



February 2, 2023

## Consolidated Business Results (April 1, 2022 to December 31, 2022: Japanese Standards)

Corporate Name: Mandom Corporation  
 Listed Exchange: TSE Prime Market  
 Code Number: 4917  
 URL: <https://www.mandom.co.jp>  
 Representative: Ken Nishimura, President Executive Officer & Director  
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Dividend Payout: -  
 Expected Release Date of Quarterly Report: February 10, 2023  
 Documents Providing Supplemental Information: Yes  
 Financial Briefing: Yes (for institutional investors and analysts)

(Figures rounded down to the nearest million yen)

### 1. Consolidated Earnings for the First 3 Quarters of the Fiscal Year Ended March 2023 (April 1, 2022 to December 31, 2022)

#### (1) Consolidated Financial Highlights(cumulative) (% = Changes from the same period in the previous fiscal year)

	Net Sales		Operating Income		Ordinary Income		Net Income Attributable to Owners of Parent	
	¥ millions	%	¥ millions	%	¥ millions	%	¥ millions	%
First 3 Quarters, FYE March 2023	49,772	16.8	1,757	-	2,309	-	1,410	487.5
First 3 Quarters, FYE March 2022	42,600	△11.1	△1,021	-	△593	-	240	△89.6

Note: Comprehensive Income

First 3 Quarters, FYE March 2023 ¥6,821 million ( -% )  
 First 3 Quarters, FYE March 2022 ¥486 million ( -% )

	Earnings per Share	Diluted Earnings per Share
	yen	yen
First 3 Quarters, FYE March 2023	31.37	-
First 3 Quarters, FYE March 2022	5.35	-

#### (2) Consolidated Financial Position

	Total Assets	Net Assets	Shareholders' Equity Ratio
	¥ millions	¥ millions	%
First 3 Quarters, FYE March 2023	92,973	74,112	72.5
FYE March 2022	85,767	69,051	73.8

Reference: Shareholders' Equity

First 3 Quarters, FYE March 2023 ¥ 67,402 million  
 FYE March 2022 ¥ 63,321 million

## 2. Dividends

	Annual Dividend				
	First Quarter End	Second Quarter End	Third Quarter End	Year End	Total
	yen	yen	yen	yen	yen
FYE March 2022	–	18.00	–	18.00	36.00
FYE March 2023	–	19.00	–		
FYE March 2023 (forecast)				19.00	38.00

Note: Changes to most recently reported dividend forecast: None

## 3. Consolidated Earnings Forecast, Fiscal Year Ending March 2023 (April 1, 2022 to March 31, 2023)

(% = 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	65,000	13.3	800	–	1,600	–	500	–	11.12

Note: Changes to most recently reported dividend 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: None  
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 period (including treasury stock)

3Q, FYE March 2023	48,269,212 shares
FYE March 2022	48,269,212 shares

b. Treasury stock, end of period

3Q, FYE March 2023	3,303,790 shares
FYE March 2022	3,285,292 shares

c. Average outstanding shares during the period (cumulative)

3Q, FYE March 2023	44,971,546 shares
3Q, FYE March 2022	44,920,925 shares

\* These quarterly financial statements are exempt from quarterly review procedures

### \* 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.

## 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 signs of a recovery with progress on normalization of economic and social activities as COVID-19-related restrictions on movement were eased. At the same time, raw material prices rose as the conflict in Ukraine became protracted and, against a backdrop of global monetary tightening, there are concerns about the risk of an economic downturn overseas putting downward pressure on the domestic economy. As such, the future is uncertain.

Asia is where the Mandom Group conducts most of its overseas business. Although the business has been impacted by restrictions on movement imposed primarily on China in East Asia in response to a resurgence of COVID-19, overall, economic activity continues to recover in Southeast Asia as such restrictions ease.

