

The 1st Three Quarters Business Results Supplemental Information

(Fiscal Year Ending March 31, 2022)
April 1, 2021- December 31, 2021



Mandom Corporation
(Securities Code: 4917)



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1. Consolidated Business Results



(Millions of yen)

	1Q+2Q+3Q				
	FYE2021/MAR	FYE2022/MAR	Balance	Yr/Yr	Yr/Yr*
Net Sales *	45,441	42,600	▲ 2,841	93.7%	92.2%
Operating Income	805	-1,021	▲ 1,826	—	—
Ordinary Income	1,288	-593	▲ 1,882	—	—
Net Income Attributable to Owners of Parent	2,316	240	▲ 2,076	10.4%	—

EPS	¥51.63	¥5.35
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※ Comparison with FYE 2021/MAR rate after adjustment.

※ 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



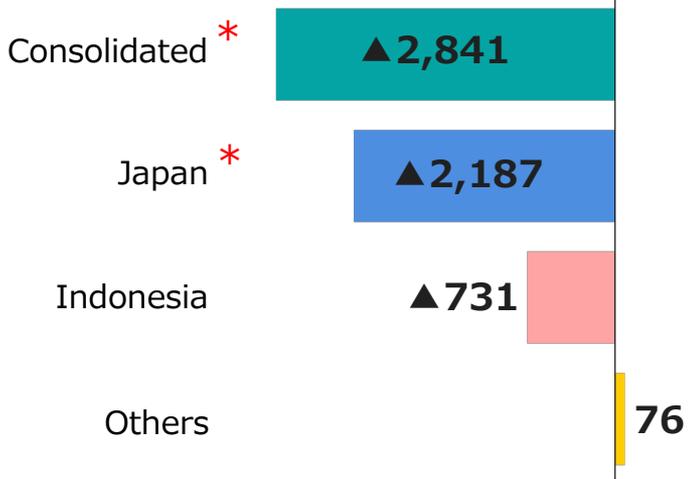
2-1. Net Sales by Region

(Millions of yen)

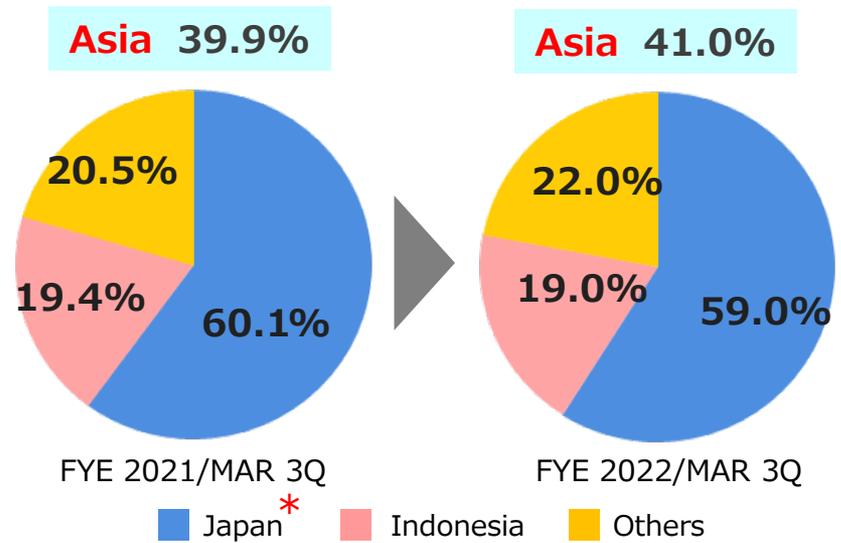
	1Q+2Q+3Q			
	FYE2021/MAR	FYE2022/MAR	Balance	Yr/Yr
Net Sales*	45,441	42,600	▲ 2,841	93.7%
Japan*	27,315	25,128	▲ 2,187	92.0%
Indonesia	8,807	8,076	▲ 731	91.7%
Others	9,318	9,395	76	100.8%

