



The First Quarter Business Results Supplemental Information

(Fiscal Year Ending March 31,2021)

April 1,2020-June 30,2020

Mandom Corporation

(Securities Code: 4917)





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1. Consolidated Business Results

(Millions of yen)

	1Q				
	FYE 2021/MAR	FYE 2020/MAR	Balance	Yr/Yr	Yr/Yr※
Net Sales	17,400	21,966	▲ 4,566	79.2%	80.1%
Operating Income	1,109	2,573	▲ 1,463	43.1%	—
Ordinary Income	1,404	2,829	▲ 1,424	49.6%	—
Net Income Attributable to Owners of Parent	897	1,721	▲ 824	52.1%	—

※ Comparison with FYE 2020/MAR rate after adjustment.

EPS	¥19.99	¥36.91
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2. Consolidated Net Sales

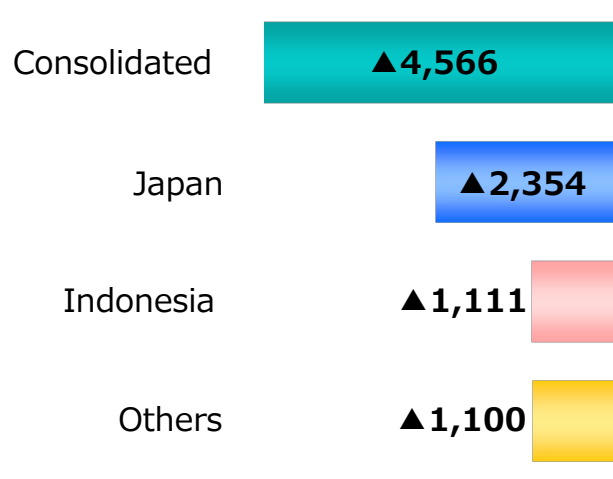
2-1. Net Sales by Region

(Millions of yen)

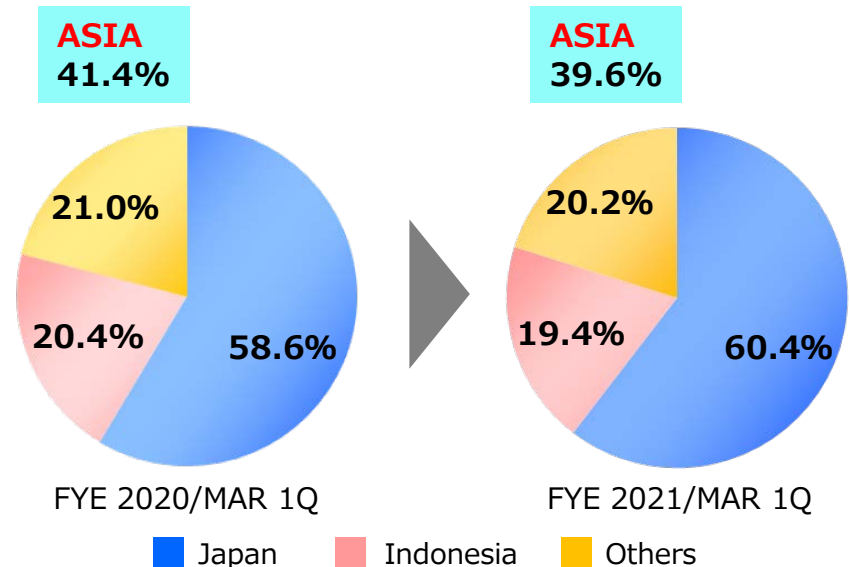
	1Q			
	FYE 2021/MAR	FYE 2020/MAR	Balance	Yr/Yr
Net Sales	17,400	21,966	▲ 4,566	79.2%
Japan	10,513	12,868	▲ 2,354	81.7%
Indonesia	3,378	4,489	▲ 1,111	75.2%
Others	3,507	4,608	▲ 1,100	76.1%

2-2. Net Sales by Region Analysis

(Year-on-Year)
(Millions of yen)



