	Net income	¥ 1,197 million	¥ 1,470 million	+ 22.8 %
2)	Chemical sales	¥ 6,531 million	¥ 6,538 million	
	Ratio of Net sales	96.7 %	95.2 %	(- 1.5 points)
3)	Overseas sales ratio	54.9 %	53.7 % *	(- 1.2 points)
4)	CZ series sales	¥ 3,449 million	¥ 3,402 million	
	Ratio of chemical sales	52.8 %	52.0 %	(- 0.8 points)
5)	Gross profit	66.6 %	66.0 %	(-0.6 points)

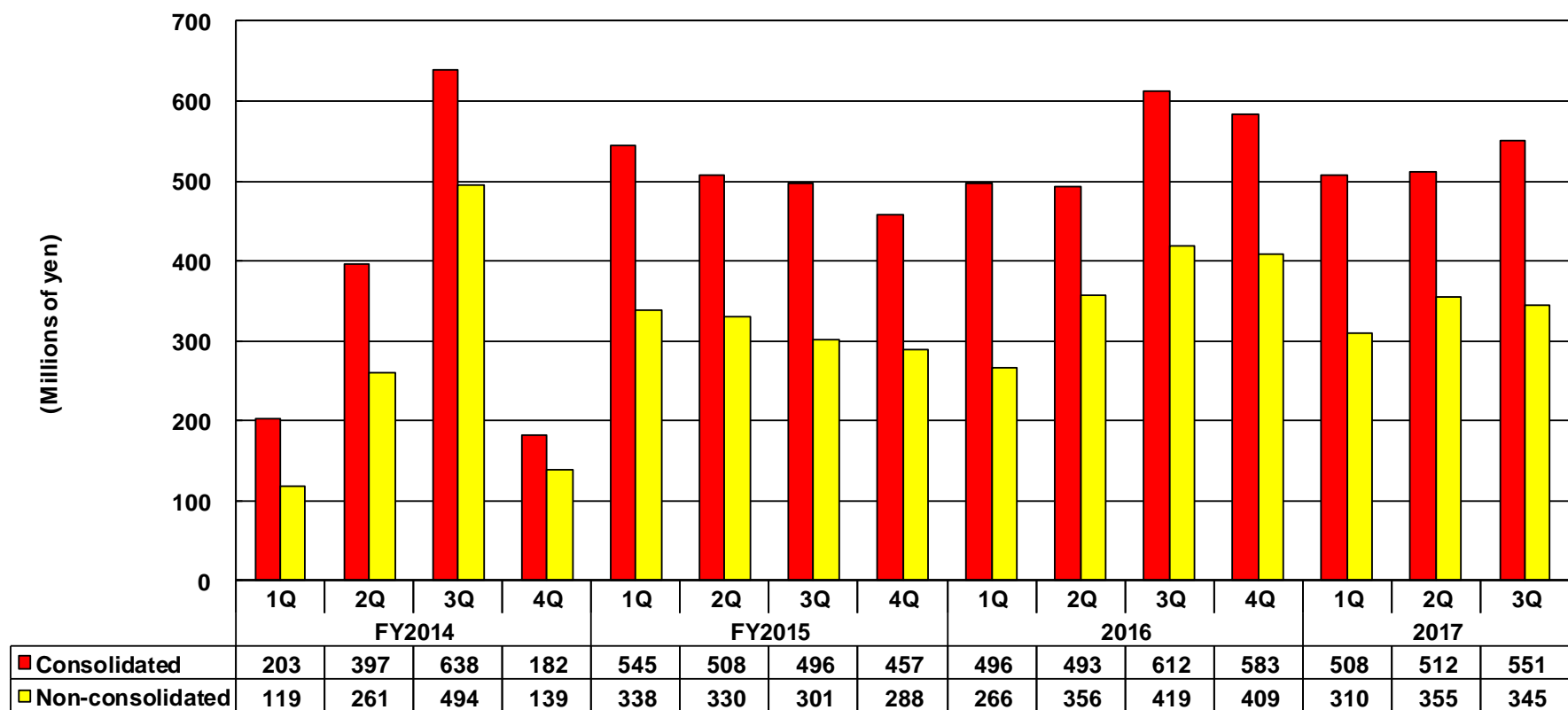
* If the overseas chemical sales achieved by domestic agents is added to the overseas sales, the ratio becomes 72.8 %.
(3Q/FY2016: 75.8 %)

Impact of change in foreign exchange rate: Net sales -¥502 million, Operating income -¥36 million.