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

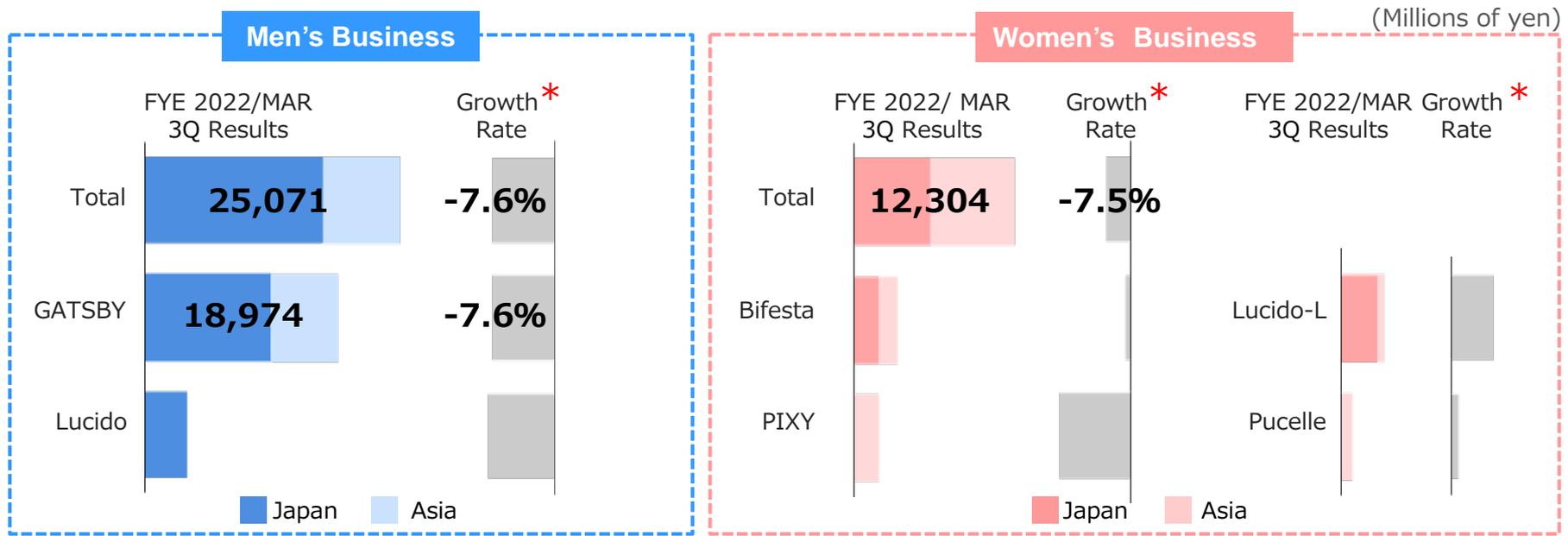


2-4. Net Sales by Strategic Business Unit

(Millions of yen)

	1Q+2Q+3Q			
	FYE2021/MAR	FYE2022/MAR	Balance	Yr/Yr
Net Sales *	45,441	42,600	▲ 2,841	93.7%
Men's Business *	27,138	25,071	▲ 2,067	92.4%
GATSBY *	20,529	18,974	▲ 1,555	92.4%
Women's Business *	13,306	12,304	▲ 1,001	92.5%
Other Business *	4,996	5,224	227	104.6%

※breakdown : Women's Cosmetics 6,547 Millions of yen (Yr/Yr 91.5%) / Women's Cosmetry 5,757 Millions of yen (Yr/Yr 93.6%)





