



The First Quarter Business Results Information

(Fiscal Year Ending March 31,2023)

April 1,2022-June 30,2022

Mandom Corporation

(Securities Code: 4917)

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1. Consolidated Business Results



(Millions of yen)

	1Q				
	FYE2022/MAR	FYE2023/MAR	Balance	Yr/Yr	Yr/Yr*
Net Sales	14,379	16,050	1,671	111.6%	108.1%
Operating Income	-745	694	1,440	—	—
Ordinary Income	-599	789	1,388	—	—
Net Income Attributable to Owners of Parent	-545	638	1,183	—	—

※ Comparison with FYE 2022/MAR rate after adjustment.

EPS	¥-12.15	¥14.20
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2. Consolidated Net Sales

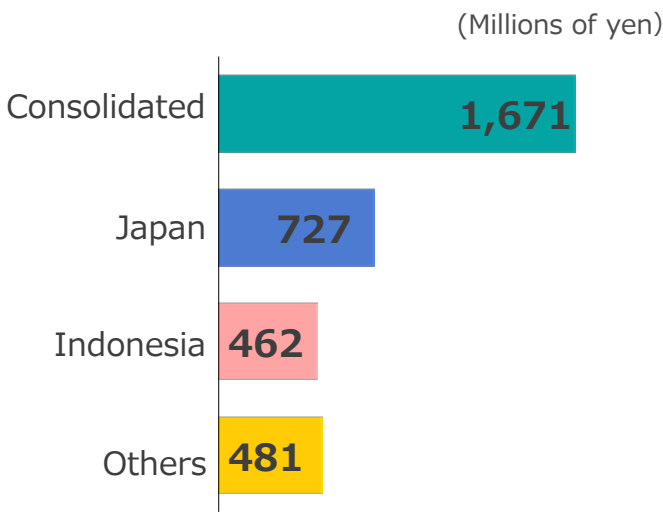


2-1. Net Sales by Region

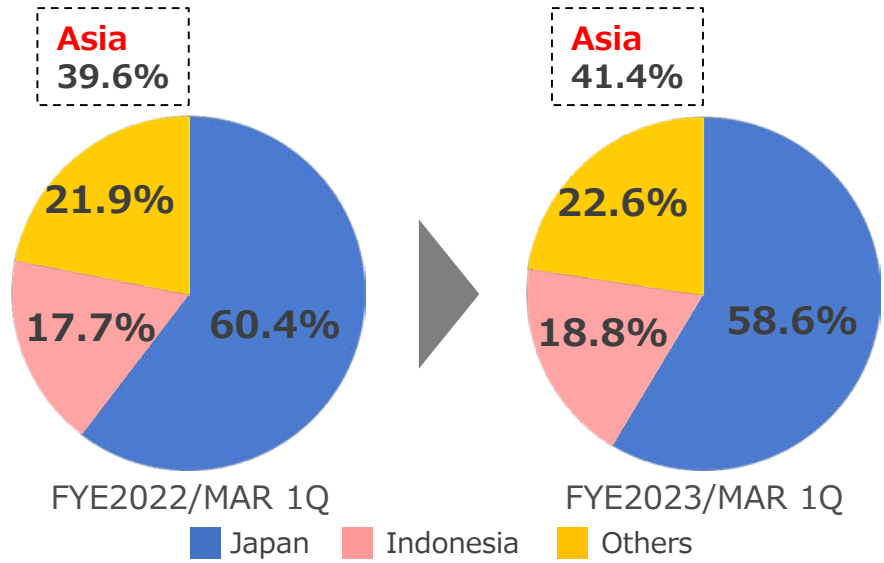
(Millions of yen)

	1Q			
	FYE2022/MAR	FYE2023/MAR	Balance	Yr/Yr
Net Sales	14,379	16,050	1,671	111.6%
Japan	8,680	9,408	727	108.4%
Indonesia	2,550	3,012	462	118.1%
Others	3,148	3,629	481	115.3%

