



# The First Three Quarter Business Results Information

(Fiscal Year Ending March 31,2023)

April 1,2022 -December 31,2022

**Mandom Corporation**  
(Securities Code: 4917)

## Contents

- 1. Consolidated Business Results**
  - 2. Consolidated Net Sales**
  - 3. Consolidated Income**
  - 4. Forecast of Consolidated Business Results  
for FYE 2023/MAR**
- ◆ Appendix**

# 1. Consolidated Business Results



(Millions of yen)

	1Q+2Q+3Q				
	FYE2022/MAR	FYE2023/MAR	Balance	Yr/Yr	Yr/Yr*
Net Sales	42,600	49,772	7,172	116.8%	110.8%
Operating Income	-1,021	1,757	2,779	—	—
Ordinary Income	-593	2,309	2,902	—	—
Net Income Attributable to Owners of Parent	240	1,410	1,170	587.5%	—

※ Comparison with FYE 2022/MAR rate after adjustment.

EPS	¥5.35	¥31.37
-----	-------	--------

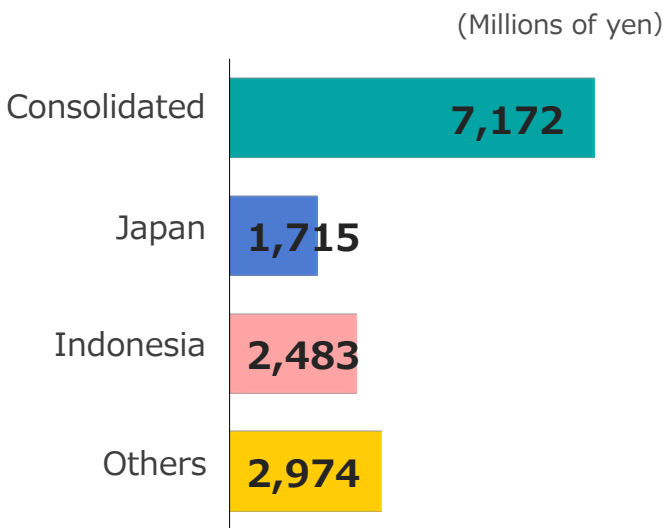
# 2. Consolidated Net Sales

## 2-1. Net Sales by Region

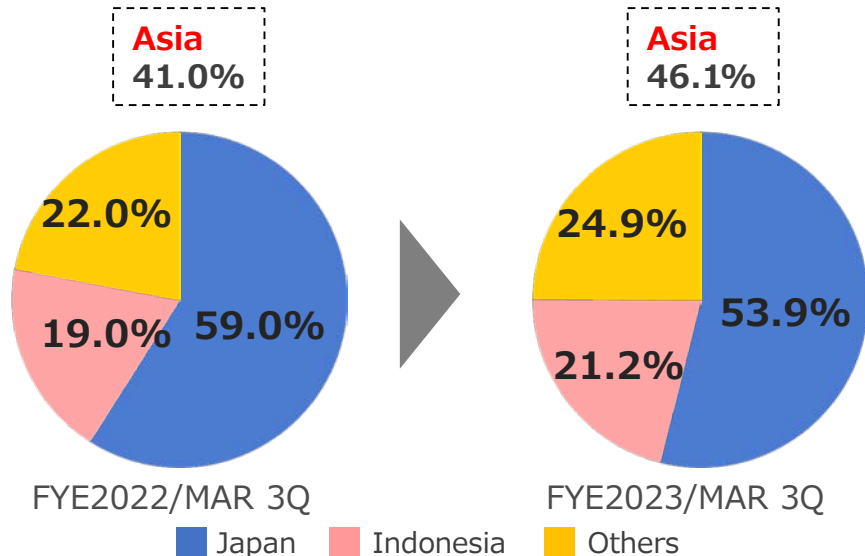
(Millions of yen)

	1Q+2Q+3Q			
	FYE2022/MAR	FYE2023/MAR	Balance	Yr/Yr
Net Sales	42,600	49,772	7,172	116.8%
Japan	25,128	26,843	1,715	106.8%
Indonesia	8,076	10,559	2,483	130.7%
Others	9,395	12,369	2,974	131.7%