3. Consolidated Income

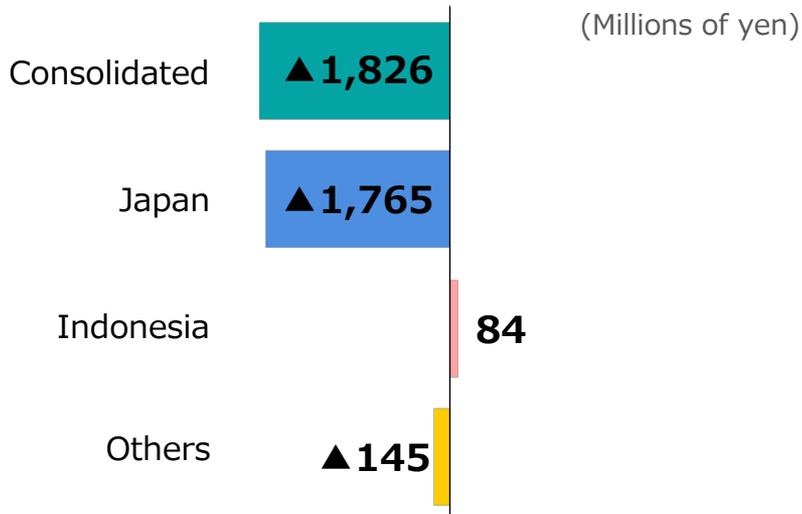
3-1. Operating Income by Region

(Millions of yen)

	1Q+2Q+3Q					
	FYE2021/MAR		FYE2022/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Operating Income	805	1.8%	-1,021	-	▲ 1,826	-
Japan	1,429	5.2%	-336	-	▲ 1,765	-
Indonesia	-926	-	-842	-	84	-
Others	302	3.2%	156	0.4%	▲ 145	52.0%

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

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



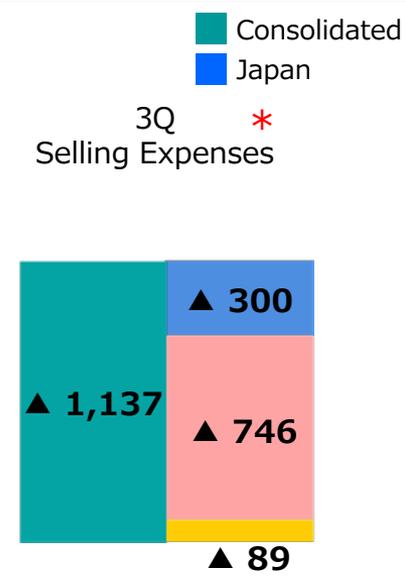
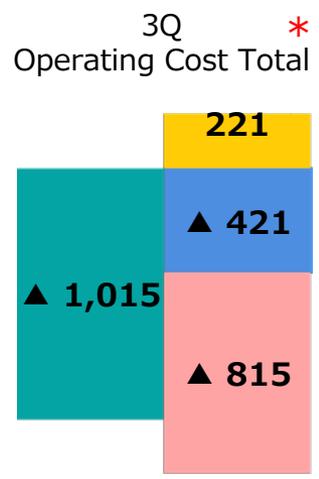
N/A

