

The figures for these financial statements are prepared in accordance with the accounting principles based on Japanese law. Accordingly, they do not necessarily match the figures in the Annual Report issued by the Company, which present the same statements in a form that is more familiar to foreign readers through certain reclassifications or summarization of accounts.

November 9, 2016



Consolidated Settlement of Accounts for the First Nine Months of the Fiscal Year Ending December 31, 2016

[Japanese Standards]

Shiseido Company, Limited

Listings: Tokyo Stock Exchange, First Section (Code Number: 4911)
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Filing date of quarterly securities report: November 11, 2016

Start of cash dividend payments: —

Supplementary quarterly materials prepared: Yes (Supplementary information will be uploaded to the corporate website on Wednesday, November 9, 2016)

Quarterly financial results information meeting held: Yes (conference call for institutional investors, analysts, etc.)

1. Performance for the First Nine Months of the Fiscal Year Ending December 31, 2016 (From January 1–September 30, 2016)

* Amounts under one million yen have been rounded down.

(1) Consolidated Operating Results

(Millions of yen; percentage increase/(decrease) figures denote year-on-year change)

| | Net Sales | Operating Income | Ordinary Income | Net Income Attributable to Owners of Parent |
|--|--------------|------------------|-----------------|---|
| First Nine Months Ended September 30, 2016 | 622,728 [—%] | 38,737 [—%] | 38,203 [—%] | 37,175 [—%] |
| First Nine Months Ended September 30, 2015 | — [—%] | — [—%] | — [—%] | — [—%] |

Note: Comprehensive income First nine months ended September 30, 2016: ¥(17,989) million [—%]
First nine months ended September 30, 2015: ¥— million [—%]

| | Net Earnings per Share (Yen) | Fully Diluted Net Earnings per Share (Yen) |
|--|------------------------------|--|
| First Nine Months Ended September 30, 2016 | 93.12 | 93.00 |
| First Nine Months Ended September 30, 2015 | — | — |

Shiseido changed its fiscal year-end from March 31 to December 31 from the fiscal year ended December 31, 2015. As a result, comparative data with the first nine months of the fiscal year ended December 31, 2015 has not been provided because consolidated financial statements for the first nine months of the fiscal year ended December 31, 2015 have not been prepared.

[Reference]

Percentage figures below (adjusted % increase/(decrease)) represent year-on-year changes between the nine months from January 1, 2016 to September 30, 2016 and the corresponding period of the previous year, the nine months from January 1, 2015 to September 30, 2015.

(Millions of yen)

| Net Sales | Operating Income | Ordinary Income | Net Income Attributable to Owners of Parent |
|------------------|------------------|-----------------|---|
| 622,728 [(1.3)%] | 38,737 [17.1%] | 38,203 [17.9%] | 37,175 [135.0%] |

(2) Consolidated Financial Position

(Millions of yen)

| | Total Assets | Net Assets | Equity Ratio |
|--------------------------|--------------|------------|--------------|
| As at September 30, 2016 | 801,497 | 386,320 | 45.9% |
| As at December 31, 2015 | 808,547 | 413,334 | 48.4% |

[Reference] Equity: As at September 30, 2016: ¥367,850 million

As at December 31, 2015: ¥391,664 million

2. Cash Dividends

| | Cash Dividends per Share (Yen) | | | | |
|---|--------------------------------|----------------|---------------|----------|-----------|
| | First Quarter | Second Quarter | Third Quarter | Year-End | Full Year |
| Fiscal Year Ended December 31, 2015 | — | 10.00 | — | 10.00 | 20.00 |
| Fiscal Year Ending December 31, 2016 | — | 10.00 | — | | |
| Fiscal Year Ending December 31, 2016 (plan) | | | | 10.00 | 20.00 |

Note: Revision to the most recent dividend forecast: None

3. Projections for the Fiscal Year Ending December 31, 2016 (From January 1–December 31, 2016)

(Millions of yen; percentage figures denote year-on-year change)

| | Net Sales | Operating Income | Ordinary Income | Net Income Attributable to Owners of Parent | Net Earnings per Share (Yen) |
|----------------------------------|--------------|------------------|-----------------|---|------------------------------|
| Fiscal Year Ending December 2016 | 848,000 [—%] | 30,000 [—%] | 29,000 [—%] | 30,000 [—%] | 75.15 |

Note: Revisions to the most recently disclosed projections: None

Due to the change in the account settlement period, fiscal year 2015, the previous fiscal year, for Shiseido and its subsidiaries with a previous fiscal year-end of March 31 is the nine months from April 1, 2015 to December 31, 2015, and the 12 months from January 1, 2015 to December 31, 2015 for subsidiaries with a fiscal year-end of December 31. As a result, percentage data for changes between projections for the fiscal year ending December 31, 2016 as well as the corresponding period of the previous fiscal year have not been provided.

