



The First Quarter Business Results Supplemental Information

(Fiscal Year Ending March 31,2022)

April 1,2021-June 30,2021

Mandom Corporation

(Securities Code: 4917)





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1. Consolidated Business Results

(Millions of yen)

	1Q				
	FYE2021/MAR	FYE2022/MAR	Balance	Yr/Yr	Yr/Yr*
Net Sales*	16,565	14,379	▲ 2,186	86.8%	86.7%
Operating Income	1,109	-745	▲ 1,855	-67.2%	—
Ordinary Income	1,404	-599	▲ 2,004	-42.7%	—
Net Income Attributable to Owners of Parent	897	-545	▲ 1,442	-60.8%	—

※ Comparison with FYE 2021/MAR rate after adjustment.

EPS	-12.15円	19.99円
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※ Beginning from the first quarter of the fiscal year ending March 31, 2022, some items that had been processed as expenses have been deducted from net sales in financial statements prepared in accordance with ASBJ Statement No. 29 Accounting Standard for Revenue Recognition. The results for the first quarter of the fiscal year ended March 31, 2021 have also been calculated according to these standards within this document. Such calculations have been marked with an asterisk (*) on the following pages as well.

2. Consolidated Net Sales

2-1. Net Sales by Region

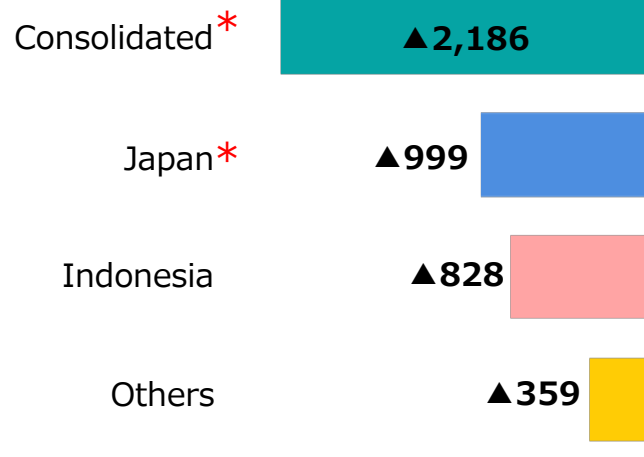
(Millions of yen)

	1Q			
	FYE2021/MAR	FYE2022/MAR	Balance	Yr/Yr
Net Sales *	16,565	14,379	▲ 2,186	86.8%
Japan *	9,679	8,680	▲ 999	89.7%
Indonesia	3,378	2,550	▲ 828	75.5%
Others	3,507	3,148	▲ 359	89.8%

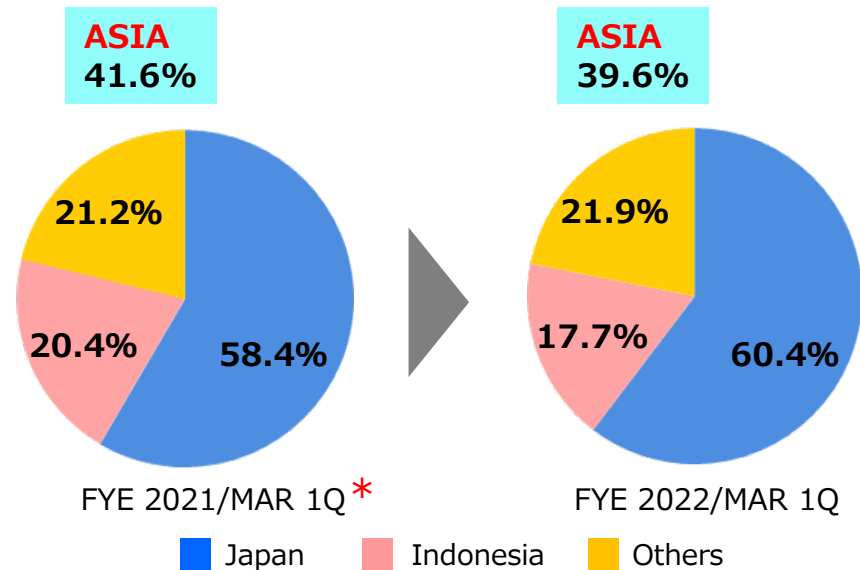
2-2. Net Sales by Region Analysis

(Year-on-Year)

