

## Summary of Financial Results

### For the Nine Months of the Fiscal Year Ending December 31, 2012 (Consolidated)

These financial statements have been prepared in accordance with accounting principles and practices generally accepted in Japan. The following English translation is based on the original Japanese-language document.

October 30, 2012

#### **POLA ORBIS HOLDINGS INC.**

Listing:	Tokyo Stock Exchange, First Section (Code No.: 4927)	
URL:	http://www.po-holdings.co.jp/	
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Start of Cash Dividend Payment:	—	
Supplemental Materials Prepared for Quarterly Financial Results:	Yes	
Conference Presentation for Quarterly Financial Results:	None	

(Amounts less than one million yen have been truncated)

#### **1. Consolidated Performance for the Nine Months of Fiscal 2012 (January 1, 2012–September 30, 2012)**

##### **(1) Consolidated Operating Results (Nine Months Ended September 30)**

(Percentage figures indicate year-on-year change)

	Net Sales		Operating Income		Ordinary Income		Net Income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
FY2012 Nine Months	129,724	8.2	8,013	(8.8)	8,425	(7.5)	3,687	(32.7)
FY2011 Nine Months	119,946	0.1	8,784	4.1	9,108	9.0	5,475	44.8

Note: Comprehensive income: ¥3,811 million (–17.3%) for the Nine Months of FY 2012;  
¥4,611 million (— %) for the Nine Months of FY 2011

	Net Income Per Share	Diluted Net Income Per Share
	Yen	Yen
FY2012 Nine Months	66.70	66.68
FY2011 Nine Months	99.05	—

##### **(2) Consolidated Financial Position**

	Total Assets	Net Assets	Equity Ratio	Net Assets Per Share
	Millions of yen	Millions of yen	%	Yen
FY2012 Third Quarter	196,369	158,132	80.5	2,858.53
FY2011	193,027	157,057	81.3	2,839.36

Reference: Equity capital: FY2012 Third Quarter: ¥158,030 million; FY2011: ¥156,971 million

#### **2. Dividends**

	Annual Cash Dividends Per Share				
	Q1-end	Q2-end	Q3-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
FY2011	—	20.00	—	25.00	45.00
FY2012	—	25.00	—	—	—
FY2012 (Forecast)	—	—	—	25.00	50.00

Note: Revisions to the cash dividends forecast announced most recently: None

#### **3. Consolidated Performance Forecast for the Fiscal Year Ending December 31, 2012**

(January 1, 2012–December 31, 2012)

(Percentage figures indicate year-on-year change)

	Net Sales		Operating Income		Ordinary Income		Net Income		Net Income Per Share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
FY2012	182,000	9.2	14,200	10.5	14,700	10.3	7,200	(10.4)	130.24

Note: Revisions to the consolidated performance forecast announced most recently: None



## Table of Contents

<b>1. Qualitative Information on Consolidated Performance for the Nine Months of Fiscal 2012</b> .....	<b>2</b>
<b>(1) Qualitative Information on Consolidated Operating Results</b> .....	<b>2</b>
<b>(2) Qualitative Information on Consolidated Financial Position</b> .....	<b>4</b>
<b>(3) Qualitative Information on Consolidated Performance Forecast</b> .....	<b>5</b>
<b>2. Summary Information (Notes)</b> .....	<b>5</b>
<b>(1) Changes in Significant Subsidiaries during the Current Period</b> .....	<b>5</b>
<b>3. Quarterly Consolidated Financial Statements</b> .....	<b>6</b>
<b>(1) Consolidated Balance Sheets</b> .....	<b>6</b>
<b>(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income</b> .....	<b>8</b>
<b>(3) Going Concern Assumptions</b> .....	<b>10</b>
<b>(4) Segment Information</b> .....	<b>10</b>
<b>(5) Significant Changes in Shareholders' Equity</b> .....	<b>11</b>

**1. Qualitative Information on Consolidated Performance for the Nine Months of Fiscal 2012****(1) Qualitative Information on Consolidated Operating Results**

(Millions of yen)

	Nine Months Ended September 30			
	2011	2012	Year-on-Year	
			Amount Change	Percent Change (%)
Net Sales	¥119,946	<b>¥129,724</b>	¥9,777	8.2
Operating Income	8,784	<b>8,013</b>	(770)	(8.8)
Ordinary Income	9,108	<b>8,425</b>	(682)	(7.5)
Net Income	¥ 5,475	<b>¥ 3,687</b>	¥(1,788)	(32.7)

Note: Please refer to text below regarding factors causing year-on-year declines in profit.

