



# The 1<sup>st</sup> Three Quarters Business Results Supplemental Information

(Fiscal Year Ending  
March 31, 2018)

April 1, 2017-December  
31, 2017

Mandom Corporation  
(Securities Code: 4917)





## Contents

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- 1. Consolidated Business Results**
  - 2. Consolidated Net Sales**
  - 3. Consolidated Income**
- ◆ Appendix**

# 1. Consolidated Business Results

(Unit:Mln Yen)

	1Q+2Q+3Q				
	FY2018/3	FY2017/3	Balance	Yr/Yr	Yr/Yr※
Net Sales	63,294	59,432	3,861	106.5%	105.8%
Operating Income	8,591	7,813	777	110.0%	—
Ordinary Income	9,272	8,307	964	111.6%	—
Net Income Attributable to Owners of Parent	6,015	5,643	371	106.6%	—

EPS	¥128.66	¥120.70
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※ Comparison with FY 2017/3 rate after adjustment.

# 2. Consolidated Net Sales

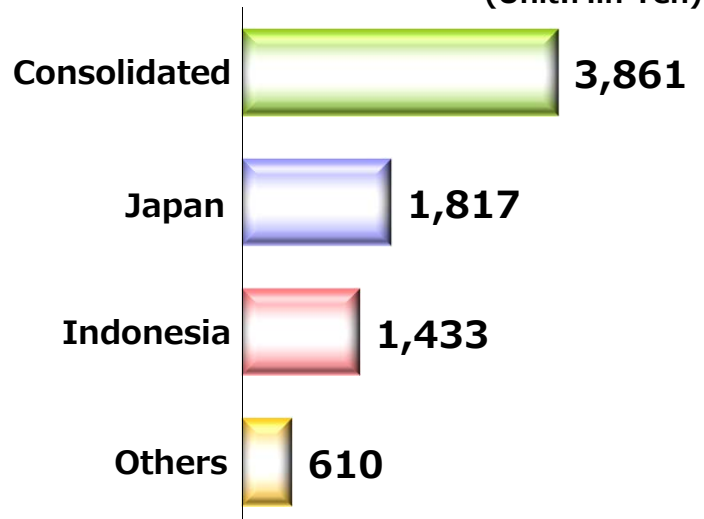
## 2-1. Net Sales by Region

(Unit:Mln Yen)

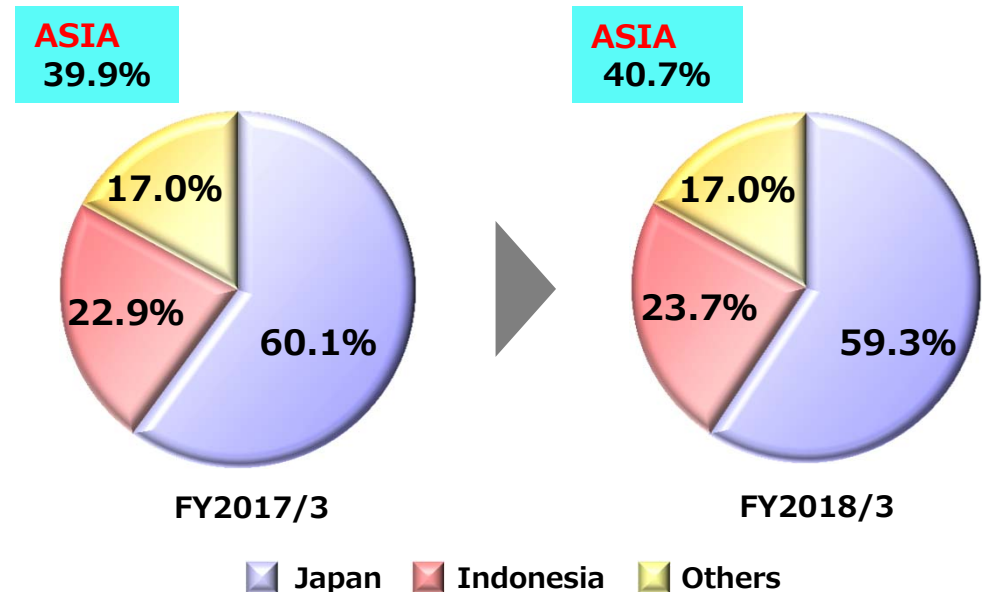
	1Q+2Q+3Q			
	FY2018/3	FY2017/3	Balance	Yr/Yr
<b>Net Sales</b>	<b>63,294</b>	<b>59,432</b>	<b>3,861</b>	<b>106.5%</b>
<b>Japan</b>	<b>37,534</b>	<b>35,716</b>	<b>1,817</b>	<b>105.1%</b>
<b>Indonesia</b>	<b>15,021</b>	<b>13,587</b>	<b>1,433</b>	<b>110.6%</b>
<b>Others</b>	<b>10,738</b>	<b>10,128</b>	<b>610</b>	<b>106.0%</b>