(Millions of yen)



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



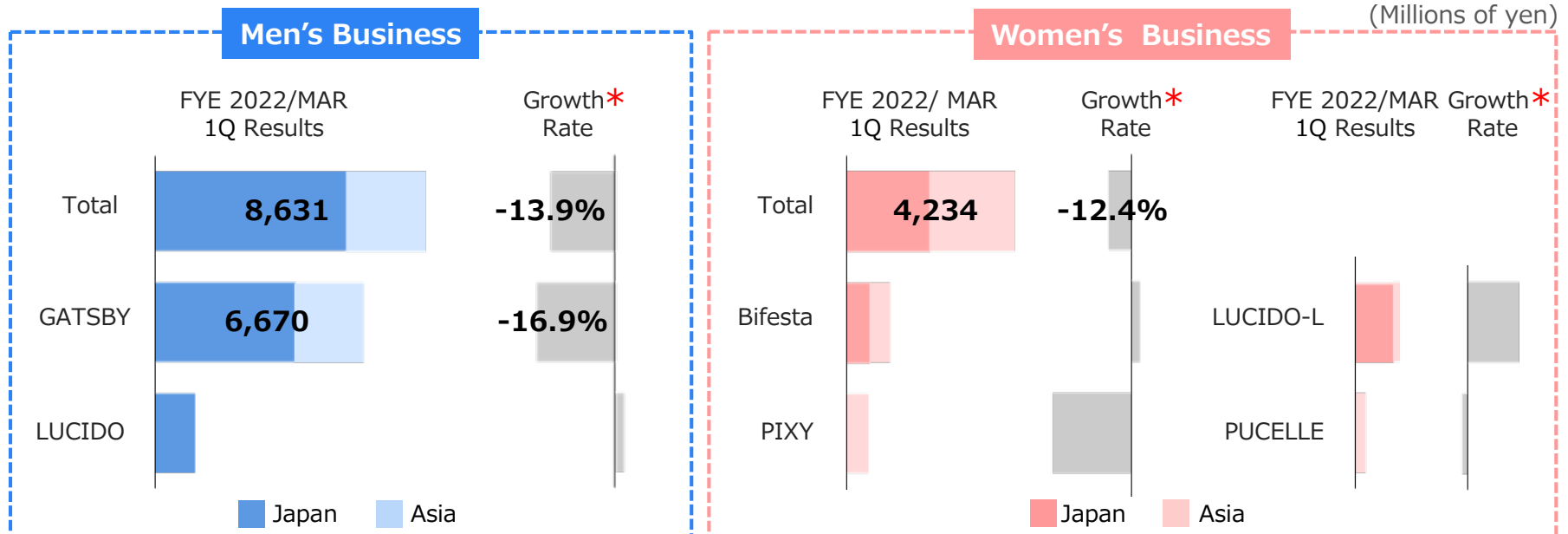
2. Consolidated Net Sales

2-4. Net Sales by Strategic Business Unit

(Millions of yen)

	1Q			
	FYE2021/MAR	FYE2022/MAR	Balance	Yr/Yr
Net Sales*	16,565	14,379	▲ 2,186	86.8%
Men's Business*	10,028	8,631	▲ 1,397	86.1%
GATSBY*	8,026	6,670	▲ 1,355	83.1%
Women's Business*	4,831	4,234	▲ 597	87.6%
Other Business*	1,705	1,513	▲ 191	88.7%

※breakdown :Women's Cosmetics 2,143 Millions of yen (Yr/Yr 80.4%) / Women's Cosmetry 2,091 Millions of yen (Yr/Yr 96.5%)



