

Shiseido Company, Limited/Financial Highlights IFRS

Operating Results		2023 3Q	2023 4Q	2024 1Q	2024 2Q	2024 3Q	2024 4Q	2025 1Q	2025 2Q	2025 3Q	2025 4Q	2026 1Q
Net Sales	Billion yen	228.2	250.6	249.5	259.1	214.2	267.8	228.2	241.6	224.0	276.2	232.0
COGS	Billion yen	60.7	62.5	61.9	61.2	45.5	68.8	51.3	55.3	55.2	65.2	50.1
SG&A	Billion yen	166.3	193.4	196.5	192.1	166.3	196.5	170.2	177.3	173.1	205.0	171.3
Core operating profit	Billion yen	8.8	3.0	11.3	7.9	8.1	8.9	8.3	15.1	6.7	14.4	13.0
EBITDA	Billion yen	21.9	16.7	24.4	21.0	21.9	22.2	21.0	27.6	19.4	27.3	25.5
Profit attributable to owners of parent	Billion yen	8.8	1.2	-3.3	3.3	0.7	-11.6	3.7	5.8	-53.5	3.3	8.4
COGS ratio	%	26.6	24.9	24.8	23.6	21.2	25.7	22.5	22.9	24.6	23.6	21.6
SG&A ratio	%	72.9	77.2	78.8	74.1	77.6	73.4	74.6	73.4	77.3	74.2	73.9
Core operating profit margin	%	3.8	1.2	4.5	3.1	3.8	3.3	3.6	6.3	3.0	5.2	5.6
EBITDA margin	%	9.6	6.7	9.8	8.1	10.2	8.3	9.2	11.4	8.7	9.9	11.0

Reportable Segment		2023 3Q	2023 4Q	2024 1Q	2024 2Q	2024 3Q	2024 4Q	2025 1Q	2025 2Q	2025 3Q	2025 4Q	2026 1Q
Japan (Net Sales)	Billion yen	66.5	68.3	73.6	67.9	72.0	75.5	74.2	71.7	73.2	76.2	71.2
Japan (Core operating profit)	Billion yen	3.1	1.9	6.7	1.3	9.9	9.6	11.3	8.2	8.4	11.0	10.4
Japan (Core operating profit margin)	%	4.6	2.8	9.0	1.9	13.7	12.7	15.3	11.3	11.5	14.5	14.5
China & Travel Retail (Net Sales)	Billion yen	-	-	85.3	113.2	61.1	98.1	75.0	99.0	66.1	102.2	78.3
China & Travel Retail (Core operating profit)	Billion yen	-	-	15.9	30.1	3.6	22.4	13.3	25.5	7.9	17.8	15.7
China & Travel Retail (Core operating profit margin)	%	-	-	18.4	26.4	5.8	22.6	17.6	25.6	11.8	17.3	19.8
China (Net Sales)	Billion yen	47.4	69.9	-	-	-	-	-	-	-	-	-
China (Core operating profit)	Billion yen	-3.5	5.0	-	-	-	-	-	-	-	-	-
China (Core operating profit margin)	%	-7.3	7.0	-	-	-	-	-	-	-	-	-
Travel Retail (Net Sales)	Billion yen	31.1	24.0	-	-	-	-	-	-	-	-	-
Travel Retail (Core operating profit)	Billion yen	3.5	-1.8	-	-	-	-	-	-	-	-	-
Travel Retail (Core operating profit margin)	%	11.3	-7.7	-	-	-	-	-	-	-	-	-
Asia Pacific (Net Sales)	Billion yen	18.1	18.5	17.1	17.3	18.8	18.4	17.1	16.6	18.8	20.8	18.0
Asia Pacific (Core operating profit)	Billion yen	1.4	3.4	1.0	1.2	1.7	2.4	-0.1	-0.0	1.9	3.3	0.5
Asia Pacific (Core operating profit margin)	%	7.6	16.8	5.5	6.3	8.9	12.7	-0.5	-0.3	9.8	15.7	2.7
Americas (Net Sales)	Billion yen	28.9	28.6	31.8	25.5	29.9	31.3	27.2	24.3	26.7	28.4	29.6
Americas (Core operating profit)	Billion yen	2.4	4.7	3.6	-1.0	-1.1	-5.6	-1.9	-0.4	-1.8	-4.0	0.3
Americas (Core operating profit margin)	%	8.0	15.6	10.8	-3.7	-3.5	-17.1	-6.5	-15.6	-6.4	-13.4	1.1
EMEA (Net Sales)	Billion yen	29.9	34.4	34.8	28.0	28.8	41.1	31.6	27.9	36.6	45.0	32.5
EMEA (Core operating profit)	Billion yen	3.1	-1.1	4.2	-0.4	-1.3	1.9	-0.4	-2.1	3.5	3.0	-1.6
EMEA (Core operating profit margin)	%	10.0	-2.9	11.3	-1.5	-4.5	4.3	-1.3	-7.3	9.2	6.6	-4.8
Professional (Net Sales)	Billion yen	-	-	-	-	-	-	-	-	-	-	-
Professional (Core operating profit)	Billion yen	-	-	-	-	-	-	-	-	-	-	-
Professional (Core operating profit margin)	%	-	-	-	-	-	-	-	-	-	-	-
Other (Net Sales)	Billion yen	6.3	7.0	6.9	7.1	3.5	3.4	3.3	2.1	2.5	3.5	2.3
Other (Core operating profit)	Billion yen	0.1	-19.5	-7.3	-1.7	-0.1	-1.2	0.1	-1.0	-0.5	0.2	-0.7
Other (Core operating profit margin)	%	0.1	-39.2	-11.7	-2.6	-1.3	-35.1	2.1	-38.0	-18.6	4.3	-27.1
Adjustments (Core operating profit)	Billion yen	-1.4	10.4	0.0	-0.9	-4.6	-20.5	-14.1	-11.4	-12.7	-17.0	-11.6