



The First Quarter Business Results Supplemental Information

(Fiscal Year Ending March 31, 2018)

April 1, 2017-June 30, 2017

Mandom Corporation

(Securities Code: 4917)





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1. Consolidated Business Results

(Unit:Mln Yen)

	1Q				
	FY2018/3	FY2017/3	Balance	Yr/Yr	Yr/Yr※
Net Sales	22,463	21,130	1,333	106.3%	107.4%
Operating Income	3,893	3,637	255	107.0%	—
Ordinary Income	4,129	3,803	326	108.6%	—
Net Income Attributable to Owners of Parent	2,633	2,482	151	106.1%	—

EPS	¥112.67	¥106.19
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※ Comparison with FY 2017/3 rate after adjustment.

2. Consolidated Net Sales

2-1. Net Sales by Region

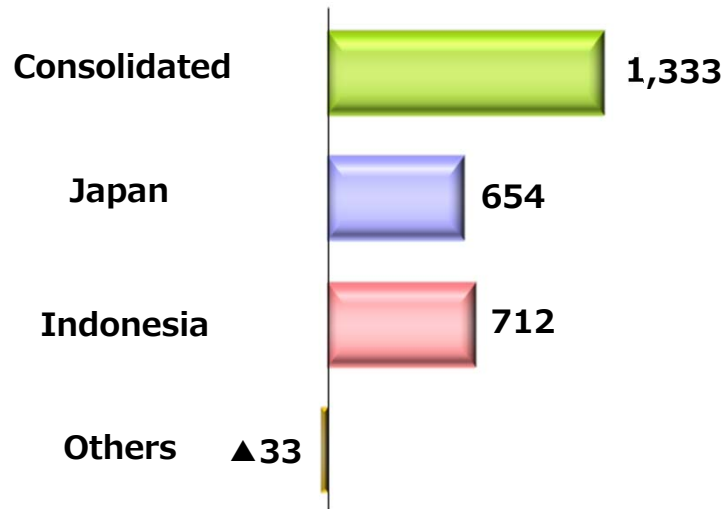
(Unit:Mln Yen)

		1Q			
		FY2018/3	FY2017/3	Balance	Yr/Yr
Net Sales		22,463	21,130	1,333	106.3%
	Japan	13,707	13,053	654	105.0%
	Indonesia	5,379	4,666	712	115.3%
	Others	3,376	3,409	▲ 33	99.0%

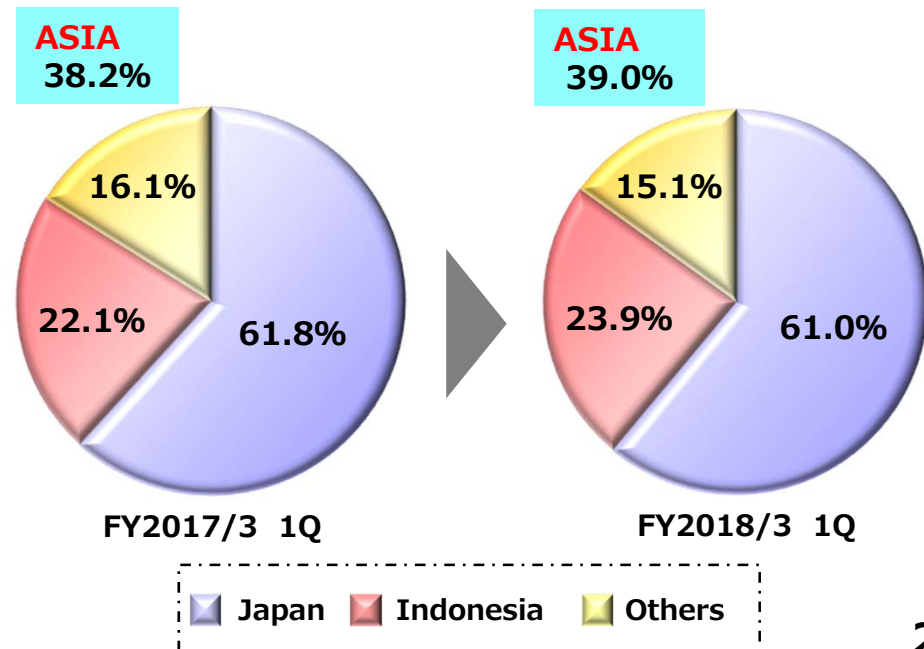
2-2. Net Sales by Region Analysis

(Year-on-Year)

(Unit:Mln Yen)



2-3. Net Sales by Region Ratio (Year-on-Year)