[Reference]

Percentage figures below (adjusted % increase/(decrease)) represent year-on-year changes between the fiscal year ending December 31, 2016, the period from January 1, 2016 to December 31, 2016 and the corresponding period of the previous year, the period from January 1, 2015 to December 31, 2015.

(Millions of yen)

| | Net Sales | Operating Income | Ordinary Income | Net Income Attributable to Owners of Parent |
|--------------------------------------|------------------|------------------|------------------|---|
| Fiscal Year Ending December 31, 2016 | 848,000 [(1.8)%] | 30,000 [(32.3)%] | 29,000 [(34.5)%] | 30,000 [1.8%] |

Notes

- (1) Significant changes in subsidiaries during the period (changes in specific subsidiaries due to a change in the scope of consolidation): None
- (2) Adoption of special accounting treatment in preparation of consolidated quarterly financial statements: None
- (3) Changes in accounting policies; changes in accounting estimates; restatements
 - 1) Changes in accounting policies due to amendments of accounting standards: None
 - 2) Other changes in accounting policies: None
 - 3) Changes in accounting estimates: None
 - 4) Restatements: None
- (4) Shares outstanding (common stock) at term-end
 - 1) Number of shares outstanding (including treasury stock)
 - First nine months ended September 30, 2016: 400,000,000
 - Fiscal year ended December 31, 2015: 400,000,000
 - 2) Number of treasury stocks outstanding
 - First nine months ended September 30, 2016: 728,156
 - Fiscal year ended December 31, 2015: 899,741
 - 3) Average number of shares over the period
 - First nine months ended September 30, 2016: 399,207,799
 - First nine months ended September 30, 2015: —

Shiseido changed its fiscal year-end from March 31 to December 31 from the fiscal year ended December 31, 2015. As a result, data for the average number of shares over the period for the first nine months of the fiscal year ended December 31, 2015 has not been provided because consolidated financial statements for the first nine months of the fiscal year ended December 31, 2015 have not been prepared.

Implementation status of quarterly audit review procedures

At the time of disclosure of this report, review audit procedures for quarterly financial statements pursuant to the Financial Instruments and Exchange Act had not been completed.

Appropriate use of business forecasts; other special items

In this report, statements other than historical facts are forward-looking statements that reflect Shiseido's plans and expectations. These forward-looking statements involve risks, uncertainties and other factors that may cause our actual results and achievements to differ from those anticipated in these statements. Please refer to "1. Analysis of Operating Results (2) Consolidated Forecasts and Other Forward-Looking Information" on page 10 for information on preconditions underlying the above outlook and other related information.

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1. Analysis of Operating Results

(1) Consolidated Performance

Effective from the previous fiscal year, Shiseido (or “the Company”) and its subsidiaries that fall within its scope of consolidation with a March 31 fiscal year-end changed their account settlement dates to December 31. Comparative data for the corresponding period of the previous year (Notes) is presented for reference as follows.

(Billions of yen unless otherwise stated)

| | Net Sales | Operating Income | Ordinary Income | Net Income Attributable to Owners of Parent | Net Earnings per Share (Yen) | Fully Diluted Net Earnings per Share (Yen) |
|--|-----------|------------------|-----------------|---|------------------------------|--|
| First Nine Months of the Fiscal Year Ending December 31, 2016 | 622.7 | 38.7 | 38.2 | 37.2 | 93.12 | 93.00 |
| (Reference) Corresponding period of the previous year | 631.0 | 33.1 | 32.4 | 15.8 | 39.65 | 39.58 |
| Adjusted percentage increase/(decrease) | (1.3)% | 17.1% | 17.9% | 135.0% | 134.9% | 135.0% |
| Adjusted percentage change increase/(decrease) in local currency | 5.4% | | | | | |
| First Nine Months of the Fiscal Year Ended December 31, 2015 | — | — | — | — | — | — |

Notes:

1. The corresponding period for the first nine months of the fiscal year ending December 31, 2016 from January 1, 2016 to September 30, 2016 is the nine months from January 1, 2015 to September 30, 2015. The adjusted percentage increase/(decrease) data represent year-on-year changes compared with the corresponding period of the previous year.
2. The account settlement date was changed from March 31 to December 31 effective from the fiscal year ended December 31, 2015. Data for the first nine months of the fiscal year ended December 31, 2015 has not been provided because consolidated financial statements for the first nine months of the fiscal year ended December 31, 2015 have not been prepared.