※ Operating Loss

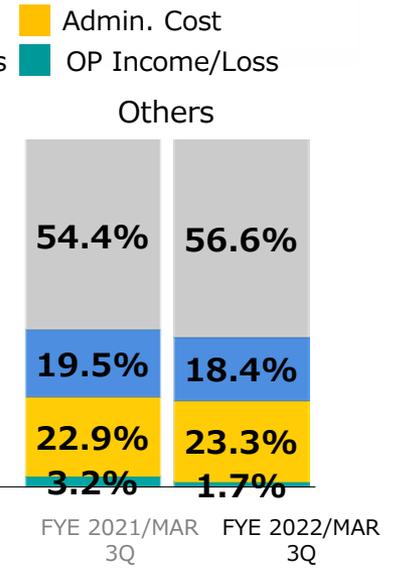
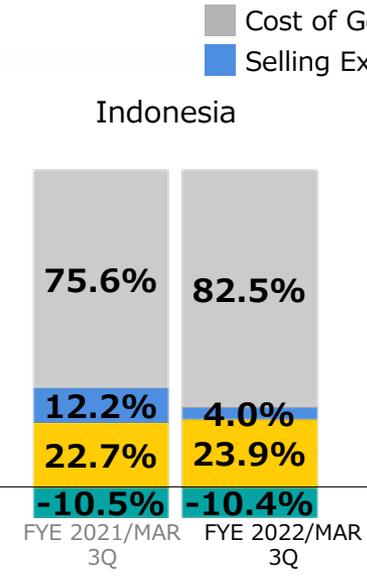
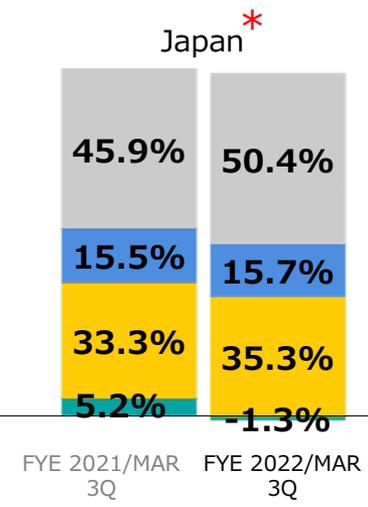
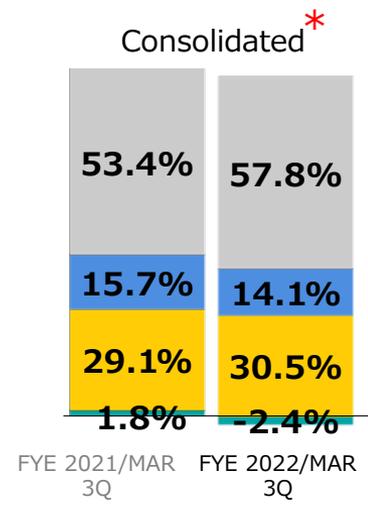
3. Consolidated Income



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



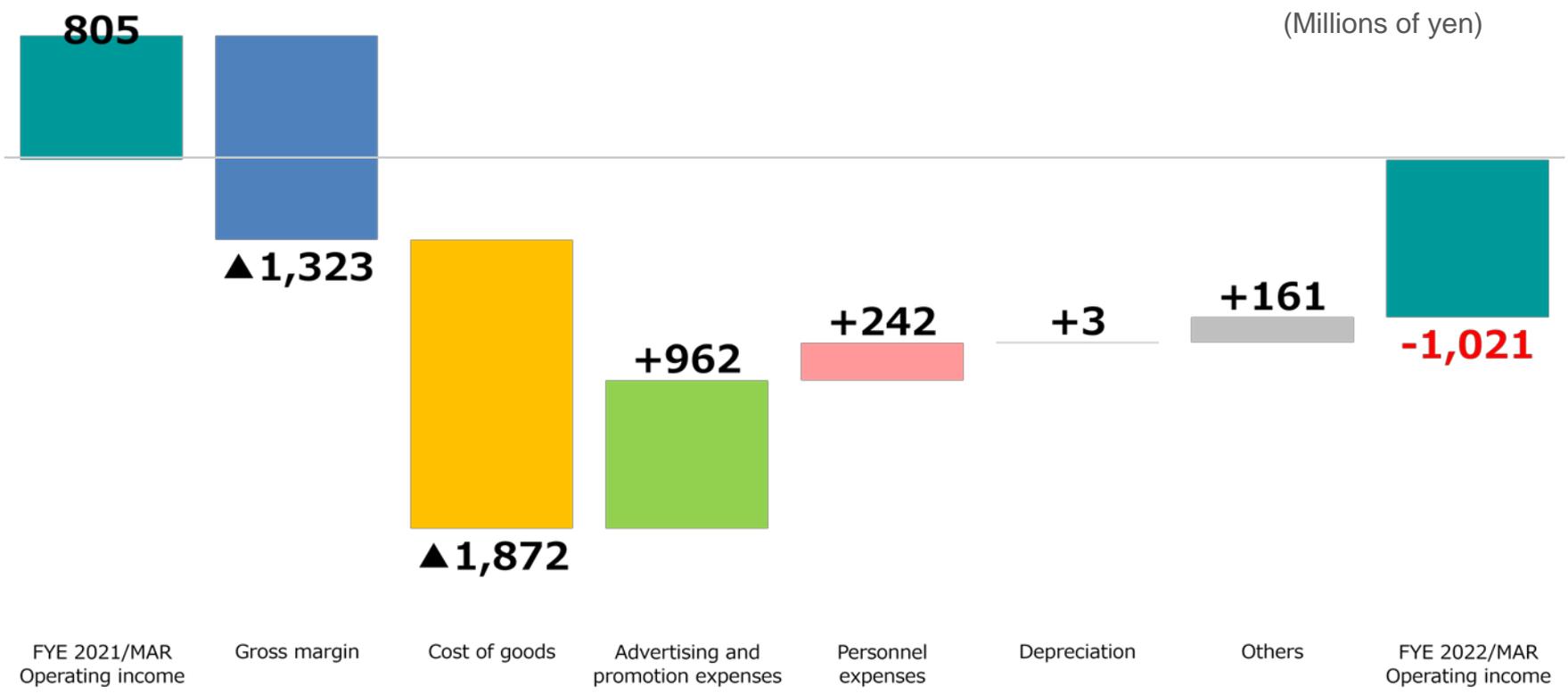
3-5. Operating Cost & Income (Ratio to Sales)



