



# The First Quarter Business Results Information

(Fiscal Year Ending March 31,2024)

April 1,2023-June 30,2023

**Mandom Corporation**

(Securities Code: 4917)

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# 1. Consolidated Business Results



(Millions of yen)

	1Q				
	FYE2023/MAR	FYE2024/MAR	Balance	Yr/Yr	Yr/Yr*
Net Sales	16,050	18,455	2,405	+15.0%	+10.9%
Operating Income	694	1,033	338	+48.7%	—
Ordinary Income	789	1,230	441	+55.9%	—
Net Income Attributable to Owners of Parent	638	911	272	+42.7%	—

※ Comparison with FYE 2023/MAR rate after adjustment.

EPS	¥14.20	¥20.27
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# 2. Consolidated Net Sales

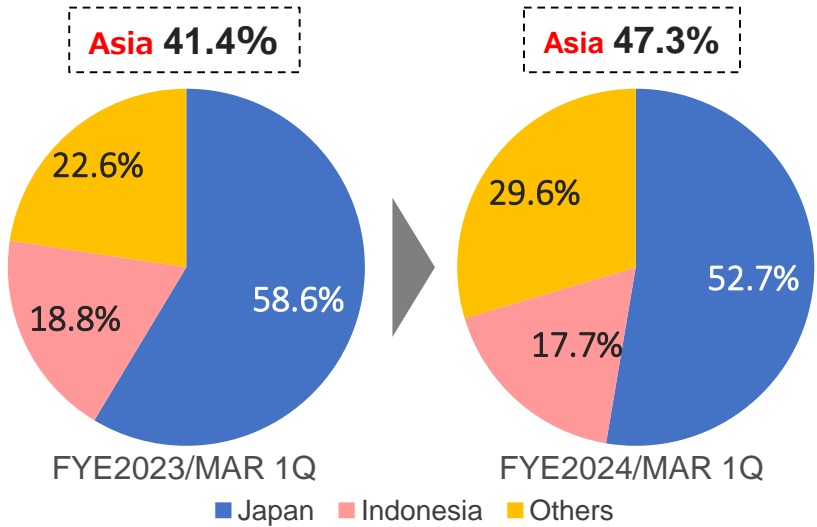
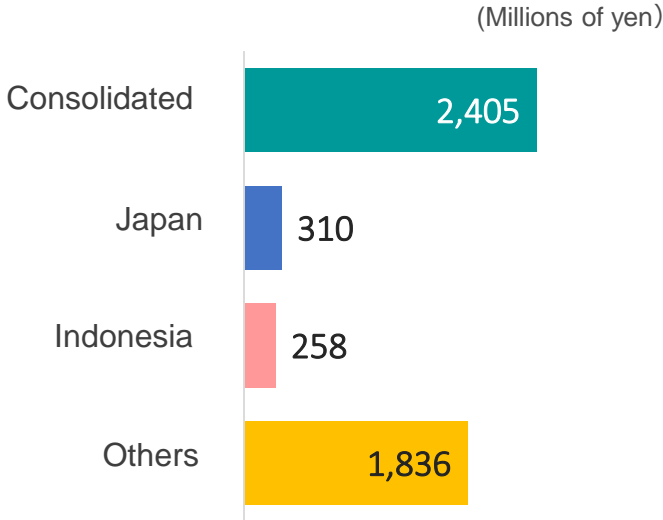
## 2-1. Net Sales by Region

(Millions of yen)

	1Q			
	FYE2023/MAR	FYE2024/MAR	Balance	Yr/Yr
Net Sales	16,050	18,455	2,405	+15.0%
Japan	9,408	9,719	310	+3.3%
Indonesia	3,012	3,270	258	+8.6%
Others	3,629	5,465	1,836	+50.6%