Despite signs of weakness in certain areas, economic conditions in Japan continued along a moderate recovery path underpinned by such factors as improvements in the employment environment in the first nine months of the fiscal year under review (the nine months from January 1, to September 30, 2016). In contrast, there is a growing sense of uncertainty regarding the future due largely to further appreciation of the yen and mounting anxiety toward overseas economies. Despite indications that the inbound sales growth rate is settling down, the domestic cosmetics market continued to expand. Meanwhile, in overseas cosmetics markets, growth while differing from country to country was held to a moderate upswing in Europe. In China, Asia and the Americas, however, growth remained firm.

Under these circumstances, Shiseido continued to draw on its medium-to-long-term strategy, VISION 2020, details of which were initially announced in December 2014. Guided by this strategy, the Company is shifting all of its activities toward a consumer-oriented focus while working to enhance its brand value. In this manner, Shiseido is making every effort to become a global beauty company that can excel on the world stage with its roots firmly entrenched in Japan. Based on a “Think Global, Act Local” approach, Shiseido took steps to put in place an organizational matrix using five brand categories based on consumer purchasing styles and six regions from January 2016. Accordingly, Shiseido launched a matrix-type organizational structure, delegated broad authority and responsibilities to each region, and is strengthening its ability to respond to consumers and markets. In the first nine months of the fiscal year under review, under this global management structure, the Company also thoroughly undertook consumer-oriented activities, adopted a policy of selection and focus with respect to brands earmarked for enhancing, and continued to further reinforce marketing investments. Through these means, Shiseido is endeavoring to promote sustainable

brand growth, engage in various activities including efforts to improve profitability while promoting structural reforms mainly across its overseas operations, and build a platform that is capable of expanding sales and profits in each region.

As a result, consolidated net sales in the first nine months of the fiscal year ending December 31, 2016 climbed 5.4% compared with the corresponding period of the previous year on a local currency basis. Excluding the EMEA business, which was impacted by the decline in *Jean Paul GAULTIER* sales following termination of the licensing agreement, sales grew across all regions. This was largely attributable to ongoing growth momentum as well as additional sales from the acquisition of *Laura Mercier* and *RéVive* in July. Movements in foreign currency exchange rates and most notably appreciation of the yen had a major impact, with consolidated net sales coming to ¥622.7 billion, 1.3% lower than the level recorded for the corresponding period of the previous year. From a profit perspective, operating income rose 17.1% year on year, to ¥38.7 billion. This was mainly due to contributions from higher margins in line with the increase in net sales, improvements in the product mix through increased sales of prestige brands across each region worldwide, and the effects of cost structural reforms. Meanwhile, net income attributable to owners of parent surged 135.0% compared with the corresponding period of the previous year, to ¥37.2 billion. This largely reflected the gain on sale of intellectual property rights in connection with the *Jean Paul GAULTIER* fragrance business as well as the gain on sale of land at the former Kamakura factory recorded as extraordinary gains.

The major foreign currency exchange rates applicable to income and expense accounting line items in the Company's financial statements are US\$1:¥108.7, €1:¥121.2, and CNY1:¥16.5 for the first nine months of the fiscal year under review.

[Consolidated Performance]

(Sales)

(Millions of yen)

| Reportable Segment | First Nine Months Ended September 30, 2016 | Share of Total | (Reference) Adjusted Nine Months Ended September 30, 2015 | Share of Total | Adjusted Year-on-Year Increase/(Decrease) | | |
|------------------------|--|----------------|---|----------------|---|---------|--------------------------------|
| | | | | | Amount | Change | Change in local currency terms |
| Japan Business | 305,506 | 49.1% | 293,821 | 46.6% | 11,684 | 4.0% | 4.0% |
| China Business | 88,505 | 14.2% | 87,993 | 13.9% | 511 | 0.6% | 16.7% |
| Asia Pacific Business | 36,866 | 5.9% | 39,688 | 6.3% | (2,821) | (7.1)% | 7.1% |
| Americas Business | 115,330 | 18.5% | 121,116 | 19.2% | (5,785) | (4.8)% | 6.1% |
| EMEA Business | 58,191 | 9.4% | 75,316 | 11.9% | (17,124) | (22.7)% | (13.3)% |
| Travel Retail Business | 18,327 | 2.9% | 13,093 | 2.1% | 5,234 | 40.0% | 55.7% |
| Sales Total | 622,728 | 100.0% | 631,029 | 100.0% | (8,301) | (1.3)% | 5.4% |

Note: Sales by reportable segment are sales to outside customers.