3. Consolidated Income



3-6. Analysis of Change in Consolidated Operating Income



3. Consolidated Incomes

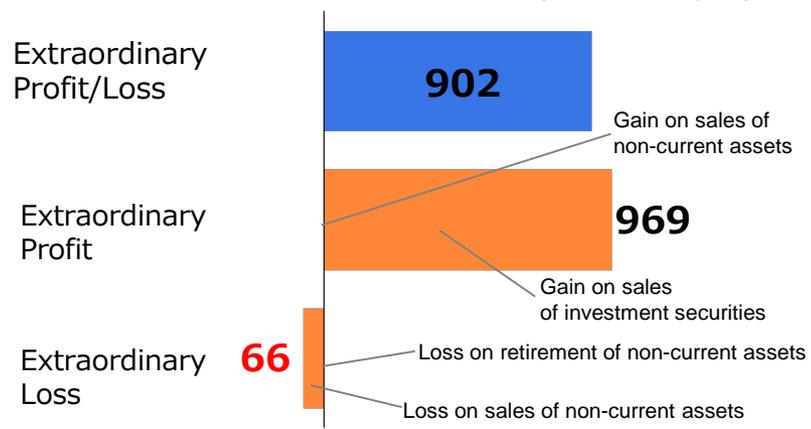
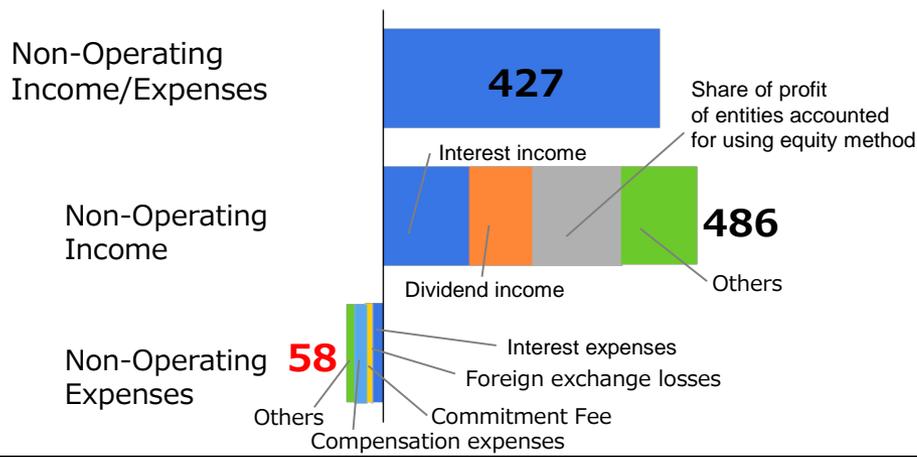
3-7. Ordinary Income and Net Income Attributable to Owners of Parent

