January 29, 2016

Consolidated Business Results
(April 1, 2015 to December 31, 2015: Japanese Standards)

Corporate Name:	Mandom Corporation
Listed Exchange:	Tokyo
Code Number:	4917
URL:	http://www.mandom.co.jp
Representative:	Motonobu Nishimura, Representative Director & President Executive Officer
Contact:	Kazunori Koshikawa, Executive Officer & General Manager, Financial Management Division TEL (81)-6-6767-5001
Expected Release Date of Quarterly Report:	February 9, 2016
Dividend Payout:	-
Documents Providing Supplemental Information:	None
Financial Briefing:	None

(Figures rounded down to the nearest million yen)

1.Consolidated Earnings for the First 3 Quarters of the Fiscal Year Ended March 2016 (April 1, 2015 to December 31, 2015)

(1)Consolidated Financial Highlights(cumulative)

(% = change vs. same period in prior year)

	Net Sales		Operating Income		Ordinary Income		Net Income Attributable to Owners of Parent	
	¥ millions	%	¥ millions	%	¥ millions	%	¥ millions	%
First 3 Quarters,FYE March 2016	57,135	4.8	6,820	△2.9	7,590	0.8	6,675	48.1
First 3 Quarters,FYE March 2015	54,537	3.2	7,020	△7.6	7,533	△6.0	4,508	△3.7

Note:Comprehensive Income

First 3 Quarters, FYE March 2016 ¥6,213million (6.2%)

First 3 Quarters, FYE March 2015 ¥5,850million (△4.7%)

	Earnings per Share	Diluted Earnings per Share
	yen	yen
First 3 Quarters,FYE March 2016	285.54	–
First 3 Quarters,FYE March 2015	192.85	–

(2)Consolidated Financial Position

	Total Assets	Net Assets	Shareholders’ Equity Ratio
	¥ millions	¥ millions	%
First 3 Quarters,FYE March 2016	77,076	65,058	77.3
FYE March 2015	75,980	60,980	73.7

Reference: Shareholders’ Equity

First 3 Quarters, FYE March 2016 ¥59,591million

FYE March 2015 ¥55,974million

2.Dividends

	Annual Dividend				
	First Quarter End	Second Quarter End	Third Quarter End	Year End	Total
	yen	yen	yen	yen	yen
FYE March 2015	–	37.00	–	39.00	76.00
FYE March 2016	–	40.00	–		
FYE March 2016(forecast)				40.00	80.00

Note: Changes to most recently reported dividend forecast: None

3.Consolidated Earnings Forecast, Fiscal Year Ending March 2016 (April 1, 2015 to March 31, 2016)

(% = change vs. same period in prior year)

	Net Sales		Operating Income		Ordinary Income		Net Income Attributable to Owners of Parent		Earnings per Share
	¥ millions	%	¥ millions	%	¥ millions	%	¥ millions	%	yen
Full Year	75,000	5.7	6,500	△7.1	7,300	△3.9	6,100	37.8	260.93

(Note) Changes to most recently reported earnings forecast: Yes

*Notes

(1)Changes in consolidation of significant subsidiaries during the cumulative consolidated quarter (changes in consolidation of specific subsidiaries): None

(2)Application of special accounting treatment in the preparation of quarterly financial statements: Yes

(3)Changes in accounting estimates, methods, or presentation

a. Changes in accounting methods in connection with changes: Yes
b. Changes in accounting methods other than a.: None
c. Changes in accounting estimates: None
d. Changes in presentation: None

(4)Issued shares (common stock)

a.Shares outstanding, end of year (including treasury stock)

3Q, FYE March 2016	24,134,606 shares
FYE March 2015	24,134,606 shares

b.Treasury stock, end of period

3Q, FYE March 2016	756,512 shares
FYE March 2015	755,827 shares

c.Average outstanding shares during the period

3Q, FYE March 2016	23,378,516 shares
3Q, FYE March 2015	23,379,106 shares

***Implementation Status of Quarterly Review Procedures**

These quarterly financial statements are exempt from quarterly review procedures required under the Financial
Instruments and Exchange Act. At the time of disclosure, quarterly financial statement review procedures for these quarterly financial statements had not been completed.