2-2. Net Sales by Region Analysis



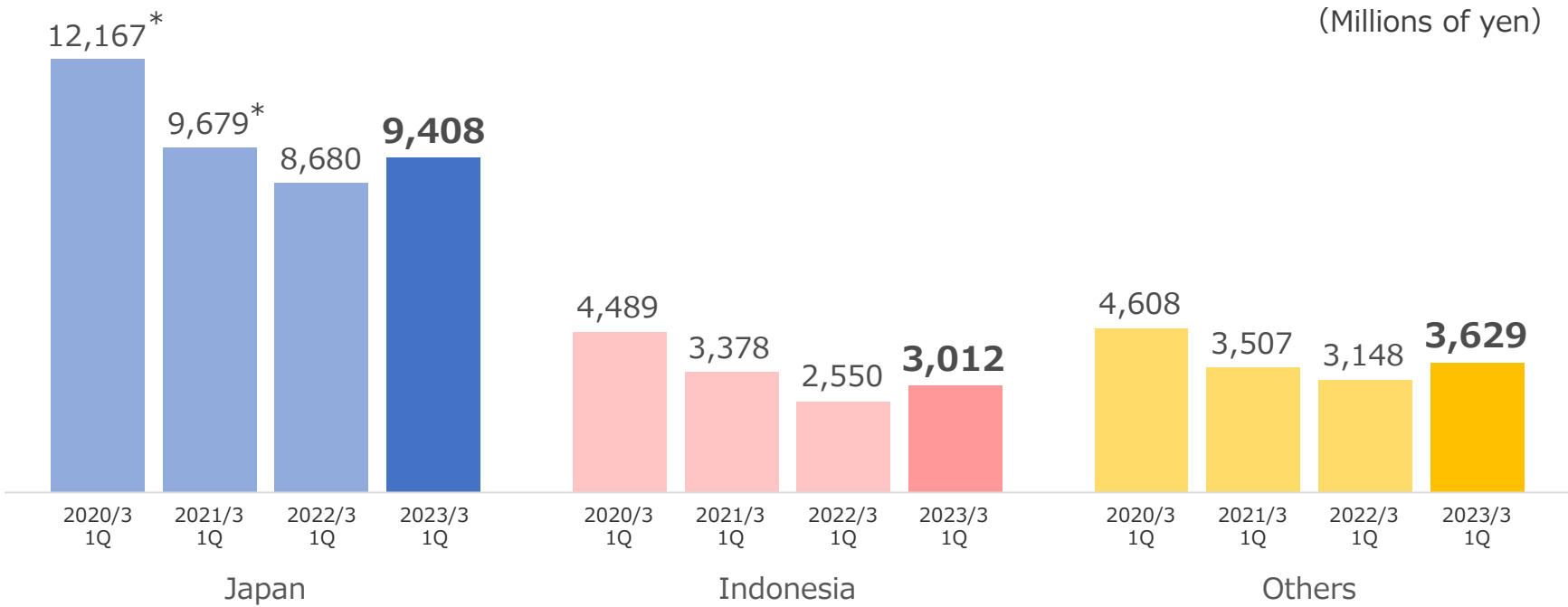
2-3. Net Sales by Region Ratio (Year-on-Year)



2. Consolidated Net Sales



2-4. Four-Year Net Sales Trends by Region



* The results for 2020/3 1Q and 2021/3 1Q have been calculated according to ASBJ Statement No. 29 Accounting Standard

