

Strengths of Mandom

This section provides figures highlighting Mandom's strengths and characteristics as an "Only One" company in Asia with global management expertise.

Long



Founded **88** years ago

Mandom celebrates its 88th anniversary of establishment in 2015. Rich in history and tradition, the Company will continue to develop its business steadily into the future.

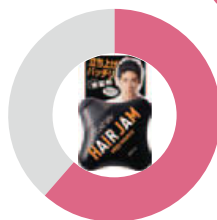


Active overseas for **57** years

We commenced business overseas in 1958, in the Philippines. The Company led its competitors by making an early push into Asia.

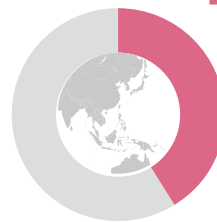
High

Market share of **62%** ^{*1}



The Company is an overwhelming market leader in Japan for men's styling products.

Overseas: **41.3%**



Overseas sales account for more than 41% of Mandom's total, and the figure continues to rise. In particular, the rapidly growing Southeast Asian region is a core strategic area.

Numerous

Accumulated number of wiping sheets sold:

300 million units ^{*2}



In 1996, Mandom took an industry lead in launching face and body wiping sheets, setting a new trend in grooming.

Unit production:

910 million units



In fiscal 2014, the Mandom Group's three production bases provided 910 million items for consumers throughout Asia.

*1. Market data calculated by Mandom; period: April 2014 to March 2015.

*2. Cumulative shipments from February 1996 to March 2015.



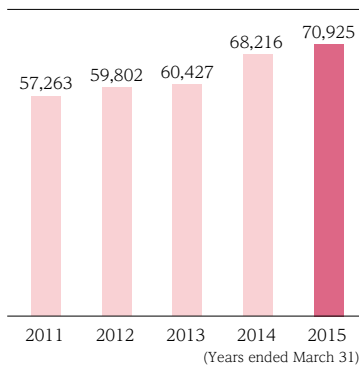
Consolidated Financial Indicators

MANDOM CORPORATION and Its Consolidated Subsidiaries

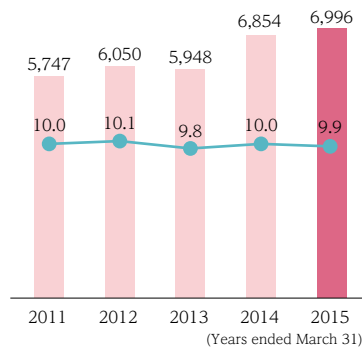
(Years ended March 31)

	2011	2012	2013	2014	2015
Net sales (Millions of yen)	¥ 57,263	¥ 59,802	¥ 60,427	¥ 68,216	¥ 70,925
Operating income (Millions of yen)	5,747	6,050	5,948	6,854	6,996
Operating income margin (%)	10.0	10.1	9.8	10.0	9.9
Net income (Millions of yen)	2,673	3,299	3,607	4,092	4,425
Earnings per share (yen)	114.30	141.11	154.29	175.02	189.28
Total assets (Millions of yen)	53,328	55,601	60,164	67,859	75,980
Return on assets (%)	11.2	11.6	10.8	11.5	10.6
Total equity (Millions of yen)	45,292	47,083	51,037	55,179	60,980
Return on equity (%)	6.4	7.7	8.0	8.3	8.3
Cash dividends per share (yen)	60.00	60.00	62.00	70.00	76.00
Payout ratio (%)	52.5	42.5	40.2	40.0	40.2

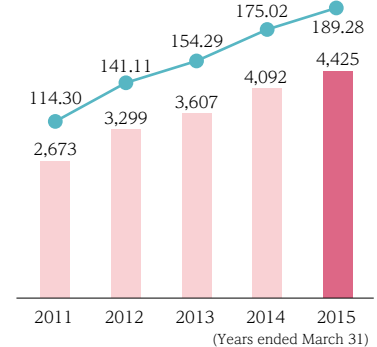
■ Net sales (Millions of yen)



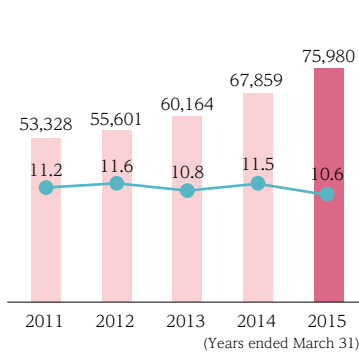
■ Operating income (Millions of yen)
● Operating income margin (%)



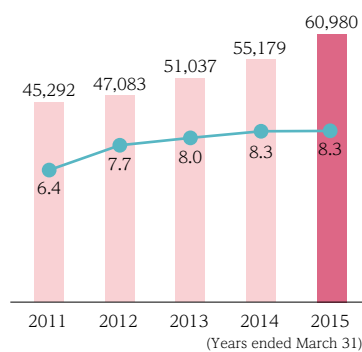
■ Net income (Millions of yen)
● Earnings per share (Yen)



■ Total assets (Millions of yen)
● Return on assets (%)



■ Total equity (Millions of yen)
● Return on equity (%)



■ Cash dividends per share (Yen)
● Payout ratio (%)