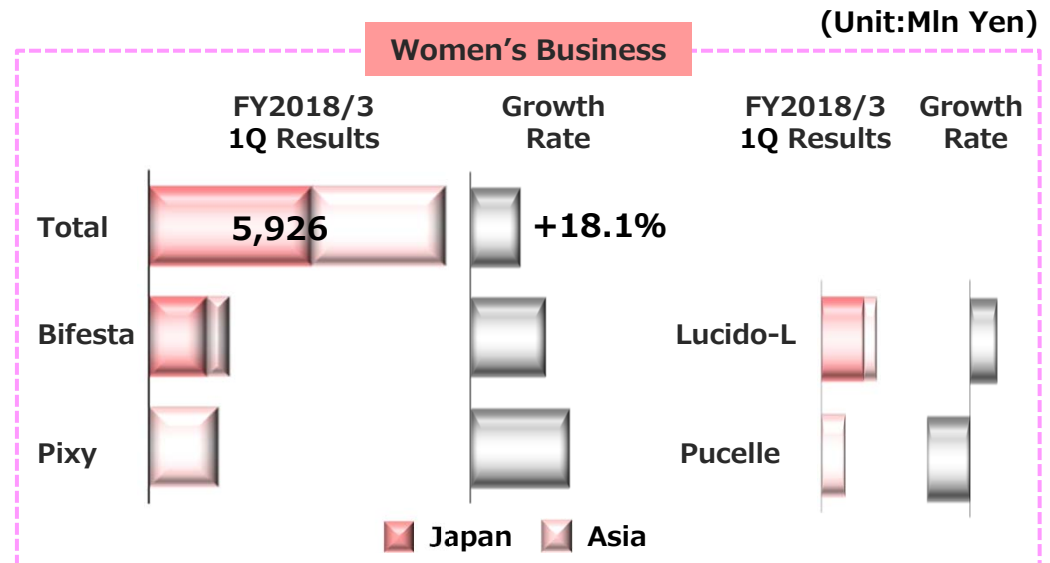
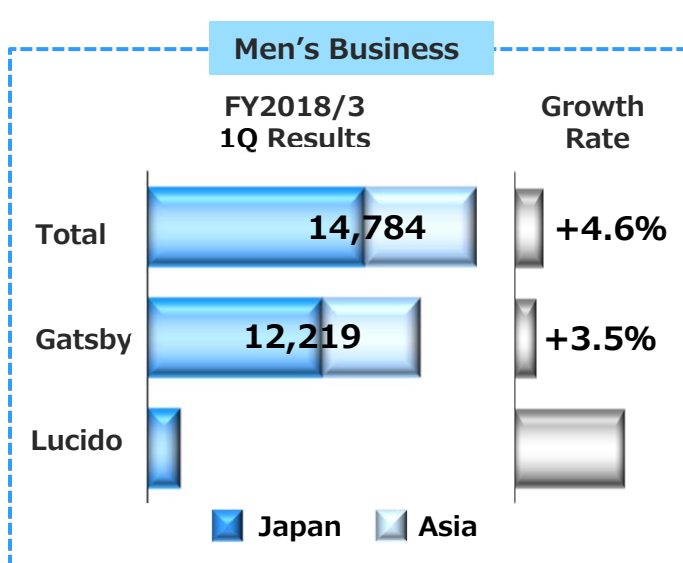


2. Consolidated Net Sales

2-4. Net Sales by Strategic Business Unit

(Unit:Mln Yen)

	1Q			
	FY2018/3	FY2017/3	Balance	Yr/Yr
Net Sales	22,463	21,130	1,333	106.3%
Men's Business	14,784	14,133	650	104.6%
Gatsby	12,219	11,807	412	103.5%
Women's Business	5,926	5,017	909	118.1%
Other Business	1,752	1,979	▲ 226	88.5%



3. Consolidated Income

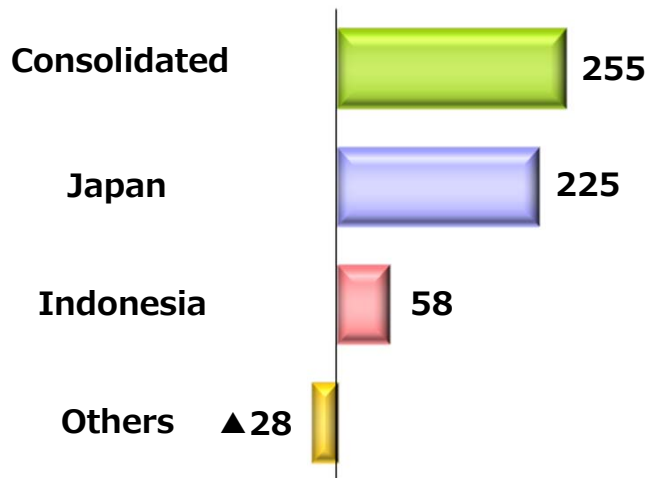
3-1. Operating Income by Region

(Unit:MIn Yen)

