



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

(Fiscal Year Ending March 31,2021)

April 1,2020-December 31,2020

**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

(Millions of yen)

	1Q+2Q+3Q				
	FYE 2021/MAR	FYE 2020/MAR	Balance	Yr/Yr	Yr/Yr※
Net Sales	47,937	62,724	▲ 14,787	76.4%	77.4%
Operating Income	813	5,776	▲ 4,963	14.1%	—
Ordinary Income	1,288	6,404	▲ 5,115	20.1%	—
Net Income Attributable to Owners of Parent	2,316	4,094	▲ 1,777	56.6%	—

※ Comparison with FYE 2020/MAR rate after adjustment.

EPS	¥51.63	¥89.56
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# 2. Consolidated Net Sales

## 2-1. Net Sales by Region

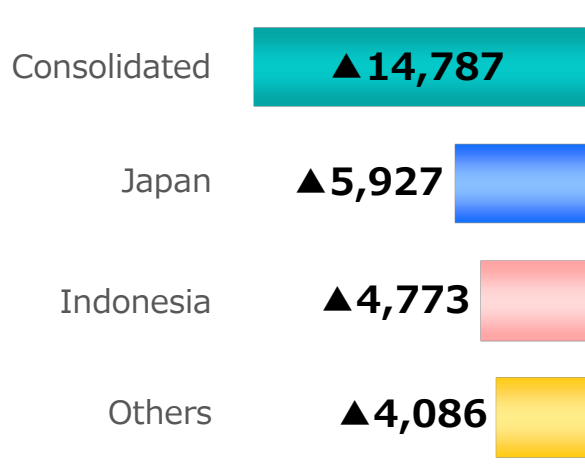
(Millions of yen)

	1Q+2Q+3Q			
	FYE 2021/MAR	FYE 2020/MAR	Balance	Yr/Yr
Net Sales	47,937	62,724	▲ 14,787	76.4%
Japan	29,810	35,737	▲ 5,927	83.4%
Indonesia	8,807	13,580	▲ 4,773	64.9%
Others	9,318	13,405	▲ 4,086	69.5%

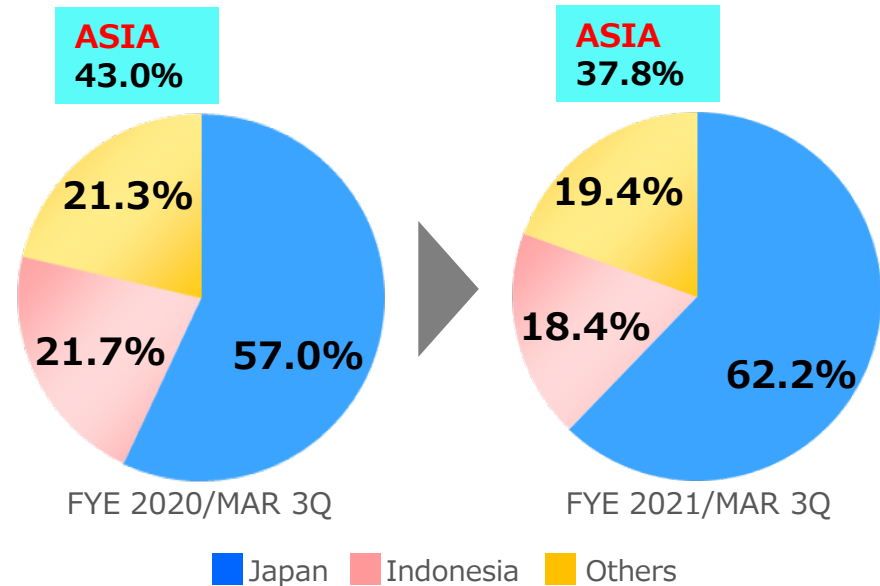
## 2-2. Net Sales by Region Analysis

(Year-on-Year)

(Millions of yen)



