



The First Quarter Business Results Supplemental Information

(Fiscal Year Ending March 31, 2020)

April 1, 2019-June 30, 2019

Mandom Corporation

(Securities Code: 4917)





Contents

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

1. Consolidated Business Results

(Unit:Mln Yen)

	1Q				
	FY2020/3	FY2019/3	Balance	Yr/Yr	Yr/Yr※
Net Sales	21,966	22,314	▲ 348	98.4%	99.5%
Operating Income	2,573	3,928	▲ 1,354	65.5%	—
Ordinary Income	2,829	4,215	▲ 1,386	67.1%	—
Net Income Attributable to Owners	1,721	2,774	▲ 1,052	62.1%	—

※ Comparison with FY 2019/3 rate after adjustment.

EPS	¥36.91	¥59.34
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2. Consolidated Net Sales

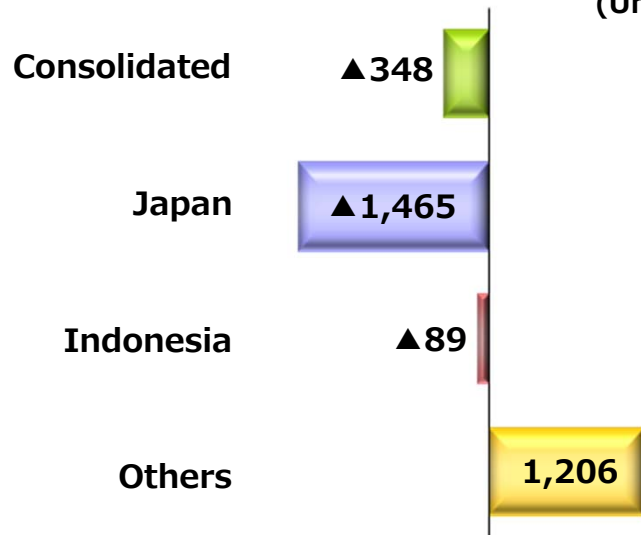
2-1. Net Sales by Region

(Unit: MIn Yen)

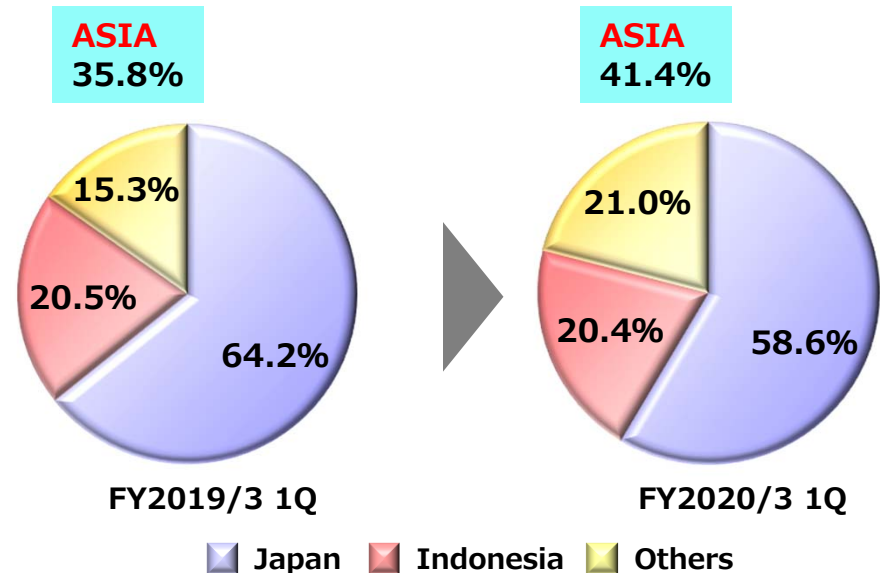
	1Q			
	FY2020/3	FY2019/3	Balance	Yr/Yr
Net Sales	21,966	22,314	▲ 348	98.4%
Japan	12,868	14,333	▲ 1,465	89.8%
Indonesia	4,489	4,579	▲ 89	98.0%
Others	4,608	3,401	1,206	135.5%

2-2. Net Sales by Region Analysis

(Year-on-Year)
(Unit: MIn Yen)