(Income)

| Reportable Segment | First Nine Months Ended September 30, 2016 | Ratio to Net Sales | (Reference) Adjusted Nine Months Ended September 30, 2015 | Ratio to Net Sales | Adjusted Year-on-Year Increase/(Decrease) | | |
|---|--|--------------------|---|--------------------|---|---------|--------|
| | | | | | Amount | Change | |
| Operating Income | Japan Business | 45,907 | 13.5% | 39,582 | 12.1% | 6,324 | 16.0% |
| | China Business | 4,267 | 4.8% | (1,956) | (2.2)% | 6,224 | — |
| | Asia Pacific Business | 1,797 | 4.9% | 1,795 | 4.5% | 1 | 0.1% |
| | Americas Business | (8,055) | (6.6)% | (5,434) | (4.2)% | (2,621) | — |
| | EMEA Business | (2,845) | (4.6)% | 5,999 | 7.5% | (8,844) | — |
| | Travel Retail Business | 4,762 | 26.0% | 2,089 | 16.0% | 2,673 | 127.9% |
| | All Regions | 45,834 | 6.9% | 42,076 | 6.2% | 3,757 | 8.9% |
| | Adjustments | (7,097) | — | (9,003) | — | 1,906 | — |
| Total | 38,737 | 6.2% | 33,072 | 5.2% | 5,664 | 17.1% | |
| Ordinary Income | 38,203 | 6.1% | 32,394 | 5.1% | 5,808 | 17.9% | |
| Net Income Attributable to Owners of Parent | 37,175 | 6.0% | 15,816 | 2.5% | 21,359 | 135.0% | |

Notes:

1. The Operating Income/Loss adjustment refers to intersegment transaction eliminations amounting to ¥3,232 million and Companywide expenses totaling ¥10,330 million not allocated to specific reportable segments. Companywide expenses mainly comprise expenditure relating to the Company's Administration Division.
2. The ratio of operating income to net sales includes intersegment transactions.
3. Effective from the first three months of the fiscal year ending December 31, 2016, reportable segment classifications have been changed from the "Japan Business" and "Global Business" segments to the "Japan Business" "China Business" "Asia Pacific Business" "Americas Business" "EMEA Business" and "Travel Retail Business" segments in accordance with changes in the organizational structure of the Shiseido Group. Segment information for the corresponding period of the previous year has been restated in line with changes in the method of classifying reportable segments.
4. The EMEA Business refers to Europe, the Middle East and African regions.

Results by reportable segment are presented as follows.

[Japan Business]

In the Japan Business, sales increased 4.0% compared with the corresponding period of the previous year, to ¥305.5 billion in the first nine months of the fiscal year under review. This was mainly due to the upswing in sales of the *clé de peau BEAUTÉ*, *SHISEIDO* and *IPSA* brands in the prestige category and robust sales in such mid-priced brands as *ELIXIR*, *MAQuillage* and *PRIOR*, which continued to surpass levels recorded in the previous year covering low-priced brands that struggled, in the cosmetics category. Turning to inbound sales targeting overseas tourists to Japan, trends were strong primarily in airport duty-free and departments stores. Despite signs that growth rates in inbound sales are beginning to settle, results in the first nine months of the fiscal year ending December 31, 2016 again exceeded the corresponding period of the previous year. In addition to intense ongoing marketing investments, higher margins in line with the increase in sales, improvements in the product mix, and cost structural reforms, profits were impacted by delays with respect to the timing of marketing investments. Taking each of these factors into consideration, operating income increased 16.0% compared with the corresponding period of the previous year, to ¥45.9 billion.

[China Business]

In the China Business, sales climbed 16.7% compared with the corresponding period of the previous year on a local currency basis. After converting into Japanese yen, segment sales grew 0.6% year on year, to ¥88.5 billion. In addition to the steady improvement in sales in such prestige brands as *SHISEIDO*, *clé de peau BEAUTÉ* and *IPSA*, this was mainly due to E-commerce sales centered on personal care brands, where growth also substantially outpaced the market. Operating income climbed ¥6.2 billion year on year, to ¥4.3 billion. Despite higher marketing investments and an increase in personnel expenses, this increase in operating income largely reflected higher margins in line with the increase in sales and improvements in the cost of sales as a result of the favorable turn in the product mix.

[Asia Pacific Business]

In the Asia Pacific Business, sales of *NARS* and *SENKA* personal care brand grew substantially in South Korea. In addition, sales of such prestige brands as *SHISEIDO*, *clé de peau BEAUTÉ* and *NARS* continued to grow mainly in Thailand and Vietnam. Accounting for these and other factors, sales in this segment rose 7.1% compared with the corresponding period of the previous year on a local currency basis. After converting to Japanese yen, however, sales declined 7.1% year on year, to ¥36.9 billion. Turning to profits, operating income improved 0.1% compared with the corresponding period of the previous year, to ¥1.8 billion owing mainly to higher margins in line with the increase in sales.