## 2-2. Net Sales by Region Analysis (Year-on-Year)

(Unit:Mln Yen)



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



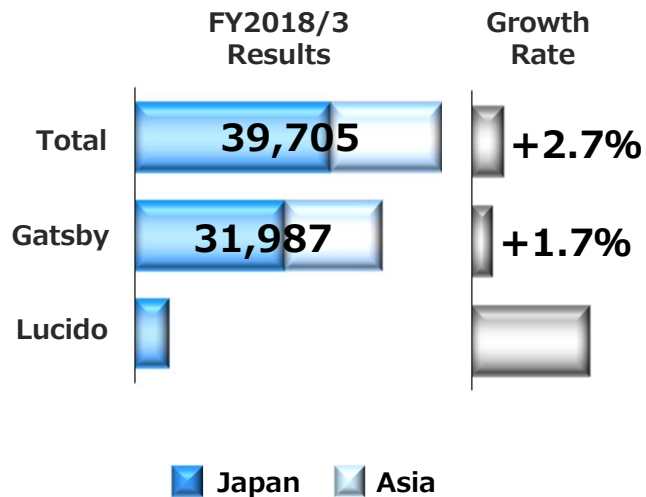
# 2. Consolidated Net Sales

## 2-4. Net Sales by Strategic Business Unit

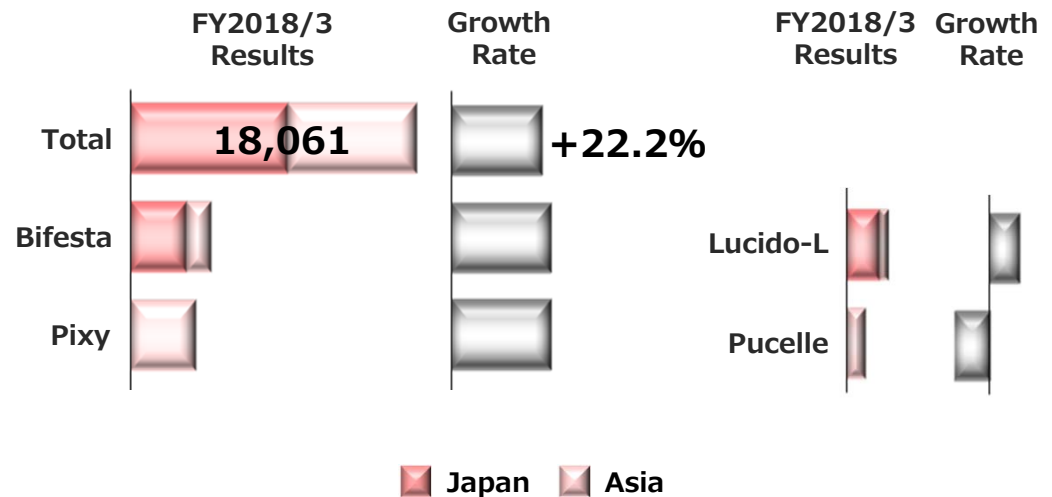
(Unit:Mln Yen)

	1Q+2Q+3Q			
	FY2018/3	FY2017/3	Balance	Yr/Yr
Net Sales	63,294	59,432	3,861	106.5%
Men's Business	39,705	38,663	1,041	102.7%
Gatsby	31,987	31,445	541	101.7%
Women's Business	18,061	14,781	3,279	122.2%
Other Business	5,527	5,987	▲ 459	92.3%