## 2-2. Net Sales by Region Analysis



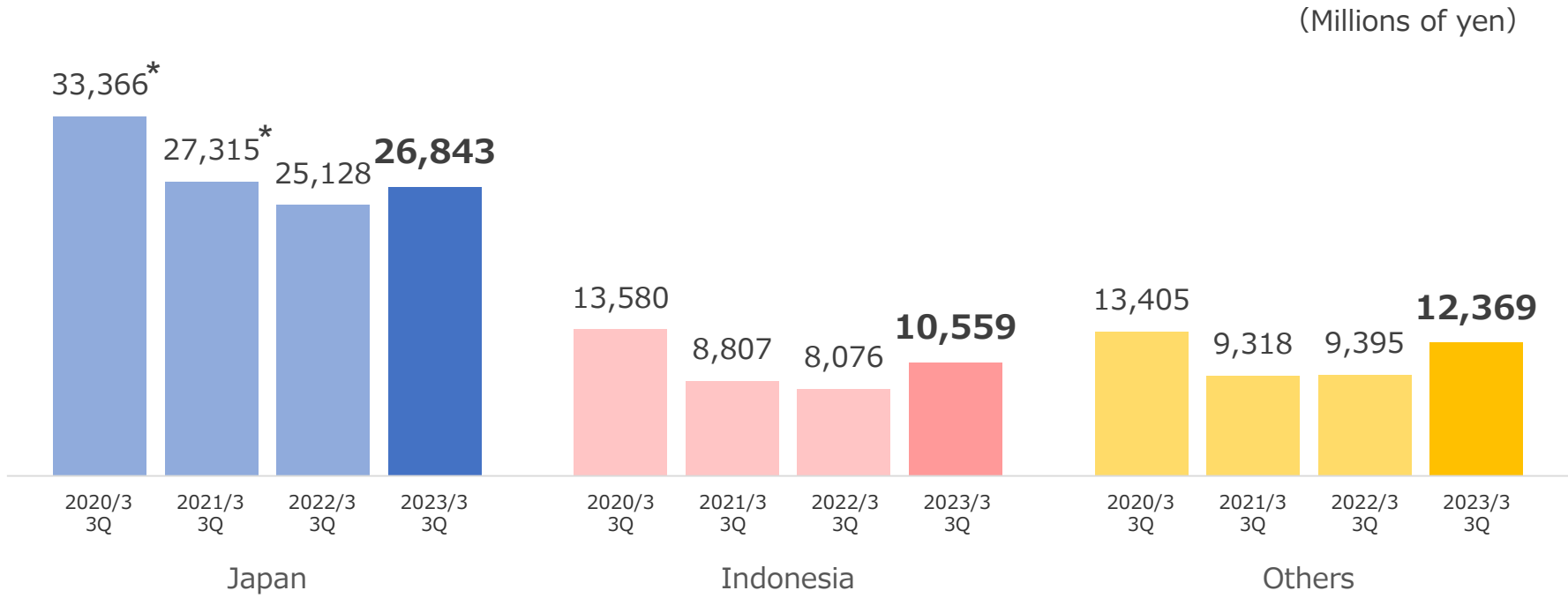
## 2-3. Net Sales by Region Ratio (Year-on-Year)



