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# **FY12/2017 Q2**

# **Financial Announcement**

( April 1, 2017 to September 30, 2017 )

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Presentation

November 2, 2017 - HQ

November 6, 2017 - Tokyo

**MEC COMPANY LTD.**

Securities Code: 4971

# *Fiscal year ending December 2017*

## *Topics related to second-quarter 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: 112.72 yen (previous year was 113.03 yen)

(JPY to NTD) Assumed rate: 3.41 yen / Actual rate: 3.66 yen (previous year was 3.45 yen)

2

Chemicals compared with the previous year

Sales: Up 19.6%, Shipments: Up 18.1%.

3

Foreign exchange impact compared with the same period last year

Sales: Down 1 million yen, operating income: Up 43 million yen.

4

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

5

Fixed year-end dividend forecast.

Before revision: 10.00 yen per share (20.00 yen per year)

After revision: 12.00 yen per share (22.00 yen per year)

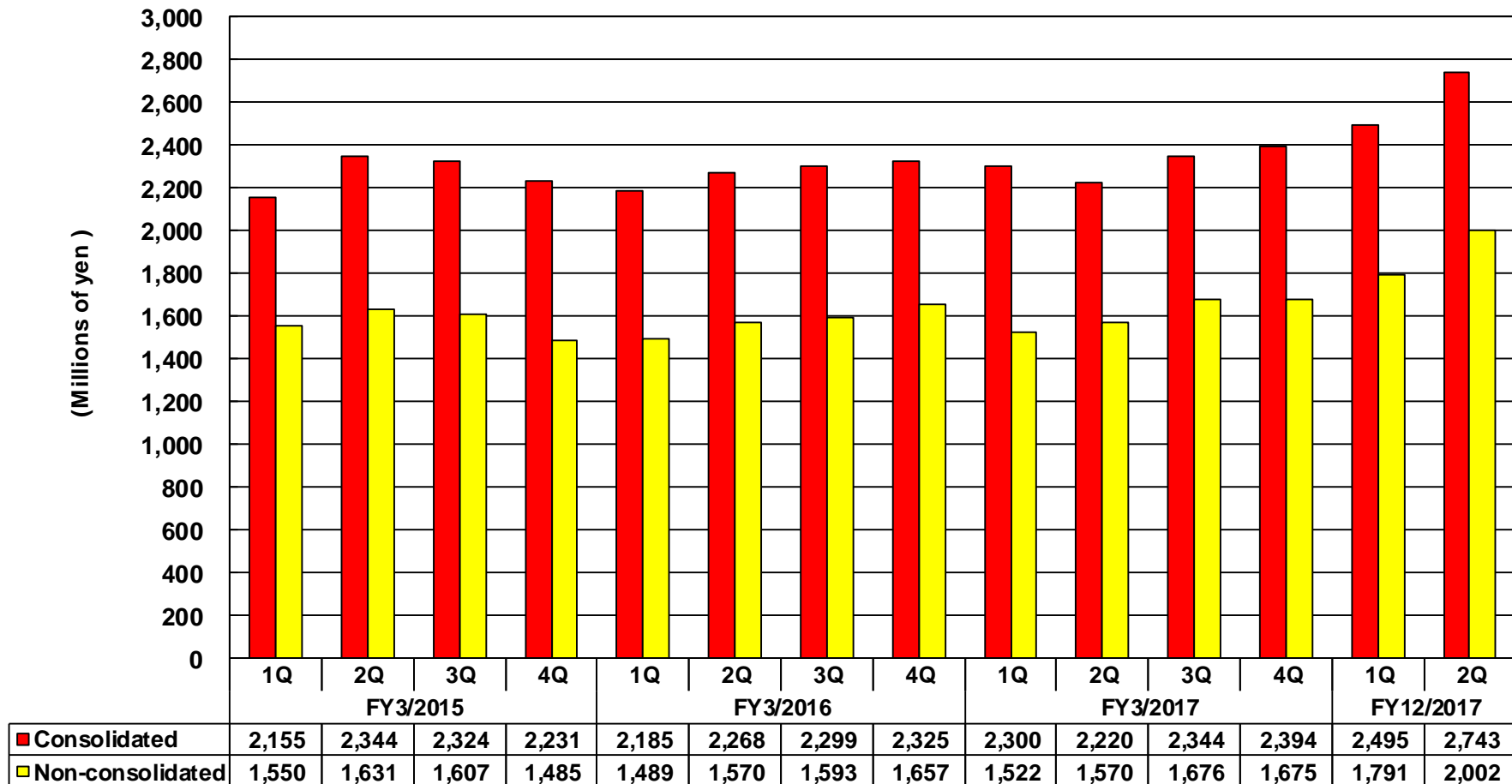
# Points of FY12/2017 Q2

1)		FY2017/3	FY2017/12	Y-o-Y
	Net sales	¥ 4,520 million	¥ 5,239 million	+ 15.9 %
	Operating income	¥ 1,021 million	¥ 1,315 million	+ 28.8 %
	Ordinary income	¥ 964 million	¥ 1,343 million	+ 39.2 %
	Net income	¥ 813 million	¥ 1,028 million	+ 26.5 %
2)	Chemical sales	¥ 4,285 million	¥ 5,127 million	
	Ratio of Net sales	94.8 %	97.9 %	(+ 3.1 points )
3)	Overseas sales ratio	53.8 %	52.0 % *	-
4)	CZ series sales	¥ 2,284 million	¥ 2,513 million	
	Ratio of chemical sales	53.3 %	49.0 %	(- 4.3 points)
5)	Gross profit	65.2 %	65.6 %	( + 0.4 points )