During the nine months—January 1, 2012 through September 30, 2012—of fiscal 2012, ending December 31, 2012, the Japanese economy continued to recover gradually, supported in part by reconstruction-related demand after the Great East Japan Earthquake. However, this recovery is showing signs of losing momentum, as a result of economic slowdown overseas and a stock market slump due to the European fiscal crisis.

Trends within the domestic cosmetics market have been relatively firm, especially in the area of skincare cosmetics. In the overseas cosmetics market, the impact of the European fiscal crisis and slower growth in the economies of China and India provide a cause for concern. However, the Asian region, particularly China, is expected to maintain moderate growth.

Within this market environment, Pola Orbis Group (the “Group”) entered the second year of its three-year management plan launched in 2011, and persisted in its efforts to improve the profitability of domestic flagship brands while raising the profile of brands under development. At the same time, the Group continued to expand into overseas markets, completing the acquisition of Jurlique International Pty Ltd., an Australian cosmetics company in February.

Consolidated net sales for the nine-month period grew 8.2% year on year, to ¥129,724 million, partly reflecting firm domestic sales centering on the POLA-brand business and the inclusion of earnings from Jurlique International Pty Ltd., which was acquired in February. Operating income fell 8.8% to ¥8,013 million while ordinary income declined 7.5% to ¥8,425 million. These declines were attributable to a temporary rise in cost of sales and the recording of goodwill-related expenses and other acquisition costs due to the purchase of Jurlique International Pty Ltd. Net income shrank 32.7% year on year to ¥3,687 million, due to higher income taxes caused by an increase in taxable domestic income offsetting a large reduction in extraordinary losses from the corresponding period of the previous year.(for losses relating to the Great East Japan Earthquake, asset retirement obligations and other costs)

Operating Results by Segment

Net Sales (Segment Sales to External Customers)		(Millions of yen)		
Nine Months Ended September 30				
	2011	2012	Year-on-Year	
			Amount Change	Percent Change (%)
Beauty Care	¥111,140	<b>¥120,847</b>	¥9,707	8.7
Real Estate	2,336	<b>2,143</b>	(193)	(8.3)
Others	6,469	<b>6,732</b>	262	4.1
Total	¥119,946	<b>¥129,724</b>	¥9,777	8.2

  

Segment Income (Operating Income)		(Millions of yen)		
Nine Months Ended September 30				
	2011	2012	Year-on-Year	
			Amount Change	Percent Change (%)
Beauty Care	¥7,178	<b>¥6,687</b>	¥(491)	(6.8)
Real Estate	997	<b>917</b>	(80)	(8.1)
Others	343	<b>214</b>	(128)	(37.5)
Reconciliations of Segment Income (Note)	264	<b>193</b>	(70)	(26.7)
Total	¥8,784	<b>¥8,013</b>	¥(770)	(8.8)

Note: Reconciliations of segment income refer to elimination of profits arising from inter-company transactions and expenses not allocated to reportable segments. Please see note 2 in “1. Information about Net Sales and Profit (Loss) by Reportable Segment” on page 10 and 11 for the details of reconciliations of segment income during the period.

Beauty Care

The Beauty Care segment consists of the flagship brands *POLA* and *ORBIS*; the brands under development—*pd*, *FUTURE LABO*, *ORLANE*, *decencia*, and *THREE*; and the overseas brand *H2O Plus*, and *Jurlique*.