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



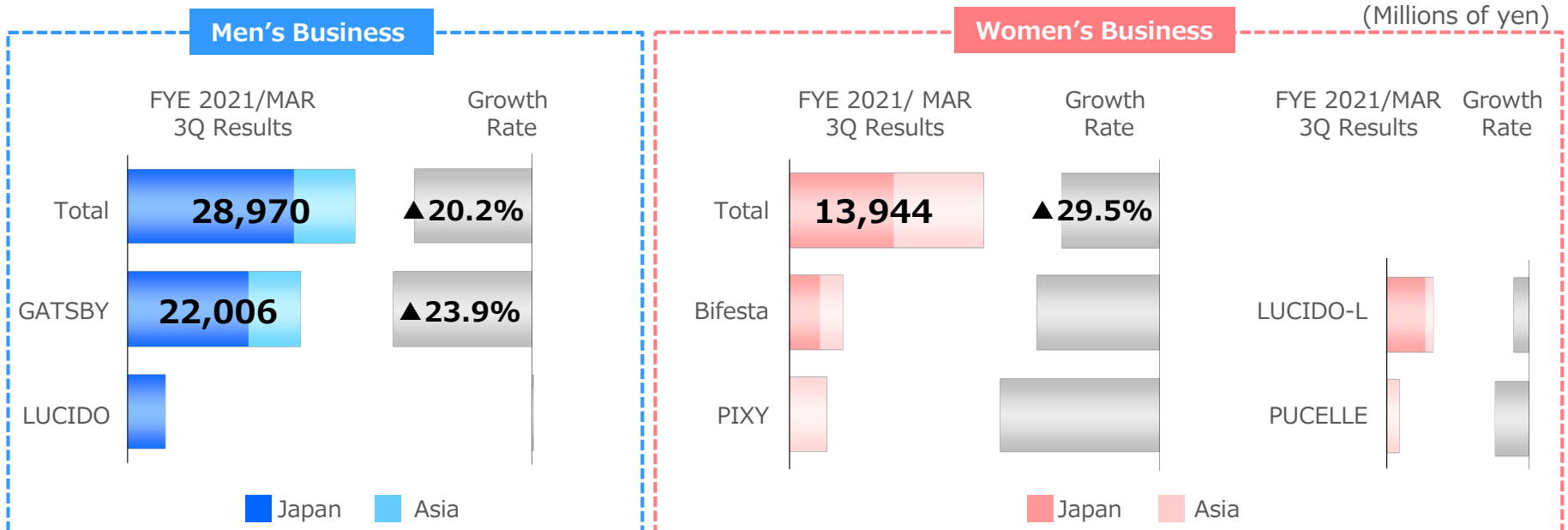
# 2. Consolidated Net Sales

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

(Millions of yen)

	1Q+2Q+3Q			
	FYE 2021/MAR	FYE 2020/MAR	Balance	Yr/Yr
Net Sales	47,937	62,724	▲ 14,787	76.4%
Men's Business	28,970	36,290	▲ 7,320	79.8%
Gatsby	22,006	28,900	▲ 6,893	76.1%
Women's Business	13,944	19,766	▲ 5,821	70.5%
Other Business	5,022	6,667	▲ 1,644	75.3%

※breakdown :Women's Cosmetics 7,438 Millions of yen (Yr/Yr 56.0%) / Women's Cosmetry 6,506 Millions of yen (Yr/Yr 100.3%)



# 3. Consolidated Income

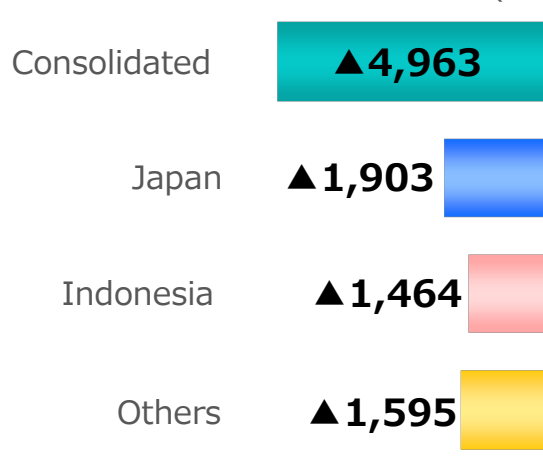
## 3-1. Operating Income by Region

(Millions of yen)

	1Q+2Q+3Q					
	FYE 2021/MAR		FYE 2020/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Operating Income	813	1.7%	5,776	9.2%	▲ 4,963	14.1%
Japan	1,437	4.8%	3,340	9.3%	▲ 1,903	43.0%
Indonesia	▲ 926	▲10.5%	537	4.0%	▲ 1,464	▲172.5%
Others	302	3.2%	1,897	14.2%	▲ 1,595	15.9%