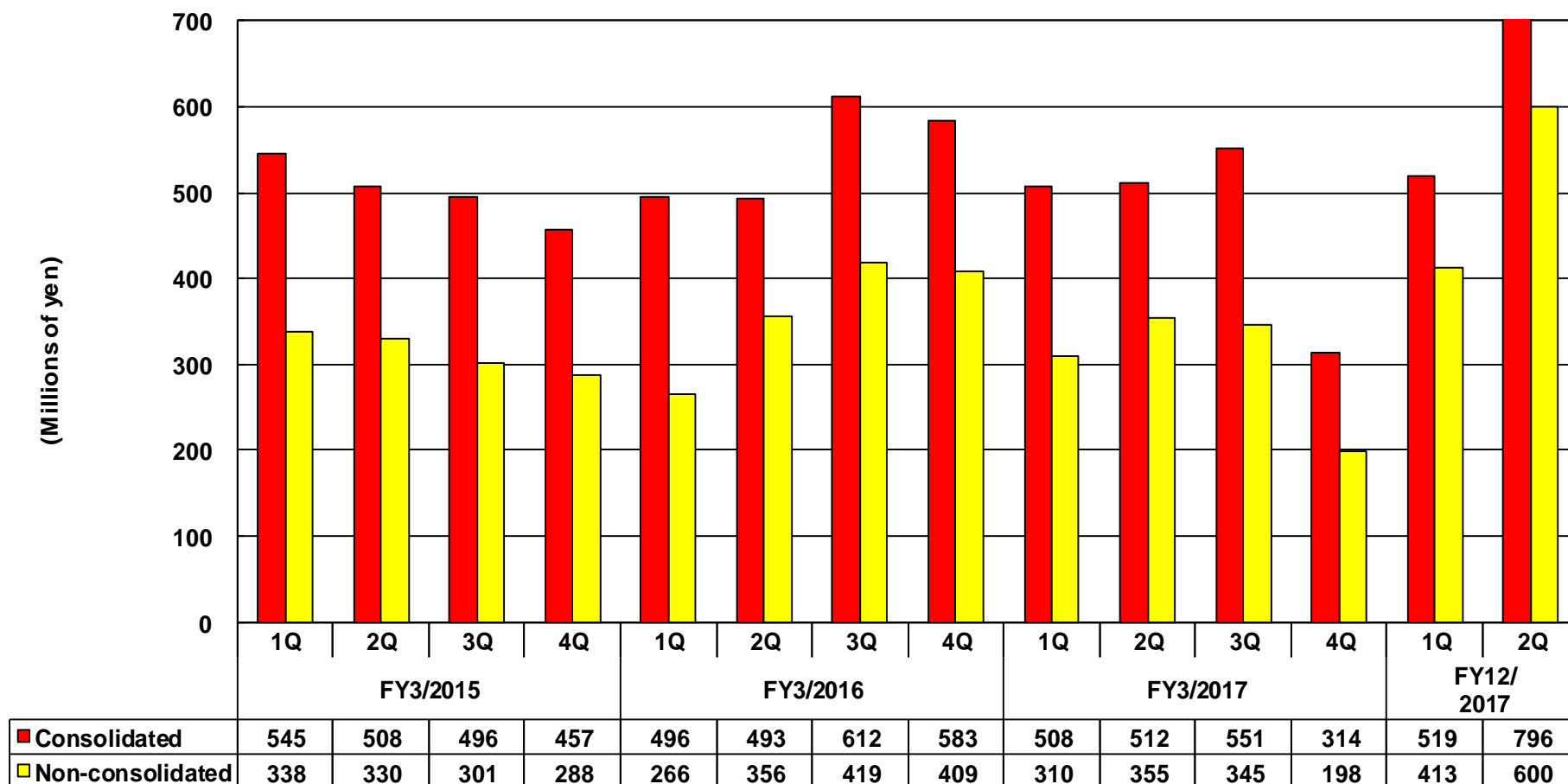
\* If the overseas chemical sales achieved by domestic agents is added to the overseas sales, the ratio becomes 70.8 %.  
( FY3/2017: 74.0 %)

Impact of change in foreign exchange rate: Net sales -¥1 million, Operating income +¥43 million.