In the POLA-brand business, the focus is on boosting customer satisfaction by continuing to develop sales channels through department store outlets and customer-attracting POLA THE BEAUTY stores, which integrate cosmetics, consulting and esthetic treatments. Efforts also center on further enhancing sales techniques and consulting skills gained through door-to-door sales. In the domestic market, the Group introduced new products in the *B. A SUMMER* series in March and April, targeting the aging effects of summer weather. In addition, the Group aggressively launched new products featuring POLA's anti-aging technologies, holding events throughout Japan where customers could try out the *B. A* series. In overseas markets, the Group implemented measures to promote business growth, including the expansion of its sales organization in Thailand and Hong Kong. As a result of the above, the performance of the POLA-brand business surpassed that in the corresponding period a year earlier.

In the ORBIS-brand business, the Group strove to improve profitability through various efforts that included increasing the rate of repeat purchases, renewing skincare cosmetics products, bolstering internet sales, and streamlining sales costs. Within the domestic market, the company introduced the “*Oil-free ha-da*” (oil-free brand) declaration as its new brand statement, and in August launched the new *AQUA FORCE EXTRA* line appealing to customers with new added value due to its oil free properties. In overseas market, the Group focused on promotional activities in China and implemented other measures to increase brand awareness. As a reflection of the above, the ORBIS-brand business generated results on a par with those in the corresponding period of the previous year.

Sales of brands under development and overseas brands exceeded year-earlier levels. This reflected strong domestic sales of *THREE* and *decencia*, an Asia-centered expansion of the *H2O Plus* brand acquired in July 2011, and the inclusion of earnings from the *Jurlique* brand, purchased in February 2012. However, operating income fell year on year, owing in part to costs recorded due to the acquisition of the *Jurlique* brand.

As a result of the above, net sales—sales to external customers—generated by the Beauty Care segment for the nine months of fiscal 2012 reached ¥120,847 million, edging up 8.7% year on year, while operating income totaled ¥6,687 million, down 6.8%.

Real Estate

The Real Estate segment concentrates on the leasing of office buildings in cities. Efforts are currently directed toward sustaining rent levels but leaning more toward higher rents and raising occupancy rates by creating attractive office environments. Another area of emphasis is the rental residential properties business. This business spotlights new-model condominiums perfect for families with young children. During the nine months of fiscal 2012, performance slowed year on year, reflecting the downward trend of rents within the overall leasing market, which offset an intensified sales drive to maintain rents and attract tenants.

As a result of the above, net sales—sales to external customers—generated by the Real Estate segment for the nine months of fiscal 2012 totaled ¥2,143 million, down 8.3% year on year, while operating income reached ¥917 million, down 8.1%.

Others

The Others segment comprises the pharmaceuticals and building maintenance businesses. Note that the printing businesses was withdrawn from the third quarter of fiscal 2011.

The pharmaceuticals business draws on results accumulated by Group companies in research related to cosmetics and quasi-pharmaceuticals to develop and sell new drugs. Thus far, two products—*Lulicon*, an antifungal agent for topical application, and *DIVIGEL*, a treatment for menopausal symptoms—have successfully been brought to market. In addition, existing ethical pharmaceuticals, such as the laxative *Alosenn* and dermatological drugs, have been supplied to medical institutions, including university hospitals throughout Japan. During the nine months of fiscal 2012, the Group continued sales activities, including visits to medical institutions, with a special focus on the field of dermatology. This led to a steady expansion of *Lulicon*'s market share, and results surpassed the year-earlier level.

The building maintenance business caters primarily to the needs of Group companies. In the nine months of fiscal 2012, the Group engaged in sales activities to sign up new customers and expand orders from outside the Group, ensuring an increase in orders received and a considerable year-on-year improvement in performance.

As a reflection of the above, net sales—sales to external customers—generated by the Others segment totaled ¥6,732 million, up 4.1% year on year, while the operating income amounted to ¥214 million, down 37.5%.

**(2) Qualitative Information on Consolidated Financial Position**

As of September 30, 2012, total assets stood at ¥196,369 million, up 1.7%, or ¥3,342 million from December 31, 2011. The primary increases were ¥12,735 million in goodwill (after amortization) mainly arising from the acquisition of Jurlique International Pty Ltd., ¥11,324 million in intangible assets—other, ¥1,743 million in merchandise and finished goods, ¥1,694 million in property, plant and equipment—other, ¥4,304 million in short-term investments in securities due to the investment of surplus capital, and ¥1,645 million in land owing in part to the purchase of a plot adjacent to the Group's building in Aoyama. The main decrease was ¥29,279 million in cash and deposits used to fund the acquisition of Jurlique International Pty Ltd.

