

2020年12月期 第3四半期 セグメント別実績

Net Sales by Segment for FY Dec.2020 Q3 (Consolidated)

(単位：百万円) (¥ millions)

|   | 19/12 第3四半期 (国内 2-10月)<br>Q3 of Dec/2019 (Result for Last Year Q3 : Japan:Feb-Oct) |                   |                     |                       |                           |                           | 20/12 第3四半期 (国内 1-9月)<br>Q3 of Dec/2020 (Japan:Jan-Sep) |                   |                      |                     |                       |                           |                           |
|---|--|-------------------|---------------------|-----------------------|---------------------------|---------------------------|---|-------------------|----------------------|---------------------|-----------------------|---------------------------|---------------------------|
|   | 売上高<br>Net Sales   | 構成比<br>% of total | 総利益<br>Gross Profit | 総利益率<br>GP margin (%) | セグメント利益<br>Segment Income | セグメント利益率<br>OP margin (%) | 売上高<br>Net Sales  | 構成比<br>% of total | 前期比：率<br>% of growth | 総利益<br>Gross Profit | 総利益率<br>GP margin (%) | セグメント利益<br>Segment Income | セグメント利益率<br>OP margin (%) |
| 連結計上額   | 77,528   | 100.0%            | 39,647              | 51.1%                 | 13,886                    | 17.9%                     | 73,838  | 100.0%            | 95.2%                | 37,258              | 50.5%                 | 12,661                    | 17.1%                     |
| 日本事業<br>Japan Business  | 36,631   | 47.2%             | 14,755              | 40.3%                 | 3,513                     | 9.6%                      | 33,991  | 46.0%             | 92.8%                | 13,424              | 39.5%                 | 2,446                     | 7.2%                      |
| 中国事業<br>China Business  | 27,327   | 35.2%             | 14,920              | 54.6%                 | 9,811                     | 35.9%                     | 27,257  | 36.9%             | 99.7%                | 14,868              | 54.5%                 | 9,729                     | 35.7%                     |
| シンガポール事業<br>Singapore Business                                    | 10,376   | 13.4%             | 3,894               | 37.5%                 | 1,763                     | 17.0%                     | 9,617   | 13.0%             | 92.7%                | 3,794               | 39.4%                 | 1,745                     | 18.2%                     |
| ランシノ事業※<br>Lansinoh Business*                                     | 9,965  | 12.9%             | 5,927               | 59.5%                 | 1,464                     | 14.7%                     | 9,498   | 12.9%             | 95.3%                | 5,326               | 56.1%                 | 1,392                     | 14.7%                     |
| セグメント間取引消去<br>Elimination of internal<br>trading between segments | -6,772   | -8.7%             | —                   | —                     | —                         | —                         | -6,527  | -8.8%             | —                    | —                   | —                     | —                         | —                         |
| <b>【以下参考試算値/Reference】</b>  |  |                   |                     |                       |                           |                           |   |                   |                      |                     |                       |                           |                           |
| 旧 国内ベビー・ママ事業<br>Former Dom.Baby &<br>Mother Care Business         | 25,462   | —                 | 12,435              | 48.8%                 | 4,028                     | 15.8%                     | 23,053  | —                 | 90.5%                | 10,834              | 47.0%                 | 2,638                     | 11.4%                     |
| 旧 子育て支援事業<br>Former Child Care<br>Services Business               | 2,855  | —                 | 358                 | 12.6%                 | 41                        | 1.4%                      | 2,680   | —                 | 93.9%                | 367                 | 13.7%                 | 54                        | 2.0%                      |
| 旧 ヘルスケア・介護事業<br>Former Health & Elder<br>Care Business            | 5,264  | —                 | 1,638               | 31.1%                 | 283                       | 5.4%                      | 5,474   | —                 | 104.0%               | 1,846               | 33.7%                 | 509                       | 9.3%                      |

・今期（20/12期 第3四半期）の損益と前期（20/12期 第3四半期）の損益において、収益認識の基準が異なります。今期の損益は新基準により、リベート・インセンティブ等、従来販管費で計上していた費用が売上高の控除項目になりました。

・ランシノ上海の売上等は、ランシノ事業に含まれています。

・The Lansinohbusiness has a different revenue recognition standard of the earnings in Q3/2020 Dec. and Q3/2019 Dec. Under the new standard, rebates, incentives, and other expenses that were previously recorded in SG&A expenses are now deductible from sales in this fiscal year.

・The sales for Lansinoh Shanghai is included in Lansinoh Business Segment.

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