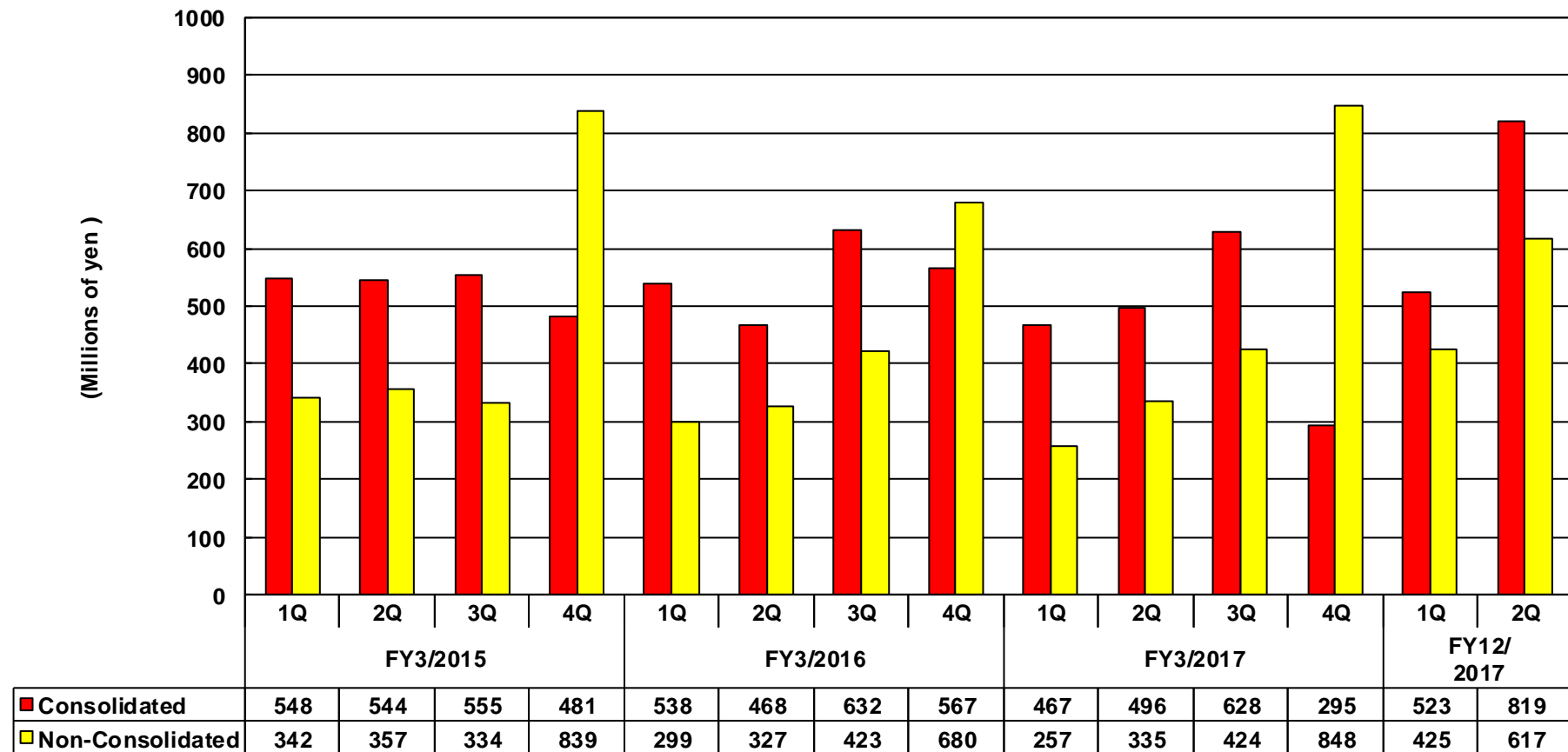
# Net Sales



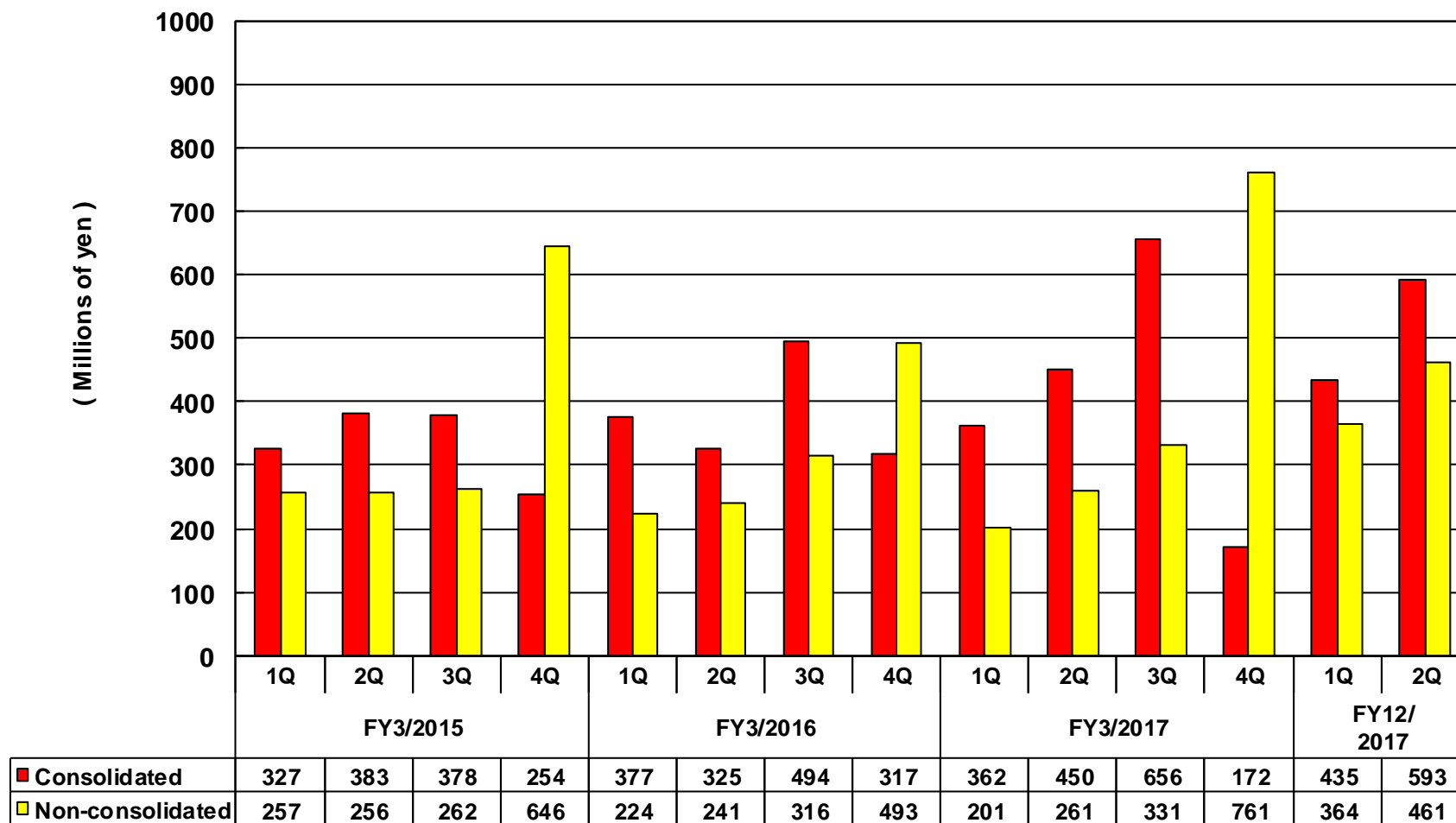