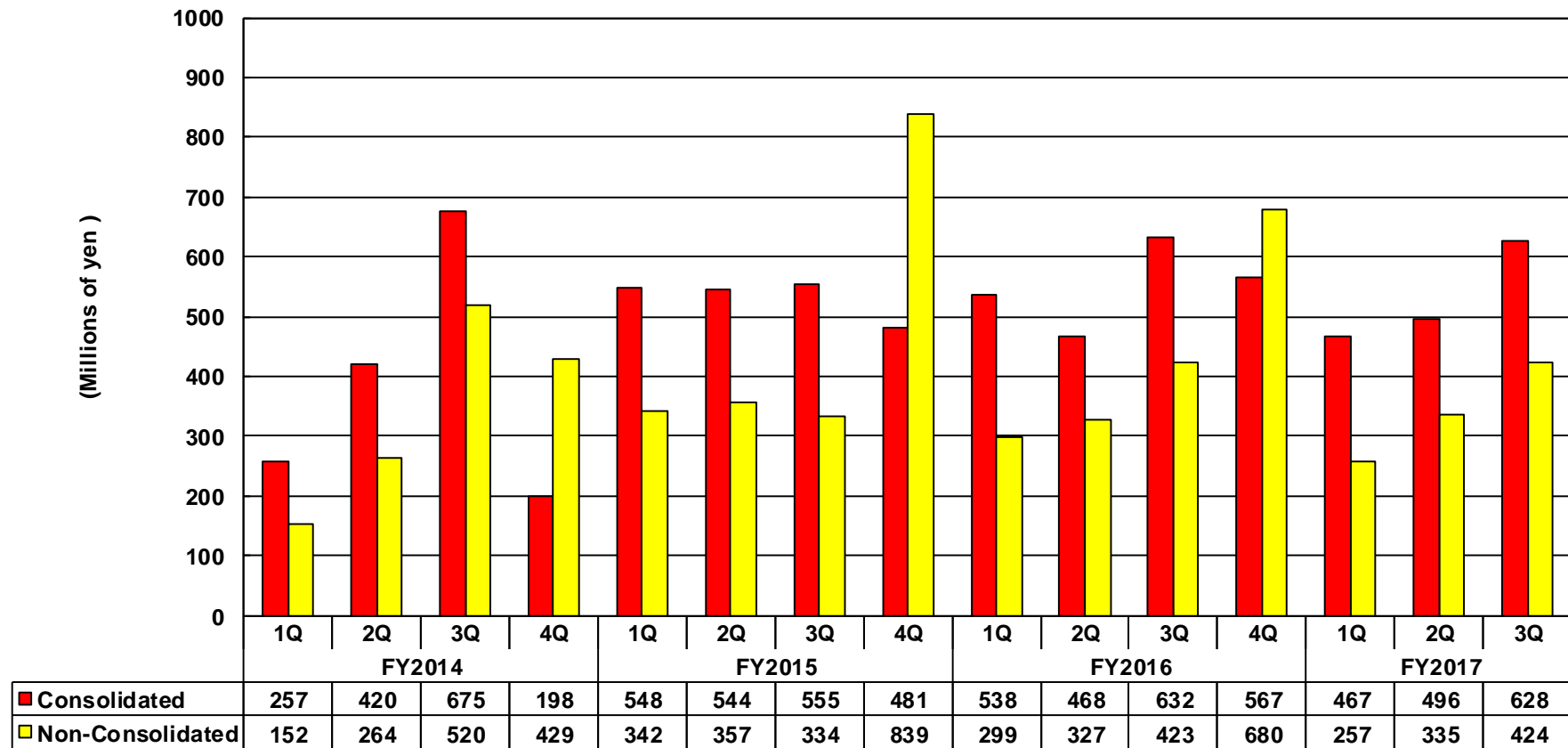
Net Sales



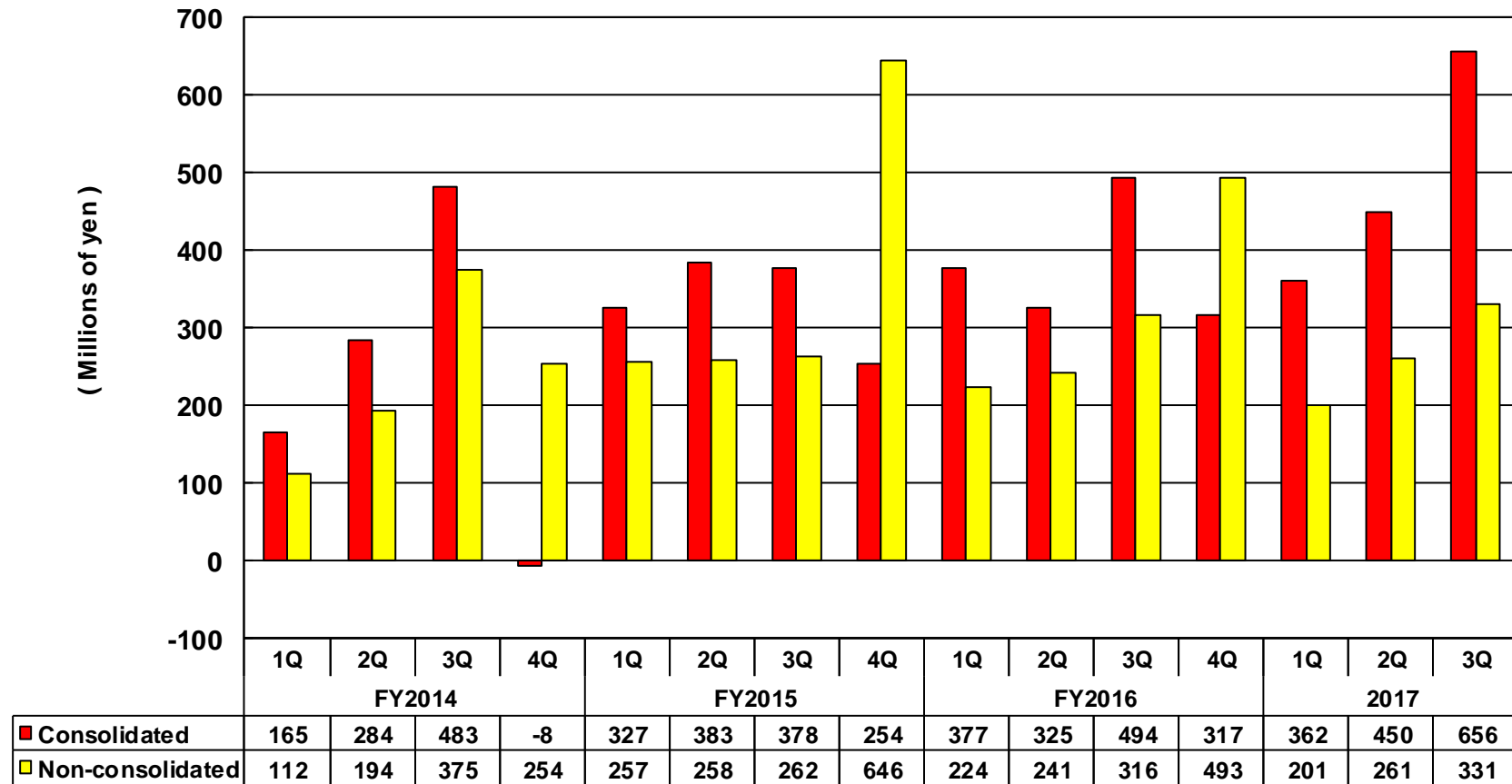
Operating Income



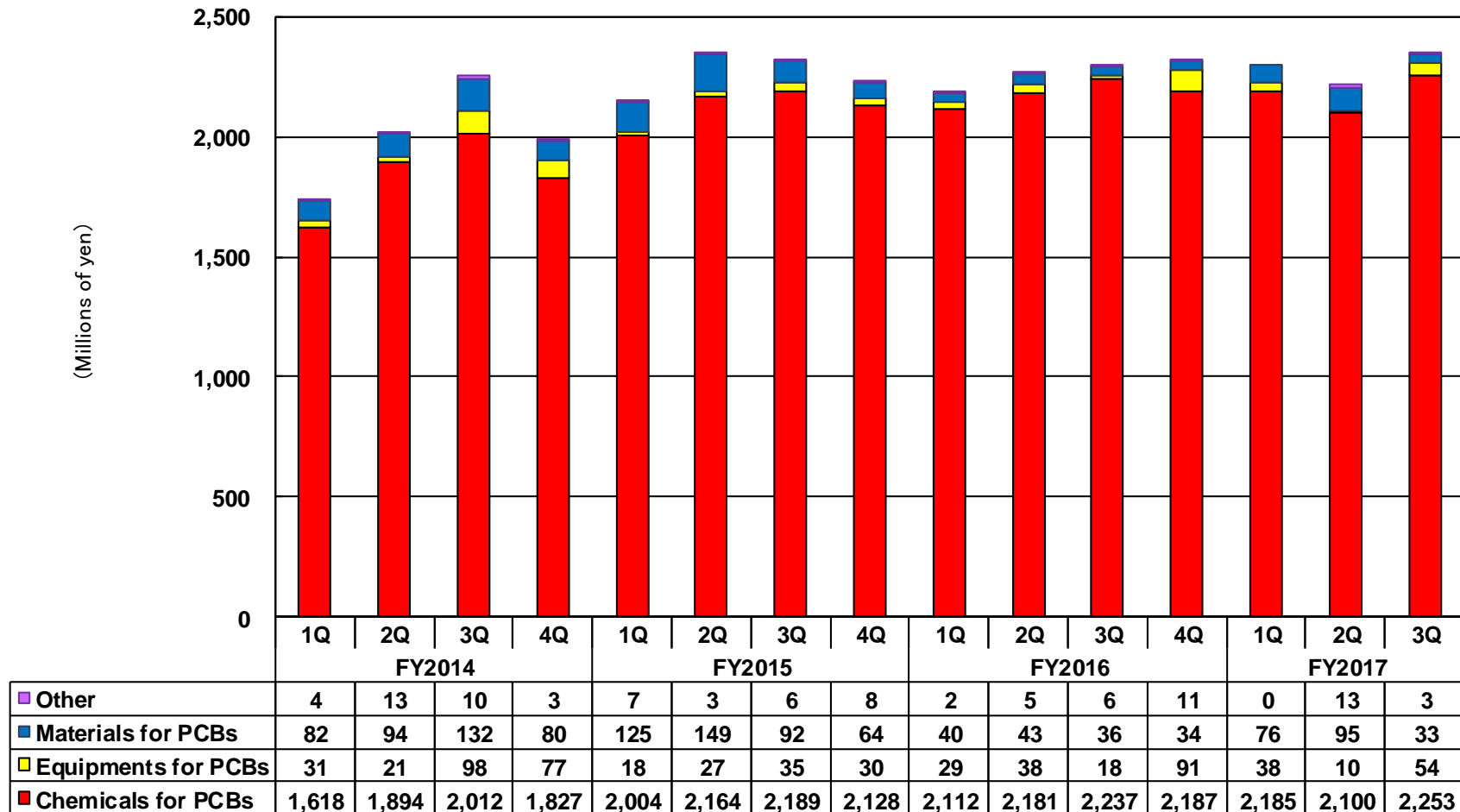
Ordinary Income