	1Q					
	FY2018/3		FY2017/3		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Operating Income	3,893	17.3%	3,637	17.2%	255	107.0%
Japan	2,687	19.6%	2,461	18.9%	225	109.1%
Indonesia	558	10.4%	499	10.7%	58	111.7%
Others	647	19.2%	676	19.8%	▲ 28	95.8%

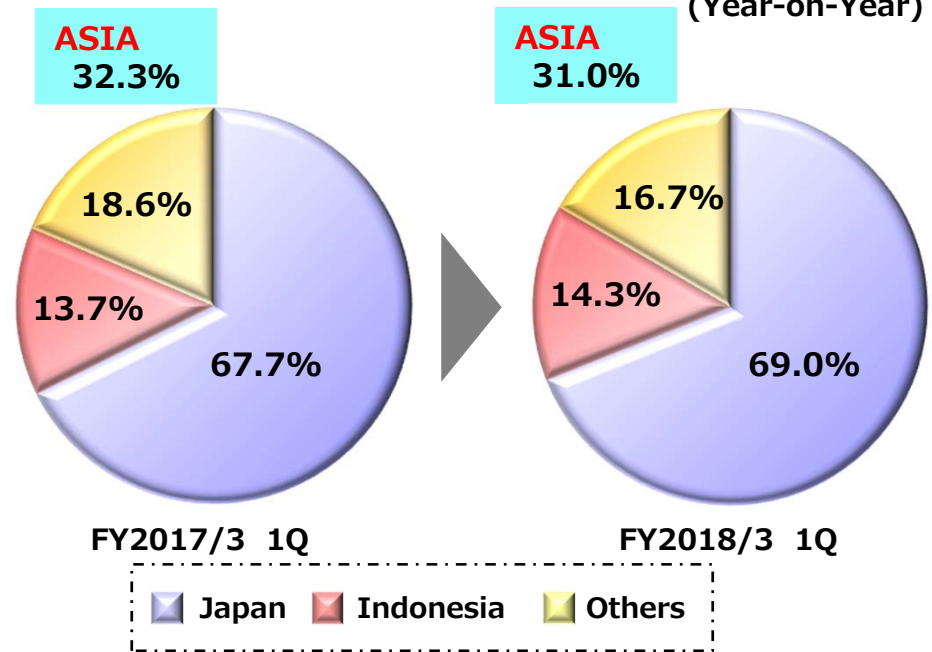
3-2. Operating Income by Region Analysis (Year-on-Year)

(Unit:MIn Yen)



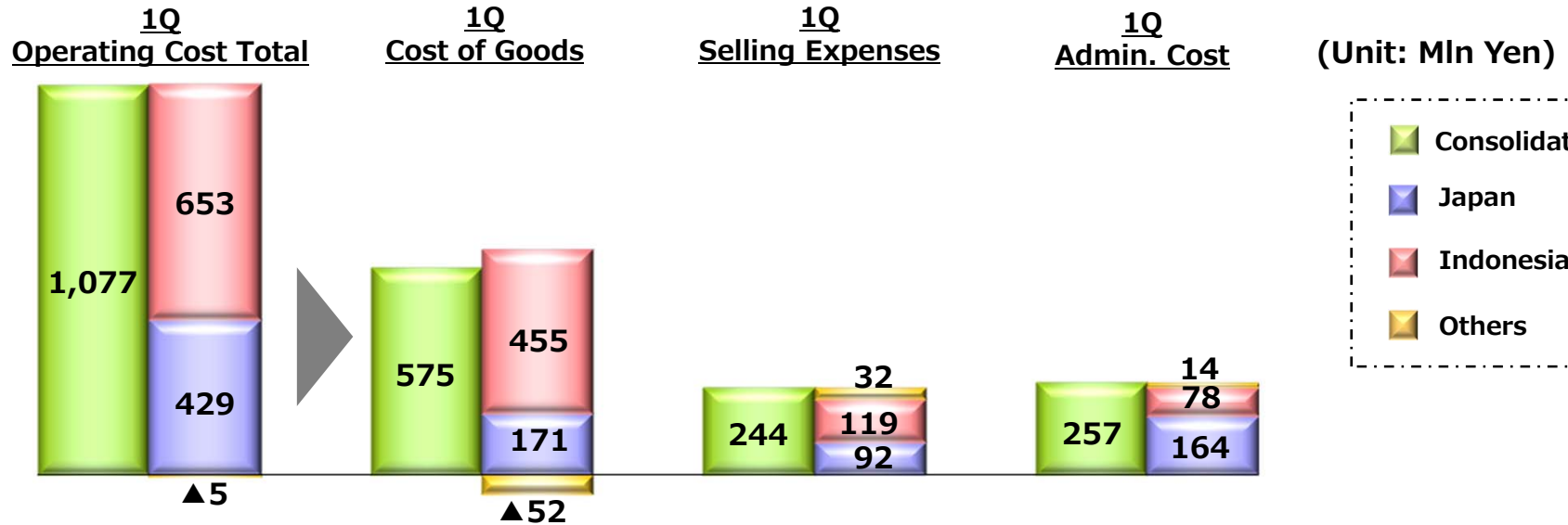
3-3. Operating Income by Region Ratio (Year-on-Year)