# Operating Income



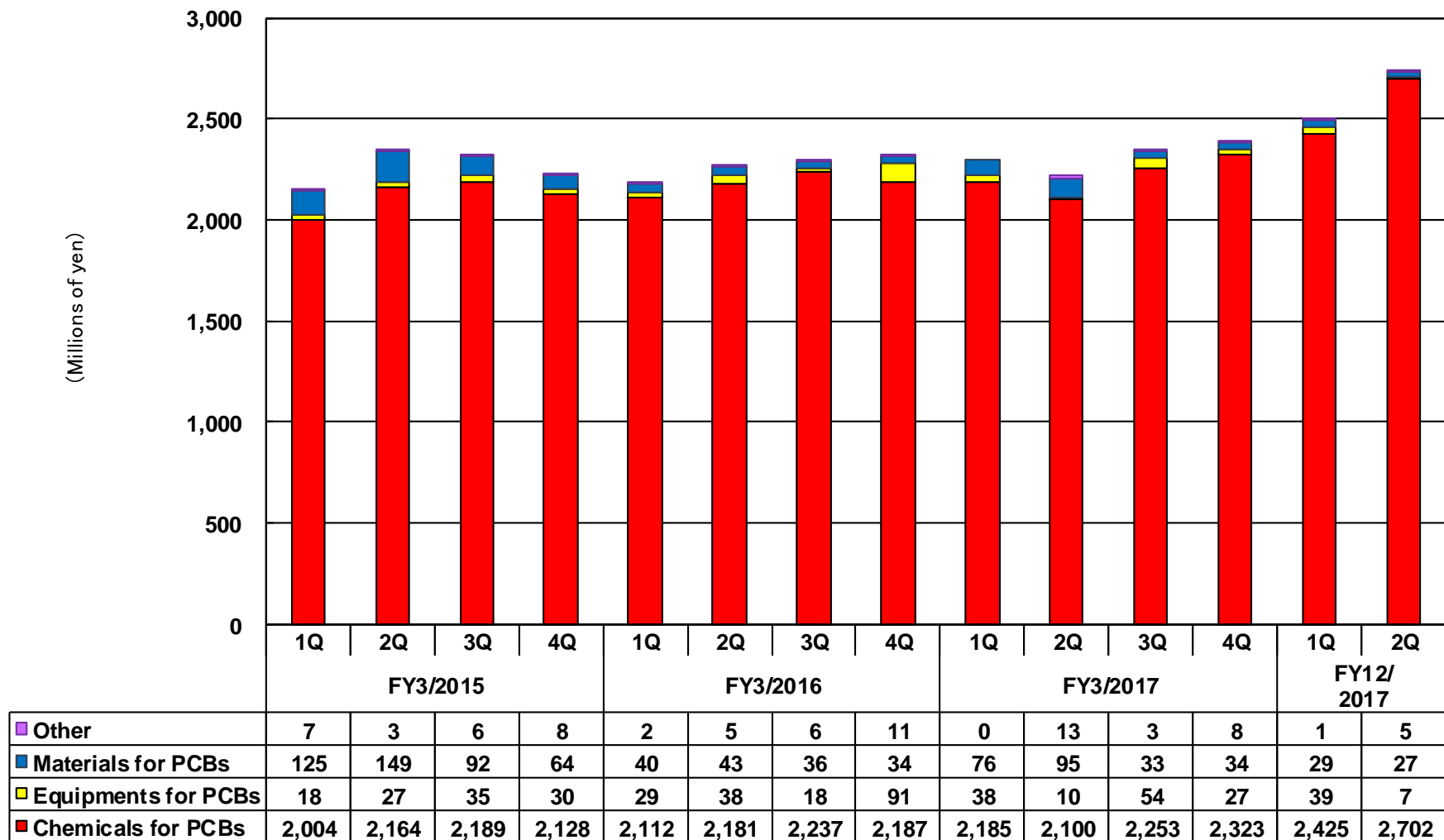
# Ordinary Income



# Net Income

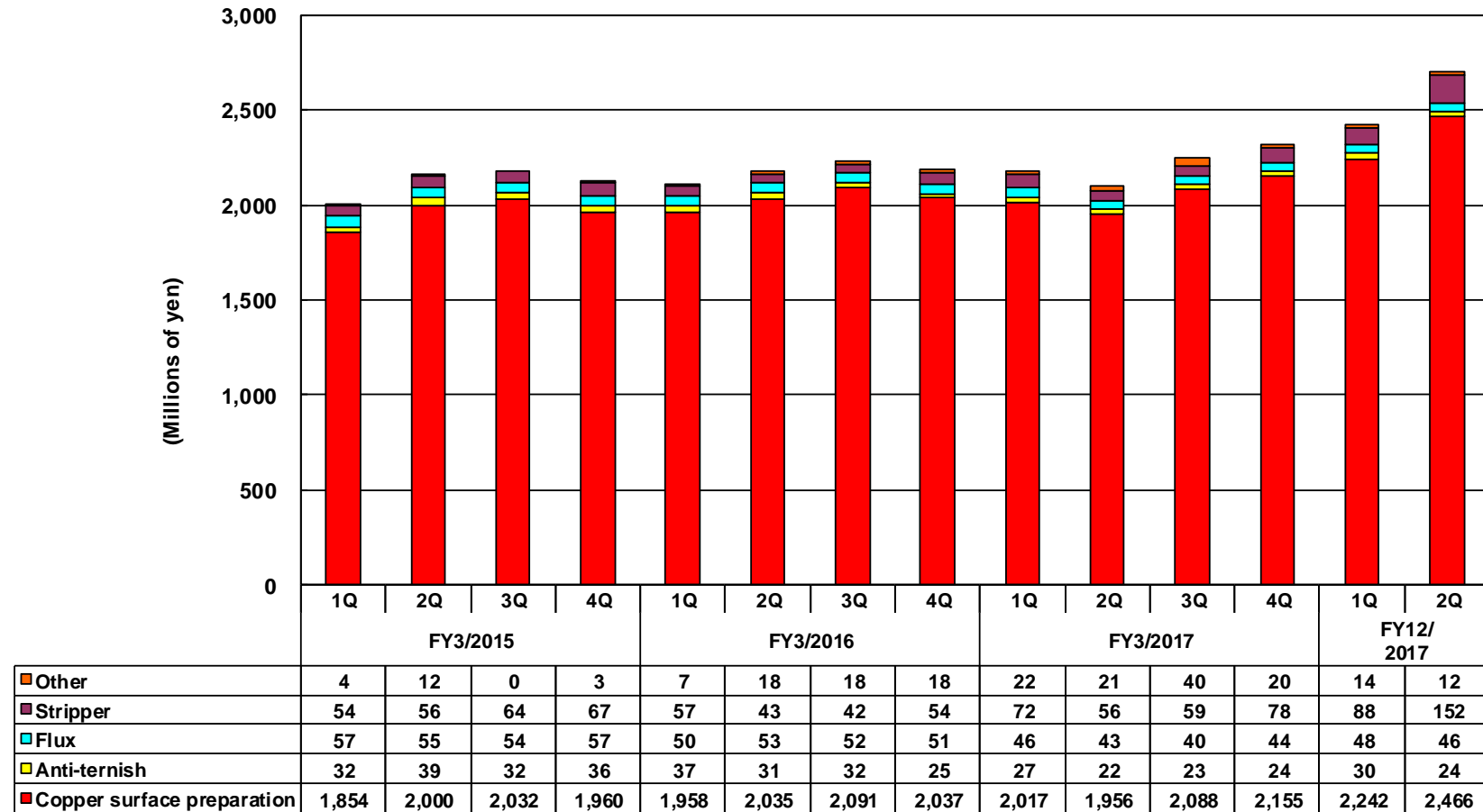