# 2. Consolidated Net Sales



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



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



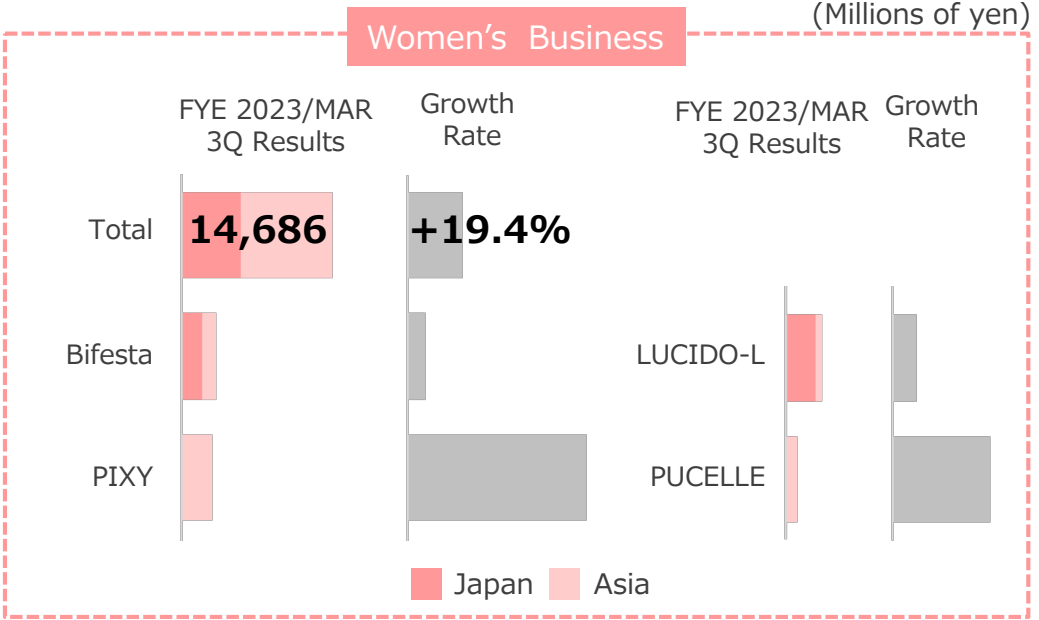
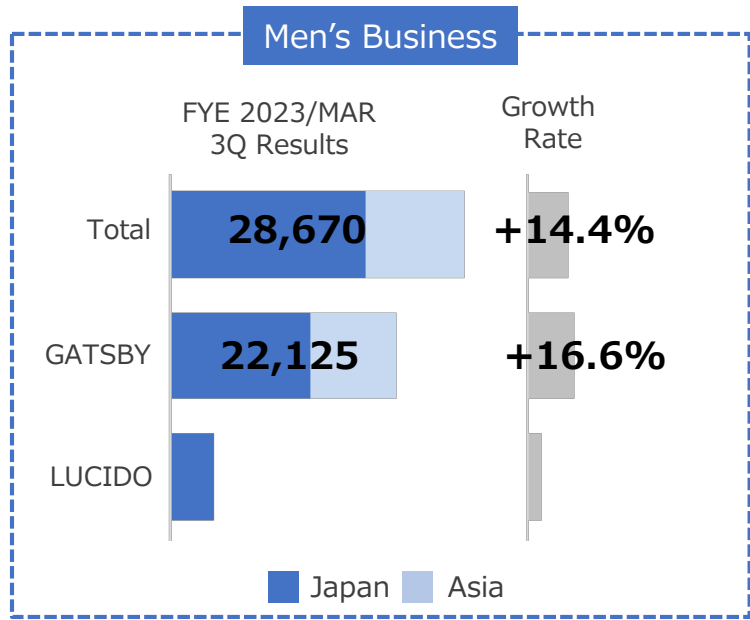
# 2. Consolidated Net Sales

## 2-5. Net Sales by Strategic Business Unit

(Millions of yen)

	1Q+2Q+3Q			
	FYE2022/MAR	FYE2023/MAR	Balance	Yr/Yr
Net Sales	42,600	49,772	7,172	116.8%
Men's Business	25,071	28,670	3,599	114.4%
GATSBY	18,974	22,125	3,150	116.6%
Women's Business	12,304	14,686	2,381	119.4%
Other Business	5,224	6,416	1,191	122.8%