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



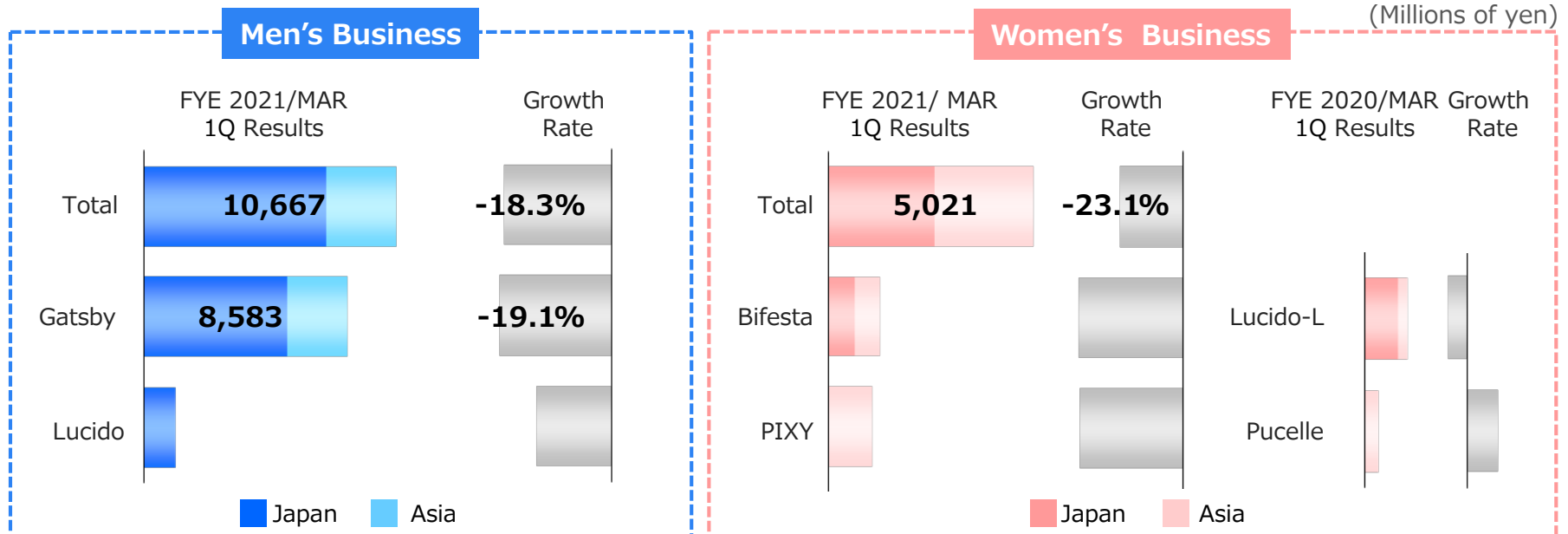
2. Consolidated Net Sales

2-4. Net Sales by Strategic Business Unit

(Millions of yen)

	1Q			
	FYE 2021/MAR	FYE 2020/MAR	Balance	Yr/Yr
Net Sales	17,400	21,966	▲ 4,566	79.2%
Men's Business	10,667	13,062	▲ 2,395	81.7%
Gatsby	8,583	10,610	▲ 2,026	80.9%
Women's Business	5,021	6,531	▲ 1,510	76.9%
Other Business	1,711	2,373	▲ 661	72.1%

※breakdown :Women's Cosmetics 2,745 Millions of yen (Yr/Yr 63.1%) / Women's Cosmetry 2,275 Millions of yen (Yr/Yr 104.5%)



3. Consolidated Income

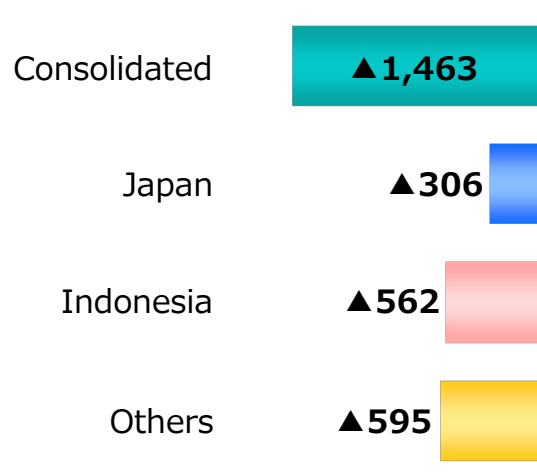
3-1. Operating Income by Region

(Millions of yen)

	1Q					
	FYE 2021/MAR		FYE 2020/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Operating Income	1,109	6.4%	2,573	11.7%	▲ 1,463	43.1%
Japan	933	8.9%	1,239	9.6%	▲ 306	75.3%
Indonesia	▲ 196	▲ 5.8%	366	8.2%	▲ 562	▲ 53.5%
Others	372	10.6%	968	21.0%	▲ 595	38.5%