# Sales by Product - Consolidated

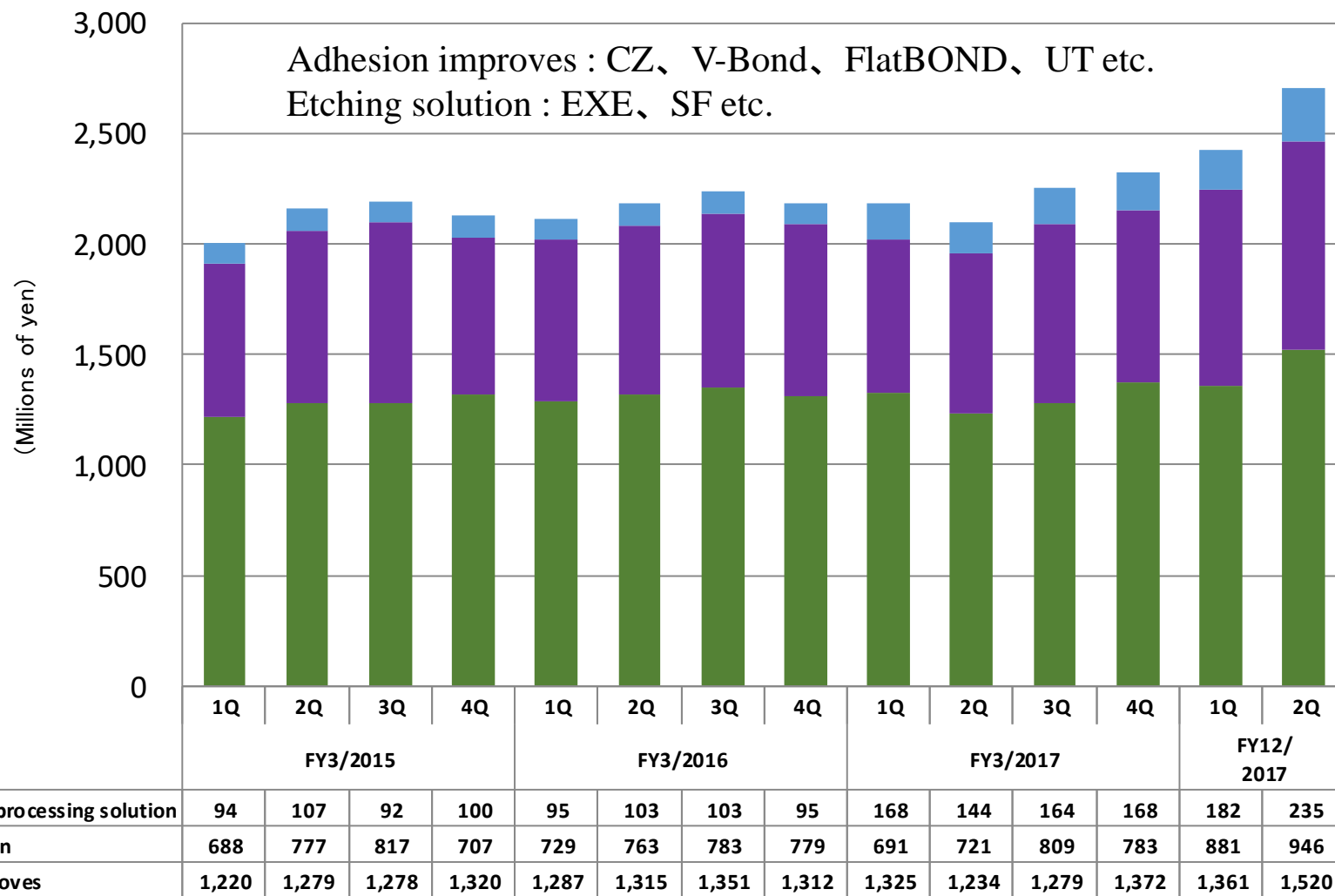