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



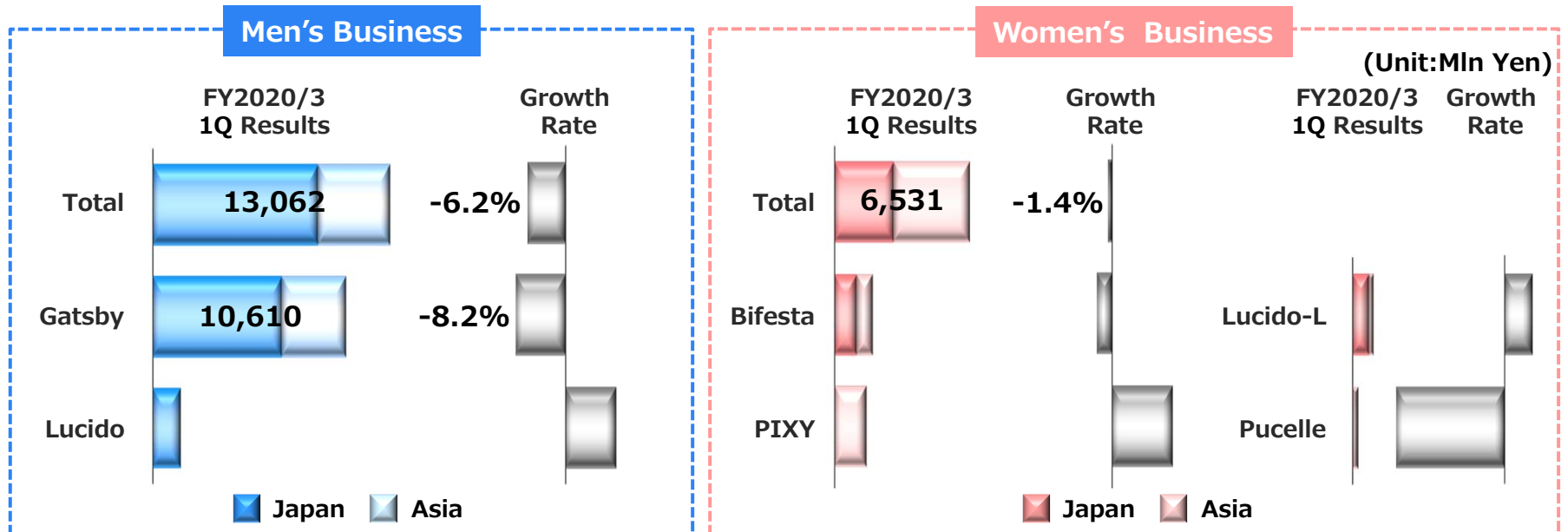
2. Consolidated Net Sales

2-4. Net Sales by Strategic Business Unit

(Unit:Mln Yen)

	1Q			
	FY2020/3	FY2019/3	Balance	Yr/Yr
Net Sales	21,966	22,314	▲ 348	98.4%
Men's Business	13,062	13,929	▲ 867	93.8%
Gatsby	10,610	11,559	▲ 949	91.8%
Women's Business	6,531	6,624	▲ 92	98.6%
Other Business	2,373	1,761	612	134.8%

※breakdown :Women's Cosmetics 4,352 Mln Yen (Yr/Yr 98.3%) /Women's Cosmetry 2,178 Mln Yen (Yr/Yr 99.3%)



3. Consolidated Income

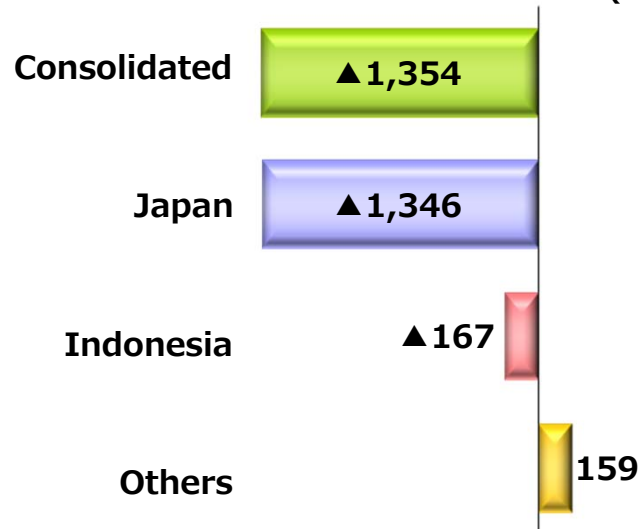
3-1. Operating Income by Region

(Unit:Mln Yen)

	1Q					
	FY2020/3		FY2019/3		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Operating Income	2,573	11.7%	3,928	17.6%	▲ 1,354	65.5%
Japan	1,239	9.6%	2,586	18.0%	▲ 1,346	47.9%
Indonesia	366	8.2%	534	11.7%	▲ 167	68.6%
Others	968	21.0%	808	23.8%	159	119.8%