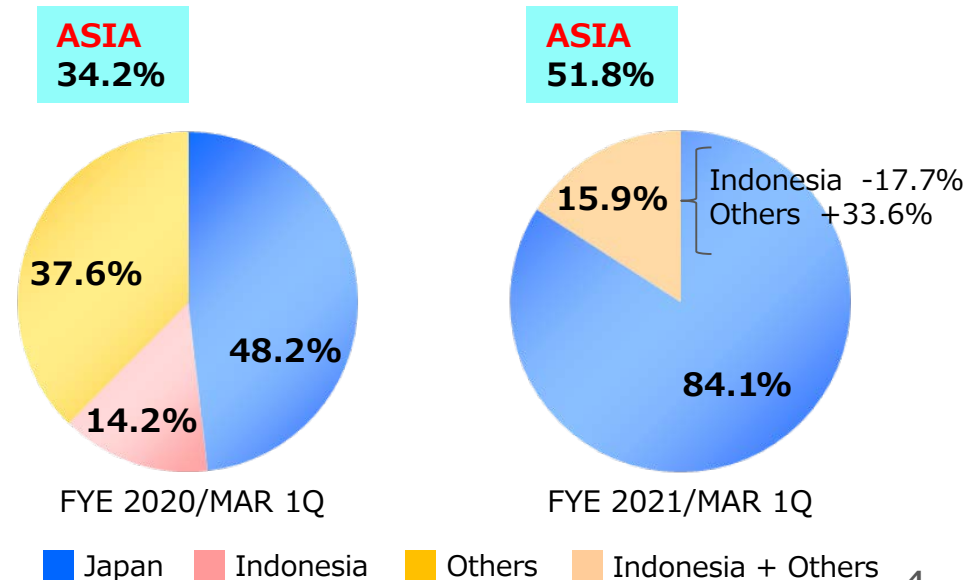
3-2. Operating Income by Region Analysis (Year-on-Year)

(Millions of yen)



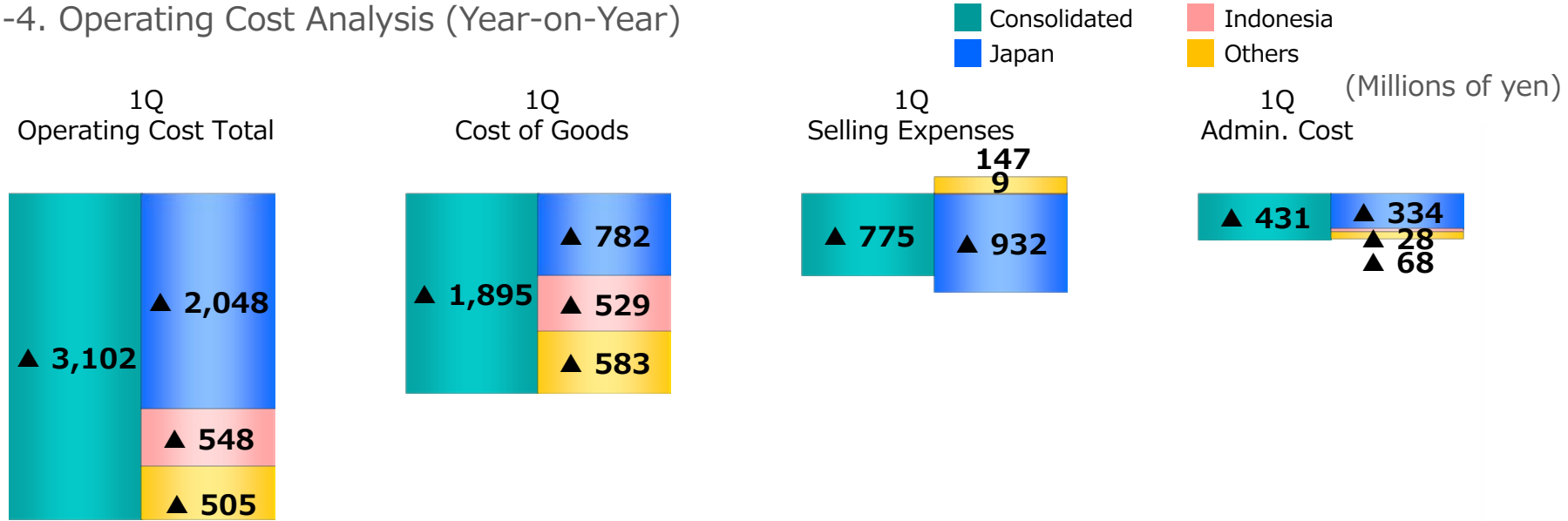
3-3. Operating Income by Region Ratio

(Year-on-Year)