## 2-2. Net Sales by Region Analysis

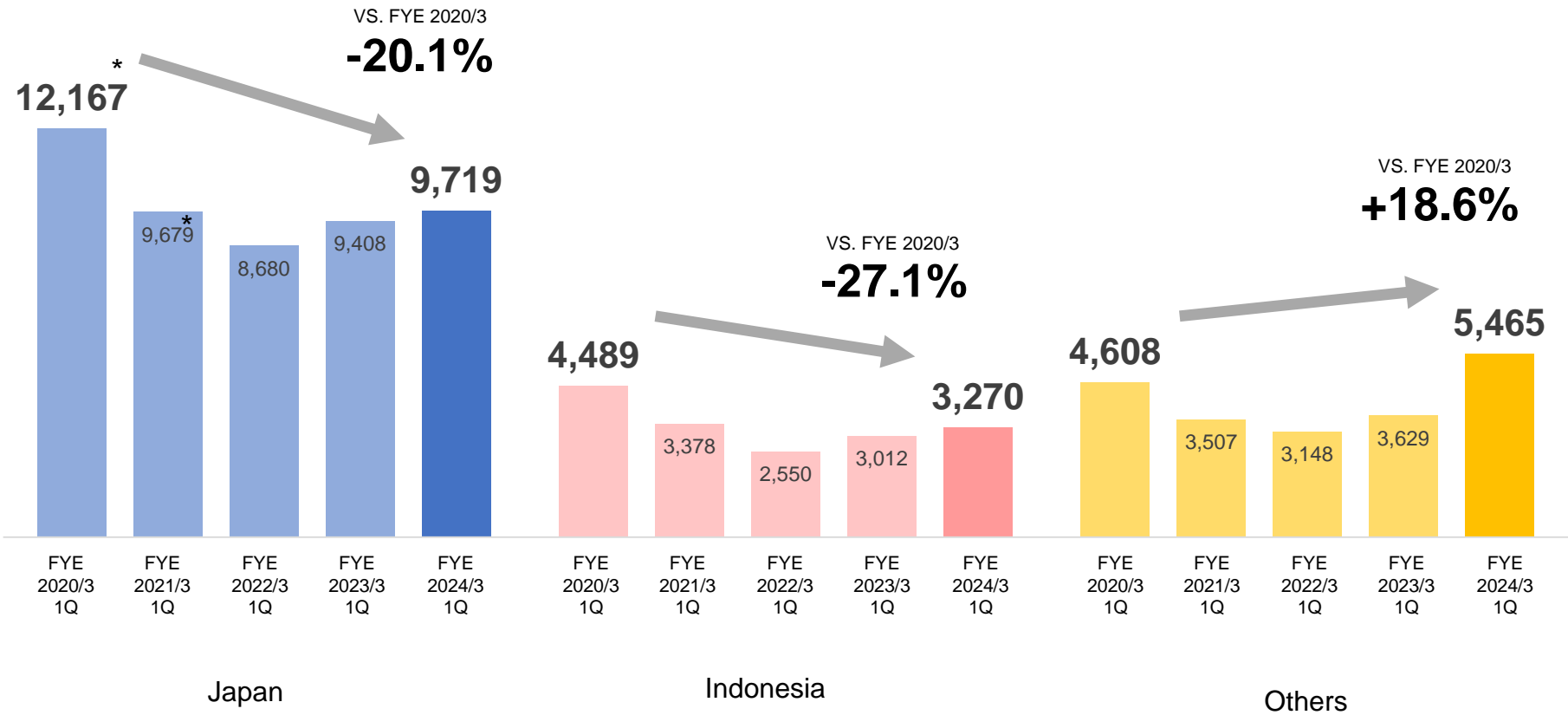
## 2-3. Net Sales by Region Ratio (Year-on-Year)