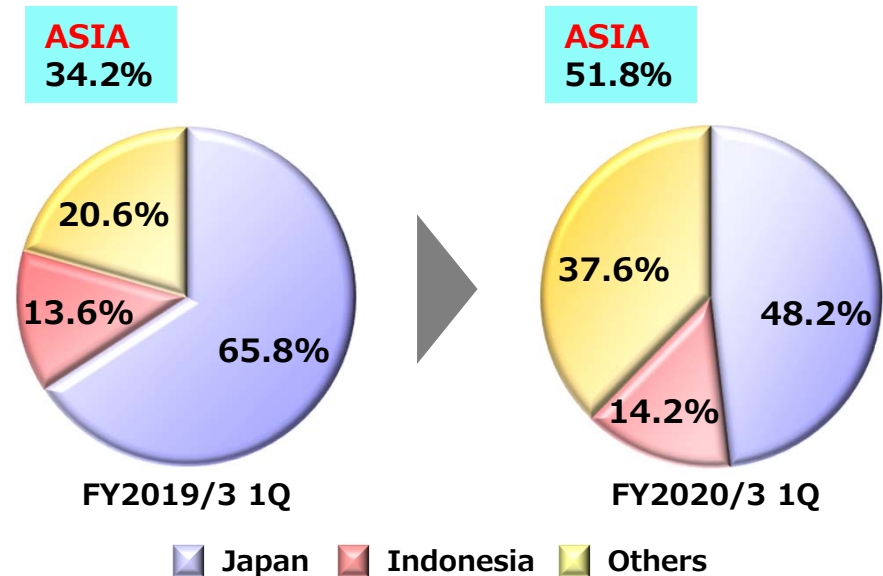
3-2. Operating Income by Region Analysis (Year-on-Year)

(Unit:Mln Yen)



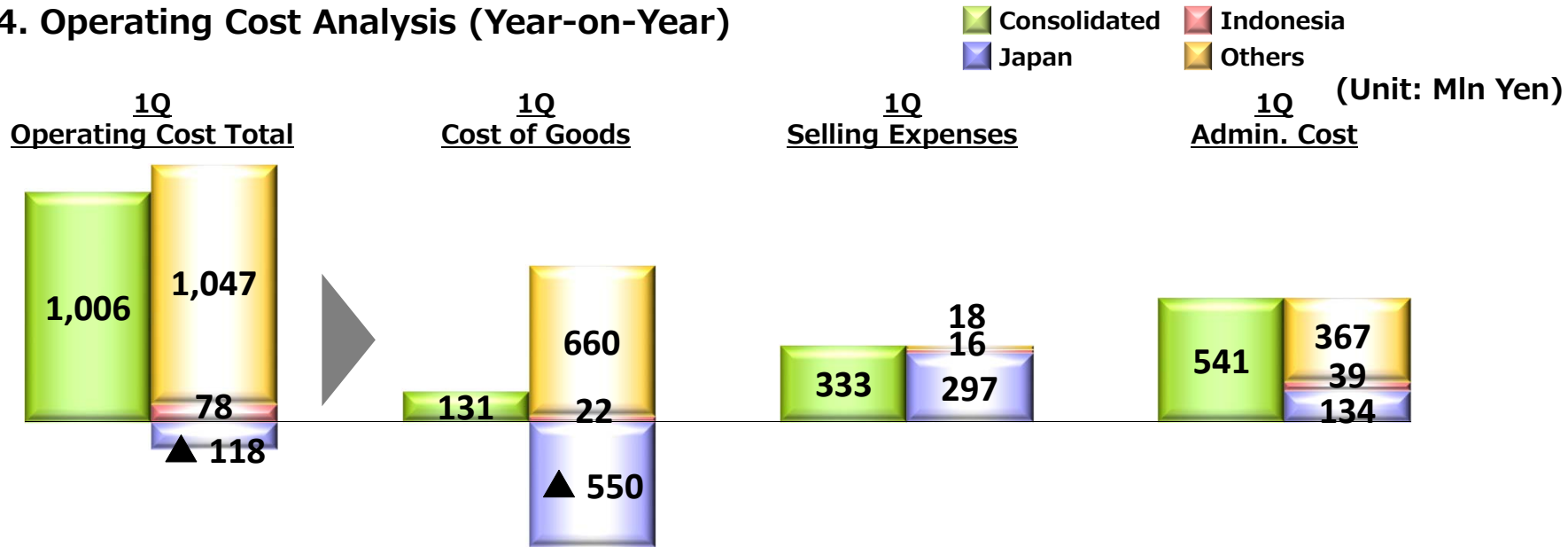
3-3. Operating Income by Region Ratio (Year-on-Year)

