



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

(Fiscal Year Ending March 31,2020)

April 1,2019-December 31,2019

**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+2Q+3Q				
	FY2020/3	FY2019/3	Balance	Yr/Yr	Yr/Yr※
Net Sales	62,724	61,086	1,637	102.7%	103.8%
Operating Income	5,776	7,901	▲ 2,125	73.1%	—
Ordinary Income	6,404	8,730	▲ 2,326	73.4%	—
Net Income Attributable to Owners of Parent	4,094	5,811	▲ 1,716	70.5%	—

※ Comparison with FY 2019/3 rate after adjustment.

EPS	¥89.56	¥124.25
-----	--------	---------

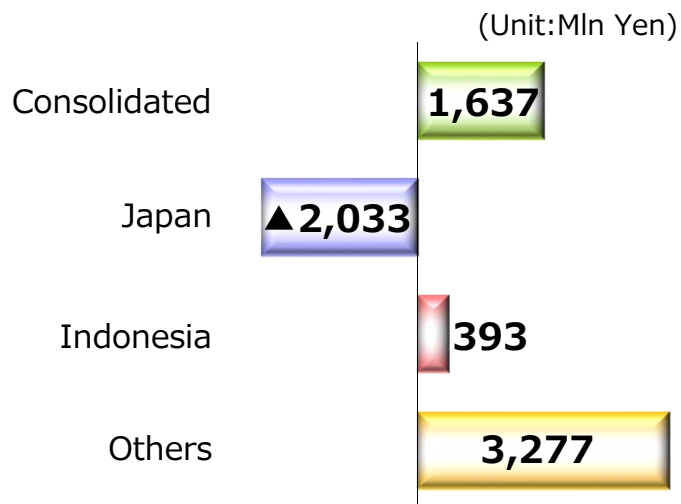
# 2. Consolidated Net Sales

## 2-1. Net Sales by Region

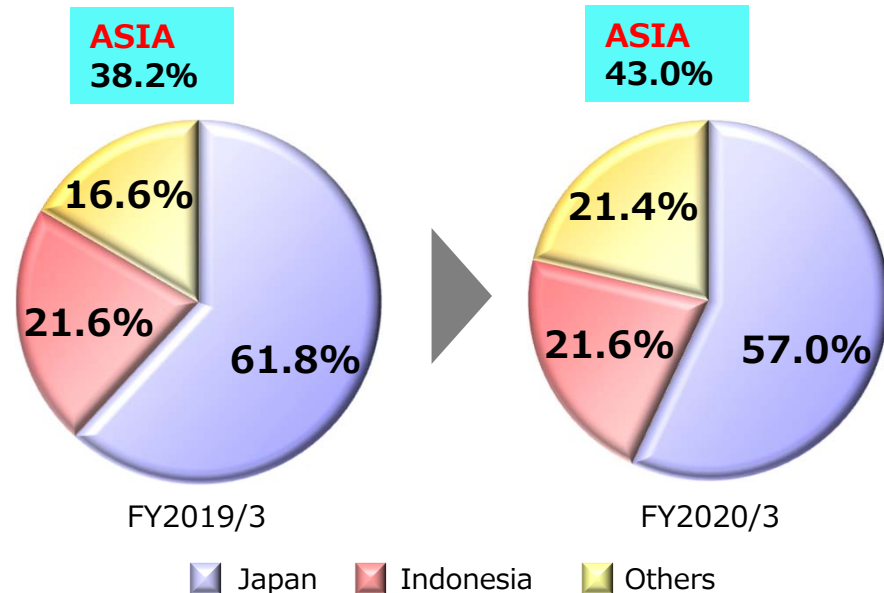
(Unit:Mln Yen)

	1Q+2Q+3Q			
	FY2020/3	FY2019/3	Balance	Yr/Yr
Net Sales	62,724	61,086	1,637	102.7%
Japan	35,737	37,771	▲ 2,033	94.6%
Indonesia	13,580	13,187	393	103.0%
Others	13,405	10,128	3,277	132.4%