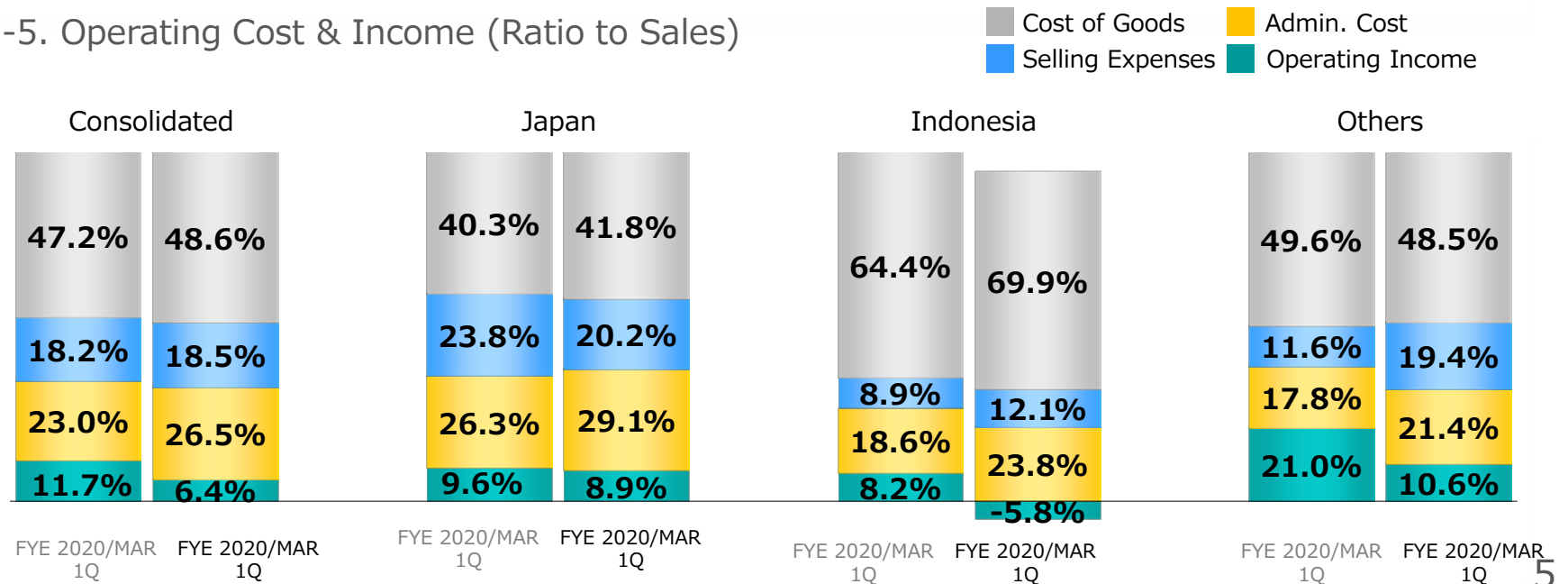


3. Consolidated Income

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

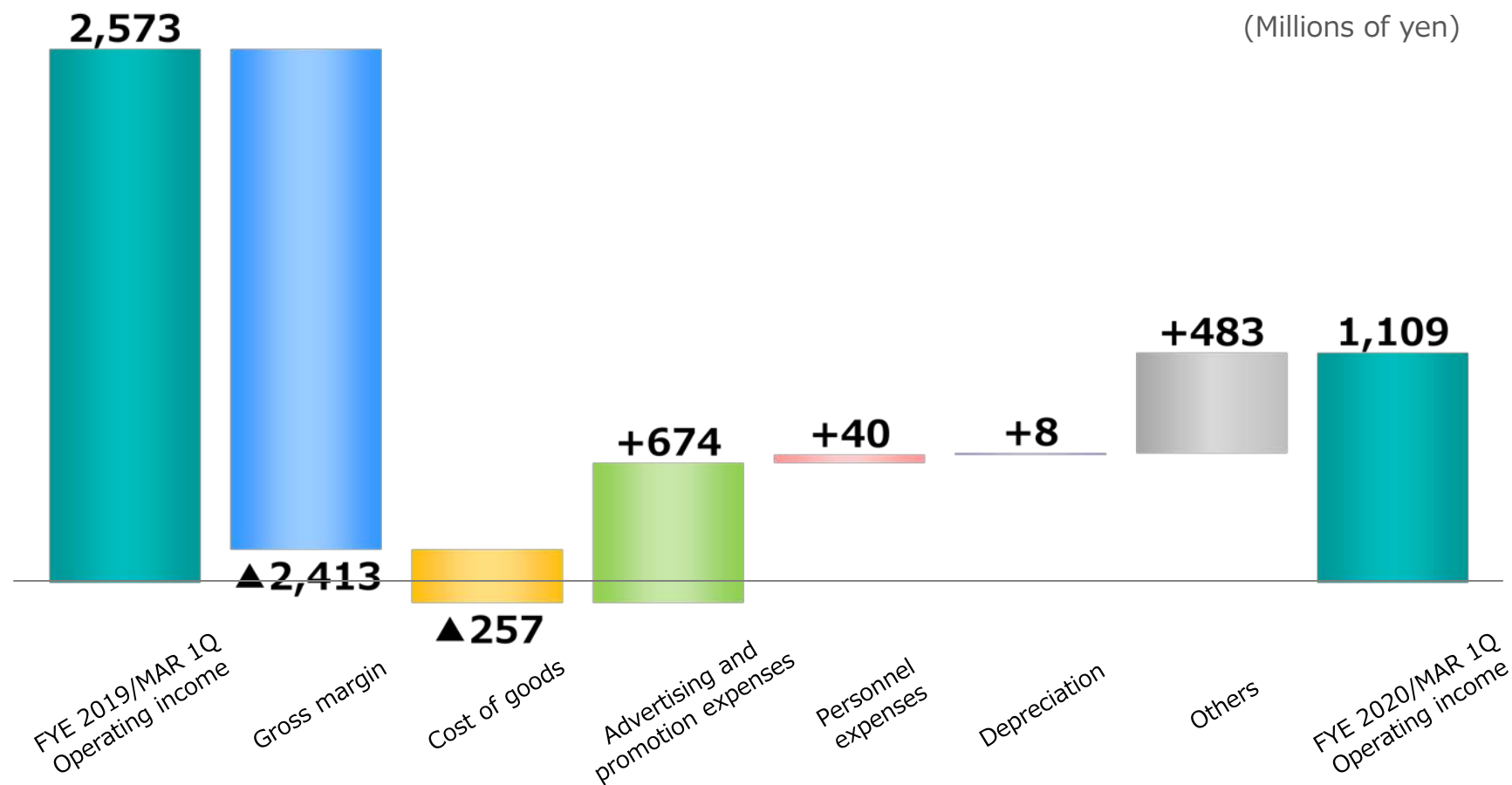


3-5. Operating Cost & Income (Ratio to Sales)



