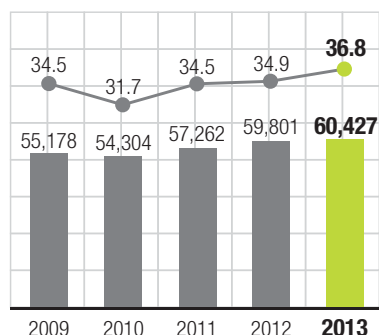
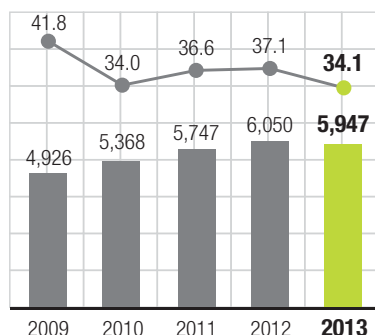
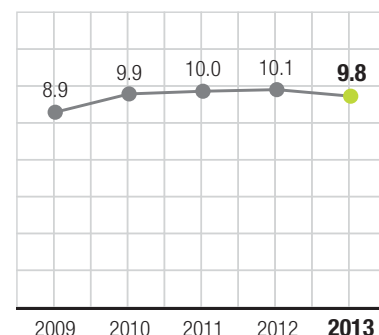
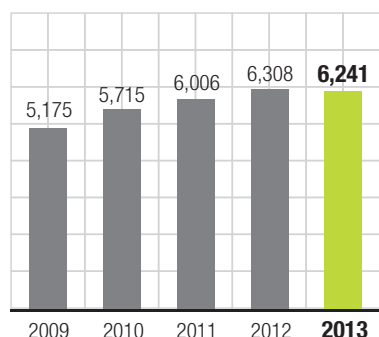
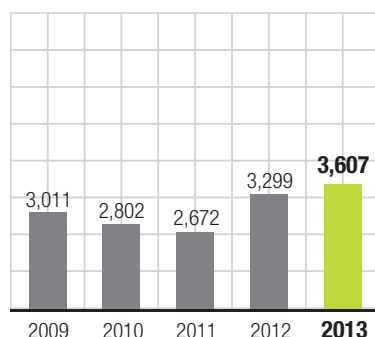
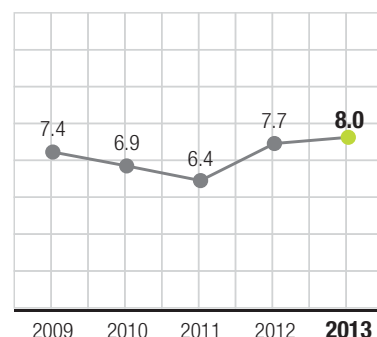
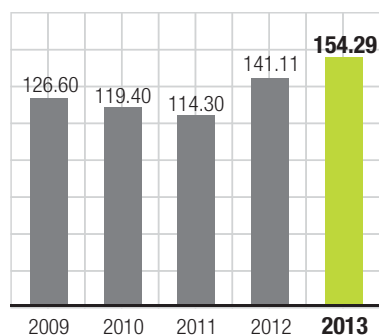
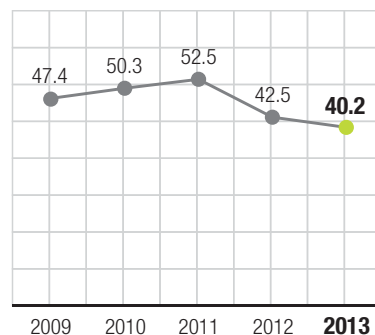
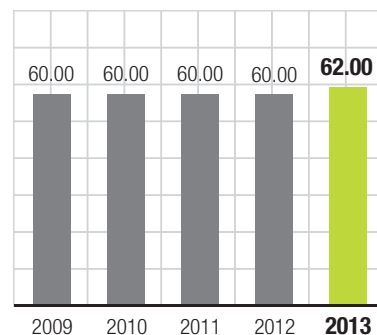


Net Sales (Millions of yen)
Overseas Ratio (%)

Operating Income (Millions of yen)
Ratio of Overseas (%)

Operating Income Margin (%)

Ordinary Income (Millions of yen)

Net Income (Millions of yen)

ROE (%)

EPS (Yen)

Payout Ratio (%)

Cash Dividends per Share (Yen)


(Years ended March 31)

Summary of Consolidated Business Results for Fiscal 2013
Net Sales

Net sales increased ¥625 million (or 1.0%) year on year, reaching ¥60,427 million and marking our third consecutive year of record sales. Sales of summer season products in our core Gatsby line were slow in Japan through the second quarter of fiscal 2013. In contrast, overseas sales of men's grooming products centered on Gatsby were robust, with gains more than making up for the domestic shortfall.

Income

Mandom recorded operating income of ¥5,947 million, down ¥102 million (or 1.7%) year on year. We made our best efforts to invest

effectively in marketing (sales promotion and advertising expenses) for the Japanese market. At the same time, aggressive investment in marketing (sales promotion and advertising expenses) in Indonesia and other overseas regions increased expenses. Ordinary income amounted to ¥6,241 million, which dipped ¥66 million (or 1.1%) compared with the previous fiscal year. Mandom, however, recorded record-breaking net income of ¥3,607 million, a ¥308 million (or 9.3%) year-on-year gain. This increase in net income was primarily due to decreases in extraordinary losses and domestic corporate income tax rates.