### Men's Business



### Women's Business



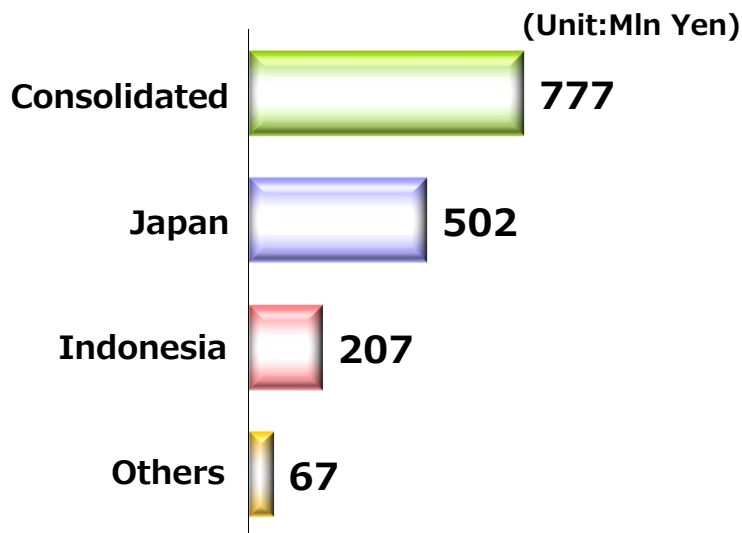
# 3. Consolidated Income

## 3-1. Operating Income by Region

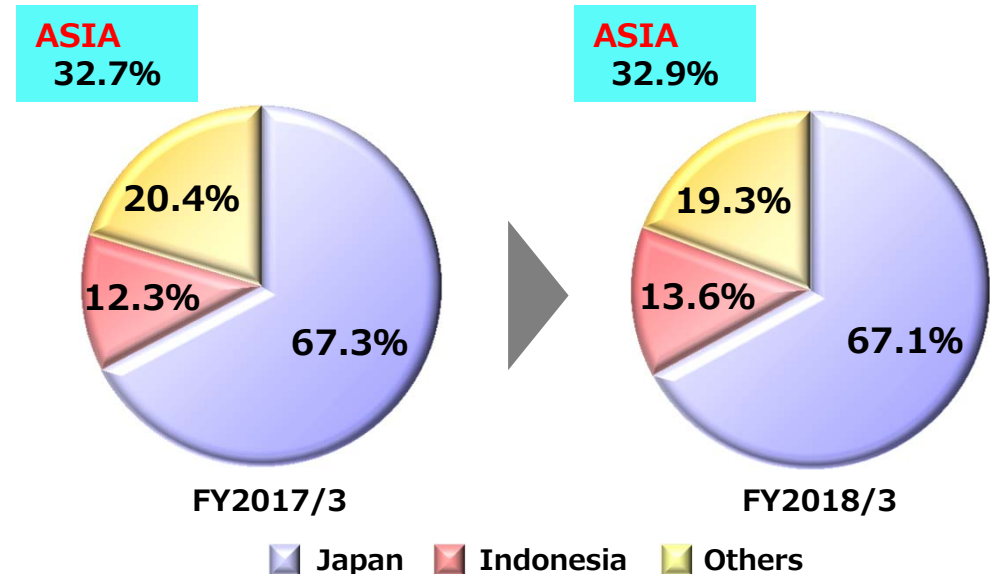
(Unit:Mln Yen)

	1Q+2Q+3Q					
	FY2018/3		FY2017/3		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Operating Income	8,591	13.6%	7,813	13.1%	777	110.0%
Japan	5,762	15.4%	5,260	14.7%	502	109.6%
Indonesia	1,168	7.8%	960	7.1%	207	121.6%
Others	1,660	15.5%	1,592	15.7%	67	104.3%