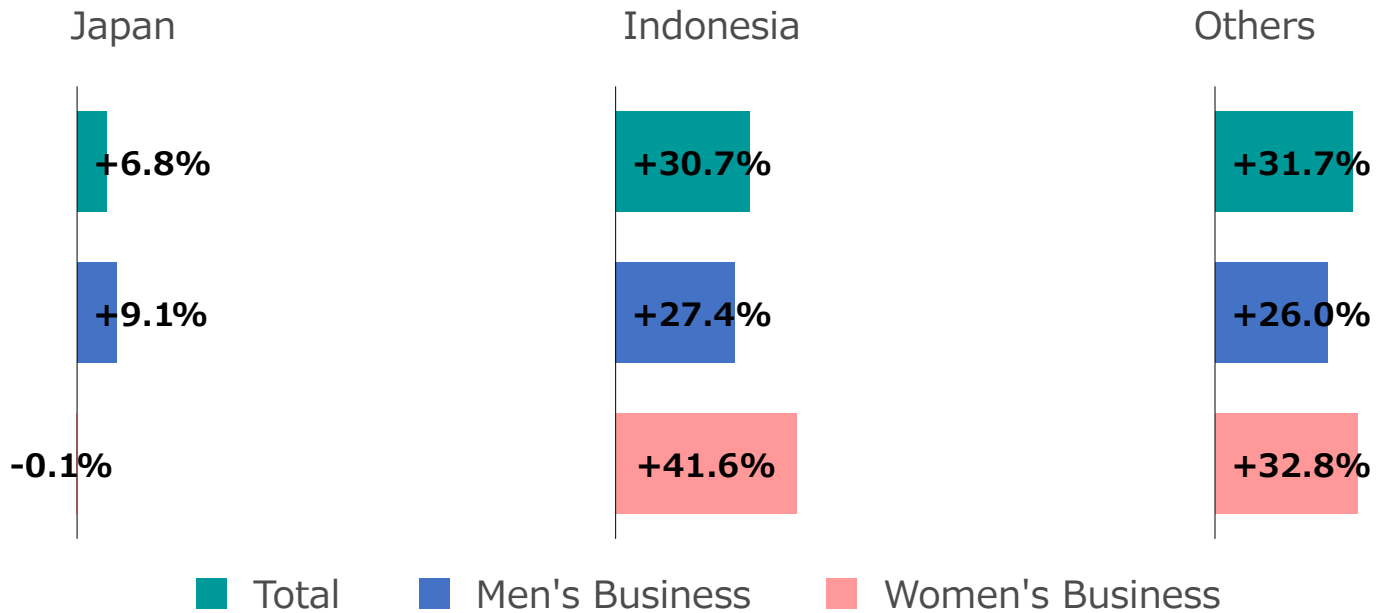
※breakdown :Women's Cosmetics 8,738 Millions of yen (Yr/Yr 133.5%) / Women's Cosmetary 5,947 Millions of yen (Yr/Yr 103.3%)



# 2. Consolidated Net Sales



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



\* Breakdown  
 Women's Cosmetics +9.7%  
 Women's Cosmetary -5.1%  
 \* Others +7.6%

\* Breakdown  
 Women's Cosmetics +62.5%  
 Women's Cosmetary -12.8%  
 \* Others +16.6%

\* Breakdown  
 Women's Cosmetics +31.8%  
 Women's Cosmetary +37.6%  
 \* Others +41.8%

# 3. Consolidated Income

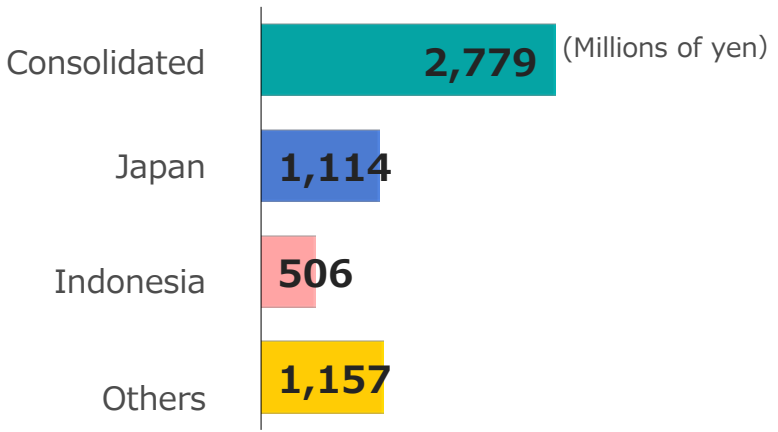
## 3-1. Operating Income by Region

(Millions of yen)

	1Q+2Q+3Q					
	FYE2022/MAR		FYE2023/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Operating Income	-1,021	▲2.4%	1,757	3.5%	2,779	-
Japan	-336	▲1.3%	778	2.9%	1,114	-
Indonesia	-842	▲10.4%	-335	▲3.2%	506	-
Others	156	1.7%	1,314	10.6%	1,157	837.6%

## 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





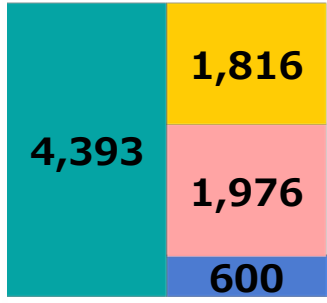
# 3. Consolidated Income

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

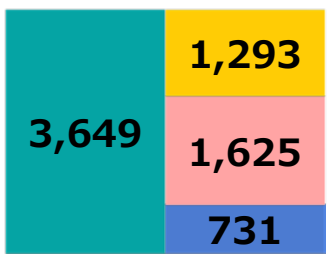
■ Consolidated    ■ Japan  
■ Indonesia    ■ Others