2. Consolidated Net Sales

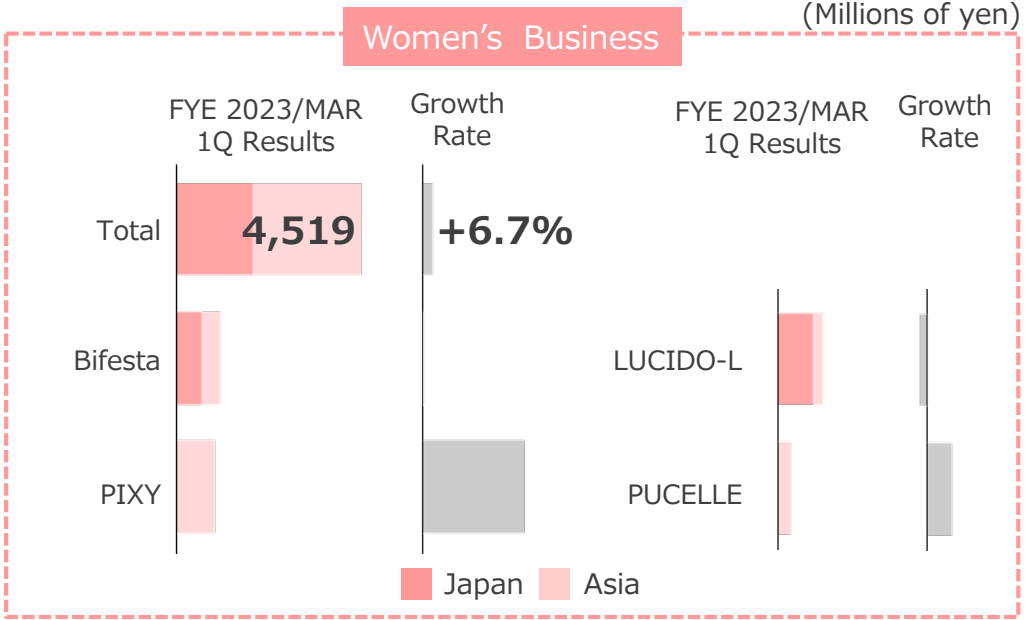
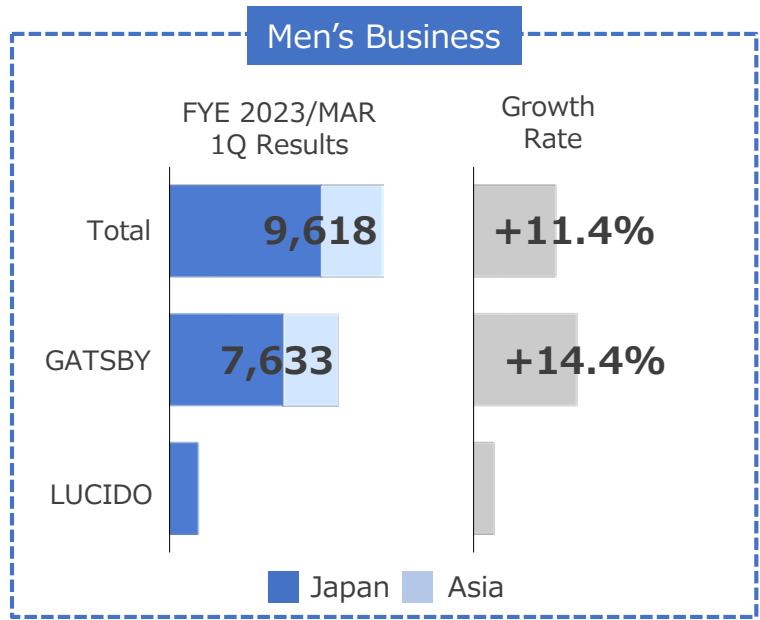


2-5. Net Sales by Strategic Business Unit

(Millions of yen)

	1Q			
	FYE2022/MAR	FYE2023/MAR	Balance	Yr/Yr
Net Sales	14,379	16,050	1,671	111.6%
Men's Business	8,631	9,618	987	111.4%
GATSBY	6,670	7,633	963	114.4%
Women's Business	4,234	4,519	284	106.7%
Other Business	1,513	1,912	398	126.3%