# 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



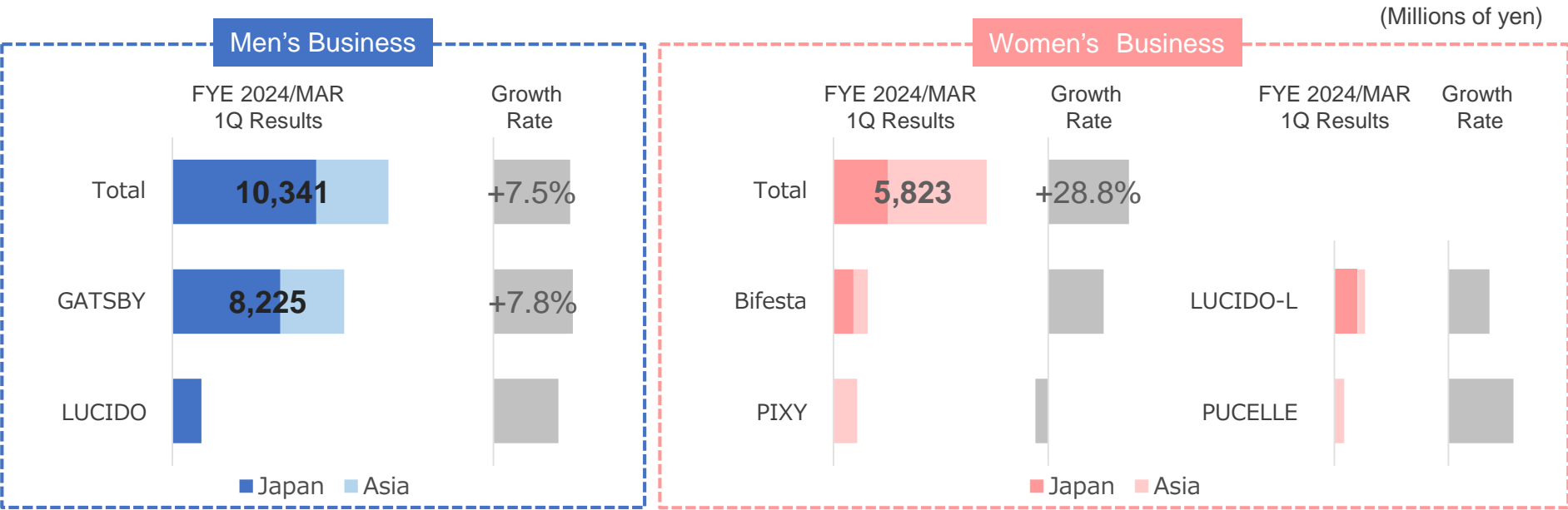
# 2. Consolidated Net Sales

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

(Millions of yen)

	1Q			
	FYE2023/MAR	FYE2024/MAR	Balance	Yr/Yr
Net Sales	16,050	18,455	2,405	+15.0%
Men's Business	9,618	10,341	722	+7.5%
GATSBY	7,633	8,225	591	+7.8%
Women's Business	4,519	5,823	1,303	+28.8%
Other Business	1,912	2,291	379	+19.9%

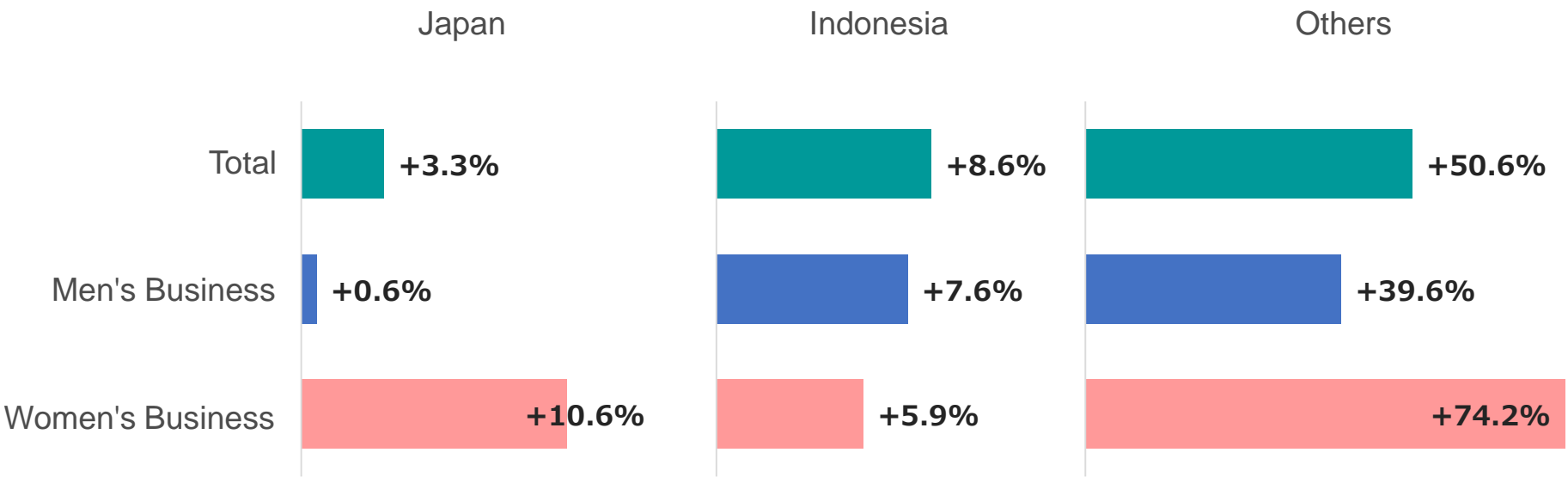
※breakdown :Women's Cosmetics 3,650 Millions of yen (Yr/Yr +36.3%) / Women's Cosmetry 2,172 Millions of yen (Yr/Yr +18.0%)