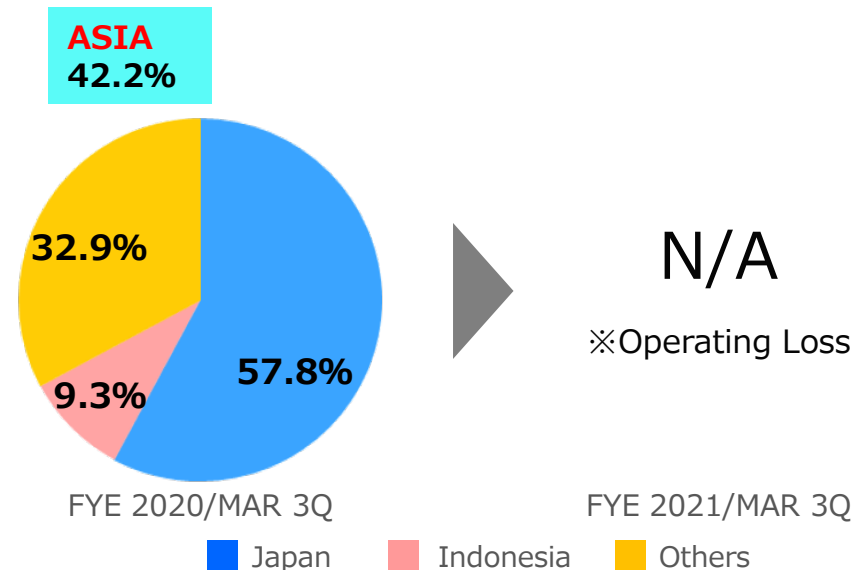
## 3-2. Operating Income by Region Analysis (Year-on-Year)

(Millions of yen)



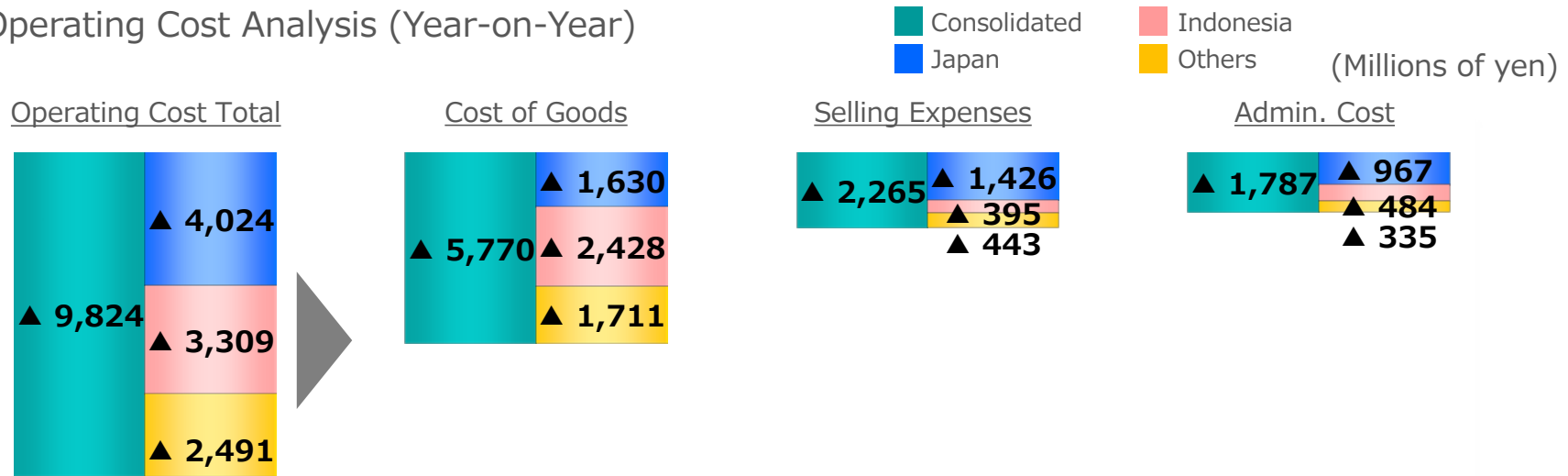
## 3-3. Operating Income by Region Ratio (Year-on-Year)

(Year-on-Year)