(Year-on-Year)

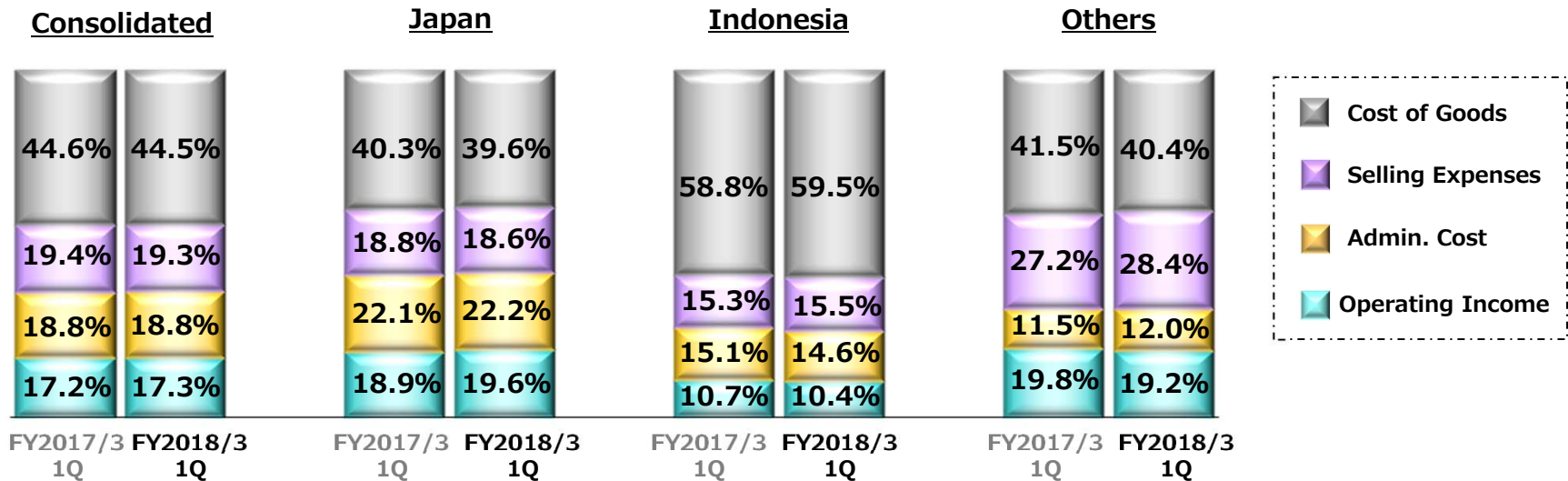


3. Consolidated Income

3-4. Operating Cost Analysis (Year-on-Year)



3-5. Operating Cost & Income (Ratio to Sales)