Total liabilities amounted to ¥38,237 million, up 6.3%, or ¥2,267 million from December 31, 2011. The key increases were ¥1,386 million in income taxes payable, ¥1,266 million in notes and accounts payable—trade, owing partly to the acquisition of Jurlique International Pty Ltd., ¥1,177 million in non-current liabilities—other, partly due to an increase in long-term deferred tax liabilities, and ¥826 million in provision for bonuses. The primary decrease was ¥2,379 million in current liabilities—other, owing in part to a decline in unpaid sales commissions.

Net assets amounted to ¥158,132 million, up 0.7%, or ¥1,074 million from December 31, 2011. The main increase boosting net assets was quarterly net income of ¥3,687 million, and the primary factor reducing the total was ¥2,764 million in dividends from retained earnings.

**(3) Qualitative Information on Consolidated Performance Forecast**

The Company has made no revisions to the full-year consolidated performance forecast announced on July 30, 2012.

(Information for reference)

**Cumulative Results for Fiscal 2011**

	(Millions of yen)			
	Three Months	Six Months	Nine Months	Full Year
Net Sales	¥35,477	¥78,937	¥119,946	¥166,657
Operating Income	1,165	5,534	8,784	12,853
Ordinary Income	1,462	5,962	9,108	13,322
Net Income	¥ 594	¥ 2,989	¥ 5,475	¥ 8,039

**Quarterly Operation Results for Fiscal 2011**

	(Millions of yen)			
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
Net Sales	¥35,477	¥43,459	¥41,009	¥46,710
Operating Income	1,165	4,366	3,250	4,069
Ordinary Income	1,462	4,496	3,146	4,214
Net Income	¥ 594	¥ 2,395	¥ 2,485	¥ 2,564

**2. Summary Information (Notes)****(1) Changes in Significant Subsidiaries during the Current Period**

For the first quarter of fiscal 2012, the procedure for investing in Pola Orbis Jurlique Holdings Pty Ltd and Pola Orbis Jurlique Pty Ltd was finalized. As a result, the two companies were included in the scope of consolidation. Jurlique International Pty Ltd was also included in the scope of consolidation following the acquisition of its all outstanding shares.

**3. Quarterly Consolidated Financial Statements****(1) Consolidated Balance Sheets**

(Millions of yen)

	FY2011 December 31, 2011	FY2012 Third Quarter September 30, 2012
<b>Assets</b>		
Current assets		
Cash and deposits	¥ 50,679	¥ 21,400
Notes and accounts receivable – trade	20,719	19,208
Short-term investments in securities	18,412	22,716
Merchandise and finished goods	9,664	11,408
Work in process	1,648	1,658
Raw materials and supplies	4,351	4,828
Other	5,686	6,651
Allowance for doubtful accounts	(69)	(91)
Total current assets	111,093	87,779
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	16,134	16,855
Land	20,761	22,407
Other, net	12,523	14,217
Total property, plant and equipment	49,420	53,480
Intangible assets		
Goodwill	3,583	16,318
Other	8,553	19,878
Total intangible assets	12,137	36,197
Investments and other assets		
Investments in securities	13,582	12,234
Other	6,958	6,845
Allowance for doubtful accounts	(165)	(168)
Total investments and other assets	20,376	18,912
Total non-current assets	81,933	108,589
Total assets	¥193,027	¥196,369



(Millions of yen)