[Americas Business]

In the Americas Business, sales rose 6.1% compared with the corresponding period of the previous year on a local currency basis. After converting to Japanese yen, however, sales declined 4.8% year on year, to ¥115.3 billion. In addition to continued high growth in the prestige brands such as *SHISEIDO*, *NARS* and *clé de peau BEAUTÉ*, results reflected the boost to sales following the acquisition of *Laura Mercier* and *RéVive* in July. The operating loss in this segment came to ¥8.1 billion, a further deterioration of ¥2.6 billion year on year. Together with the strengthening of marketing investments, this was primarily due to the structural reform of Bare Escentuals, Inc. and one time costs incurred in connection with the acquisition of the aforementioned brands.

[EMEA Business]

Despite the steady growth in sales of *SHISEIDO* and *narciso rodriguez*, results in the EMEA Business were substantially impacted by the downturn in *Jean Paul GAULTIER* sales following the termination of the licensing agreement in 2015. Accounting for these factors, sales in this segment declined 13.3% compared with the corresponding period of the previous year on a local currency basis. This was 22.7% lower year on year after converting to Japanese yen, to ¥58.2 billion. Meanwhile, sales increased 8.0% in local currency terms compared with the corresponding period of the previous year after excluding the impact of the *Jean Paul GAULTIER*. In the first nine months of the fiscal year under review, there was a negative movement of ¥8.8 billion compared with the corresponding period of the previous year resulting in an operating loss of ¥2.8 billion. This mainly reflected lower margins in line with the drop in sales.

[Travel Retail Business]

In the Travel Retail Business, a variety of measures were undertaken, which included the opening of counters, steps to increase the number of beauty consultants and introduce designated Travel Retail products as well as efforts to actively strengthen marketing investments. As a result, sales expanded at major airport duty-free stores in Asia including China, South Korea, and Thailand. Accounting for these factors, sales in this segment increased 55.7% compared with the corresponding period of the previous year on a local currency basis. After converting to Japanese yen, sales grew 40.0% year on year, to ¥18.3 billion. Operating income also climbed 127.9% year on year, to ¥4.8 billion on the back of higher margins in line with the increase in sales.

[Reference Information]

Details of the principal business domains and companies of each reportable segment are presented as follows.

| Reportable Segment | Principal Business Domains and Companies |
|------------------------|--|
| Japan Business | Business in the Japan region generally including the operations of such companies as Shiseido Japan Co., Ltd. (excluding BE and LM); TR business in Japan |
| China Business | Business in the China region generally including the operations of such companies as Shiseido China Co., Ltd. (excluding BE, LM, and TR) |
| Asia Pacific Business | Operations of such companies as Shiseido Asia Pacific Pte. Ltd., business in the Asia and Oceania regions generally excluding Japan and China (excluding BE, LM, and TR) |
| Americas Business | Operations of such companies as Shiseido Americas Corporation, business in the Americas region generally; Bare Escentuals, Inc., Laura Mercier, and other (excluding TR) |
| EMEA Business | Operations of such companies as Shiseido International Europe S.A., business in the EMEA generally; Beauté Prestige International S.A. and its subsidiaries, and other (excluding BE, LM and TR) |
| Travel Retail Business | Operations of worldwide duty-free stores generally excluding Japan (excluding Beauté Prestige International S.A. in the TR Business) |

Notes:

1. The domestic Professional business included in the Global Business and the operations of such companies as The Ginza Co., Ltd. and Shiseido Parlour Co., Ltd. included in the Others segment under the Company's previous segment classification structure have been included in the Japan Business under the Company's revised segment classification structure effective from the fiscal year ending December 31, 2016.
2. The overseas Professional business included in the Global Business under the Company's previous segment classification structure has been included in each region excluding the Travel Retail Business.
3. BE: Bare Escentuals, Inc. and its subsidiaries; LM: Laura Mercier and RéVive through the acquisition of Gurwitch Products, LLC; TR: Travel Retail business

(2) Consolidated Forecasts and Other Forward-Looking Information

There is no change to the consolidated forecasts announced on August 9, 2016.

2. Summary (Note) Information

(1) Significant Changes in Subsidiaries

Not applicable.

(2) Adoption of Special Accounting Treatment in Preparation of Consolidated Quarterly Financial Statements

Not applicable.

(3) Changes in Accounting Policies; Changes in Accounting Estimates; Restatements

Not applicable.