3. Consolidated Income

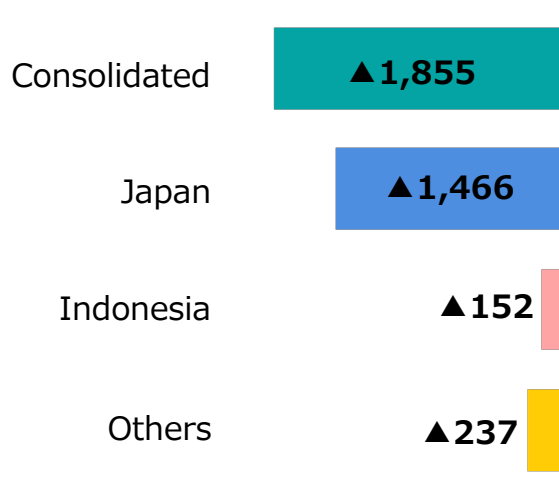
3-1. Operating Income by Region

(Millions of yen)

	1Q					
	FYE2021/MAR		FYE2022/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Operating Income	1,109	6.7%	-745	▲5.2%	▲ 1,855	–
Japan	930	9.6%	-532	▲6.1%	▲ 1,463	–
Indonesia	-196	▲5.8%	-348	▲13.7%	▲ 152	–
Others	372	10.6%	135	4.3%	▲ 237	36.3%

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

(Millions of yen)

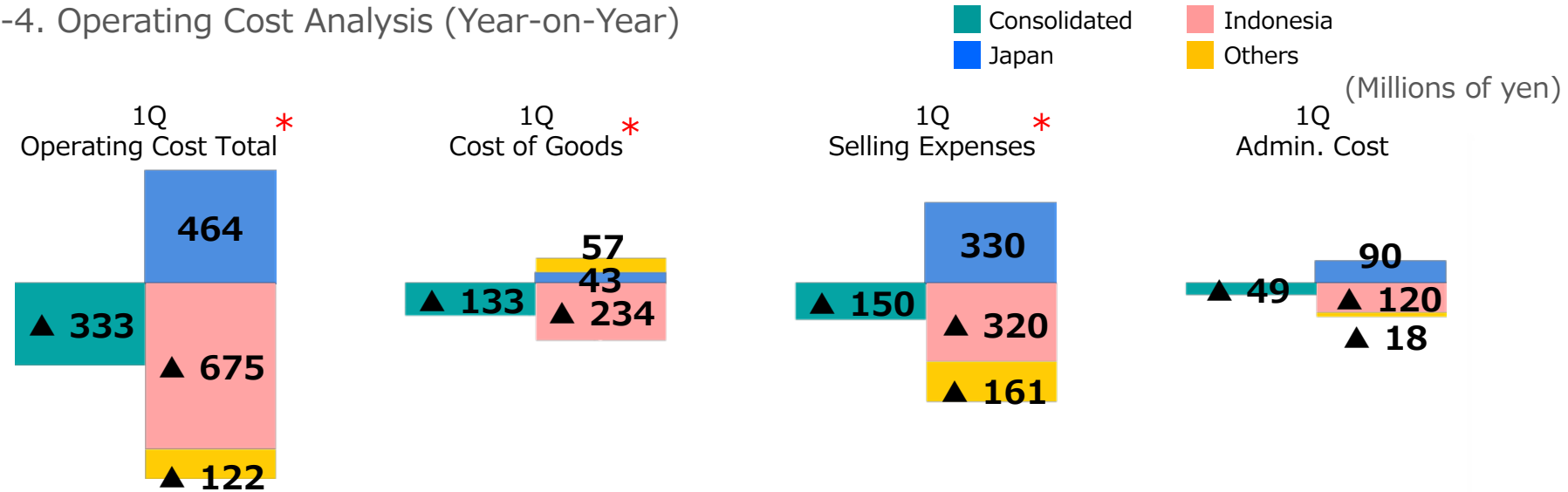


3-3. Operating Income by Region Ratio (Year-on-Year)