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



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



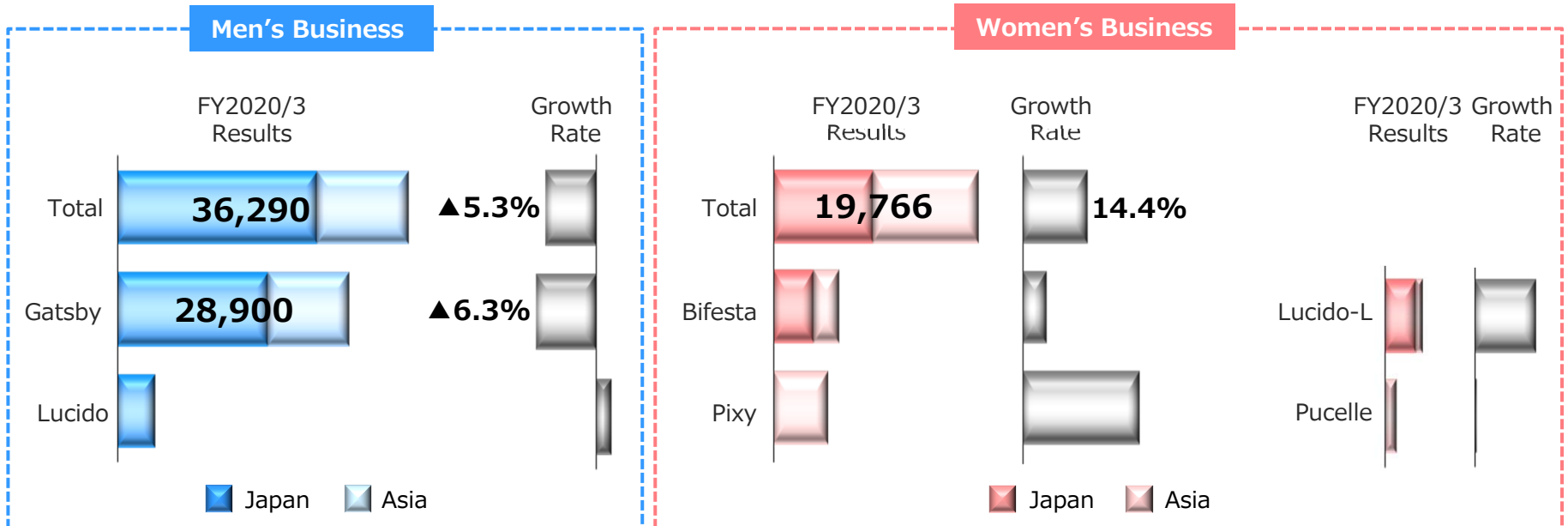
# 2. Consolidated Net Sales

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

(Unit:Mln Yen)

	1Q+2Q+3Q			
	FY2020/3	FY2019/3	Balance	Yr/Yr
Net Sales	62,724	61,086	1,637	102.7%
Men's Business	36,290	38,340	▲ 2,049	94.7%
Gatsby	28,900	30,857	▲ 1,956	93.7%
Women's Business	19,766	17,273	2,492	114.4%
Other Business	6,667	5,472	1,194	121.8%

※breakdown :Women's Cosmetics 13,279 Mln Yen (Yr/Yr 117.9%) /Women's Cosmetry 6,486 Mln Yen (Yr/Yr 107.8%)



# 3. Consolidated Income

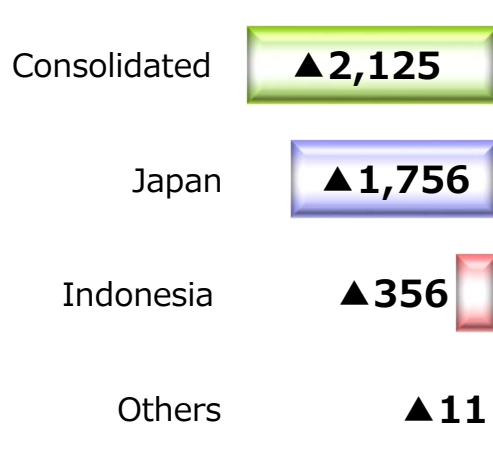
## 3-1. Operating Income by Region

(Unit:Mln Yen)