***Appropriate Use of Business Forecasts ; Other Special Items**

Information in this report concerning future performance is based on information available and certain assumptions deemed reasonable. Forecasts are not promises of future performance. Actual earnings may differ significantly from forecasts due to a number of factors.

See page 5. of the attached materials, “1. Qualitative Information concerning Quarterly Financial Statements, (3) Qualitative Information concerning Forecast of Consolidated Earnings” for important notes concerning assumptions used for earnings forecasts and the appropriate use of earnings forecasts.

1. Qualitative Information concerning Quarterly Financial Statements

(1) Qualitative Information concerning Consolidated Results of Operations

During the cumulative consolidated third quarter, Japan's economy showed a gradual recovery buoyed by government economic and financial policies, as corporate profits and the employment situation continued to improve. Meanwhile, the economies throughout Asia—our main sphere of international operations—showed a modest expansion despite signs of an overall slowdown.

Given these economic conditions, the Mandom Group is pursuing initiatives which we believe will lead to sustained growth:

1) Sustainable growth in our core men's grooming business
2) Accelerated expansion of our women's cosmetics business
3) Continued expansion of our global business as an engine of growth

The Mandom Group recorded cumulative third quarter consolidated net sales of 57.135 billion (a 4.8% year-on-year increase). This increase was mainly due to favorable performance in our women's products in Japan and overseas, as well as an increase in yen conversion exchange gains due to the weaker yen when converting overseas subsidiary net sales despite a drop in net sales resulting from the fire at the Indonesian subsidiary.

Operating income amounted to ¥6.820 billion, which was a 2.9% year-on-year decrease. This was mainly due to the decline in net sales at the Indonesian subsidiary and aggressive investment in overseas marketing expenses (sales promotion and advertising expense). As a result, ordinary income for the consolidated third quarter amounted to just ¥7.590 billion, which was a 0.8% year-on-year increase. Thanks to recording of a gain from sale of fixed assets at the Indonesian subsidiary, net income attributable to the parent company increased 48.1% year on year to ¥6.675 billion.

Group earnings by segment are as provided below (Net sales refers to sales to external customers).

Net sales in Japan amounted to ¥34.332 billion, which was a 5.7% year-on-year increase. This increase was mainly due to favorable performance of Lucido and women's products despite sluggishness of "Gatsby," our most important product line. Operating income was up 15.3% year-on-year to ¥5.206 billion. This was due primarily to efforts at making efficient investments in marketing expenses (sales promotion and advertising expense).

Net sales in Indonesia reached ¥12.896 billion, representing a 0.4% year-on-year increase. This result was mainly due to a substantial drop in net sales in the third quarter resulting from the fire at the Indonesian subsidiary on July 10, 2015 (local time), despite favorable performance in Indonesia, primarily of our core Gatsby brand. Also, operating income was down 67.4% year-on-year to ¥315 million. We attribute this decrease mainly to the drop in net sales resulting from the fire and an increase in the cost ratio.

Net sales in other overseas regions amounted to ¥9.906 billion, representing a 7.6% year-on-year gain. This result was mainly due to overall strong performance on a local currency basis, except for certain regions, and foreign-exchange gains due to the weaker yen. Operating income was down 15.6% year-on-year to ¥1.297 billion. We attribute this decrease mainly to the result of aggressive investment in marketing expenses (sales promotion and advertising expense).