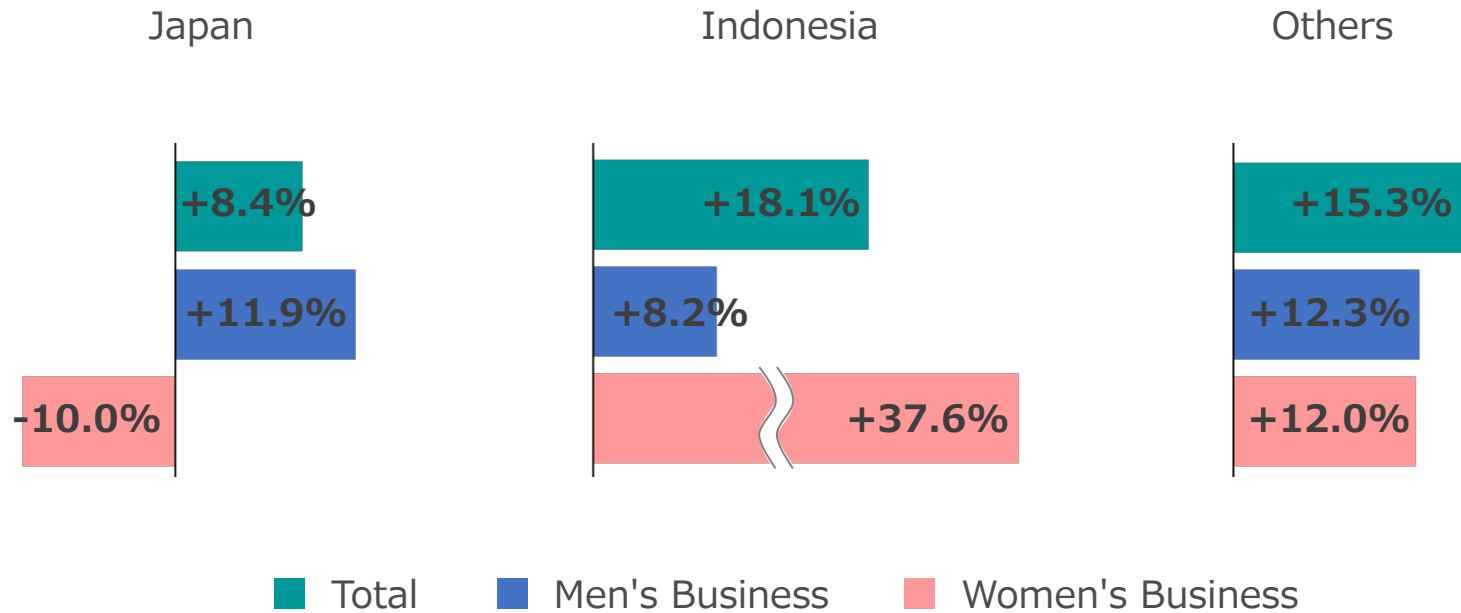
※breakdown : Women's Cosmetics 2,677 Millions of yen (Yr/Yr 125.0%) / Women's Cosmetry 1,841 Millions of yen (Yr/Yr 88.0%)



2. Consolidated Net Sales



2-6. Year-on-Year Comparison by Region and Business



* Breakdown
 Women's Cosmetics +6.9%
 Women's Cosmetary -17.0%
 * Others +42.6%

* Breakdown
 Women's Cosmetics +73.8%
 Women's Cosmetary -7.7%
 * Others +4.6%

* Breakdown
 Women's Cosmetics +11.4%
 Women's Cosmetary +15.1%
 * Others +28.6%

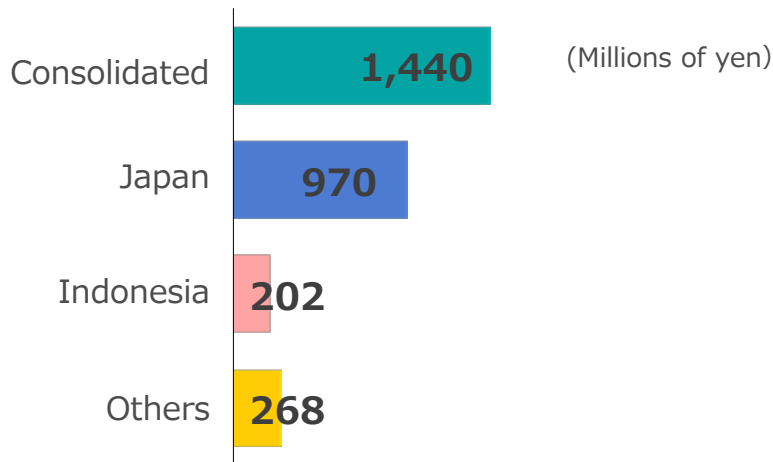
3. Consolidated Income

3-1. Operating Income by Region

(Millions of yen)