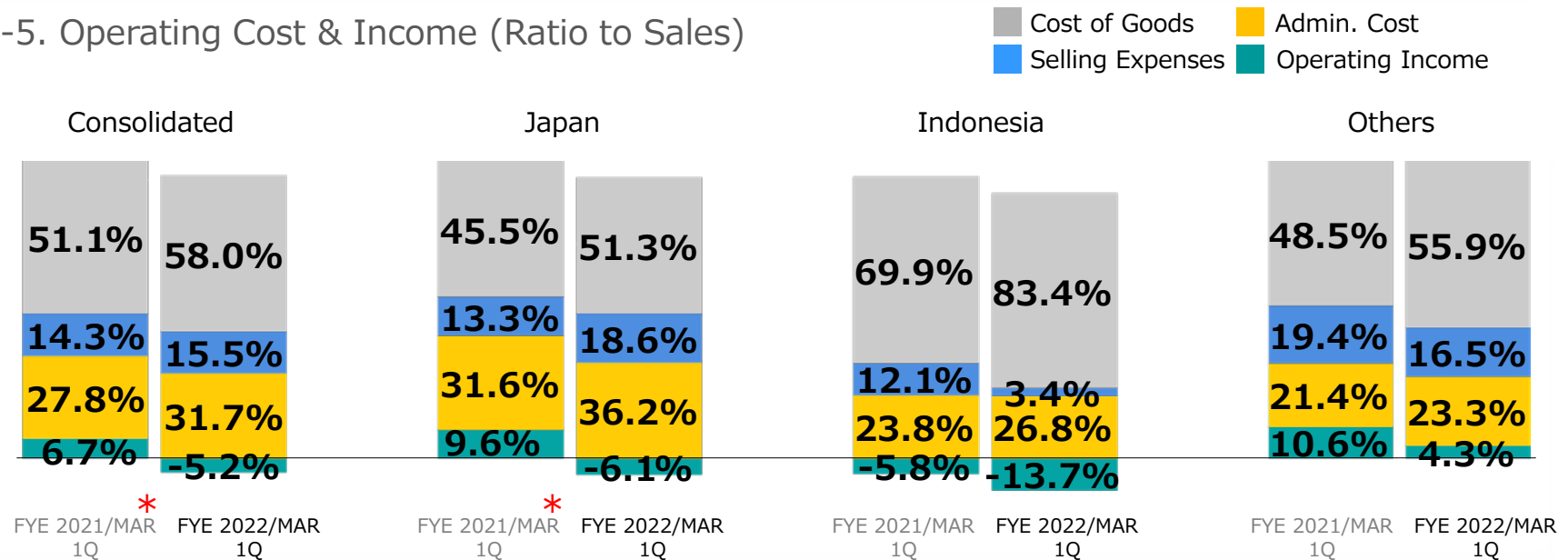
N/A
 ※ Operating Loss

3. Consolidated Income

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



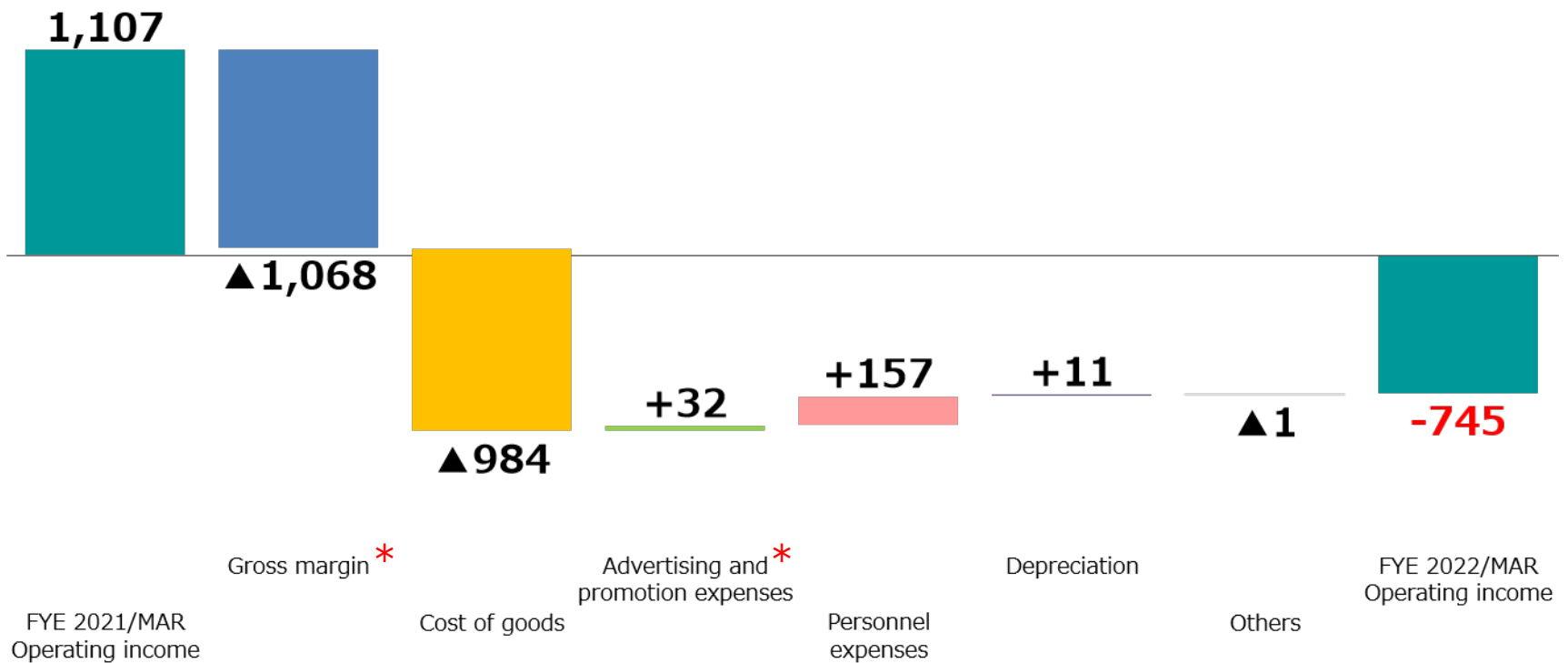
3-5. Operating Cost & Income (Ratio to Sales)