(Millions of yen)

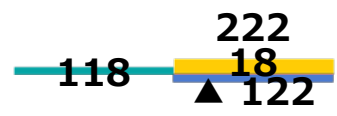
### 3Q Operating Cost Total



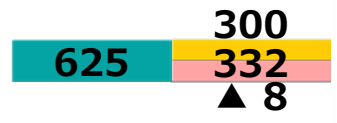
### 3Q Cost of Goods



### 3Q Selling Expenses



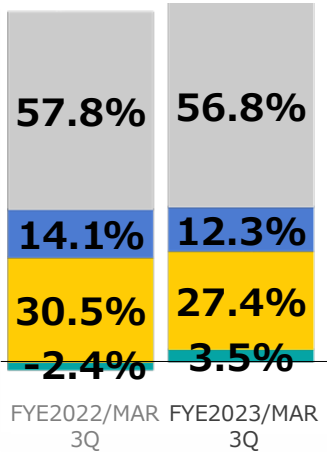
### 3Q Admin. Cost



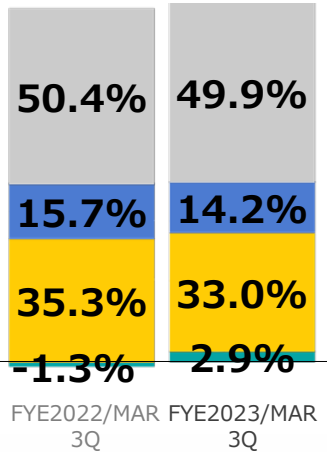
## 3-5. Operating Cost & Income (Ratio to Sales)