3. Consolidated Quarterly Financial Statements

(1) Consolidated Quarterly Balance Sheets

(Millions of yen)

| | As at December 31, 2015 | As at September 30, 2016 |
|--|----------------------------|-----------------------------|
| ASSETS | | |
| Current Assets: | | |
| Cash and time deposits | 116,771 | 120,015 |
| Notes and accounts receivable | 127,201 | 128,127 |
| Short-term investments in securities | 7,685 | 10,745 |
| Inventories | 105,928 | 110,615 |
| Deferred tax assets | 28,242 | 30,438 |
| Other current assets | 26,608 | 26,305 |
| Less: Allowance for doubtful accounts | (1,765) | (1,709) |
| Total current assets | 410,673 | 424,537 |
| Fixed Assets: | | |
| Property, Plant and Equipment, at Cost: | | |
| Buildings and structures | 162,630 | 159,239 |
| Less: Accumulated depreciation | (103,837) | (102,863) |
| Buildings and structures, net | 58,793 | 56,376 |
| Machinery, equipment and vehicles | 86,981 | 81,522 |
| Less: Accumulated depreciation | (73,076) | (68,576) |
| Machinery, equipment and vehicles, net | 13,905 | 12,946 |
| Tools, furniture and fixtures | 77,869 | 75,001 |
| Less: Accumulated depreciation | (55,758) | (53,766) |
| Tools, furniture and fixtures, net | 22,110 | 21,234 |
| Land | 29,989 | 36,223 |
| Lease assets | 7,373 | 7,230 |
| Less: Accumulated depreciation | (3,734) | (3,904) |
| Leased assets, net | 3,639 | 3,326 |
| Construction in progress | 5,843 | 6,545 |
| Total property, plant and equipment | 134,281 | 136,653 |
| Intangible Assets: | | |
| Goodwill | 59,430 | 52,994 |
| Leased assets | 513 | 404 |
| Trademarks | 60,087 | 58,337 |
| Other intangible assets | 41,372 | 36,389 |
| Total intangible assets | 161,403 | 148,126 |
| Investments and Other Assets: | | |
| Investments in securities | 27,434 | 22,272 |
| Long-term loans receivable | 396 | 335 |
| Long-term prepaid expenses | 12,692 | 12,758 |
| Deferred tax assets | 36,833 | 33,435 |
| Other investments | 24,877 | 23,412 |
| Less: Allowance for doubtful accounts | (46) | (33) |
| Total investments and other assets | 102,187 | 92,180 |
| Total fixed assets | 397,873 | 376,960 |
| Total assets | 808,547 | 801,497 |

(Millions of yen)

| | As at December 31, 2015 | As at September 30, 2016 |
|---|----------------------------|-----------------------------|
| LIABILITIES | | |
| Current Liabilities: | | |
| Notes and accounts payable | 33,102 | 36,196 |
| Electronically recorded obligations - operating | 29,213 | 33,172 |
| Short-term debt | 7,167 | 38,210 |
| Commercial papers | 4,218 | 6,067 |
| Current portion of long-term debt | 5,739 | 5,731 |
| Lease obligations | 1,870 | 1,759 |
| Other payables | 37,090 | 32,154 |
| Accrued income taxes | 4,661 | 13,798 |
| Reserve for sales returns | 14,799 | 10,785 |
| Accrued bonuses for employees | 18,480 | 21,051 |
| Accrued bonuses for directors | 55 | 74 |
| Provision for liabilities and charges | 1,192 | 449 |
| Deferred tax liabilities | 16 | 0 |
| Other current liabilities | 49,176 | 42,750 |
| Total current liabilities | 206,784 | 242,203 |
| Long-Term Liabilities: | | |
| Bonds | 30,000 | 30,000 |
| Long-term debt | 35,432 | 32,550 |
| Lease obligations | 2,184 | 1,833 |
| Liability for retirement benefits | 83,656 | 79,299 |
| Allowance for losses on guarantees | 350 | 350 |
| Allowance for environmental measures | 377 | 376 |
| Provision for structural reforms | 990 | — |
| Deferred tax liabilities | 31,270 | 25,016 |
| Other long-term liabilities | 4,165 | 3,546 |
| Total long-term liabilities | 188,428 | 172,972 |
| Total Liabilities | 395,212 | 415,176 |
| NET ASSETS | | |
| Shareholders' Equity: | | |
| Common stock | 64,506 | 64,506 |
| Capital surplus | 70,258 | 70,278 |
| Retained earnings | 233,933 | 263,111 |
| Treasury stock | (1,700) | (1,377) |
| Total shareholders' equity | 366,999 | 396,519 |
| Accumulated Other Comprehensive Income: | | |
| Unrealized gains (losses) on available-for-sale securities | 8,144 | 4,890 |
| Foreign currency translation adjustments | 40,374 | (13,053) |
| Accumulated adjustments for retirement benefits | (23,854) | (20,506) |
| Total accumulated other comprehensive income | 24,664 | (28,669) |
| Stock Acquisition Rights | 863 | 813 |
| Non-Controlling Interests in Consolidated Subsidiaries | 20,806 | 17,656 |
| Total Net Assets | 413,334 | 386,320 |
| Total Liabilities and Net Assets | 808,547 | 801,497 |