(Millions of yen)

	1Q+2Q+3Q					
	FYE2021/MAR		FYE2022/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Non-operating Income/Expenses	475	1.0%	427	1.0%	▲ 47	89.9%
Ordinary Income	1,288	2.8%	-593	-	▲ 1,882	-
Extraordinary Profit/Loss	1,719	3.8%	902	2.1%	▲ 817	52.5%
Income before Income Taxes and Minority Interests	3,008	6.6%	309	0.7%	▲ 2,699	10.3%
Income Taxes and Minority Interests	900	2.0%	203	0.5%	▲ 697	22.6%
Net Income	2,107	4.6%	105	0.2%	▲ 2,002	5.0%
Net Income Attributable to Non-controlling interests	-208	-	-134	-	73	-
Net Income Attributable to Owners of Parent	2,316	5.1%	240	0.6%	▲ 2,076	10.4%

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

(Millions of yen)



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



(Millions of yen)

	Annual						
	Outlook ^{*1}	VS Previous Term			VS Revised Plan		
		Balance	Yr/Yr	Previous period	Balance	Achiev	Revised Plan
Net Sales [*]	58,000	▲2,004	96.7%	60,004	▲4,000	93.5%	62,000
Operating Income	-2,400	▲1,594	—	-805	▲2,400	—	0
Ordinary Income	-1,920	▲1,646	—	-273	▲2,220	—	300
Net Income Attributable to Owners of Parent	-650	▲1,510	—	860	▲1,500	—	850

* 1 . Plan disclosed on 1st February

* 2 . Plan disclosed on 30th July

Interim 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	29,347	27,589	▲ 1,757	94.0%	36,500
Cost of Goods	14,558	15,353	795	105.5%	—
Cost Ratio	49.6%	55.6%	+6.0P	—	—
Selling, general and administrative expenses	13,065	12,529	▲ 536	95.9%	—
Operating Income	1,724	-293	▲ 2,018	—	—
Non-operating Income/Los	610	1,420	810	232.8%	—
Ordinary Income	2,334	1,126	▲ 1,207	48.3%	0
Extraordinary Profit/loss	1,701	901	▲ 799	53.0%	—
Net Income	3,232	1,787	▲ 1,445	55.3%	1,100

* Plan disclosed on 1st February

PT Mandom Indonesia Tbk

Local Currency

(Millions of Rp.)

	FYE2021/ MAR	FYE2022/ MAR	balance	Yr/Yr
Net sales	1,470,417	1,319,687	▲ 150,730	89.7%
Cost of Goods	1,141,589	1,091,941	▲ 49,647	95.7%
Cost Ratio	77.6%	82.7%	+5.1P	—
Operating Income	-85,403	-63,999	21,404	—
Net Income	-75,387	-45,839	29,547	—

Yen Equivalent

(Millions of yen)

	FYE2021/ MAR	FYE2022/ MAR	balance	Yr/Yr
Net sales	10,881	10,029	▲ 851	92.2%
Cost of Goods	8,447	8,298	▲ 149	98.2%
Cost Ratio	77.6%	82.7%	+5.1P	—
Operating Income	-631	-486	145	—
Net Income	-557	-348	209	—

Rp.1= ¥ 0.0074 Rp.1= ¥ 0.0076

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.

**BE ANYTHING,
BE EVERYTHING.**



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