(2) Qualitative Information concerning Consolidated Financial Position

(Assets, Liabilities, and Net Assets)

Total consolidated assets as of the end of the third fiscal quarter amounted to ¥77.076 billion, representing a ¥1.096 billion increase compared to the end of the prior consolidated fiscal year. This increase was mainly due to an increase in marketable and investment securities. Total liabilities amounted to ¥12.018 billion, representing a decrease of ¥2.981 billion compared to the end of the prior consolidated fiscal year, due mainly to a decrease in short-term borrowings. Net assets amounted to ¥65.058 billion. This was a ¥4.077 billion increase compared to the end of the prior consolidated fiscal year, owing in part to higher retained earnings. Shareholders' equity ratio at the end of the third quarter was 77.3%.

(Cash Flows)

Consolidated cash and cash equivalents (“cash”) for the cumulative third quarter decreased by ¥584 million compared to the end of the prior consolidated fiscal year to ¥11.848 billion.

The following details the main factors affecting cash flows during the third quarter.

<Cash Flows from Operating Activities>

Cash flows from operating activities amounted to ¥6.642 billion, which was a ¥1.697 billion increase compared to the same period in the prior fiscal year. This result was mainly due to decreased inventories despite a decrease in operating income.

<Cash Flows from Investing Activities>

Consolidated cash used in investing activities amounted to ¥1.962 billion, which was a ¥2.593 billion decrease compared to the same period in the prior fiscal year. This was mainly due to proceeds from sale of land use rights.

<Cash Flows from Financing Activities>

Consolidated cash used in financing activities amounted to ¥3.542 billion, which was a ¥2.618 billion increase compared to the same period in the prior fiscal year. This was primarily due to repayment of short-term borrowings and a decrease in proceeds from short-term loans.

(3) Qualitative Information concerning Forecasts of Consolidated Earnings

The consolidated full-year earnings forecast has been revised in light of the progress made on earnings during the cumulative consolidated third quarter. For details, see the “Notice of Revision to Consolidated Full-Year Earnings Forecast for Fiscal Year Ending March 31, 2016” published today.

2. Summary Information (Notes)

(1) Application of Special Accounting Treatment in the Preparation of Quarterly Financial Statements

The Company has made reasonable estimates of effective tax rates after applying tax-effect accounting to net income before net income taxes for the consolidated fiscal period including the consolidated third quarter for the Company and domestic consolidated subsidiaries. Income tax expense has been calculated by multiplying quarterly net income before income taxes by the estimated effective tax rate.

(2) Changes in Accounting Policies, Changes in Accounting Estimates, and Restatements

(Changes in Accounting Policies)

The “Accounting Standard for Business Combination” (ASBJ Statement No. 21, September 13, 2013; the “Business Combinations Accounting Standard”), “Accounting Standard for Consolidated Financial Statements” (ASBJ Statement No. 22, September 13, 2013; the “Consolidation Accounting Standard”), “Accounting Standard for Business Divestitures (ASBJ Statement No. 7, September 13, 2013; the “Business Divestitures Accounting Standard”) and other standards have been applied from the first quarter of the current consolidated fiscal year, effecting changes in the accounting method to record the difference associated with the changes in equity in subsidiaries remaining under the control of the Company as capital surplus, and to record acquisition-related costs as expenses for the fiscal year in which such costs are incurred. For business combinations implemented on or after the beginning of the

first quarter of the current consolidated fiscal year, the accounting method would change to reflect the adjustments to the allocated amount of acquisition costs under the finalization of provisional accounting treatment in the consolidated financial statements for the quarter containing the date of such business combinations. Furthermore, the method of disclosing net income has been changed, and minority interests has been changed to non-controlling interests. In order to reflect these changes, the Company has reclassified its quarterly and full-year consolidated financial statements for the cumulative consolidated third quarter of the previous fiscal year and the previous fiscal year.
The Business Combinations Accounting Standard and other standards were applied transitionally as determined in Paragraph 58-2 (4) of the Business Combinations Accounting Standard, Paragraph 44-5 (4) of the Consolidation Accounting Standard and Paragraph 57-4 (4) of the Business Divestitures Accounting Standard. These standards are applicable from the beginning of the first quarter of the current consolidated fiscal year going forward.
This has no impact on profit or loss.