	1Q+2Q+3Q					
	FY2020/3		FY2019/3		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Operating Income	5,776	9.2%	7,901	12.9%	▲ 2,125	73.1%
Japan	3,340	9.3%	5,097	13.5%	▲ 1,756	65.5%
Indonesia	537	4.0%	894	6.8%	▲ 356	60.1%
Others	1,897	14.2%	1,909	18.9%	▲ 11	99.4%

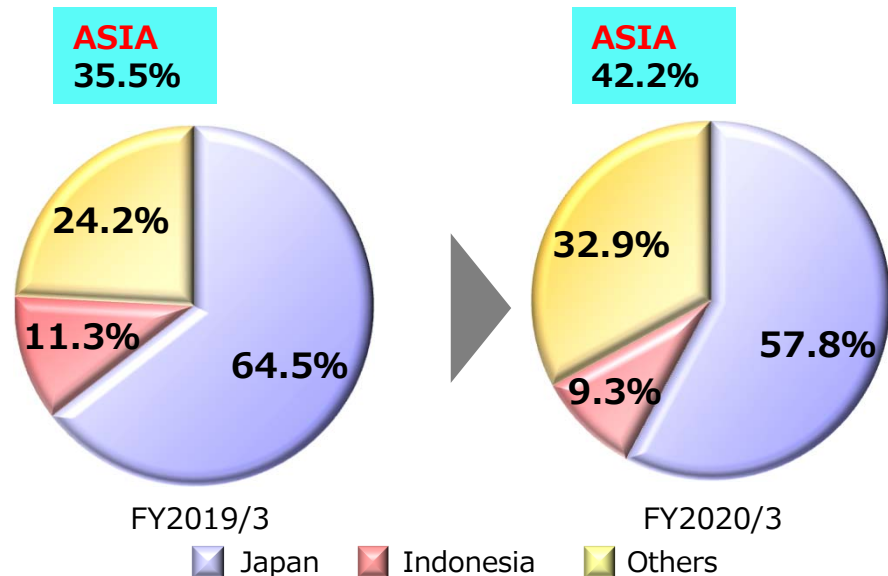
## 3-2. Operating Income by Region Analysis (Year-on-Year)

(Unit:Mln Yen)



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

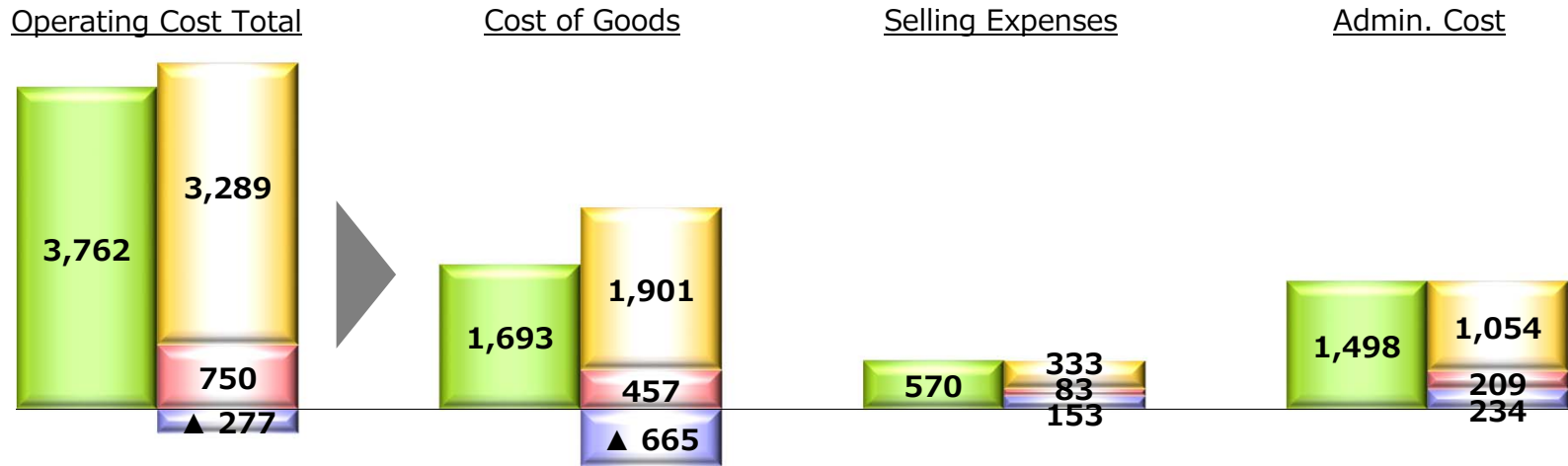
(Year-on-Year)