3. Consolidated Incomes

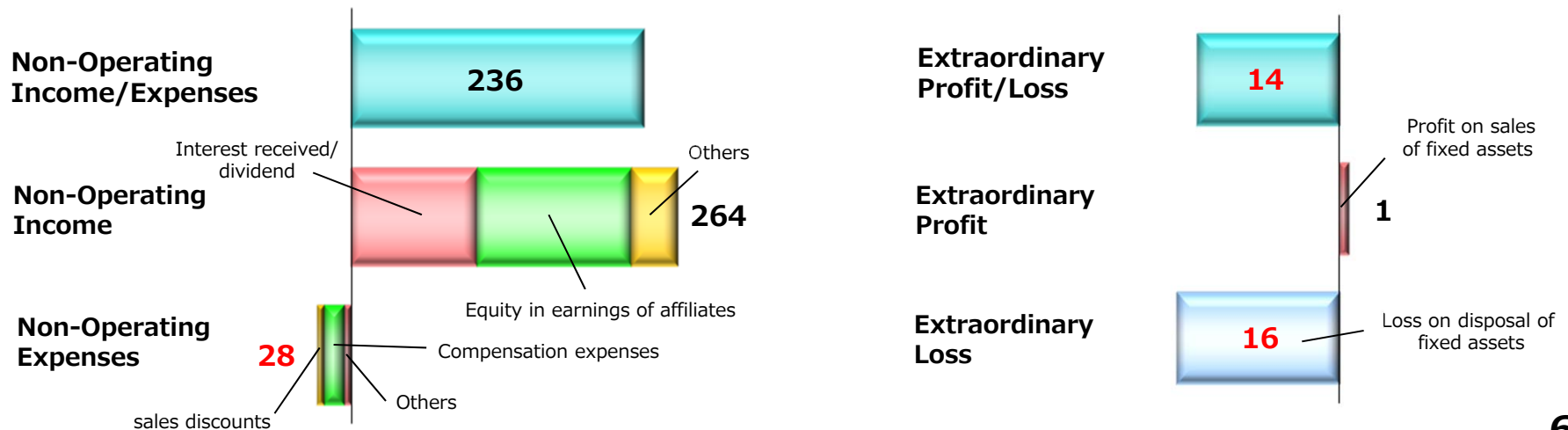
3-6. Ordinary Income and Net Income Attributable to Owners of Parent

(Unit:MIn Yen)

	1Q					
	FY2018/3		FY2017/3		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Non-operating Income/Expenses	236	1.1%	165	0.8%	70	142.7%
Ordinary Income	4,129	18.4%	3,803	18.0%	326	108.6%
Extraordinary Profit/Loss	▲ 14	▲0.1%	▲ 8	▲0.0%	▲ 6	176.0%
Income before Income Taxes and Minority Interests	4,114	18.3%	3,795	18.0%	319	108.4%
Income Taxes and Minority Interests	1,240	5.5%	1,131	5.4%	109	109.6%
Net Income	2,874	12.8%	2,663	12.6%	210	107.9%
Net Income Attributable to Non-controlling interests	240	1.1%	181	0.9%	59	132.7%
Net Income Attributable to Owners of Parent	2,633	11.7%	2,482	11.7%	151	106.1%

3-7. Non-Operating Income/Expenses & Extraordinary Profit/Loss

(Unit:MIn Yen)



The First Quarter Results of FY 2018/3 (P/L of Mandom Corporation, PT Mandom Indonesia Tbk)

Mandom Corporation

(Unit : Mln Yen)

	FY2018/3 1Q	FY2017/3 1Q	balance	Yr/Yr	Initial Outlook
Net sales	14,722	13,949	772	105.5%	51,000
Cost of Goods	6,472	6,083	389	106.4%	-
Cost Ratio	44.0%	43.6%	+0.4P	-	-
Selling, general and administrative	5,468	5,207	261	105.0%	-
Operating Income	2,780	2,659	121	104.6%	5,600
Non-operating Income/Loss	478	441	36	108.3%	-
Ordinary Income	3,258	3,101	157	105.1%	6,300
Extraordinary Profit/loss	▲ 10	▲ 5	▲ 4	179.3%	-
Net Income	2,334	2,229	105	104.7%	4,550

PT Mandom Indonesia Tbk

Local Currency

(Unit : Mln Rp.)

	FY2018/3 1Q	FY2017/3 1Q	balance	Yr/Yr
Net sales	731,353	611,574	119,778	119.6%
Cost of Goods	444,896	372,145	72,750	119.5%
Cost Ratio	60.8%	60.9%	-0.0P	-
Operating Income	97,642	76,441	21,201	127.7%
Net Income	73,047	54,782	18,265	133.3%

Yen Equivalent

(Unit : Mln Yen)

	FY2018/3 1Q	FY2017/3 1Q	balance	Yr/Yr
Net sales	6,216	5,259	956	118.2%
Cost of Goods	3,781	3,200	581	118.2%
Cost Ratio	60.8%	60.9%	-0.0P	-
Operating Income	829	657	172	126.2%
Net Income	620	471	149	131.8%

Rp.1= ¥0.0085 Rp.1= ¥0.0086

※Assumption rate FY 2018/3

Rp.1= ¥0.0083

Details of Women's Business Net Sales

(Unit:Mln Yen)

	1Q			
	FY2018/3	FY2017/3	Balance	Yr/Yr
Women's Business	5,926	5,017	909	118.1%
Women's Cosmetics Business	3,813	2,801	1,011	136.1%
Women's Cosmetry Business	2,112	2,215	▲ 102	95.4%