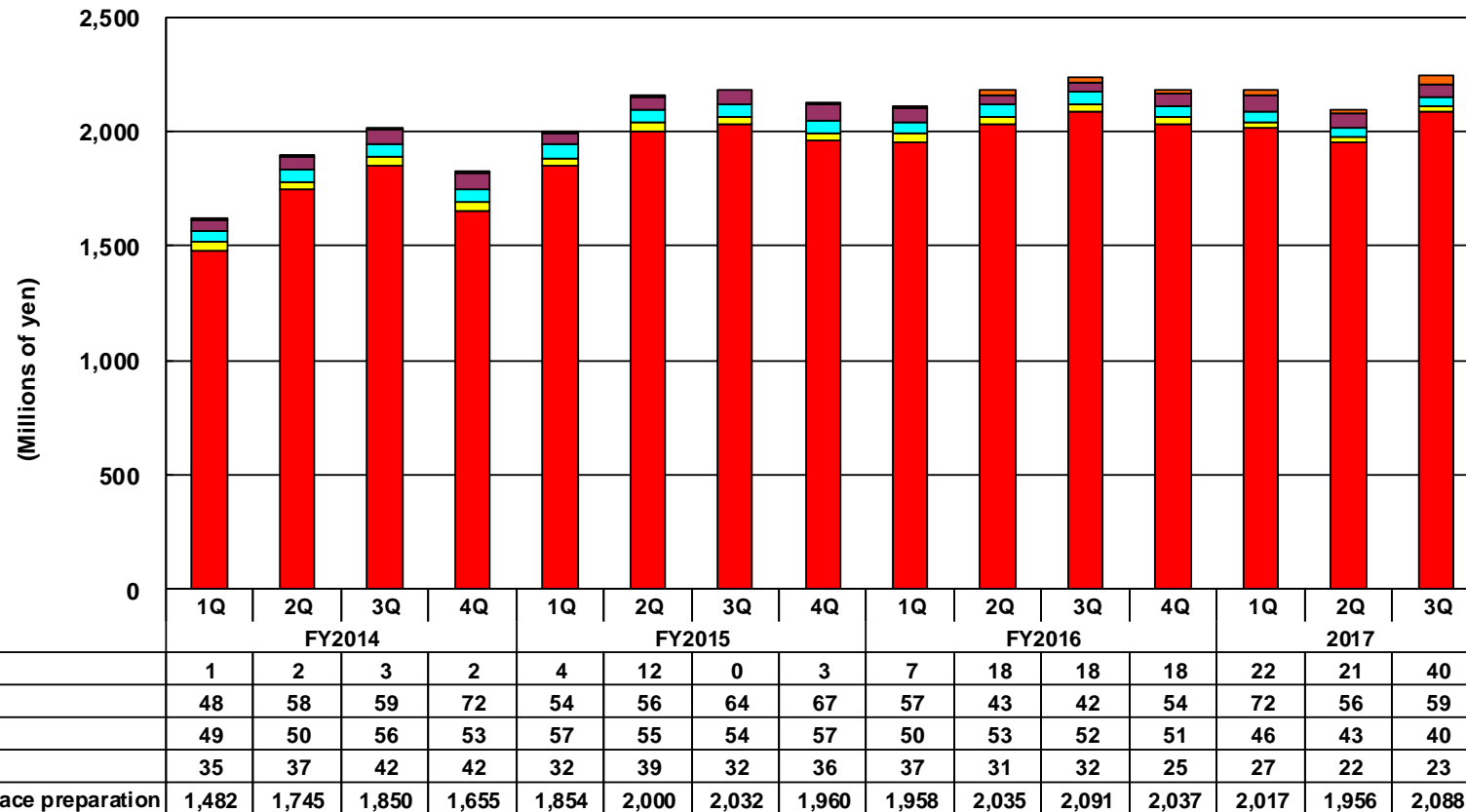
Net Income



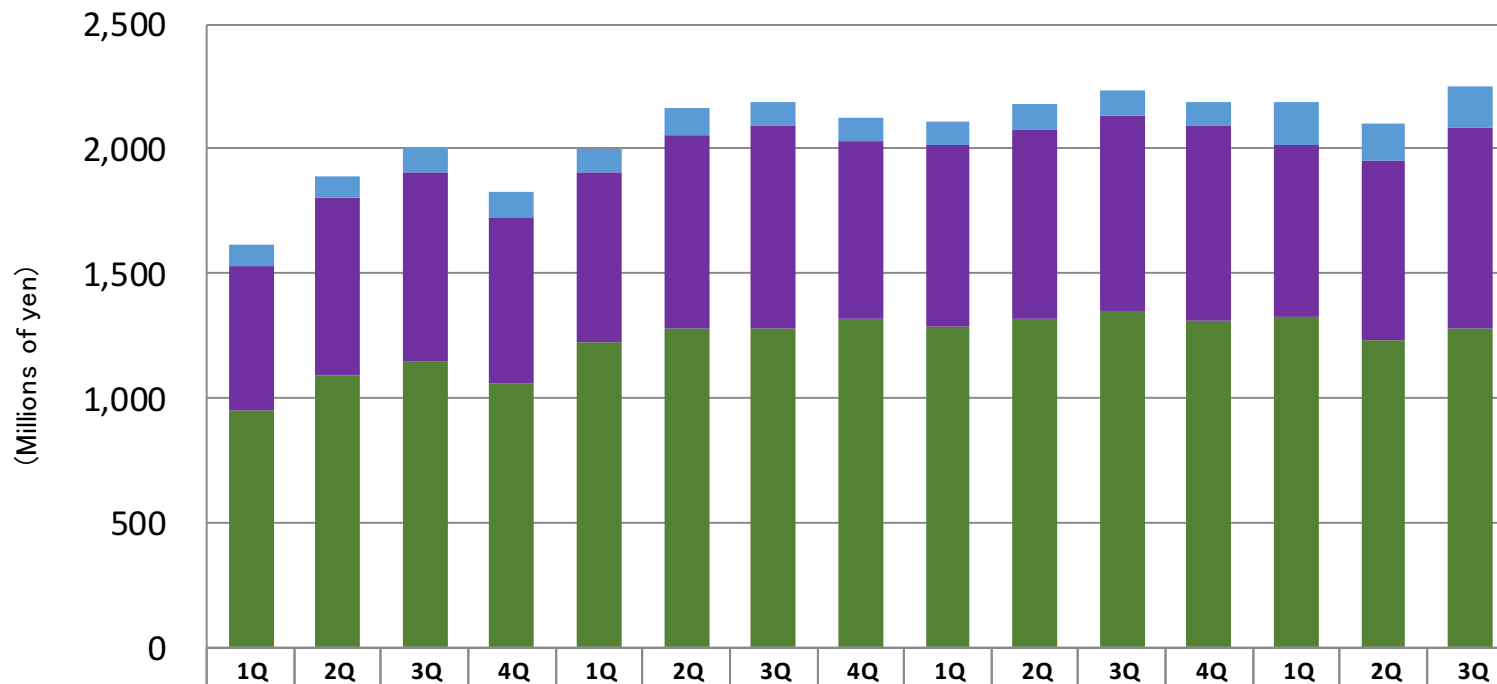
Sales by Product - Consolidated



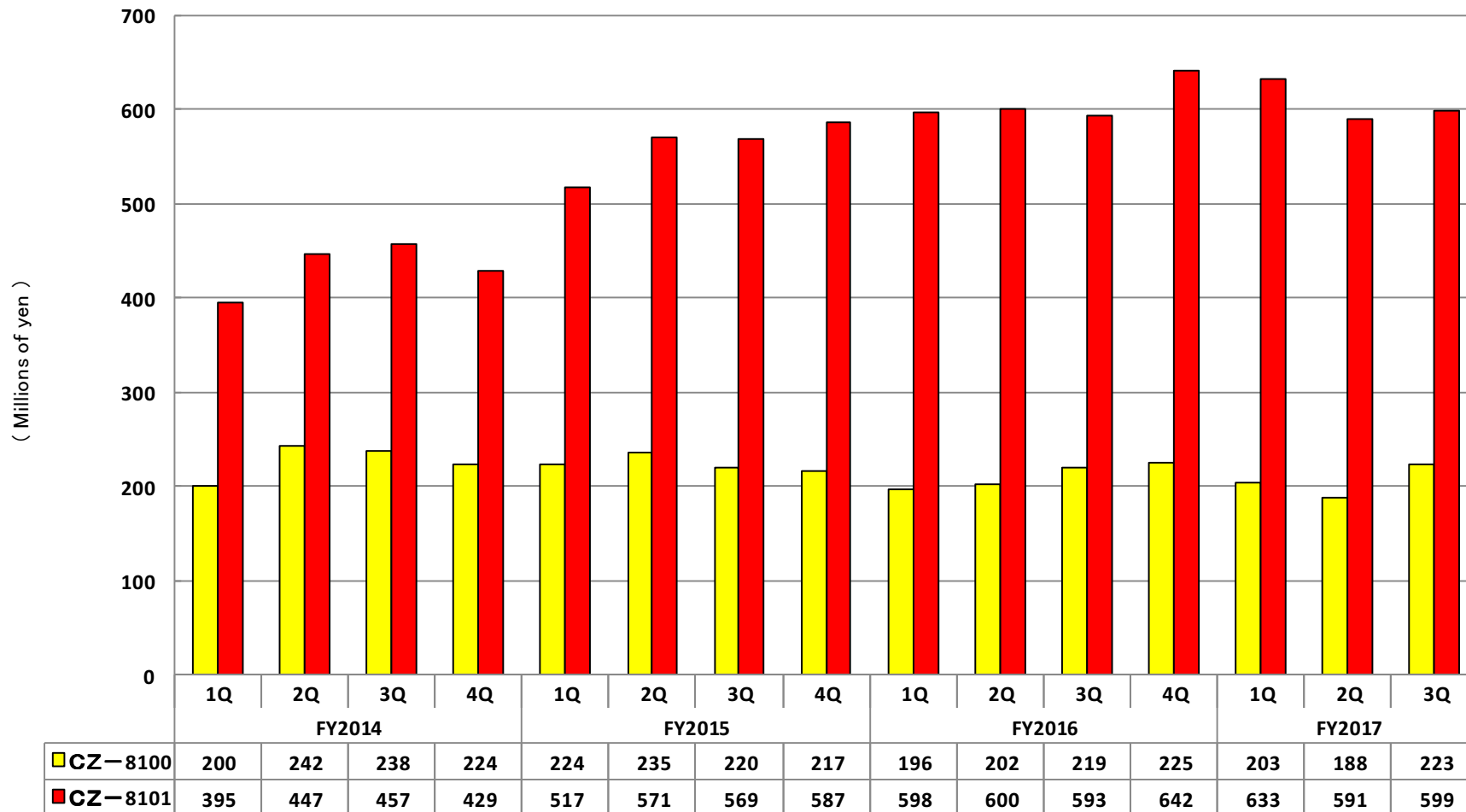