# 2. Consolidated Net Sales



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



\* Breakdown  
 Women's Cosmetary +4.9%  
 Women's Cosmetics +21.3%  
 \* Others +10.3%

\* Breakdown  
 Women's Cosmetary +36.1%  
 Women's Cosmetics -6.9%  
 \* Others +19.0%

\* Breakdown  
 Women's Cosmetary +56.0%  
 Women's Cosmetics +78.0%  
 \* Others +29.0%

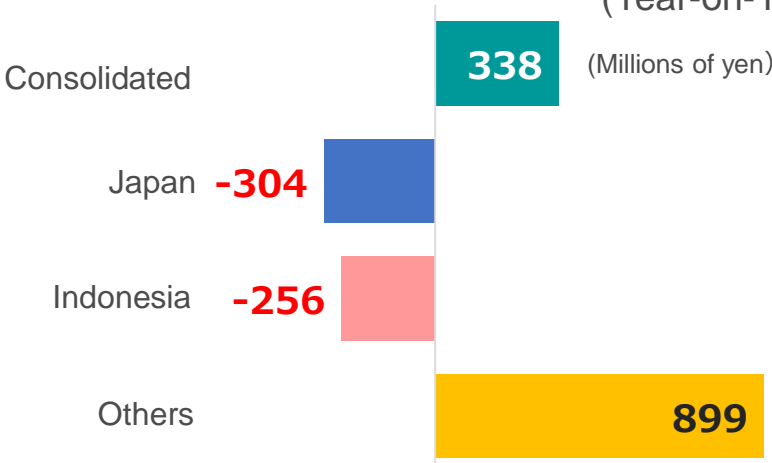
# 3. Consolidated Income

## 3-1. Operating Income by Region

(Millions of yen)

	1Q					
	FYE2023/MAR		FYE2024/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Operating Income	694	4.3%	1,033	5.6%	338	+48.7%
Japan	437	4.6%	132	1.4%	(304)	(69.6%)
Indonesia	(145)	—	(402)	—	(256)	—
Others	403	11.1%	1,302	23.8%	899	+222.9%

