



Consolidated Business Results (April 1, 2011 – June 30, 2011: Japanese Standard)

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Corporate Name: Mandom Corporation Stock Listing: Tokyo Stock Exchange, First Section

Code Number: 4917 (URL: <http://www.mandom.co.jp>)

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Submission of Report for this Quarter August 9, 2011 (scheduled)

Dividend Payout Date -

(scheduled):

Documents providing none

supplementary information on

the quarter's results:

Information meeting on the none

quarter's results:

1. Results for Q1 Fiscal 2012 (April 1, 2011 to June 30, 2011)

(Note: Rounded off to millions)

(1) Consolidated Financial Highlights

(The percentages are year-on-year % changes compared with the first quarter of the previous year.)

	Net Sales		Operating Income		Ordinary Income		Net Income	
	(¥ million)	Change % YoY	(¥ million)	Change % YoY	(¥ million)	Change % YoY	(¥ million)	Change % YoY
Three months ended June 30, 2011	17,143	13.5	3,160	37.9	3,295	35.9	1,716	38.4
Three months ended June 30, 2010	15,107	4.2	2,292	△13.2	2,423	△11.5	1,240	△15.5

Notes: Comprehensive income
FY2012 Q1: ¥2,556 million (41.1%) FY2011 Q1: ¥1,811 million (-%)

	Earnings Per Share (EPS)	Earnings Per Share (diluted)
Three months ended June 30, 2011	¥ 73.44	—
Three months ended June 30, 2010	¥ 53.07	—

(2) Financial Position

	Total Assets	Net Assets	Shareholders' Equity Ratio
	(¥ million)	(¥ million)	%
Three months ended June 30, 2011	56,581	46,893	76.4
FY 2011	53,328	45,291	78.3

Reference: Shareholders' Equity
 FY2012 Q1: ¥43,240 million FY2011: ¥ 41,748 million

2. Dividends

	Dividend Per Share				
	End Q1	End Q2	End Q3	End FY	FY Total
FY 2011	–	¥30.00	–	¥30.00	¥60.00
FY 2012	–				
FY 2012 (Forecast)		¥30.00	–	¥30.00	¥60.00

Note: Changes in the latest published dividend forecast: None

3. Outlook for Fiscal 2012 (April 1, 2011 – March 31, 2012)

(The percentages are year-on-year increase/decrease rates. The percentage for Q1+Q2 is a comparison over the results of the respective quarters of the previous year.)

	Net Sales		Operating Income		Ordinary Income		Net Income		EPS
	¥ million	%	¥ million	%	¥ million	%	¥ million	%	¥
Consolidated Total for FY2012 Q1 and Q2	34,450	10.4	5,250	20.2	5,400	18.8	2,970	41.2	127.03
FY2012	60,500	5.7	6,250	8.7	6,450	7.4	3,420	28.0	146.27

Note: Changes in the latest published business outlook: Yes.

4. Other Information

- (1) Changes in consolidation of significant subsidiaries during this consolidated cumulative one-quarter period (changes in consolidation of specific subsidiaries resulting from any change in the scope of consolidation): None

- (2) Application of special accounting methods for preparation of the quarterly consolidated financial statements: Yes

- (3) Accounting policy changes, accounting estimate changes, and restatements
 - 1) Accounting policy changes resulting from change in accounting principle: None
 - 2) Accounting policy changes other than in 1) above: None
 - 3) Accounting estimate changes: None
 - 4) Restatements: None

- (4) Total number of issued shares (common stock)
 - 1) Total number of issued shares at the end of the fiscal year (including treasury stock)
6/12: 24,134,606 3/11: 24,134,606
 - 2) Total number of treasury stocks
6/12: 753,686 3/11: 753,667
 - 3) Average number of stocks during the consolidated period (Q1)
6/12: 23,380,898 6/11: 23,381,188

* Information on the status of implementation of quarterly review formalities

The present quarterly report of business results falls outside the scope of quarterly review formalities as defined in the Financial Instruments and Exchange Act of Japan. At the time of publication of the present quarterly report, the quarterly review of the Company's financial statements as defined in the above Act have not been completed.

* Information for the appropriate use of forecast figures, and other special comments

1. For information on consolidated business outlooks for the cumulative two-quarter period (FY2012 Q1 and Q2) and full FY2012, see the Notice of Revised Business Forecasts released on July 29, 2011.

2. Data and comments relating to performance outlook given hereby are based on the information currently available to Mandom Corporation and on specific facts deemed to be reasonable at the time. Actual performance may differ greatly from the figures forecast due to various factors. For special notes on using the forecast figures and the assumptions used in making the forecast, refer to p. 9 under 1. Qualitative Analysis of the Quarter's Consolidated Business Results, (3) Consolidated Business Result Forecast: Qualitative Analysis.