Chemical Sales – Consolidated 1



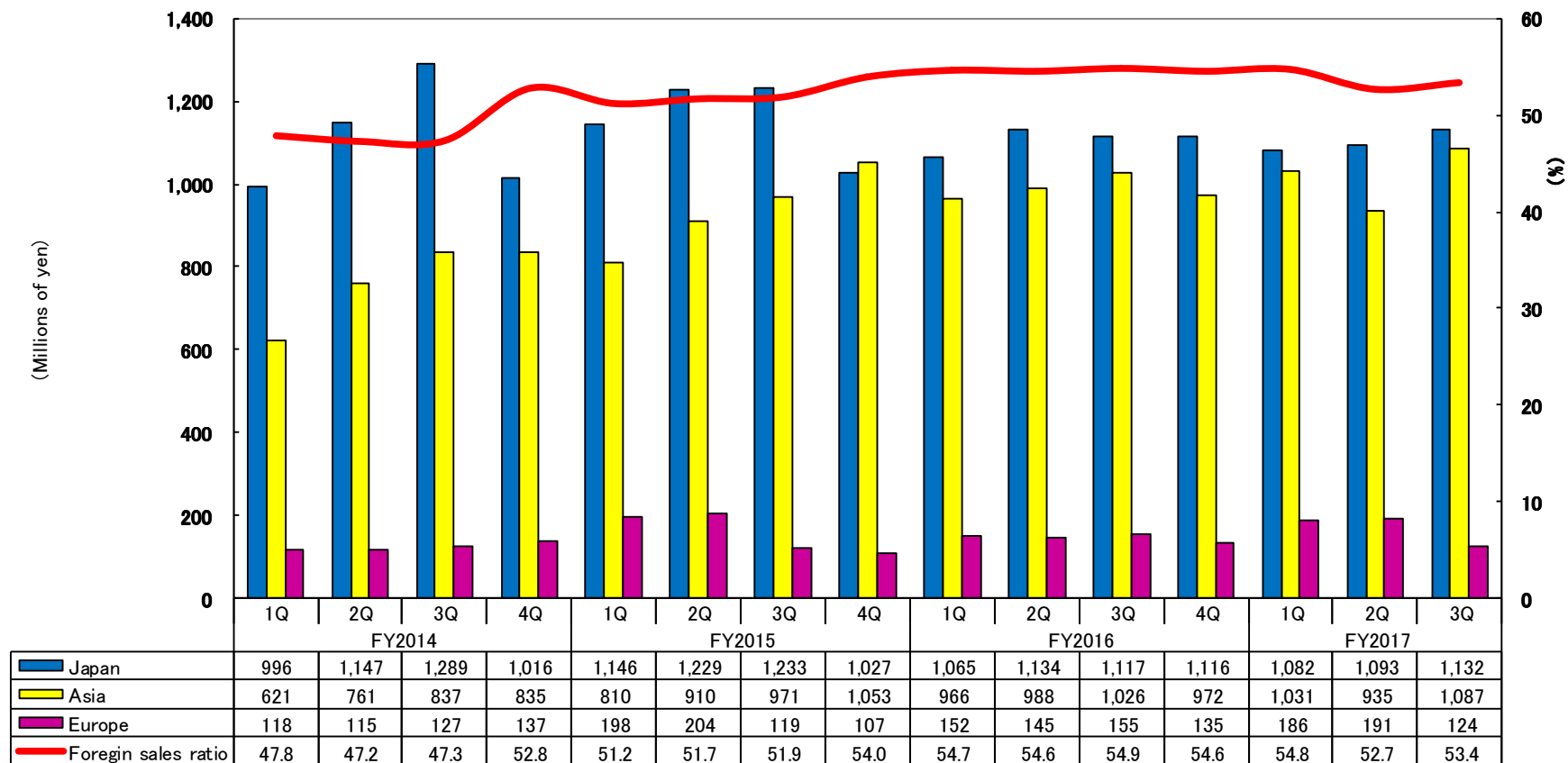
Chemical Sales – Consolidated 2



CZ Series Sales

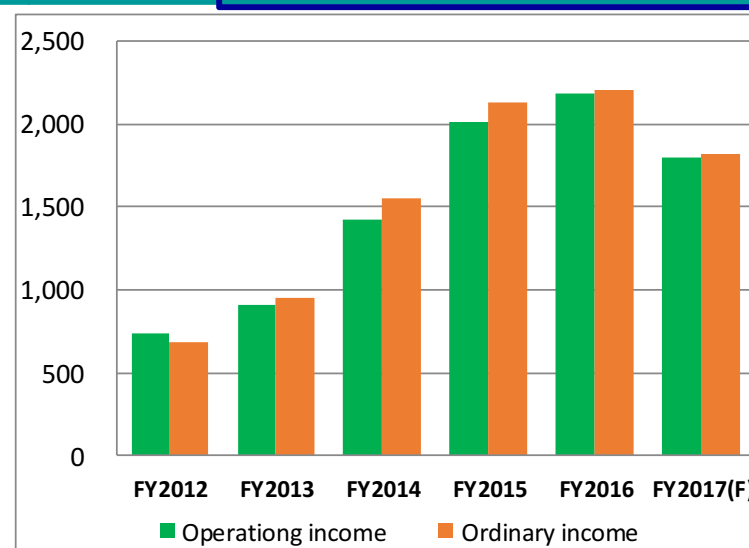