(Year-on-Year)

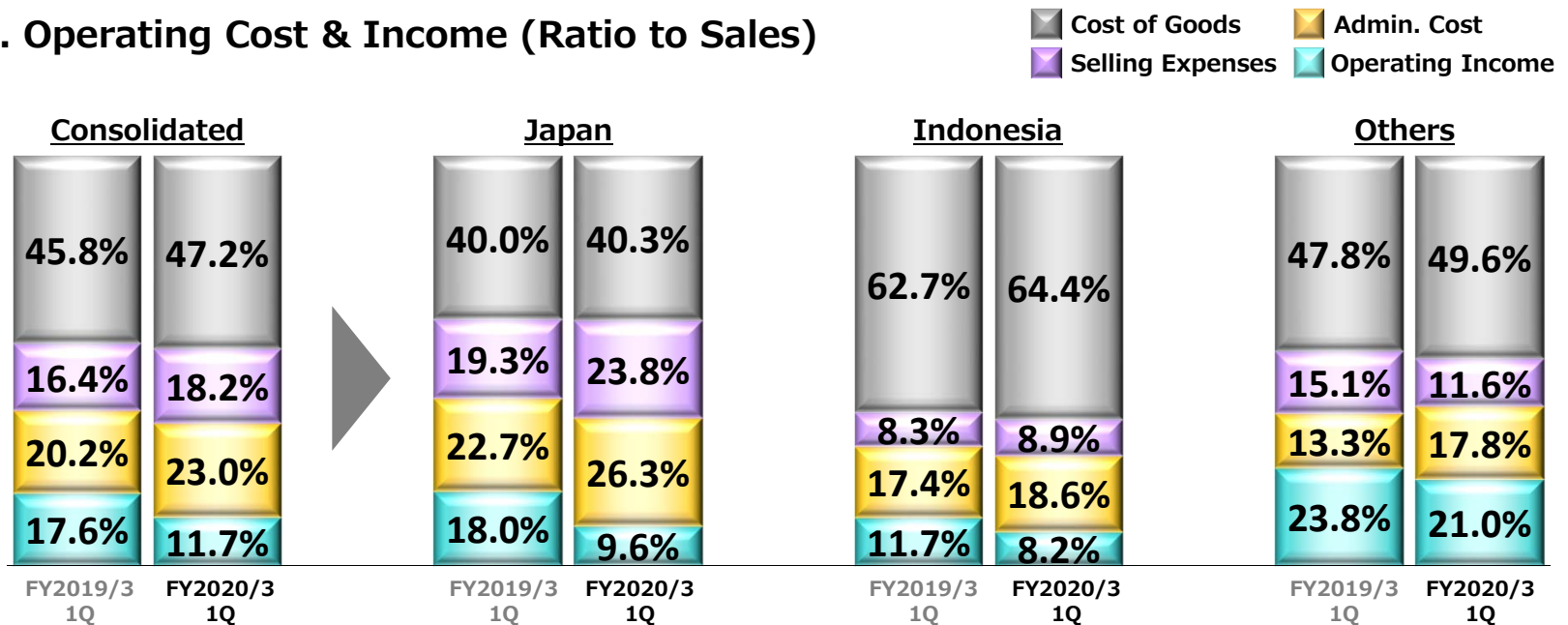


3. Consolidated Income

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



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



3. Consolidated Incomes

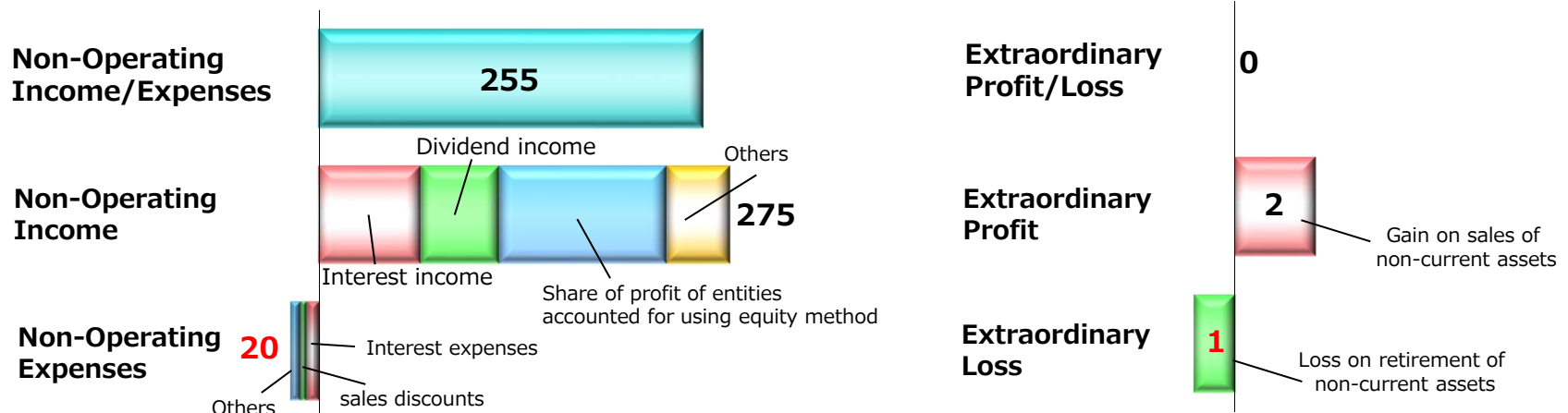
3-6. Ordinary Income and Net Income Attributable to Owners of Parent

(Unit:Mln Yen)

	1Q					
	FY2020/3		FY2019/3		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Non-operating Income/Expenses	255	1.2%	286	1.3%	▲ 31	89.1%
Ordinary Income	2,829	12.9%	4,215	18.9%	▲ 1,386	67.1%
Extraordinary Profit/Loss	0	0.0%	▲ 10	▲0.0%	11	▲9.7%
Income before Income Taxes and Minority Interests	2,830	12.9%	4,205	18.8%	▲ 1,375	67.3%
Income Taxes and Minority Interests	911	4.1%	1,212	5.4%	▲ 300	75.2%
Net Income	1,919	8.7%	2,993	13.4%	▲ 1,074	64.1%
Net Income Attributable to Non-controlling interests	197	0.9%	218	1.0%	▲ 21	90.2%
Net Income Attributable to Owners of Parent	1,721	7.8%	2,774	12.4%	▲ 1,052	62.1%

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

(Unit:Mln Yen)



◆ Appendix

The First Quarter Results of FY 2020/3(P/L of Mandom Corporation, PT Mandom Indonesia Tbk)

Mandom Corporation

(Unit : Mln Yen)

	FY2020/3 1Q	FY2019/3 1Q	balance	Yr/Yr	Initial Outlook
Net sales	14,021	15,437	▲ 1,415	90.8%	53,300
Cost of Goods	6,384	6,827	▲ 443	93.5%	–
Cost Ratio	45.5%	44.2%	+1.3P	–	–
Selling, general and administrative	6,339	5,904	434	107.4%	–