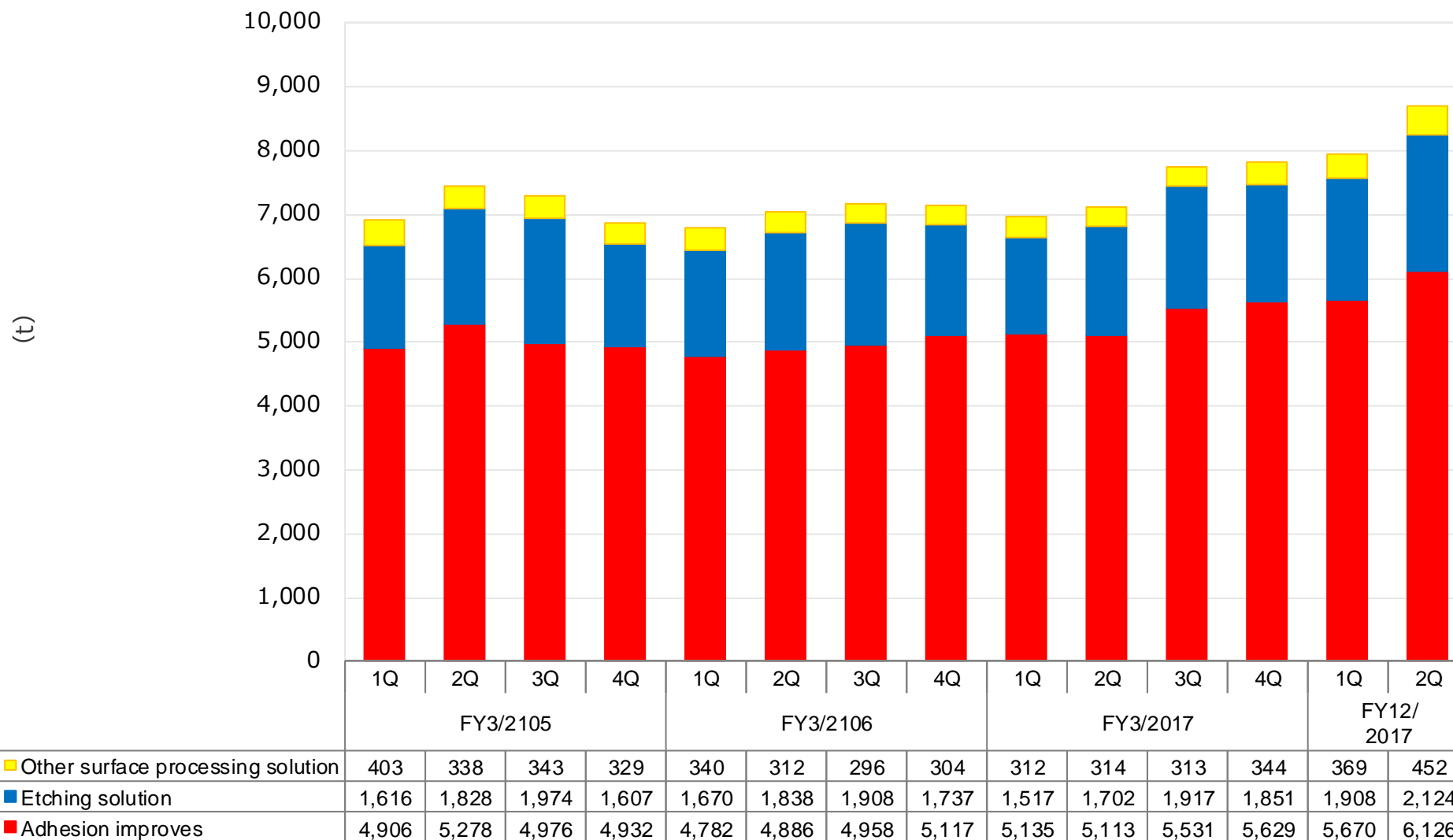
# Chemical Sales – Consolidated 1



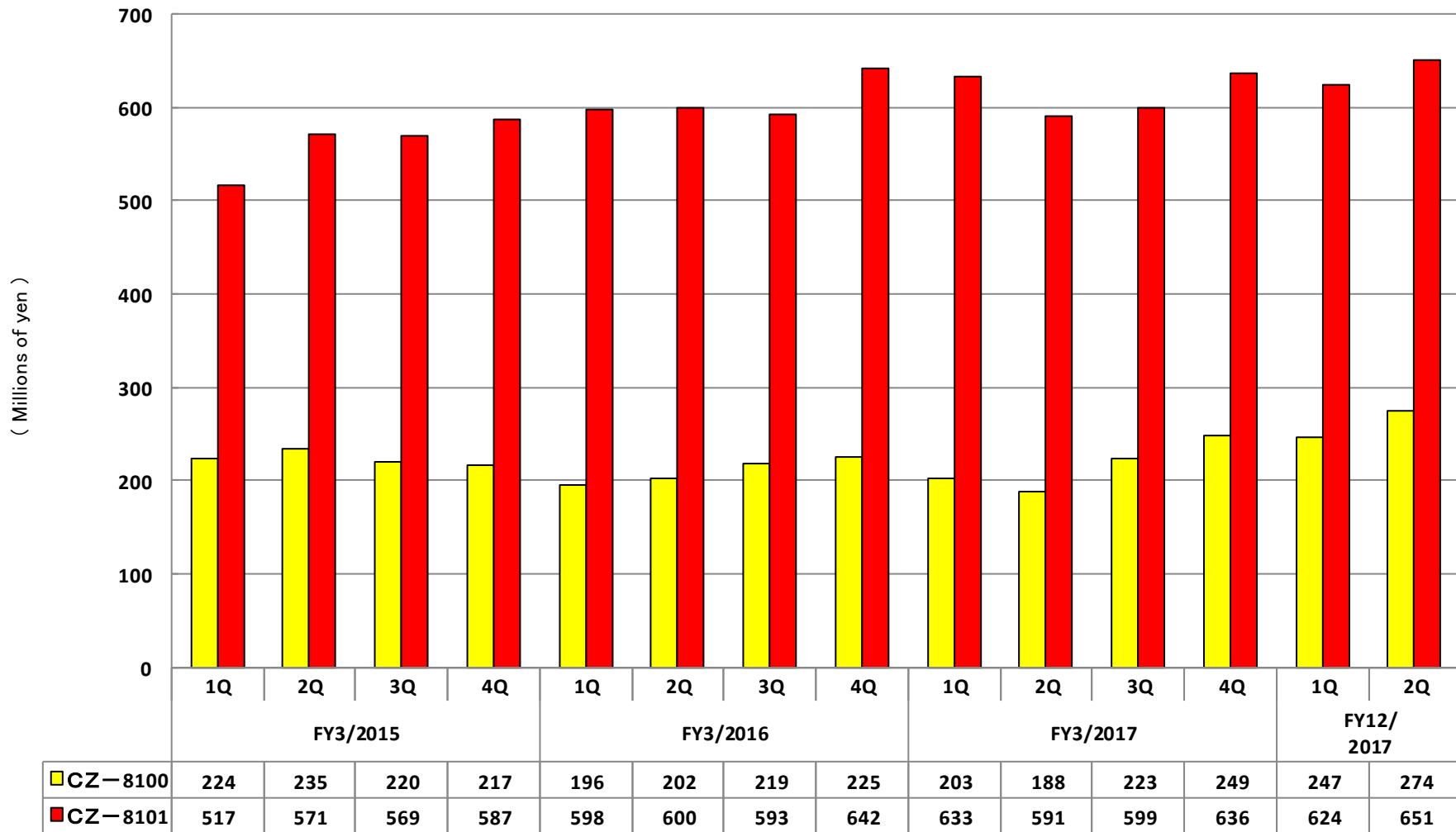