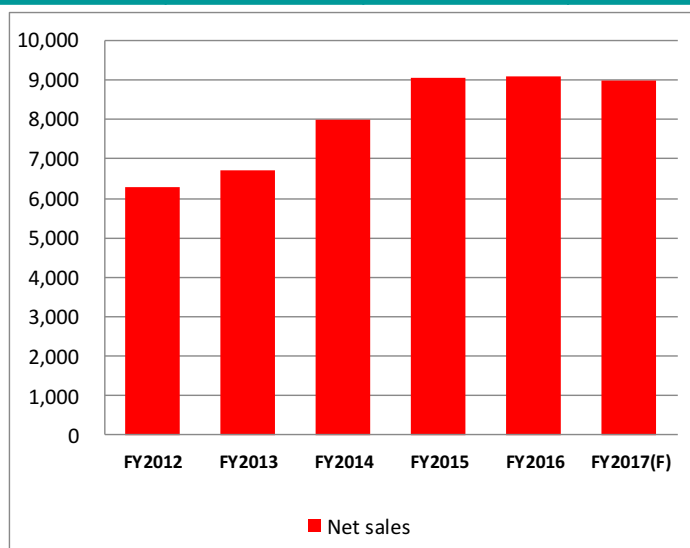


Sales by Region & Foreign Sales Ratio



FY2017 Financial Forecast

	FY2016		FY2017 (F) Before revise			FY2017 (F) After revise		
	Amount	Profit ratio	Amount	Profit ratio	vs FY2015	Amount	Profit ratio	vs FY2015
Net sales	¥ 9,078 million	—	¥ 8,900 million	—	98.0%	¥ 9,000 million	—	99.1 %
Operating income	¥ 2,185 million	24.1 %	¥ 2,000 million	22.5 %	91.5 %	¥ 1,800 million	20.0 %	82.4 %
Ordinary income	¥ 2,207 million	24.3 %	¥ 2,050 million	23.0 %	92.8 %	¥ 1,820 million	20.2 %	82.4 %
Net income	¥ 1,514 million	16.7 %	¥ 1,450 million	16.3 %	95.7 %	¥ 1,450 million	16.1 %	95.7 %



(Unit: Millions of yen)