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



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



# 3. Consolidated Income

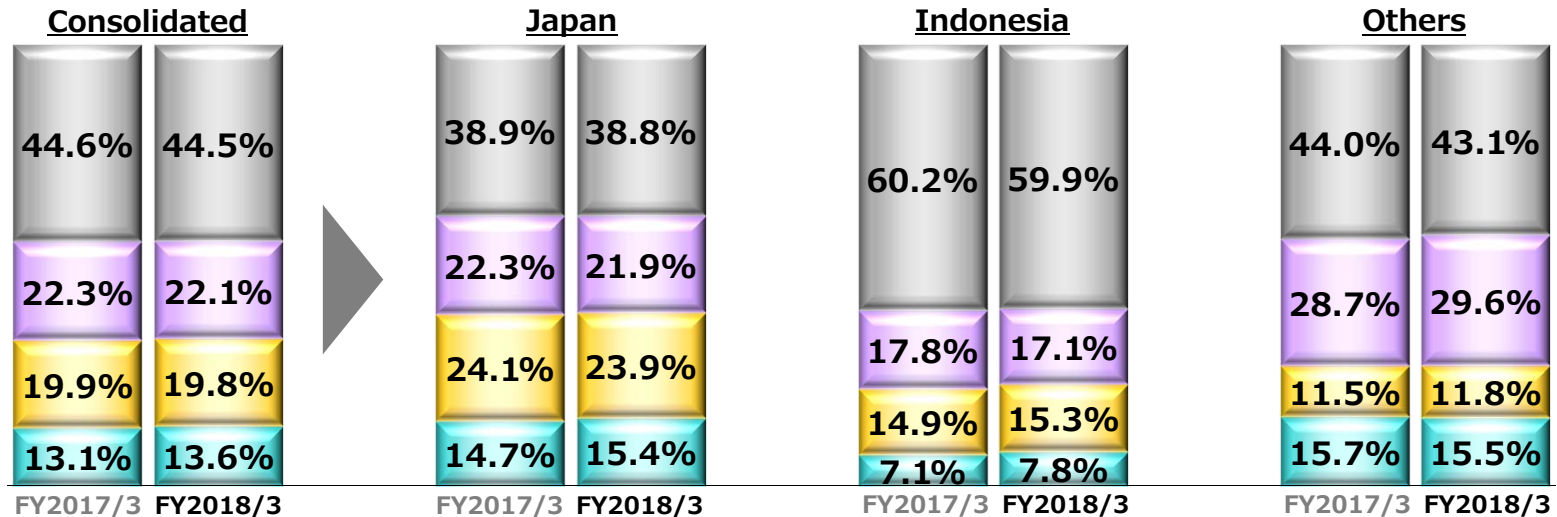
## 3-4. Operating Cost Analysis (Year-on-Year)

■ Consolidated 
 ■ Japan 
 ■ Indonesia 
 ■ Others 
 (Unit: Mln Yen)



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

■ Cost of Goods 
 ■ Selling Expenses 
 ■ Admin. Cost 
 ■ Operating Income



# 3. Consolidated Incomes

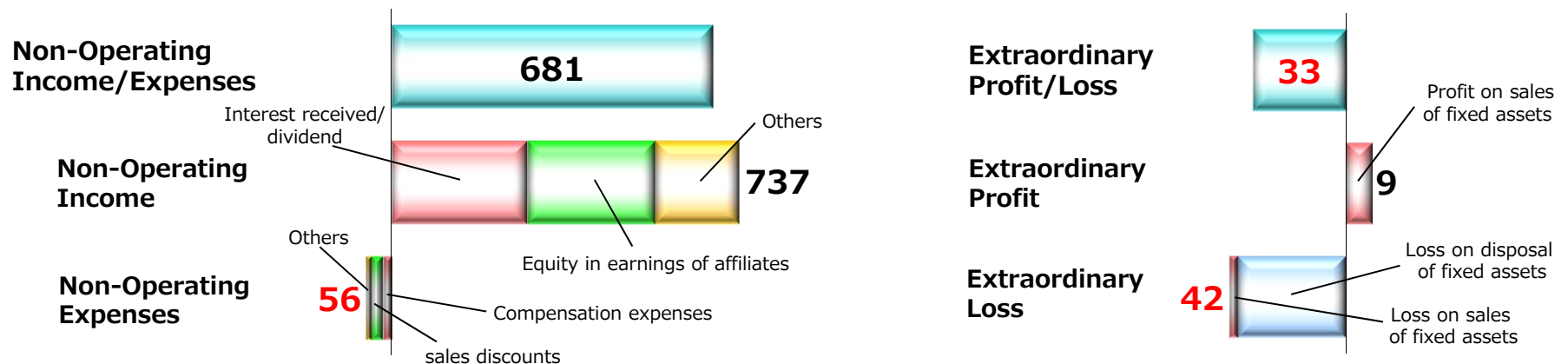
## 3-6. Ordinary Income and Net Income Attributable to Owners of Parent