	1Q					
	FYE2022/MAR		FYE2023/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Operating Income	-745	▲5.2%	694	4.3%	1,440	-
Japan	-532	▲6.1%	437	4.6%	970	-
Indonesia	-348	▲13.7%	-145	▲4.8%	202	-
Others	135	4.3%	403	11.1%	268	297.8%

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



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

N/A

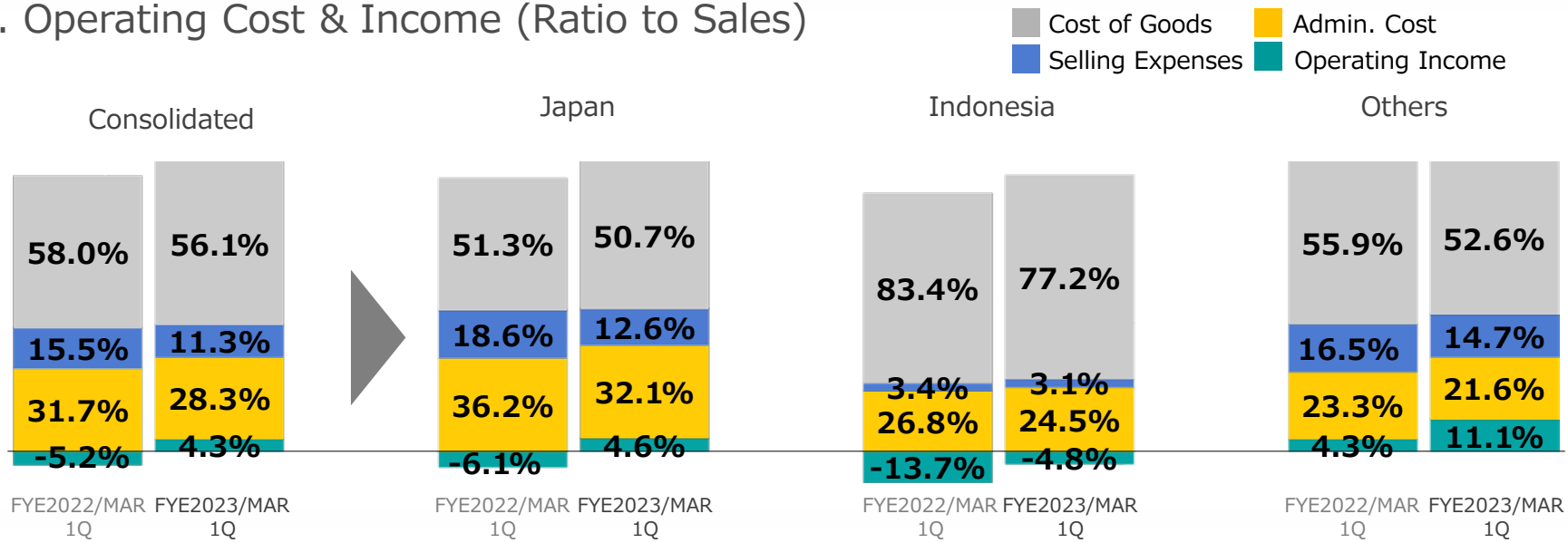
※Due to operating Loss Mandom Indonesia

3. Consolidated Income

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



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

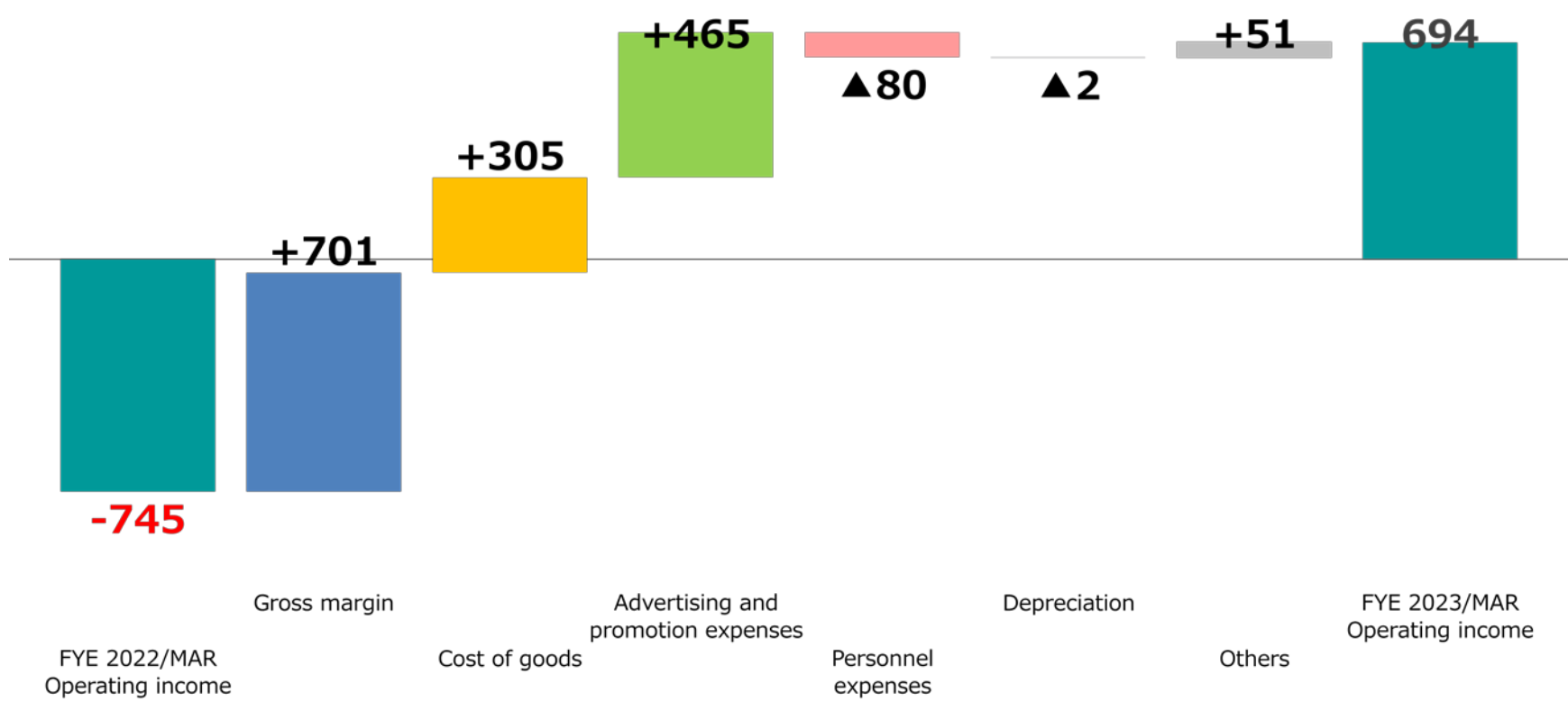


3. Consolidated Income



3-6. Analysis of Change in Consolidated Operating Income

(Millions of yen)