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



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

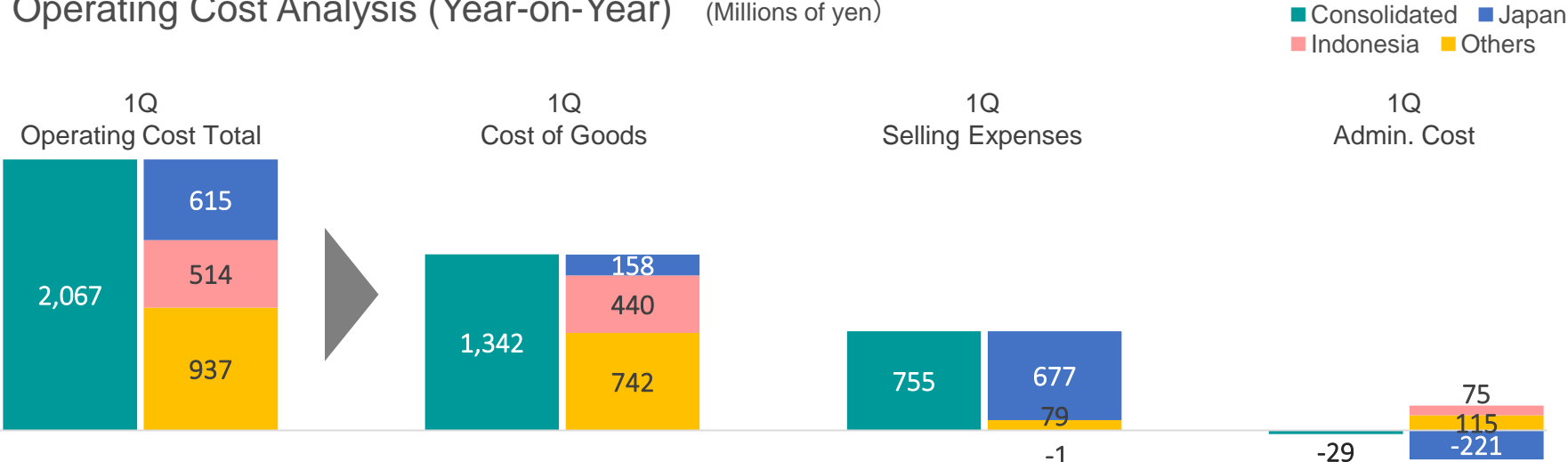
N/A

※Due to operating Loss Mandom Indonesia

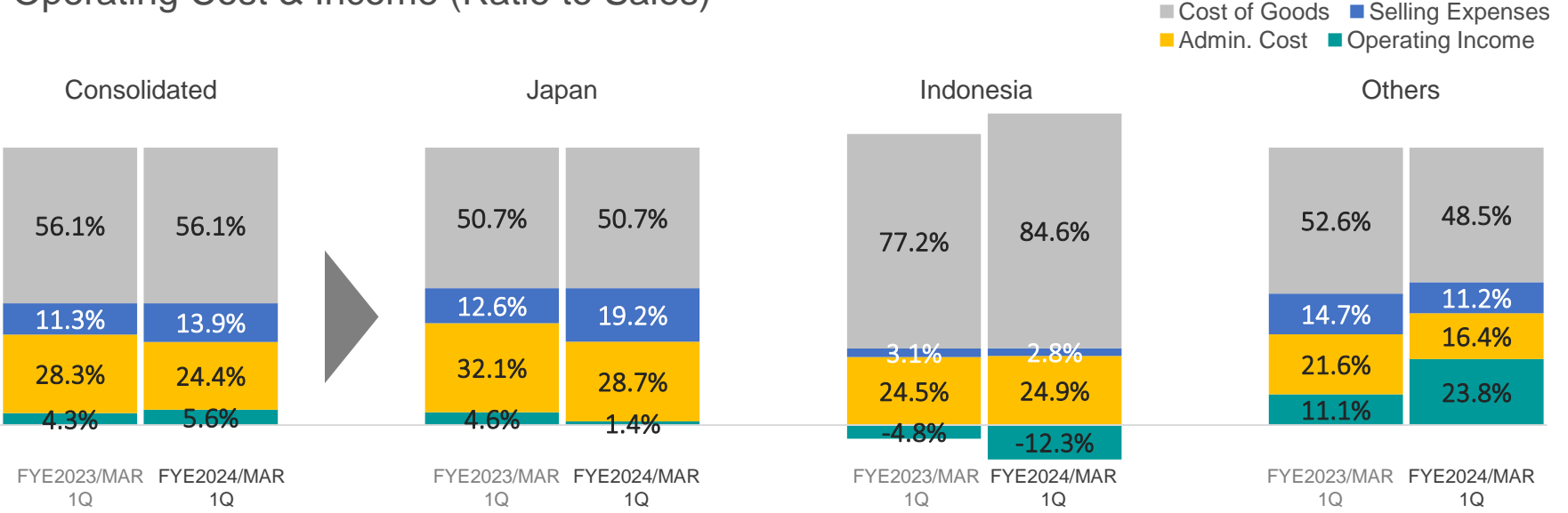