■ Cost of Goods    ■ Admin. Cost  
■ Selling Expenses    ■ Operating Income

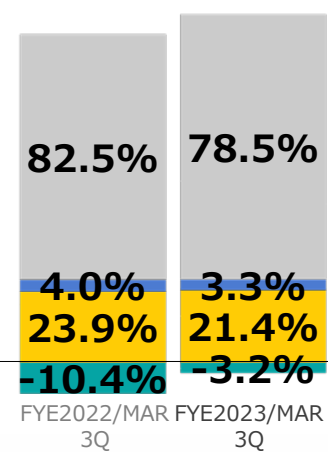
### Consolidated



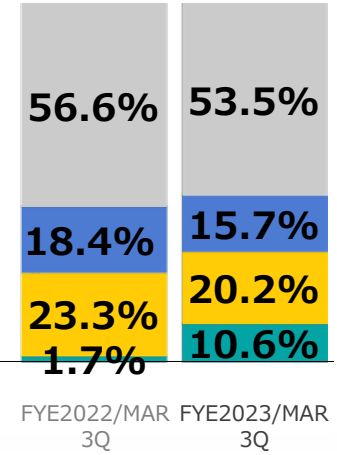
### Japan



### Indonesia



### Others

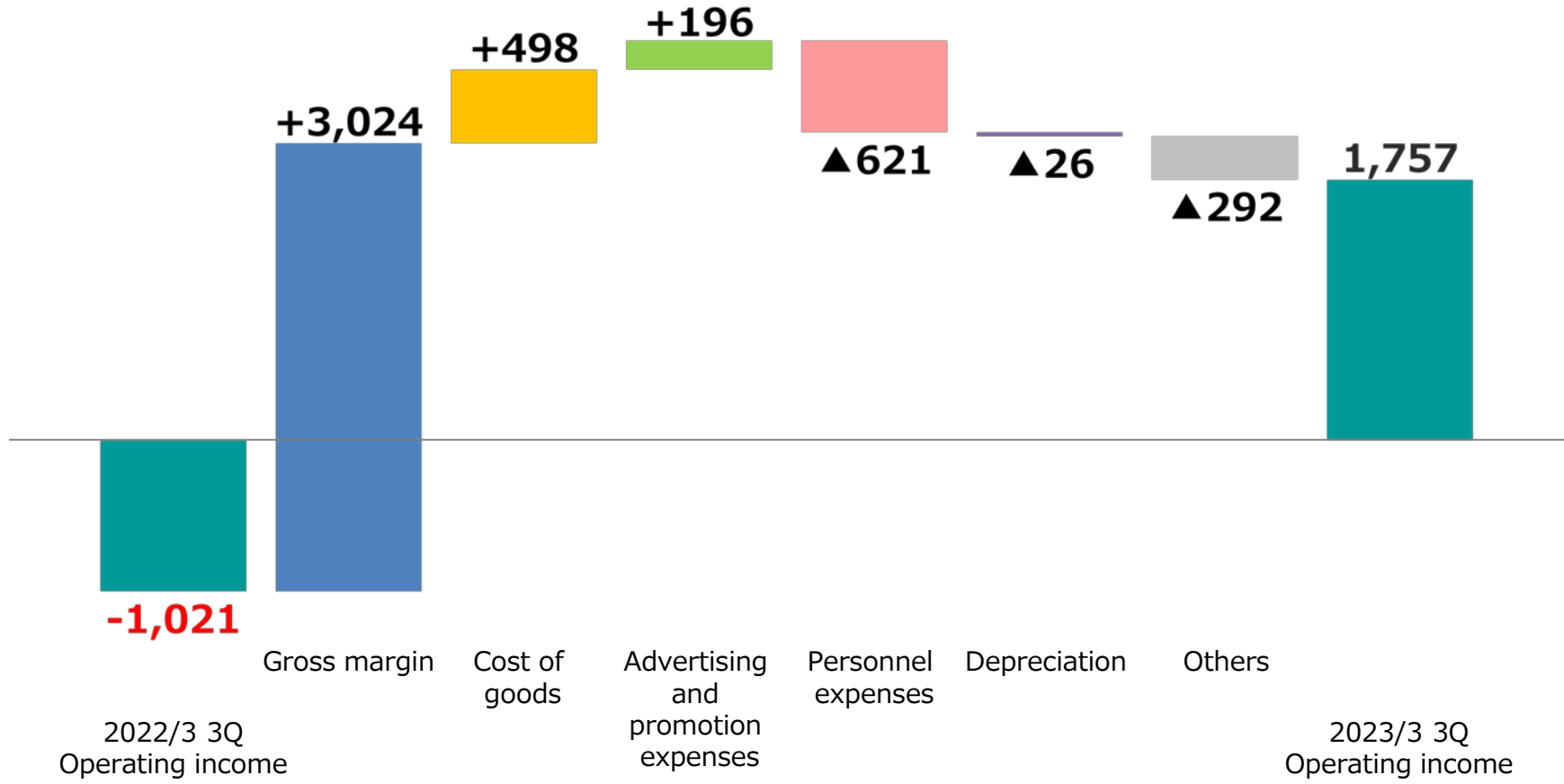


# 3. Consolidated Income



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

(Millions of yen)



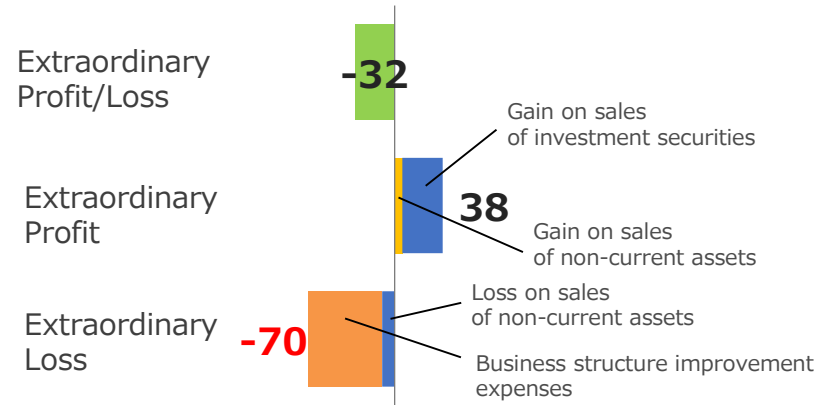
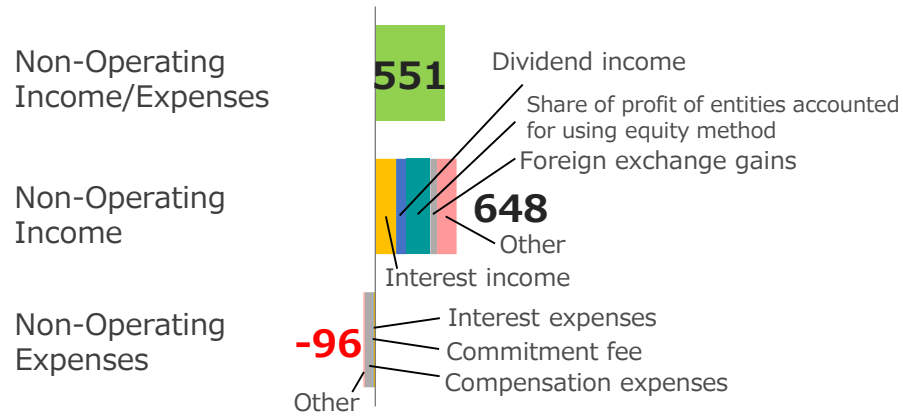
# 3. Consolidated Income