# 3. Consolidated Income

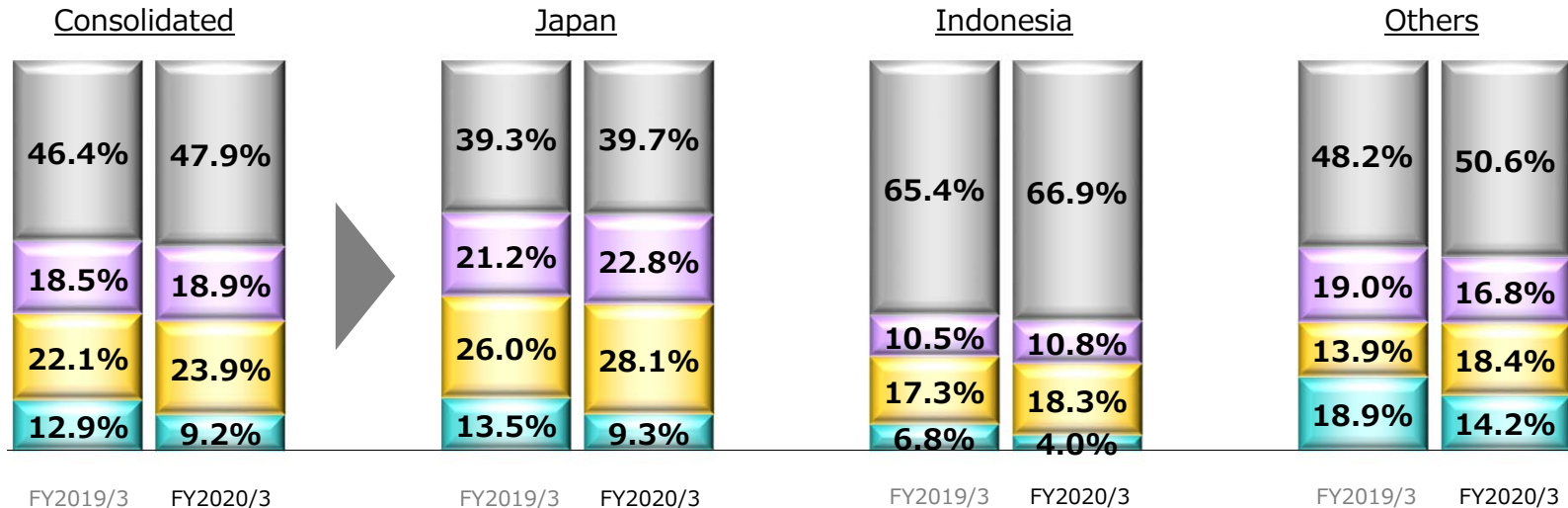
## 3-4. Operating Cost Analysis (Year-on-Year)