3. Consolidated Income

3-6. Analysis of Change in Consolidated Operating Income

(Millions of yen)



3. Consolidated Incomes

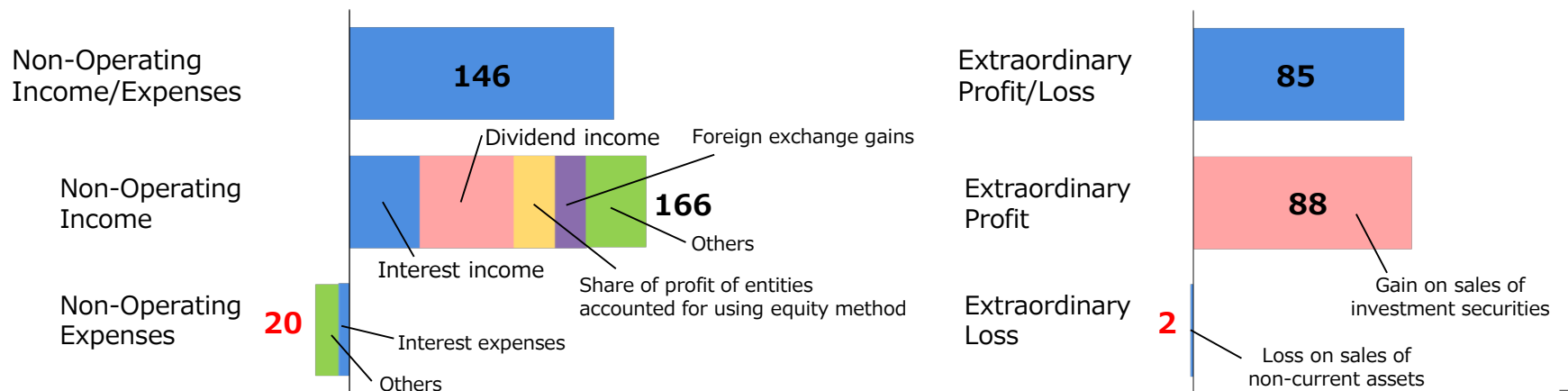
3-6. Ordinary Income and Net Income Attributable to Owners of Parent

(Millions of yen)