Under these economic conditions, the Group is promoting various measures based on the Basic Management Policies of the three-year plan, positioning it as a period of reformation and challenge for achieving VISION 2027. The basic management policies are as follows:

#### Basic Management Policies

- Company-wide marketing innovation for thorough advancement and pursuit of category strategies and improvement of brand value in the midst of a new normal
- Quick completion of restructuring of the business in Indonesia and business model innovation in the Global Business
- Transformation into a company that creates new value through digitalization and open innovation
- Improvement of corporate value and usefulness centered on sustainable management

The Mandom Group recorded cumulative third quarter consolidated net sales of ¥49.772 billion (a 16.8% year-on-year increase). This was mainly due to an increase in net sales of Gatsby owing to the lifting of various restrictions associated with COVID-19 and the subsequent normalization of economic and social activities as well as an increase in the yen equivalent of net sales at overseas subsidiaries arising from the depreciation of the yen.

Operating profit came to ¥1.757 billion (compared to an operating loss of ¥1.021 billion the previous year). This was due to an increase in the gross margin and curtailment of SG&A. As a result, ordinary profit amounted to ¥2.309 billion (compared to an ordinary loss of ¥593 million the previous year). Net income attributable to owners of parent amounted to ¥1.410 billion (a 487.5% year-on-year increase).

The results of operations by segment (net sales refers to sales to external customers) are as follows:

Net sales in Japan amounted to ¥26.843 billion, which was a 6.8% year-on-year increase. This was mainly due to an increase in net sales of Gatsby owing to record heat last summer. Operating profit of ¥778 million was posted (compared to an operating loss of ¥336 million the previous year), owing to an increase in the gross margin and curtailment of SG&A.

Net sales in Indonesia came to ¥10.559 billion, representing a 30.7% year-on-year increase. This was mainly due to an increase in net sales of PIXY in the women's business and an increase in the yen equivalent of net sales resulting from depreciation of the yen. The operating loss improved to ¥335 million (compared to an operating loss of ¥842 million the previous year), owing primarily to an improvement in the cost of sales ratio.

Net sales in Overseas, Other amounted to ¥12.369 billion, representing a 31.7% year-on-year increase. This was mainly due to a recovery of net sales in Malaysia and other Southeast Asian countries. Operating profit was up 737.6% year on year to ¥1.314 billion mainly due to an increase in the gross margin.

### (2) Qualitative Information concerning Consolidated Financial Position

#### (Assets, Liabilities, and Net Assets)

Total consolidated assets at the end of the fiscal third quarter amounted to ¥92.973 billion, representing

a ¥7.206 billion increase compared to the end of the prior consolidated fiscal year. This result was mainly due to an increase in cash and deposits. Total liabilities amounted to ¥18.861 billion, representing a ¥2.145 billion increase compared to the end of the prior consolidated fiscal year. This result was mainly due to an increase in notes and accounts payable – trade. Net assets amounted to ¥74.112 billion. This was a ¥5.060 billion increase compared to the end of the prior consolidated fiscal year, owing primarily to an increase in foreign currency translation adjustments. As a result, the shareholders' equity ratio at the end of the third quarter was 72.5% (compared to 73.8% at the end of the previous year).

(Cash Flows)

Consolidated cash and cash equivalents (“cash”) for the cumulative third quarter increased by ¥2.441 billion compared to the end of the prior consolidated fiscal year to ¥18.456 billion.

The following discusses the factors that affected cash flows during the third quarter.

<Cash Flows from Operating Activities>

Net cash provided by operating activities was ¥4.064 billion (compared to ¥5.644 billion the previous year). Increasing factors mainly included income before income taxes and minority interest of ¥2.277 billion and depreciation and amortization of ¥3.729 billion, while decreasing factors mainly included a ¥1.493 billion increase in inventories.

<Cash Flows from Investing Activities>

Net cash used in investing activities was ¥1.145 billion (compared to ¥3 million the previous year). This was mainly a decrease resulting from outlays for the acquisition of tangible fixed assets of ¥949 million.

<Cash Flows from Financing Activities>

Net cash used in financing activities was ¥1.957 billion (compared to ¥5.337 billion the previous year). This was mainly a decrease resulting from dividend payments of ¥1.664 billion.

(3) Qualitative Information concerning Forecasts of Consolidated Earnings

The full-year earnings forecast for the fiscal year ending March 31, 2023 announced on May 11, 2022 has been revised based on the most recent performance trends. For details, see the “Notice of Revision to Full-Year Earnings Forecast for Fiscal Year Ending March 31, 2023” published today (February 2, 2023).