(Unit:MIn Yen)

	1Q+2Q+3Q				Balance	Yr/Yr
	FY2018/3		FY2017/3			
	Result	per Sales	Result	per Sales		
Non-operating Income/Expenses	681	1.1%	493	0.8%	187	137.9%
Ordinary Income	9,272	14.6%	8,307	14.0%	964	111.6%
Extraordinary Profit/Loss	▲ 33	▲0.1%	39	0.1%	▲ 72	▲83.7%
Income before Income Taxes and Minority Interests	9,239	14.6%	8,347	14.0%	892	110.7%
Income Taxes and Minority Interests	2,685	4.2%	2,192	3.7%	493	122.5%
Net Income	6,553	10.4%	6,154	10.4%	399	106.5%
Net Income Attributable to Non-controlling interests	538	0.9%	510	0.9%	27	105.3%
Net Income Attributable to Owners of Parent	6,015	9.5%	5,643	9.5%	371	106.6%

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

(Unit:MIn Yen)





## The 1<sup>st</sup> Three Quarters Results of FY 2018/3 (P/L of Mandom Corporation, PT Mandom Indonesia Tbk)

Mandom Corporation (Unit : Mln Yen)

	FY2018/3 1Q+2Q+3Q	FY2017/3 1Q+2Q+3Q	balance	Yr/Yr	Initial Outlook
Net sales	40,358	38,256	2,101	105.5%	51,000
Cost of Goods	17,505	16,689	815	104.9%	-
Cost Ratio	43.4%	43.6%	-0.3P	-	-
Selling, general and administrative	16,868	16,192	675	104.2%	-
Operating Income	5,985	5,374	610	111.4%	5,600
Non-operating Income/Loss	585	563	22	104.0%	-
Ordinary Income	6,571	5,938	633	110.7%	6,300
Extraordinary Profit/loss	▲ 18	▲ 10	▲ 8	175.9%	-
Net Income	4,656	4,333	323	107.5%	4,550

### PT Mandom Indonesia Tbk

Local Currency (Unit : Mln Rp.)

	FY2018/3 1Q+2Q+3Q	FY2017/3 1Q+2Q+3Q	balance	Yr/Yr
Net sales	2,076,502	1,908,960	167,542	108.8%
Cost of Goods	1,298,733	1,187,887	110,846	109.3%
Cost Ratio	62.5%	62.2%	+0.3P	-
Operating Income	196,033	177,284	18,749	110.6%
Net Income	161,635	144,273	17,361	112.0%

Yen Equivalent (Unit : Mln Yen)

	FY2018/3 1Q+2Q+3Q	FY2017/3 1Q+2Q+3Q	balance	Yr/Yr
Net sales	17,442	15,653	1,789	111.4%
Cost of Goods	10,909	9,740	1,168	112.0%
Cost Ratio	62.5%	62.2%	+0.3P	-
Operating Income	1,646	1,453	192	113.3%
Net Income	1,357	1,183	174	114.8%

Rp.1= ¥ 0.0084 Rp.1= ¥ 0.0082

※Assumption rate FY 2018/3

Rp.1= ¥ 0.0083

## Details of Women's Business Net Sales

(Unit:Mln Yen)

	1Q+2Q+3Q			
	FY2018/3	FY2017/3	Balance	Yr/Yr
<b>Women's Business</b>	<b>18,061</b>	<b>14,781</b>	<b>3,279</b>	<b>122.2%</b>
<b>Women's Cosmetics Business</b>	<b>12,001</b>	<b>8,638</b>	<b>3,362</b>	<b>138.9%</b>
<b>Women's Cosmetry Business</b>	<b>6,059</b>	<b>6,143</b>	<b>▲ 83</b>	<b>98.6%</b>