3. Consolidated Income

3-6. Analysis of Change in Consolidated Operating Income



3. Consolidated Income

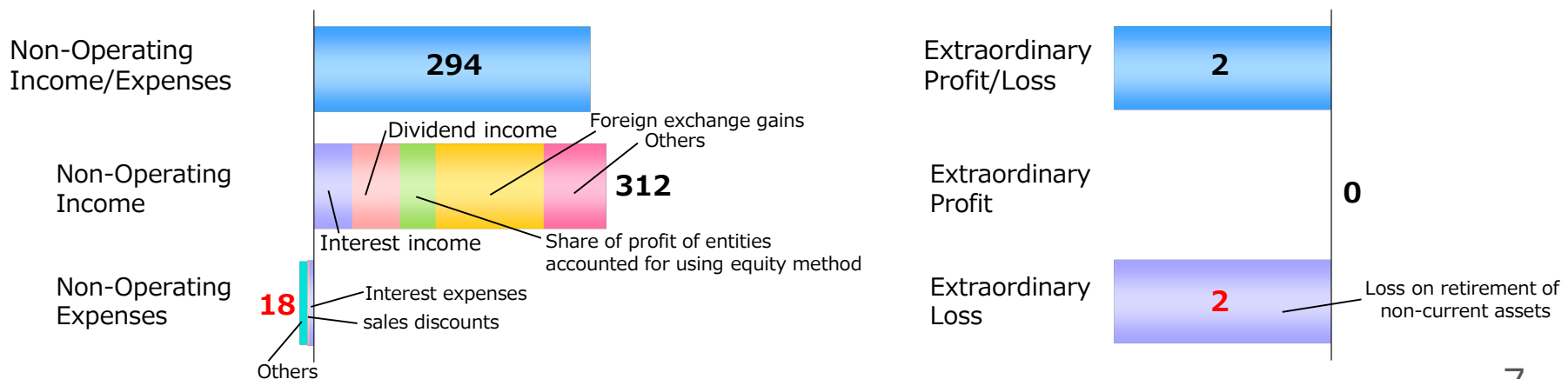
3-6. Ordinary Income and Net Income Attributable to Owners of Parent