1. Qualitative Analysis of the Quarter's Consolidated Business Results

(1) Consolidated Business Results: Qualitative Analysis

During this consolidated cumulative one-quarter period, the Japanese economy struggled in a climate of uncertainty, seriously affected by the devastating earthquake that struck eastern Japan in March this year, and resulting power supply constraints and declining consumer confidence. The cosmetics industry also continued to face an adverse business environment. Meanwhile, in Asia, where the Group's overseas operations are conducted, regional economies as a whole were on a recovery path, with internal demand in China continuing to rise.

Under these economic circumstances, the Group focused on achieving sustained growth by ensuring stable expansion in the core business area of men's grooming, by reinforcing business operations for women's cosmetics, and by continuing to expand business overseas, emphasizing Asia as the engine of growth.

For this cumulative Q1, the Group posted consolidated sales of ¥17,143 million (up 13.5% year on year). This was mainly due to substantially increased sales of the core brand Gatsby in Japan, and sales growth in Indonesia and other overseas markets.

The quarter's operating income was ¥3,160 million (up 37.9% year on year). This advance was mainly due to revenue-increasing effects obtained despite increased domestic costs. As a result, the quarterly ordinary income and net profit also increased, to ¥3,295 million (up 35.9% year on year) and ¥1,716 million (up 38.4% year on year), respectively.

The segment-specific business results are as follows:

In Japan, sales totaled ¥11,726 million (up 15.2% year on year). This welcome result, obtained despite sluggish sales of existing products, was mainly due to greatly expanded sales of the core brand Gatsby products, and brisk sales of summer season products. In terms of profits, although costs increased as the Company responded to increasing demand for paper products, among other summer season products,

operating income significantly increased, due to revenue-increasing effects, to ¥2,146 million (up 39.8% year on year).

In Indonesia, sales amounted to ¥3,440 million (up 3.9% year on year). This positive sales result, seen as a decline when converted to yen because of local currency depreciation, was mainly due to the healthy demand for women's cosmetics products. In terms of profits, operating income increased to ¥603 million (up 24.4% year on year) due to the increase in gross profit.

In other overseas markets, sales amounted to ¥1,975 million in total (up 22.0% year on year). Again, steady growth of the markets was the principal driving force. In terms of profits, with increased sales in most markets, our businesses performed well, leading to an operating income of ¥410 million (up 50.7% year on year).

(2) Consolidated Financial Condition: Qualitative Analysis

Total assets at the end of the first quarter stand at ¥56,581 million, up ¥3,252 million from the previous fiscal year end, mainly due to increases in accounts receivable and inventory assets.

Liabilities amounted to ¥9,688 million, up ¥1,651 million from the previous fiscal year end, mainly due to an increase in accounts payable.

Shareholders' equity increased by ¥1,601 million from the previous fiscal year end, and now stands at ¥46,893 million, chiefly due to equity capital increases resulting from greater retained earnings, and accumulated other comprehensive income increases due to favorable exchange rates. The equity-capital ratio is 76.4%.

[Cash Flow]

Cash flow from operations during this consolidated cumulative one-quarter period increased by ¥1,213 million over the same period of the previous fiscal year, resulting in a cash inflow of ¥722 million. This was mainly due to a pre-tax net profit for the quarter of ¥3,275 million, up ¥878 million over the same period last year, combined with an increase of ¥1,257 million in accounts payable, resulting in a cash inflow of ¥1,530 million, and a decrease of ¥1,214 million in inventory assets, resulting in a cash outflow of ¥1,464 million.

Cash flow from investment activities decreased by ¥1,977 million over the same period last year, bringing about a cash outflow of ¥997 million. This was mainly due to a

decrease of ¥2,100 million, over the same period last year, in income from the acquisition, sales and redemption of securities and investment securities.

Cash flow from financing activities increased by ¥1 million over the same period last year, bringing about a cash outflow of ¥892 million. This was mainly due to a decrease of ¥2 million, over the same period last year, in dividend payments to shareholders, including minority shareholders, resulting in a cash outflow of ¥890 million.

As a result, cash and cash equivalents on hand at the end of the first quarter decreased ¥1,027 million to rest at ¥9,523 million.

(3) Consolidated Business Result Forecast: Qualitative Analysis

Considering progress in the Group's business performance during this consolidated cumulative one-quarter period, the Company has revised upward its consolidated financial forecasts for the cumulative two-quarter period (FY2012 Q1 and Q2) and full FY2012. For more information, see the Notice of Revised Business Forecasts released on July 29, 2011.

2. Notes on Summary Information (Other Information)

(1) Changes in consolidation of significant subsidiaries during this consolidated cumulative one-quarter period:

No items to report.

(2) Application of special accounting methods for preparation of the quarterly consolidated financial statements:

The Company and its domestic consolidated subsidiaries compute tax expenses by reasonably estimating the effective tax rate after applying deferred tax accounting to pretax current net income for the consolidated fiscal year including this first quarter, and then multiplying the pretax quarterly net income by the resultant estimated effective tax rate.

Note that income tax adjustments are included in income taxes.