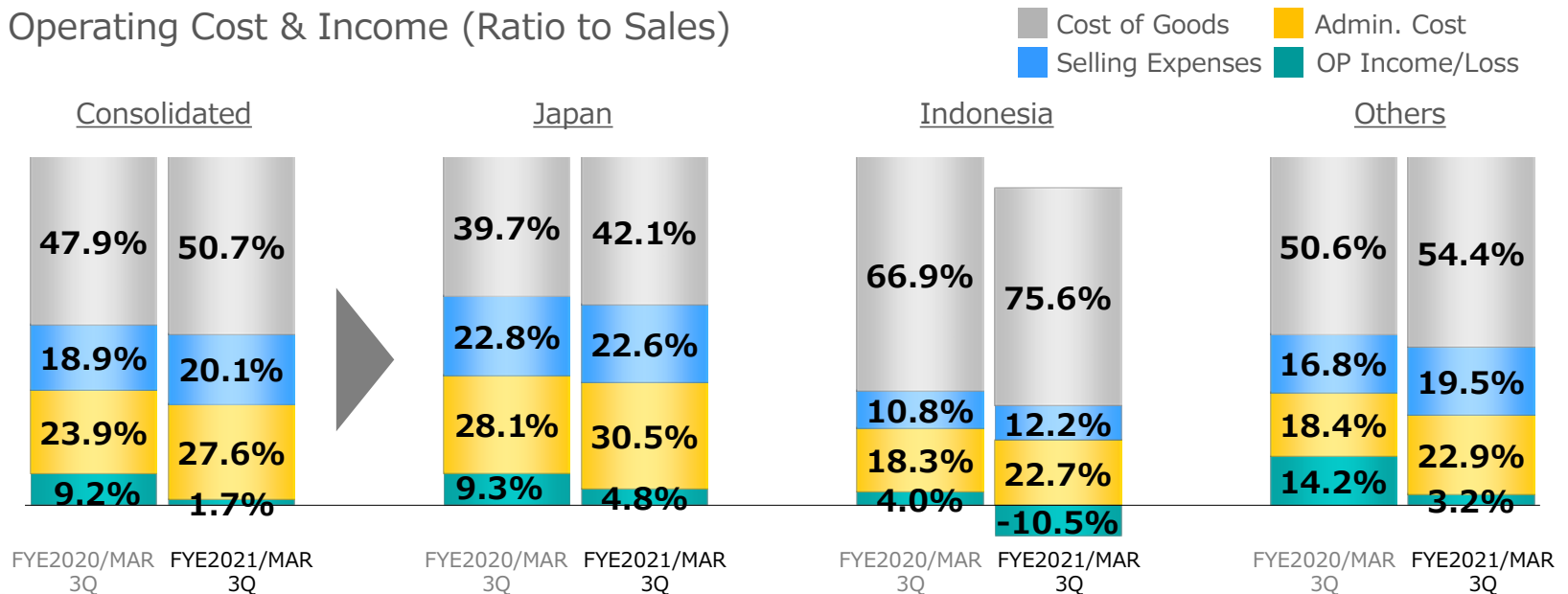


# 3. Consolidated Income

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

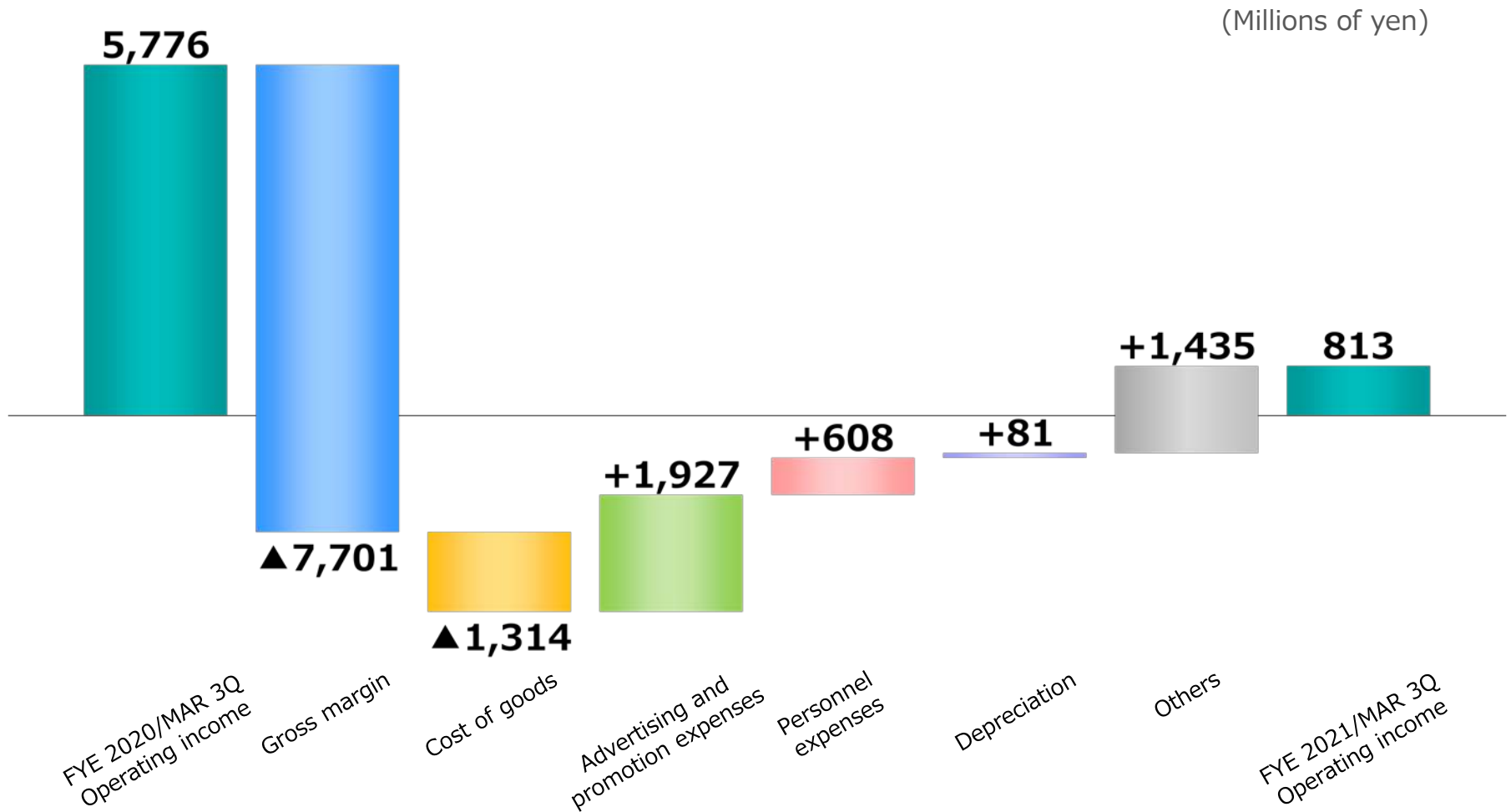


## 3-5. Operating Cost & Income (Ratio to Sales)



# 