**(2) Consolidated Quarterly Statements of Income and
Consolidated Quarterly Statements of Comprehensive Income**

**Consolidated Quarterly Statements of Income
Cumulative for the First Nine Months**

(Millions of yen)

| | First Nine Months Ended September 30, 2016 (January 1, 2016 to September 30, 2016) |
|---|---|
| Net Sales | 622,728 |
| Cost of Sales | 150,629 |
| Gross profit | 472,098 |
| Selling, General and Administrative Expenses | 433,361 |
| Operating Income | 38,737 |
| Other Income | |
| Interest income | 553 |
| Dividend income | 285 |
| Equity in earnings of affiliates | 171 |
| Rental income | 575 |
| Subsidy income | 559 |
| Other | 866 |
| Total other income | 3,011 |
| Other Expenses | |
| Interest expense | 589 |
| Foreign exchange loss | 2,028 |
| Other | 926 |
| Total other expenses | 3,545 |
| Ordinary Income | 38,203 |
| Extraordinary Gains | |
| Gain on transfer of business | 8,884 |
| Gain on sales of property, plant and equipment | 9,041 |
| Gain on sales of investments in securities | 24 |
| Total extraordinary gains | 17,951 |
| Extraordinary Losses | |
| Impairment loss | 156 |
| Structural reform expenses | 1,355 |
| Loss on disposal of property, plant and equipment | 557 |
| Loss on revaluation of investments in securities | 21 |
| Total extraordinary losses | 2,091 |
| Income before income taxes | 54,063 |
| Income Taxes – Current | 19,082 |
| Income Tax –Deferred | (3,470) |
| Total Income Taxes | 15,612 |
| Net income | 38,451 |
| Net Income Attributable to Non-Controlling Interests | 1,275 |
| Net Income Attributable to Owners of Parent | 37,175 |

**Consolidated Statements of Comprehensive Income
Cumulative for the First Nine Months**

(Millions of yen)

| | First Nine Months Ended September 30, 2016 (January 1, 2016 to September 30, 2016) |
|--|---|
| Net Income | 38,451 |
| Other Comprehensive Income | |
| Unrealized gains (losses) on available-for-sale securities | (3,288) |
| Foreign currency translation adjustments | (56,451) |
| Adjustment for retirement benefits | 3,355 |
| Share of other comprehensive income of associates accounted for under the equity method | (57) |
| Total other comprehensive income (loss) | (56,440) |
| Comprehensive Income (Losses) | (17,989) |
| (Breakdown) | |
| Comprehensive income (losses) attributable to owners of parent | (16,158) |
| Comprehensive income (losses) attributable to non-controlling interests | (1,831) |

(3) Notes Concerning Consolidated Quarterly Financial Statements

(Note on Assumptions for Going Concern)

Not applicable.

(Consolidated Quarterly Statements of Income)

Gain on Transfer of Business

First nine months of the fiscal year ending December 31, 2016

(From January 1, 2016 to September 30, 2016)

The gain on transfer of business mainly reflects the transfer of *Jean Paul GAULTIER* fragrance intellectual property rights.

Gain on Sales of Property, Plant and Equipment

First nine months of the fiscal year ending December 31, 2016

(From January 1, 2016 to September 30, 2016)

The gain on sales of property, plant and equipment mainly reflects the gain on sale of land at the Company's former Kamakura factory.

Structural Reform Expenses

First nine months of the fiscal year ending December 31, 2016

(From January 1, 2016 to September 30, 2016)

Structural reform expenses mainly reflect early retiree retirement premiums included in temporary expenses incurred as a result of ongoing structural reforms across all global regions.

(Note in the Event of Major Changes in Shareholders' Equity)

Not applicable.

(Segment Information)

First Nine Months of the Fiscal Year Ending December 31, 2016

(From January 1, 2016 to September 30, 2016)

1. Sales and Income/Loss by Reportable Segment

(Millions of yen)

| | Reportable Segment | | | | | | | Adjustments (Note 2) | Total Shown in Consolidated Financial Statements (Note 3) |
|------------------------------------|--------------------|-------------------|-----------------------------|----------------------|------------------------------|------------------------------|---------|-------------------------|---|
| | Japan Business | China Business | Asia Pacific Business | Americas Business | EMEA Business (Note 1) | Travel Retail Business | Total | | |
| Net Sales | | | | | | | | | |
| Sales to Outside Customers | 305,506 | 88,505 | 36,866 | 115,330 | 58,191 | 18,327 | 622,728 | — | 622,728 |
| Intersegment Sales or Transfers | 33,599 | 92 | 149 | 7,296 | 3,064 | — | 44,202 | (44,202) | — |
| Total | 339,105 | 88,598 | 37,015 | 122,626 | 61,256 | 18,327 | 666,930 | (44,202) | 622,728 |
| Segment Income/(Loss) | 45,907 | 4,267 | 1,797 | (8,055) | (2,845) | 4,762 | 45,834 | (7,097) | 38,737 |