	1Q					
	FYE2021/MAR		FYE2022/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Non-operating Income/Expenses	294	1.8%	146	1.0%	▲ 148	49.7%
Ordinary Income	1,404	8.5%	-599	▲4.2%	▲ 2,004	-
Extraordinary Profit/Loss	-2	▲0.0%	85	0.6%	87	-
Income before Income Taxes and Minority Interests	1,402	8.5%	-514	▲3.6%	▲ 1,916	-
Income Taxes and Minority Interests	474	2.9%	95	0.7%	▲ 379	20.0%
Net Income	927	5.6%	-609	▲4.2%	▲ 1,536	-
Net Income Attributable to Non-controlling interests	30	0.2%	-64	▲0.4%	▲ 94	-
Net Income Attributable to Owners of Parent	897	5.4%	-545	▲3.8%	▲ 1,442	-

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

(Millions of yen)



3. Forecast of Consolidated Business Results for FYE 2022/MAR

(Millions of yen)

	FYE 2021/MAR 1Q+2Q						
	Outlook	VS Revised Plan			VS Previous Term		
		Balance	Achiev	Revised Plan *2	Balance	Yr/Yr	FYE 2021/MAR 1Q+2Q
Net Sales *	29,500	▲3,650	89.0%	33,150	29,500	93.6%	31,519
Operating Income	-1,600	▲2,560	–	960	▲1,600	–	895
Ordinary Income	-1,250	▲2,360	–	1,110	▲1,250	–	1,205
Net Income Attributable to	-450	▲1,320	–	870	▲450	–	2,136

(Millions of yen)

	FYE 2021/MAR Annual						
	Outlook*1	VS Revised Plan			VS Previous Term		
		Balance	Achiev	Revised Plan *2	Balance	Yr/Yr	FYE 2021/MAR
Net Sales *	62,000	▲2,000	96.9%	64,000	1,995	103.3%	60,004
Operating Income	0	▲950	–	950	793	–	-793
Ordinary Income	300	▲920	24.6%	1,220	573	–	-273
Net Income Attributable to	850	130	118.1%	720	▲10	98.8%	860

* 1 Plan disclosed on 30th July

* 2 Plan disclosed on 11th May

◆ Appendix

The First Quarter Results of FYE 2022/MAR (P/L of Mandom Corporation, PT Mandom Indonesia Tbk)

Mandom Corporation

(Millions of yen)

	FYE2021/ MAR	FYE2022/ MAR	balance	Yr/Yr	Rivised Plan
Net sales	10,508	9,658	▲ 849	91.9%	40,000
Cost of Goods	5,119	5,544	425	108.3%	–
Cost Ratio	48.7%	57.4%	+8.7P	–	–
Selling, general and administrative expenses	4,255	4,659	403	109.5%	–
Operating Income	1,133	-545	▲ 1,678	–	–
Non-operating Income/Los	486	901	414	185.2%	–
Ordinary Income	1,620	356	▲ 1,264	22.0%	1,600
Extraordinary Profit/loss	-1	86	88	–	–
Net Income	1,227	388	▲ 838	31.7%	2,200

PT Mandom Indonesia Tbk

Local Currency

(Millions of Rp.)

	FYE2021/ MAR	FYE2022/ MAR	balance	Yr/Yr
Net sales	565,795	441,313	▲ 124,481	78.0%
Cost of Goods	407,191	345,924	▲ 61,266	85.0%
Cost Ratio	72.0%	78.4%	+6.4P	–
Operating Income	447	-26,297	▲ 26,745	–
Net Income	7,786	-18,325	▲ 26,112	–

Yen Equivalent

(Millions of yen)

	FYE2021/ MAR	FYE2022/ MAR	balance	Yr/Yr
Net sales	4,300	3,309	▲ 990	77.0%
Cost of Goods	3,094	2,594	▲ 500	83.8%
Cost Ratio	72.0%	78.4%	+6.4P	–
Operating Income	3	-197	▲ 200	–
Net Income	59	-137	▲ 196	–

Rp.1= ¥ 0.0075 Rp.1= ¥ 0.0076

※Assumption rate FYE 2021/MAR

Rp.1= ¥ 0.0073

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.