(Millions of yen)

	1Q					
	FYE 2021/MAR		FYE 2020/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Non-operating Income/Expenses	294	1.7%	255	1.2%	39	115.3%
Ordinary Income	1,404	8.1%	2,829	12.9%	▲ 1,424	49.6%
Extraordinary Profit/Loss	▲ 2	▲ 0.0%	0	0.0%	▲ 3	▲ 217.5%
Income before Income Taxes and Minority Interests	1,402	8.1%	2,830	12.9%	▲ 1,427	49.5%
Income Taxes and Minority Interests	474	2.7%	911	4.1%	▲ 436	52.1%
Net Income	927	5.3%	1,919	8.7%	▲ 991	48.3%
Net Income Attributable to Non-controlling interests	30	0.2%	197	0.9%	▲ 166	15.5%
Net Income Attributable to Owners of Parent	897	5.2%	1,721	7.8%	▲ 824	52.1%

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

(Millions of yen)



4. Forecast of Consolidated Business Results for FYE 2021/MAR

Forecast of Consolidated Business Results for FYE 2021/MAR

(Millions of yen)

	FYE 2021/MAR						FYE 2020/MAR	
	Annual			1Q+2Q			Result	
	Initial Plan	Balance	Yr/Yr	Initial Plan	Balance	Yr/Yr	Annual	1Q+2Q
Net Sales	65,000	▲16,774	79.5%	33,000	▲11,439	74.3%	81,774	44,439
Operating Income	1,500	▲4,470	25.1%	400	▲4,228	8.6%	5,970	4,628
Ordinary Income	1,950	▲4,756	29.1%	750	▲4,357	14.7%	6,706	5,107
Net Income Attributable to Owners of Parent	1,200	▲3,245	27.0%	450	▲2,826	13.7%	4,445	3,276

◆ Appendix

The First Quarter Results of FYE 2021/MAR (P/L of Mandom Corporation, PT Mandom Indonesia Tbk)

Mandom Corporation

(Millions of yen)

	FYE 2021/MAR	FYE 2020/MAR	balance	Yr/Yr	Rivised Plan
Net sales	11,336	14,021	▲ 2,685	80.9%	44,500
Cost of Goods	5,110	6,384	▲ 1,274	80.0%	–
Cost Ratio	45.1%	45.5%	-0.5P	–	–
Selling, general and administrative expenses	5,092	6,339	▲ 1,247	80.3%	–
Operating Income	1,134	1,297	▲ 163	87.4%	–
Non-operating Income/Loss	486	484	2	100.5%	–
Ordinary Income	1,620	1,781	▲ 160	91.0%	2,150
Extraordinary Profit/loss	▲ 1	▲ 1	0	140.5%	–
Net Income	1,227	1,289	▲ 61	95.2%	1,600

PT Mandom Indonesia Tbk

Local Currency

(Millions of Rp.)

	FYE 2021/MAR	FYE 2020/MAR	balance	Yr/Yr
Net sales	565,795	722,789	▲ 156,994	78.3%
Cost of Goods	407,191	461,728	▲ 54,536	88.2%
Cost Ratio	72.0%	63.9%	+8.1P	–
Operating Income	447	89,861	▲ 89,414	0.5%
Net Income	7,786	71,480	▲ 63,694	10.9%

Yen Equivalent

(Millions of yen)

	FYE 2021/MAR	FYE 2020/MAR	balance	Yr/Yr
Net sales	4,300	5,637	▲ 1,337	76.3%
Cost of Goods	3,094	3,601	▲ 506	85.9%
Cost Ratio	72.0%	63.9%	+8.1P	–
Operating Income	3	700	▲ 697	0.5%
Net Income	59	557	▲ 498	10.6%

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.