Notes:

- The EMEA Business refers to Europe, the Middle East and African regions.
- The segment income/(loss) adjustment refers to intersegment transaction eliminations amounting to ¥3,232 million and Companywide expenses totaling ¥10,330 million not allocated to specific reportable segments. Companywide expenses mainly comprise expenditures relating to the Company's Administration Division.
- Segment income/(loss) is adjusted for operating income described in the consolidated quarterly statements of income.

2. Information on Impairment Loss, Goodwill, etc. on Fixed Assets by Reportable Segment

(Major Impairment Loss on Fixed Assets)

Not applicable.

(Major Change in Goodwill)

Not applicable.

3. Items related to Changes in Reportable Segments

(Changes in the Method of Classifying Reportable Segments)

Effective from the first three months of the fiscal year ending December 31, 2016, reportable segment classifications have been changed from the “Japan Business” and “Global Business” segments to the “Japan Business” “China Business” “Asia Pacific Business” “Americas Business” “EMEA Business” and “Travel Retail Business” segments in accordance with changes in the organizational structure of the Shiseido Group.

(Business Combination)

Business Combination due to Acquisition

On June 2, 2016, the Company's subsidiary in the US, Shiseido Americas Corporation, signed a definitive agreement with Alticor Inc. to acquire its wholly-owned subsidiary Gurwitch Products, LLC, a marketer of global prestige cosmetics and skincare brands. Pursuant to that agreement, Shiseido Americas Corporation acquired all of the shares of Gurwitch Products, LLC on July 12, 2016.

1. Overview of the business combination

(1) Overview of the acquired company

Name: Gurwitch Products, LLC

Business activities: Sales of the prestige cosmetics *Laura Mercier* and *RéVive* brands

(2) The main reason for the business combination

The acquisition is consistent with Shiseido's medium-to-long-term strategy VISION 2020 goal to accelerate global growth as well as the Company's strategy to leverage regional strengths, assets, and expertise for global benefit. With the addition of the *Laura Mercier* brand, which has an outstanding presence in the prestige makeup market and the prestige skincare *RéVive* brand, positive steps will be taken to further strengthen the Shiseido Group's portfolio. At the same time, the combination will help provide the Company with significant growth opportunities by expanding points of contact with consumers in the prestige makeup market and forge a robust presence.

(3) Date of the business combination

July 12, 2016

(4) Legal form of the business combination

The acquisition of shares through the payment of cash

(5) Name of the company after the business combination

There will be no change to the company name.

(6) Percentage of voting rights to be acquired

100%

(7) The principal acquisition process

The payment of cash as compensation by the Company's subsidiary in the US, Shiseido Americas Corporation for shares and the acquisition of the cosmetics brands

2. Disclosure period for results of acquired company in Consolidated Quarterly Statements of Income (cumulative period)

From July 12 to September 30, 2016

3. Acquisition cost of the acquired company

| | | |
|---------------------|-------------|---|
| <u>Compensation</u> | <u>Cash</u> | <u>\$248,195 thousand (¥25,489 million)</u> |
| Acquisition cost | | \$248,195 thousand (¥25,489 million) |

4. Amount and cause of goodwill; amortization method and period

(1) Amount of goodwill

\$62,917 thousand (¥6,461million)

(2) Cause of goodwill

Additional future income-generating power expected to derive from business development going forward.

(3) Amortization method and period

Straight-line method over 10 years

(Major Subsequent Event)

Issue of domestic unsecured straight bonds

At its meeting held on October 27, 2016, the Board of Directors reached a comprehensive resolution to issue domestic unsecured straight bonds. Details are outlined as follows.

| | |
|---------------------------|--|
| (1) Total amount of issue | Maximum of ¥20.0 billion (however, multiple issues can be made within this total amount) |
| (2) Payment amount | At least ¥100 for each ¥100 bond issued |
| (3) Interest rate | Maximum of +1.0 percentage point over the running yield of government bonds with the same maturity |
| (4) Term | Within 10 years |
| (5) Redemption method | Lump sum payment upon maturity |
| (6) Issue period | Between the time of the resolution of the Board of Directors and December 31, 2016 |
| (7) Use of funds raised | Repayment of loans, etc. |