	FY2011 December 31, 2011	FY2012 Third Quarter September 30, 2012
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable – trade	¥ 2,894	¥ 4,161
Short-term loans payable	1,500	1,779
Income taxes payable	1,806	3,193
Provision for bonuses	1,561	2,388
Other	16,026	13,646
Total current liabilities	23,788	25,169
Non-current liabilities		
Provision for retirement benefits	6,795	6,505
Other	5,384	6,562
Total non-current liabilities	12,180	13,068
Total liabilities	35,969	38,237
<b>Net assets</b>		
Shareholders' equity		
Common stock	10,000	10,000
Capital surplus	90,718	90,718
Retained earnings	59,469	60,392
Treasury stock	(2,199)	(2,199)
Total shareholders' equity	157,988	158,911
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(35)	62
Deferred gain or loss on hedges	9	—
Foreign currency translation adjustments	(991)	(942)
Total accumulated other comprehensive income	(1,017)	(880)
Subscription rights to shares	—	27
Minority interests	86	74
Total net assets	157,057	158,132
Total liabilities and net assets	¥193,027	¥196,369

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

(Millions of yen)

	Nine Months Ended September 30	
	FY2011 (January 1, 2011– September 30, 2011)	FY2012 (January 1, 2012– September 30, 2012)
Net sales	¥119,946	¥129,724
Cost of sales	23,400	26,449
Gross profit	96,546	103,274
Selling, general and administrative expenses		
Sales commission	31,518	32,502
Promotion expenses	12,081	12,947
Advertising expenses	5,071	5,459
Salaries, allowances and bonuses	12,454	14,239
Provision for bonuses	1,925	2,069
Provision for point program	1,271	1,313
Other	23,439	26,727
Total selling, general and administrative expenses	87,762	95,261
Operating income	8,784	8,013
Non-operating income		
Interest income	387	357
Dividend income	20	20
Foreign exchange gain	—	3
Other	195	138
Total non-operating income	603	520
Non-operating expenses		
Interest expense	40	49
Foreign exchange loss	166	—
Equity in losses of affiliates	—	33
Other	72	24
Total non-operating expenses	279	108
Ordinary income	9,108	8,425
Extraordinary income		
Gain on sales of subsidiaries' stocks	529	—
Reversal of provision for directors' retirement benefits	—	119
Other	28	15
Total extraordinary income	558	134
Extraordinary loss		
Loss on disposal of non-current assets	290	150
Impairment loss	572	12
Loss on disaster	425	—
Loss on adjustment for changes of accounting standard for asset retirement obligations	954	—
Other	24	14
Total extraordinary loss	2,267	177
Income before income taxes	7,398	8,382
Income taxes – current	4,277	5,071
Income taxes – deferred	¥ (2,344)	¥ (361)

(Millions of yen)

	Nine Months Ended September 30	
	FY2011 (January 1, 2011– September 30, 2011)	FY2012 (January 1, 2012– September 30, 2012)
Total income taxes	¥ 1,933	¥ 4,709
Income before minority interests	5,465	3,672
Minority interests in net loss of consolidated subsidiaries	(10)	(14)
Net income	¥ 5,475	¥ 3,687

## Consolidated Statements of Comprehensive Income

(Millions of yen)

	Nine Months Ended September 30	
	FY2011 (January 1, 2011– September 30, 2011)	FY2012 (January 1, 2012– September 30, 2012)
Income before minority interests	¥5,465	¥3,672
Other comprehensive income		
Valuation difference on available-for-sale securities	(196)	97
Deferred gain or loss on hedges	—	(9)
Foreign currency translation adjustments	(658)	52
Share of other comprehensive income of associates accounted for using equity method	—	(1)
Total other comprehensive income	(854)	139
Quarterly comprehensive income	4,611	3,811
Comprehensive income attributable to owners of the parent	4,628	3,823
Comprehensive income attributable to minority interests	¥ (17)	¥ (12)

**(3) Going Concern Assumptions**

Not applicable for the nine months of fiscal 2012 (January 1, 2012–September 30, 2012)

**(4) Segment Information**

I. Nine Months of Fiscal 2011 (January 1, 2011–September 30, 2011)

1. Information about Net Sales and Profit (Loss) by Reportable Segment

(Millions of yen)