Operating Income	1,297	2,704	▲ 1,407	48.0%	5,320
Non-operating Income/Loss	484	480	4	100.9%	–
Ordinary Income	1,781	3,184	▲ 1,403	55.9%	6,100
Extraordinary Profit/loss	▲ 1	▲ 9	7	15.1%	–
Net Income	1,289	2,279	▲ 990	56.5%	4,390

PT Mandom Indonesia Tbk

Local Currency

(Unit : Mln Rp.)

	FY2020/3 1Q	FY2019/3 1Q	balance	Yr/Yr
Net sales	722,789	681,156	41,632	106.1%
Cost of Goods	461,728	413,871	47,857	111.6%
Cost Ratio	63.9%	60.8%	+3.1P	–
Operating Income	89,861	84,356	5,504	106.5%
Net Income	71,480	68,102	3,378	105.0%

Yen Equivalent

(Unit : Mln Yen)

	FY2020/3 1Q	FY2019/3 1Q	balance	Yr/Yr
Net sales	5,637	5,449	188	103.5%
Cost of Goods	3,601	3,310	290	108.8%
Cost Ratio	63.9%	60.8%	+3.1P	–
Operating Income	700	674	26	103.9%
Net Income	557	544	12	102.3%

Rp.1= ¥0.0078 Rp.1= ¥0.008

※Assumption rate FY 2020/3 Rp.1= ¥0.0077

Regarding Forward-Looking Statements

This document contains forward-looking statements concerning Mandom's current plans, strategies, beliefs and performance. These forward-looking statements include statements other than those based on historical fact and represent the assumptions and beliefs of management based on information currently available. Mandom therefore wishes to caution readers that actual results may differ materially from expectations, and that forward-looking statements are subject to a number of foreseen and unforeseen risks and uncertainties. All amounts have been rounded to the nearest whole unit.