3. Consolidated Income

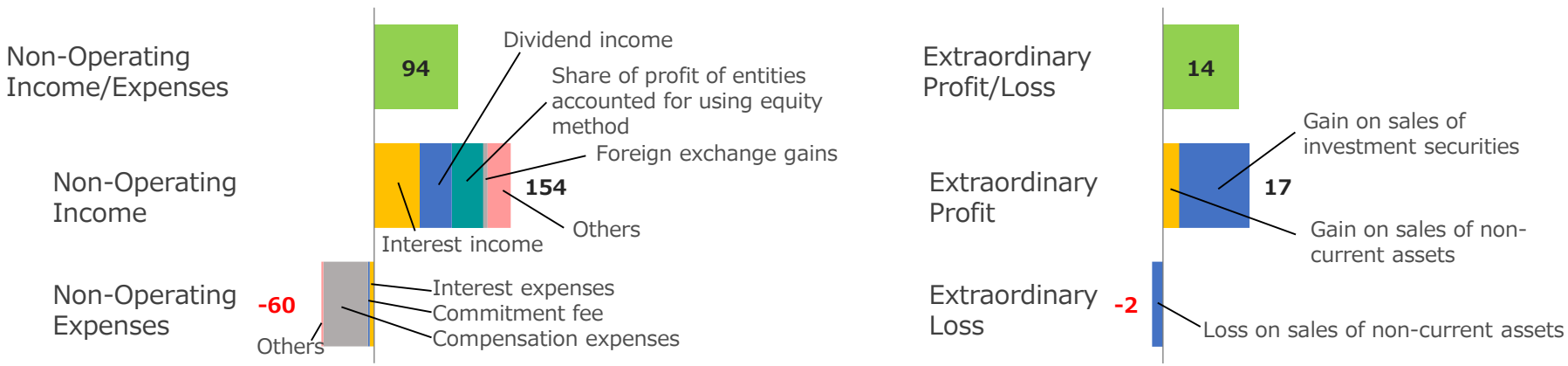
3-7. Ordinary Income and Net Income Attributable to Owners of Parent

(Millions of yen)

	1Q					
	FYE2022/MAR		FYE2023/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Non-operating Income/Expenses	146	1.0%	94	0.6%	▲ 51	64.6%
Ordinary Income	-599	▲4.2%	789	4.9%	1,388	-
Extraordinary Profit/Loss	85	0.6%	14	0.1%	▲ 70	17.4%
Income before Income Taxes and Minority Interests	-514	▲3.6%	804	5.0%	1,318	-
Income Taxes and Minority Interests	95	0.7%	160	1.0%	65	169.0%
Net Income	-609	▲4.2%	643	4.0%	1,252	-
Net Income Attributable to Non-controlling interests	-64	▲0.4%	4	0.0%	68	-
Net Income Attributable to Owners of Parent	-545	▲3.8%	638	4.0%	1,183	-

3-8. Non-Operating Income/Expenses & Extraordinary Profit/Loss

(Millions of yen)



The First Quarter Results of FYE 2023/MAR (P/L of Mandom Corporation, PT Mandom Indonesia Tbk)

Mandom Corporation

(Millions of yen)

	FYE2022/ MAR	FYE2023/ MAR	balance	Yr/Yr	Rivised Plan
Net sales	9,658	10,537	878	109.1%	39,000
Cost of Goods	5,544	5,799	254	104.6%	—
Cost Ratio	57.4%	55.0%	-2.4P	—	—
Selling, general and administrative expenses	4,659	4,109	▲ 549	88.2%	—
Operating Income	-545	628	1,173	—	—
Non-operating Income/Loss	901	133	▲ 768	14.8%	—
Ordinary Income	356	761	404	213.6%	870
Extraordinary Profit/loss	86	14	▲ 71	—	—
Net Income	388	566	177	145.8%	650

PT Mandom Indonesia Tbk

Local Currency

(Millions of Rp.)

	FYE2022/ MAR	FYE2023/ MAR	balance	Yr/Yr
Net sales	422,245	473,020	50,774	112.0%
Cost of Goods	348,272	373,744	25,471	107.3%
Cost Ratio	82.5%	79.0%	-3.5P	—
Operating Income	-29,027	-1,187	27,839	—
Net Income	-21,036	-368	20,667	—

Yen Equivalent

(Millions of yen)

	FYE2022/ MAR	FYE2023/ MAR	balance	Yr/Yr
Net sales	3,166	3,878	711	122.5%
Cost of Goods	2,612	3,064	452	117.3%
Cost Ratio	82.5%	79.0%	-3.5P	—
Operating Income	-217	-9	207	—
Net Income	-157	-3	154	—

Rp.1 = ¥ 0.0075 Rp.1 = ¥ 0.0082

※ Assumption rate FYE 2023/MAR

Rp.1 = ¥ 0.0083

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.