# Chemical Sales – Consolidated 2



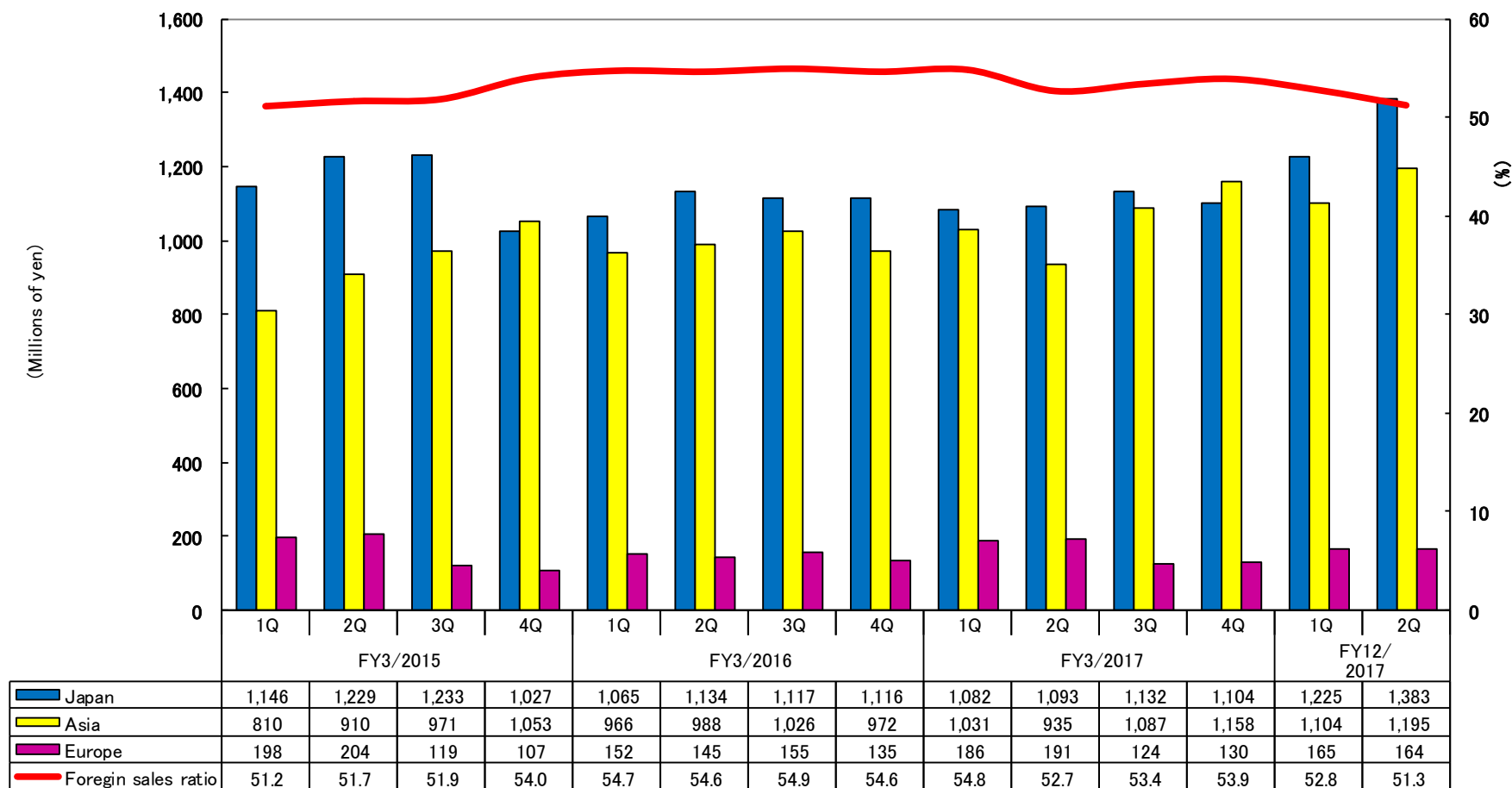
# Chemical Sales(quantity) – Consolidated