3. Consolidated Income

## 3-6. Analysis of Change in Consolidated Operating Income





# 3. Consolidated Incomes

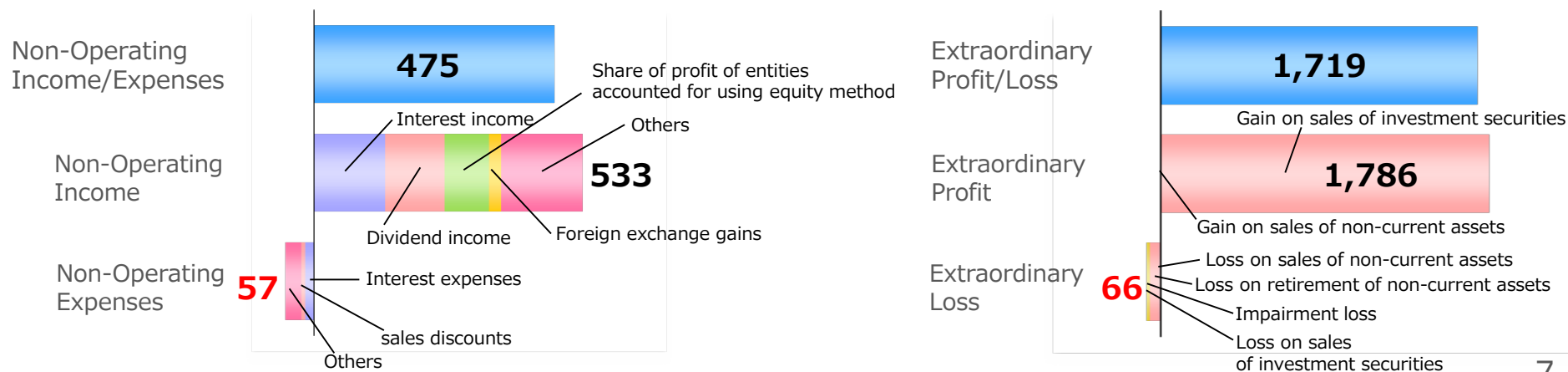
## 3-6. Ordinary Income and Net Income Attributable to Owners of Parent