# 3. Consolidated Income

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



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

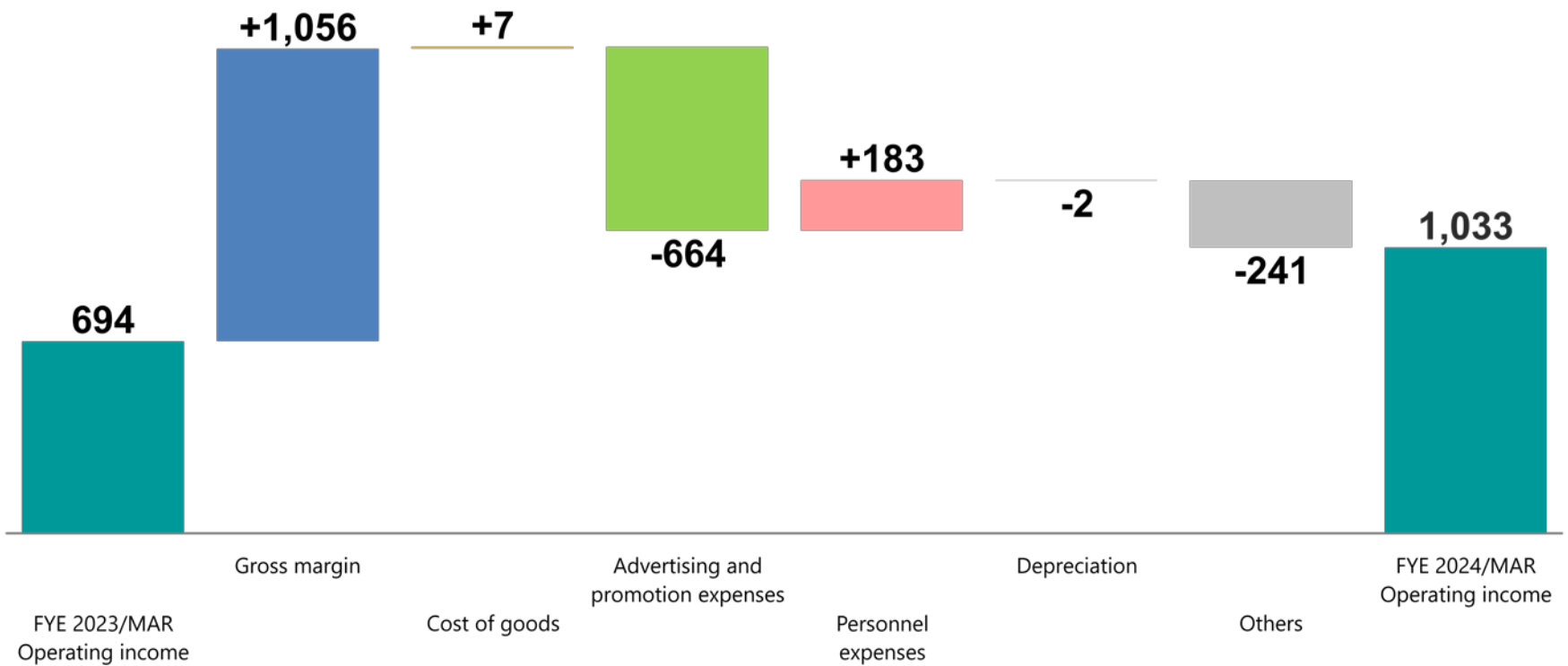


# 3. Consolidated Income



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

(Millions of yen)