# CZ Series Sales

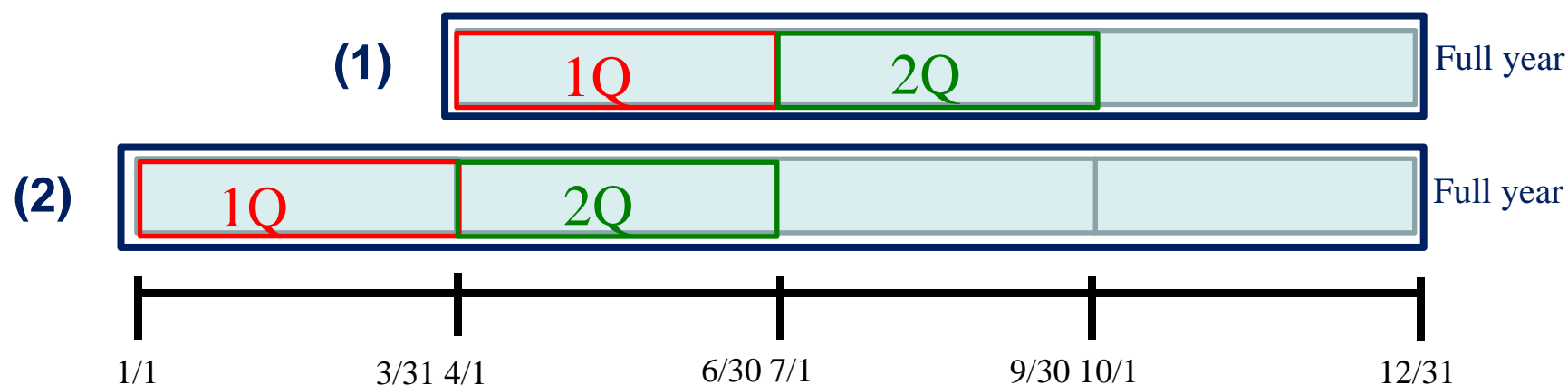


# Sales by Region & Foreign Sales Ratio



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

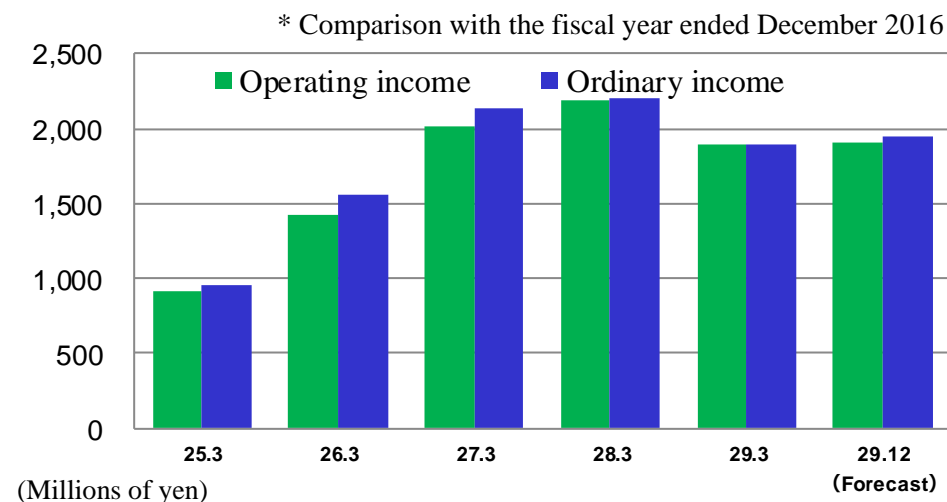
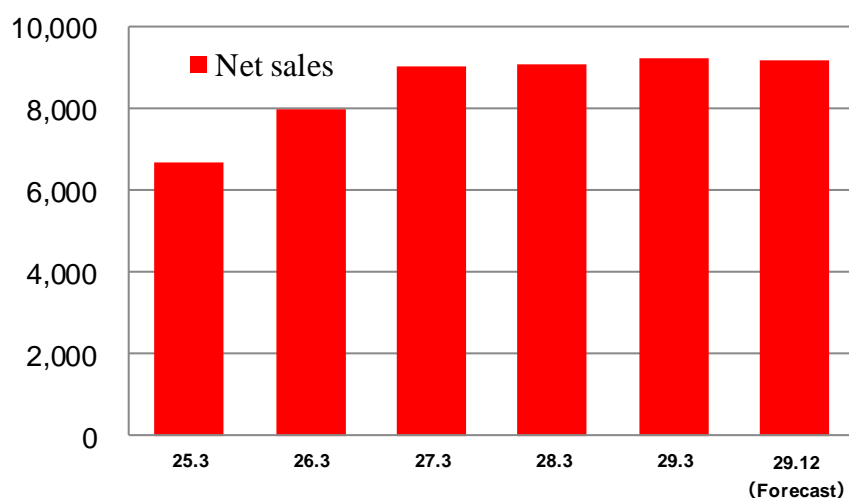
- It will change from March 31 to December 31 from the 49th term
- Consolidated period of the 49th term which is the transitional period
  - (1) Japan alone: 9 months  
(From April 1, 2017 to December 31, 2017)
  - (2) Overseas subsidiaries: 12 months  
(From January 1, 2017 to December 31, 2017)



# 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 November 2, 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	-	-	9,200 million yen	-	12.8
Operating income	1,887 million yen	20.4	1,685 million yen	20.7	-	1,900 million yen	20.7	12.7
Ordinary income	1,888 million yen	20.4	1,697 million yen	20.8	-	1,950 million yen	21.2	14.9
Net income	1,642 million yen	17.7	1,514 million yen	18.6	-	1,400 million yen	15.2	-7.6



**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)**