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



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

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



# 3. Consolidated Incomes

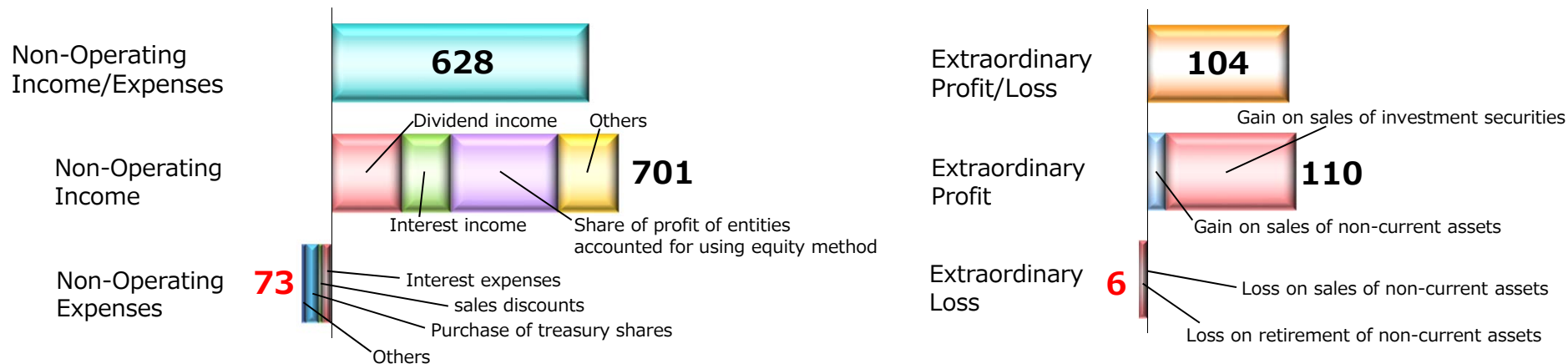
## 3-6. Ordinary Income and Net Income Attributable to Owners of Parent

(Unit:MIn Yen)

	1Q+2Q+3Q					
	FY2020/3		FY2019/3		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Non-operating Income/Expenses	628	1.0%	829	1.4%	▲ 201	75.7%
Ordinary Income	6,404	10.2%	8,730	14.3%	▲ 2,326	73.4%
Extraordinary Profit/Loss	104	0.2%	▲ 30	▲0.1%	135	▲337.3%
Income before Income Taxes and Minority Interests	6,508	10.4%	8,699	14.2%	▲ 2,191	74.8%
Income Taxes and Minority Interests	2,112	3.4%	2,423	4.0%	▲ 310	87.2%
Net Income	4,395	7.0%	6,276	10.3%	▲ 1,880	70.0%
Net Income Attributable to Non-controlling interests	301	0.5%	465	0.8%	▲ 163	64.8%
Net Income Attributable to Owners of Parent	4,094	6.5%	5,811	9.5%	▲ 1,716	70.5%

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

(Unit:MIn Yen)





# ◆ Appendix

## The 1<sup>st</sup> Three Quarters Results of FY 2020/3

(P/L of Mandom Corporation, PT Mandom Indonesia Tbk)

### Mandom Corporation

(Unit : Mln Yen)

	FY2020/3 1Q+2Q+3Q	FY2019/3 1Q+2Q+3Q	balance	Yr/Yr	Revised Outlook
Net sales	38,809	40,796	▲ 1,986	95.1%	50,000
Cost of Goods	17,431	17,958	▲ 527	97.1%	–
Cost Ratio	44.9%	44.0%	+0.9P	–	–
Selling, general and administrative	17,880	17,483	397	102.3%	–
Operating Income	3,498	5,355	▲ 1,856	65.3%	5,320
Non-operating Income/Loss	567	590	▲ 22	96.1%	–
Ordinary Income	4,065	5,945	▲ 1,879	68.4%	3,700
Extraordinary Profit/loss	90	▲ 30	120	-300.4%	–
Net Income	3,039	4,264	▲ 1,224	71.3%	2,800

### PT Mandom Indonesia Tbk

Local Currency

(Unit : Mln Rp.)

	FY2020/3 1Q+2Q+3Q	FY2019/3 1Q+2Q+3Q	balance	Yr/Yr
Net sales	2,166,886	2,048,794	118,091	105.8%
Cost of Goods	1,445,928	1,364,214	81,713	106.0%
Cost Ratio	66.7%	66.6%	+0.1P	–
Operating Income	164,455	173,629	▲ 9,173	94.7%
Net Income	134,339	150,326	▲ 15,987	89.4%

Yen Equivalent

(Unit : Mln Yen)

	FY2020/3 1Q+2Q+3Q	FY2019/3 1Q+2Q+3Q	balance	Yr/Yr
Net sales	16,685	15,980	704	104.4%
Cost of Goods	11,133	10,640	492	104.6%
Cost Ratio	66.7%	66.6%	+0.1P	–
Operating Income	1,266	1,354	▲ 87	93.5%
Net Income	1,034	1,172	▲ 138	88.2%

Rp. 1 = ¥ 0.0077 Rp. 1 = ¥ 0.0078

※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.