	Reportable Segments			Others (Note 1)	Subtotal	Reconciliations (Note 2)	Amount Shown on the Consolidated Statements of Income (Note 3)
	Beauty Care	Real Estate	Subtotal				
Net Sales							
Sales to External Customers	¥111,140	¥2,336	¥113,477	¥6,469	¥119,946	—	¥119,946
Intersegment Sales or Transfers	89	503	592	4,308	4,901	¥(4,901)	—
Total	111,229	2,840	114,069	10,778	124,848	(4,901)	119,946
Segment Income	¥ 7,178	¥ 997	¥ 8,176	¥ 343	¥ 8,519	¥ 264	¥ 8,784

- Notes:
1. “Others” comprises business operations that are not categorized as reportable segments and include the pharmaceuticals, building maintenance and printing businesses.
  2. The segment income reconciliation of ¥264 million includes intersegment transaction eliminations of ¥1,784 million minus corporate expenses of ¥1,519 million, not allocated to each segment. Corporate expenses are primarily the Company’s administrative expenses not allocated to reportable segments.
  3. Segment income is adjusted for operating income reported in the quarterly consolidated statements of income.

2. Information about Impairment Loss of Non-current Assets and Goodwill by Reportable Segment  
(Significant Impairment Loss of Non-current Assets)

In the Real Estate segment, a ¥548 million impairment loss was recognized for the nine months ended September 30, 2011, as the expected amounts for sale of office buildings and idle assets were lower than the carrying amounts of these assets.

(Significant Changes in Goodwill)

A ¥4,430 million increase in goodwill was reported by the Beauty Care segment for the nine months ended September 30, 2011, following the acquisition of H2O PLUS HOLDINGS, LLC, H2O PLUS, LLC, CSW H2O Holdings, Inc. and H2O CANADA CORP. in July 2011.

II. Nine Months of Fiscal 2012 (January 1, 2012–September 30, 2012)  
 1. Information about Net Sales and Profit (Loss) by Reportable Segment

(Millions of yen)

	Reportable Segments			Others (Note 1)	Subtotal	Reconciliations (Note 2)	Amount Shown on the Consolidated Statements of Income (Note 3)
	Beauty Care	Real Estate	Subtotal				
Net Sales							
Sales to External Customers	¥120,847	¥2,143	¥122,991	¥6,732	¥129,724	—	¥129,724
Intersegment Sales or Transfers	58	471	530	2,257	2,788	¥(2,788)	—
Total	120,906	2,615	123,522	8,990	132,512	(2,788)	129,724
Segment Income	¥ 6,687	¥ 917	¥ 7,604	¥ 214	¥ 7,819	¥ 193	¥ 8,013

- Notes:
1. “Others” comprises business operations that are not categorized as reportable segments and include the pharmaceuticals and building maintenance.
  2. The segment income reconciliation of ¥193 million includes intersegment transaction eliminations of ¥1,796 million minus corporate expenses of ¥1,602 million, not allocated to each segment. Corporate expenses are primarily the Company’s administrative expenses not allocated to reportable segments.
  3. Segment income is adjusted for operating income reported in the quarterly consolidated statements of income.

2. Information about Assets by Reportable Segment

There were significant changes in the amount of assets by reportable segment in the nine months of fiscal 2012 compared with the end of fiscal 2011. The summary information is as follows:

In the Beauty Care segment, the amount of segment assets increased by ¥30,875 million, arising from the establishment of Pola Orbis Jurlique Holdings Pty Ltd and Pola Orbis Jurlique Pty Ltd, the addition of Jurlique International Pty Ltd and its 11 subsidiaries as consolidated subsidiaries through the acquisition of all outstanding shares in Jurlique, and some other factors.

3. Information about Impairment Loss of Non-current Assets and Goodwill by Reportable Segment

The Significant Impairment Loss of Non-current Assets

None

Significant Changes in Goodwill

In the Beauty Care segment, new goodwill was recorded due to the addition of Jurlique International Pty Ltd and its 11 subsidiaries as consolidated subsidiaries through the acquisition of all outstanding shares in Jurlique as of February 3, 2012.

Due to this development, the amount of goodwill increased ¥13,323 million in the nine months of fiscal 2012.

**(5) Significant Changes in Shareholders’ Equity**

None