

Mandom does business in 11 countries and regions in Asia.

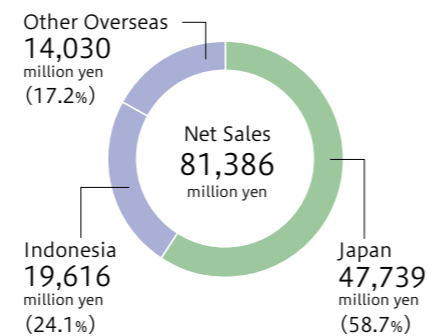
The Mandom Group does business in 11 countries and regions in Asia, including Japan. We carry out business endeavors based on a common group philosophy and policies while aligning local operations to the distinct needs of each market and regional society.



Company Profile (as of March 31, 2018)

- Head Office** ● 5-12, Juniken-cho, Chuo-ku, Osaka 540-8530, Japan
- Established** ● December 23, 1927
- Paid-in Capital** ● JPY 11,394,817,459
- No. of Employees** ● 574 (2,694 consolidated)
- Main businesses** ● Manufacture and sale of cosmetics and fragrance products
● Manufacture and sales of quasi-drugs
- Website** ● <https://www.mandom.co.jp/english/>

Consolidated Sales



VISION2027

●Our Vision 2027

A cosmetics company possessing unique strengths in specialized areas (not an "all-rounder")

1. A company that consistently offers authentic proposals
2. A Global & 'Only One' company
3. An Exciting & Excellent company

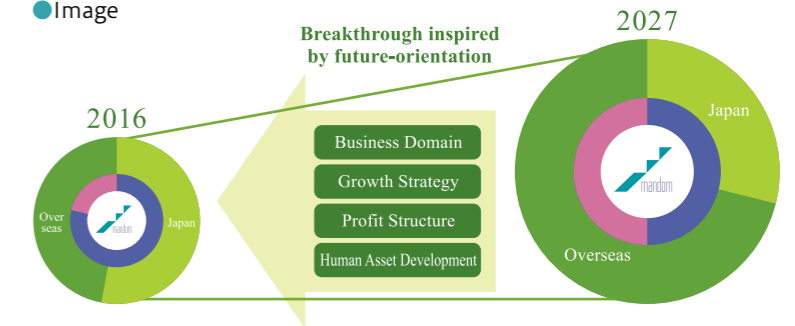
●VISION Slogan

Use our 'Only One' strengths to provide Dedication to Service (Oyakudachi) to a billion people around the world.

●VISION Policy

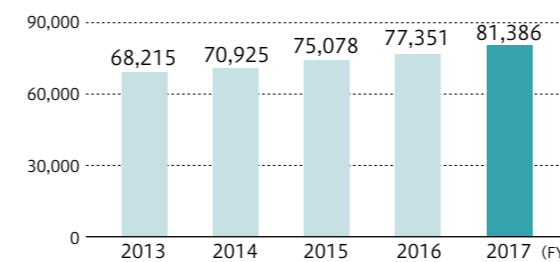
1. Leverage Asia's economic growth to evolve into a truly global company.
2. Display greater Dedication to Service (Oyakudachi) in the men's business segment and invest aggressively to expand our women's segment.
3. Provide authentic products and services to develop a MANDOM WORLD inspired by the concept of stock-oriented management (the idea of strengthening or "stocking up" various assets including ties with our stakeholders by providing authentic and valuable products and services.)

●Image

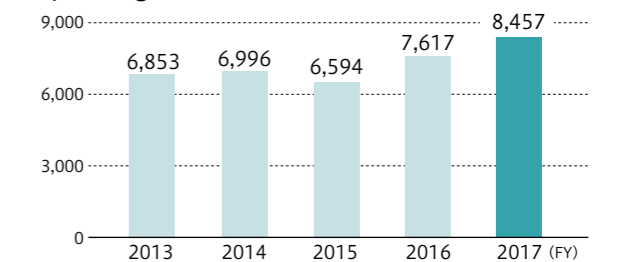


Financial Highlights (Consolidated)

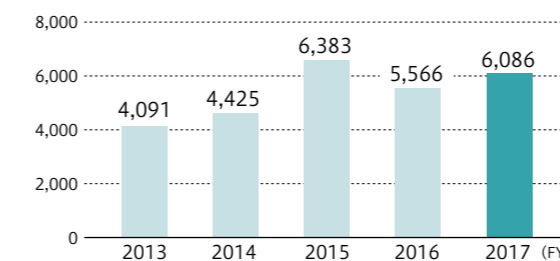
Sales (million yen)



Operating income (million yen)



Net income (million yen)



Net sales by business (million yen)

	Full financial years			
	Year ended Mar. 2018	Year ended Mar. 2017	Increase/Decrease	Change
Sales	81,386	77,351	4,035	105.2%
Men's business	51,147	49,737	1,410	102.8%
Gatsby	41,224	40,587	637	101.6%
Women's business*	23,083	19,641	3,441	117.5%
Other businesses	7,156	7,972	-815	89.8%

*Breakdown:
Women's cosmetics 15,355 million yen (130.7% of previous year)
Women's cosmetics 7,727 million yen (97.9% of previous year)

Product Categories

●Men's business

Mandom has established a broad lineup of hair styling as well as skin and body care products for men's daily grooming and personal styling needs.

●Women's business

The women's business carries a range of make-up and skin care products that lend variety to women's beauty routines, as well as hair styling and body care products for women's daily grooming and personal styling needs.

●Other businesses

Mandom is engaged in the manufacture, sale, trade, and other business relating to professional use products. We provide hair salons with hair dyes, perming agents, hair styling products, and other beauty products.