# 3. Consolidated Income

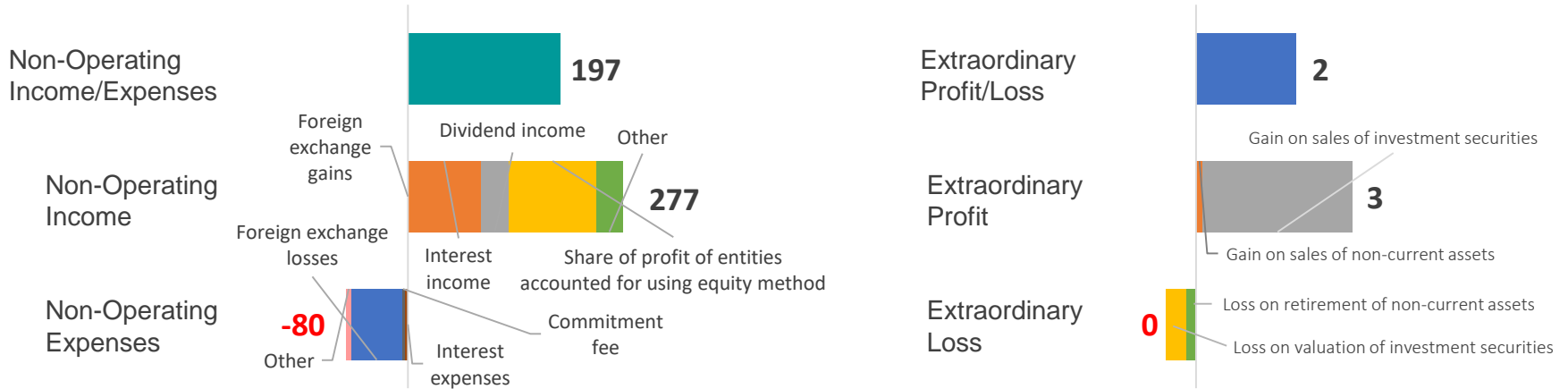
## 3-7. Ordinary Income and Net Income Attributable to Owners of Parent

(Millions of yen)

	1Q			
	FYE2023/MAR	FYE2024/MAR	Balance	Yr/Yr
Non-operating Income/Expenses	94	197	102	+108.9%
Ordinary Income	789	1,230	441	+55.9%
Extraordinary Profit/Loss	14	2	(12)	(83.0%)
Income before Income Taxes and Minority Interests	804	1,233	429	+53.4%
Income Taxes and Minority Interests	160	340	179	+111.4%
Net Income	643	893	249	+38.8%
Net Income Attributable to Non-controlling interests	4	(18)	(22)	—
Net Income Attributable to Owners of Parent	638	911	272	+42.7%

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

(Millions of yen)



## The First Quarter Results of FYE 2024/MAR (P/L of Mandom Corporation, PT Mandom Indonesia Tbk)

### Mandom Corporation

(Millions of yen)

	FYE2023 /MAR	FYE2024 /MAR	Balance	Yr/Yr	Initial Plan
Net sales	10,537	10,909	371	+3.5%	42,000
Cost of Goods	5,799	6,154	355	+6.1%	—
Cost Ratio	55.0%	56.4%	+1.4P	—	—
Selling, general and administrative expenses	4,109	4,566	456	+11.1%	—
Operating Income	628	187	(440)	(70.1%)	—
Non-operating Income/Loss	133	387	254	+190.6%	—
Ordinary Income	761	575	(186)	(24.4%)	1,950
Extraordinary Profit/loss	14	2	(12)	(83.5%)	—
Net Income	566	466	(99)	(17.6%)	1,540

### PT Mandom Indonesia Tbk

#### Local Currency

(Millions of Rp.)

	FYE2023 /MAR	FYE2024 /MAR	balance	Yr/Yr
Net sales	473,020	507,398	34,378	+7.3%
Cost of Goods	373,744	400,669	26,924	+7.2%
Cost Ratio	79.0%	79.0%	(0.0P)	—
Operating Income	(1,187)	4,362	5,549	—
Net Income	(368)	4,853	5,222	—

#### Yen Equivalent

(Millions of yen)

	FYE2023 /MAR	FYE2024 /MAR	balance	Yr/Yr
Net sales	3,878	4,465	586	+15.1%
Cost of Goods	3,064	3,525	461	+15.0%
Cost Ratio	79.0%	79.0%	(0.0P)	—
Operating Income	(9)	38	48	—
Net Income	(3)	42	45	—

Rp.1= ¥0.0082 Rp.1= ¥0.0088

※Assumption rate FYE 2024/MAR

Rp.1= ¥0.0084

Information in this report concerning future performance is based on information available and certain assumptions deemed reasonable. Forecasts are not promises of future performance. Actual earnings may differ significantly from forecasts due to a number of factors. All amounts have been rounded to the nearest whole unit.