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

(Millions of yen)

	1Q+2Q+3Q					
	FYE2022/MAR		FYE2023/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Non-operating Income/Expenses	427	1.0%	551	1.1%	123	128.9%
Ordinary Income	-593	▲1.4%	2,309	4.6%	2,902	—
Extraordinary Profit/Loss	902	2.1%	-32	▲0.1%	▲ 934	—
Income before Income Taxes and Minority Interests	309	0.7%	2,277	4.6%	1,968	736.9%
Income Taxes and Minority Interests	203	0.5%	787	1.6%	583	386.7%
Net Income	105	0.2%	1,489	3.0%	1,384	1414.5%
Net Income Attributable to Non-controlling interests	-134	▲0.3%	78	0.2%	213	—
Net Income Attributable to Owners of Parent	240	0.6%	1,410	2.8%	1,170	587.5%

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



# 4. Forecast of Consolidated Business Results for FYE 2023/MAR



(Millions of yen)

	Annual						
	Outlook <sup>*1</sup>	VS Previous Term			VS Revised Plan <sup>*2</sup>		
		Balance	Yr/Yr	Previous period	Balance	Achiev	Revised Plan <sup>*2</sup>
Net Sales	65,000	7,638	113.3%	57,361	0	100.0%	65,000
Operating Income	800	3,108	—	-2,308	▲ 200	80.0%	1,000
Ordinary Income	1,600	3,456	—	-1,856	250	118.5%	1,350
Net Income Attributable to Owners of Parent	500	1,121	—	-621	▲ 250	66.7%	750

\* 1 . Plan disclosed on 2nd February 2023

\* 2 . Plan disclosed on 11th May 2022

## The First Three 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	Plan*
Net sales	27,589	30,167	2,577	109.3%	39,000
Cost of Goods	15,353	16,485	1,131	107.4%	—
Cost Ratio	55.6%	54.6%	-1.0P	—	—
Selling, general and administrative expenses	12,529	12,414	▲ 115	99.1%	—
Operating Income	-293	1,268	1,561	—	—
Non-operating Income/Loss	1,420	236	▲ 1,183	16.7%	—
Ordinary Income	1,126	1,504	377	133.5%	600*
Extraordinary Profit/loss	901	-32	▲ 933	—	—
Net Income	1,787	1,013	▲ 774	56.7%	-50*

\* Plan disclosed on 2nd February 2023

### PT Mandom Indonesia Tbk

#### Local Currency

(Millions of Rp.)

	FYE2022/ MAR	FYE2023/ MAR	balance	Yr/Yr
Net sales	1,319,687	1,551,061	231,373	117.5%
Cost of Goods	1,091,941	1,237,146	145,204	113.3%
Cost Ratio	82.7%	79.8%	-3.0P	—
Operating Income	-63,999	18,810	82,809	—
Net Income	-45,839	25,626	71,466	—

#### Yen Equivalent

(Millions of yen)

	FYE2022/ MAR	FYE2023/ MAR	balance	Yr/Yr
Net sales	10,029	13,494	3,464	134.5%
Cost of Goods	8,298	10,763	2,464	129.7%
Cost Ratio	82.7%	79.8%	-3.0P	—
Operating Income	-486	163	650	—
Net Income	-348	222	571	—

Rp.1= ¥0.0076 Rp.1= ¥0.0087

※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.

**BE ANYTHING,  
BE EVERYTHING.**



**mandom**