(Millions of yen)

	1Q+2Q+3Q					
	FYE 2021/MAR		FYE 2020/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Non-operating Income/Expenses	475	1.0%	628	1.0%	▲ 152	75.7%
Ordinary Income	1,288	2.7%	6,404	10.2%	▲ 5,115	20.1%
Extraordinary Profit/Loss	1,719	3.6%	104	0.2%	1,615	1648.0%
Income before Income Taxes and Minority Interests	3,008	6.3%	6,508	10.4%	▲ 3,499	46.2%
Income Taxes and Minority Interests	900	1.9%	2,112	3.4%	▲ 1,212	42.6%
Net Income	2,107	4.4%	4,395	7.0%	▲ 2,287	48.0%
Net Income Attributable to Non-controlling interests	▲ 208	▲0.4%	301	0.5%	▲ 510	▲69.3%
Net Income Attributable to Owners of Parent	2,316	4.8%	4,094	6.5%	▲ 1,777	56.6%

## 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 Annual						
	Outlook	VS Previous Term			VS Revised Plan*		
		Balance	Yr/Yr	FYE 2020/MAR	Balance	Achiev.	Revised Plan*
Net Sales	62,700	▲19,074	76.7%	81,774	▲1,300	98.0%	64,000
Operating Income	▲1,200	▲7,170	-20.1%	5,970	▲400	150.0%	▲800
Ordinary Income	▲650	▲7,356	-9.7%	6,706	▲300	185.7%	▲350
Net Income	500	▲3,945	11.2%	4,445	▲170	74.6%	670

\*Plan disclosed on 29th October

# ◆ Appendix

## The 1<sup>st</sup> Three Quarters Results of FYE 2021/MAR (P/L of Mandom Corporation, PT Mandom Indonesia Tbk)

### Mandom Corporation

(Millions of yen)

	FYE 2021/MAR 1Q+2Q+3Q	FYE 2020/MAR 1Q+2Q+3Q	Balance	Yr/Yr	FYE 2021/MAR Outlook*
Net sales	31,816	38,809	▲ 6,993	82.0%	41,000
Cost of Goods	14,561	17,431	▲ 2,869	83.5%	—
Cost Ratio	45.8%	44.9%	+0.9P	—	—
Selling, general and administrative expenses	15,531	17,880	▲ 2,349	86.9%	—
Operating Income	1,724	3,498	▲ 1,773	49.3%	—
Non-operating Income/Loss	610	567	42	107.5%	—
Ordinary Income	2,334	4,065	▲ 1,730	57.4%	300
Extraordinary Profit/loss	1,701	90	1,610	1876.7%	—
Net Income	3,232	3,039	193	106.4%	1,300

\*Plan disclosed on 2nd February

### PT Mandom Indonesia Tbk

Local Currency

(Millions of Rp.)

	FYE 2021/MAR 1Q+2Q+3Q	FYE 2020/MAR 1Q+2Q+3Q	balance	Yr/Yr
Net sales	1,470,417	2,166,886	▲ 696,468	67.9%
Cost of Goods	1,141,589	1,445,928	▲ 304,339	79.0%
Cost Ratio	77.6%	66.7%	+10.9P	—
Operating Income	▲ 85,403	164,455	▲ 249,859	-51.9%
Net Income	▲ 75,387	134,339	▲ 209,726	-56.1%

Yen Equivalent

(Millions of yen)

	FYE 2021/MAR 1Q+2Q+3Q	FYE 2020/MAR 1Q+2Q+3Q	balance	Yr/Yr
Net sales	10,881	16,685	▲ 5,803	65.2%
Cost of Goods	8,447	11,133	▲ 2,685	75.9%
Cost Ratio	77.6%	66.7%	+10.9P	—
Operating Income	▲ 631	1,266	▲ 1,898	-49.9%
Net Income	▲ 557	1,034	▲ 1,592	-53.9%

Rp.1= ¥ 0.0074 Rp.1= ¥ 0.0077

※Assumption rate FY 2020/3

Rp.1= ¥ 0.0075

# 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.