



Consolidated Business Results (April 1, 2011 – September 30, 2011: Japanese Standard)

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Corporate Name: Mandom Corporation Stock Listing: Tokyo Stock Exchange, First Section

Code Number: 4917

(URL: <http://www.mandom.co.jp>)

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Submission of Report for this Quarter: November 8, 2011 (scheduled)

Dividend Payout Date: December 6, 2011 (scheduled)

Documents providing supplementary information on the quarter's results: Yes

Information meeting on the quarter's results: Yes

1. Results for Q1+ Q2 Fiscal 2012 (April 1, 2011 to September 30, 2011)

(Note: Rounded off to millions)

(1) Consolidated Financial Highlights

(The percentages are year-on-year % changes compared with the respective period of the previous year.)

	Net Sales		Operating Income		Ordinary Income		Net Income	
	(¥ million)	Change % YoY	(¥ million)	Change % YoY	(¥ million)	Change % YoY	(¥ million)	Change % YoY
Six months ended September 30, 2011	33,970	8.9	4,888	11.9	5,078	11.8	2,742	30.4
Six months ended September 30, 2010	31,192	6.0	4,367	5.0	4,544	2.8	2,102	△13.4

Notes: Comprehensive income
FY2012 Q2: ¥3,359 million (75.0%) FY2011 Q2: ¥1,919 million (-%)

	Earnings Per Share (EPS)	Earnings Per Share (diluted)
Six months ended September 30, 2011	¥ 117.28	—
Six months ended September 30, 2010	89.94	—

(2) Financial Position

	Total Assets	Net Assets	Shareholders' Equity Ratio
	(¥ million)	(¥ million)	%
Six months ended September 30, 2011	57,353	47,695	76.8
FY 2011	53,328	45,291	78.3

Reference: Shareholders' Equity

FY2012 Q2: ¥44,067 million FY2011: ¥ 41,748 million

2. Dividends

	Dividend Per Share				
	End Q1	End Q2	End Q3	End FY	FY Total
FY 2011	–	¥30.00	–	¥30.00	¥60.00
FY 2012	–	¥30.00			
FY 2012 (Forecast)			–	¥30.00	¥60.00

Note: Changes in the latest published dividend forecast: None

3. Outlook for Fiscal 2012 (April 1, 2011 – March 31, 2012)

(The percentages are year-on-year increase/decrease rates.)

	Net Sales		Operating Income		Ordinary Income		Net Income		EPS
	¥ million	%	¥ million	%	¥ million	%	¥ million	%	¥
FY2012	60,500	5.7	6,250	8.7	6,450	7.4	3,420	28.0	146.27

Note: Changes in the latest published business outlook: None

4. Other Information

- (1) Changes in consolidation of significant subsidiaries during this consolidated cumulative one-quarter period (changes in consolidation of specific subsidiaries resulting from any change in the scope of consolidation): None

- (2) Application of special accounting methods for preparation of the quarterly consolidated financial statements: Yes

- (3) Accounting policy changes, accounting estimate changes, and restatements
 - 1) Accounting policy changes resulting from change in accounting principle: None
 - 2) Accounting policy changes other than in 1) above: None
 - 3) Accounting estimate changes: None
 - 4) Restatements: None

- (4) Total number of issued shares (common stock)
 - 1) Total number of issued shares at the end of the fiscal year (including treasury stock)
9/12: 24,134,606 3/11: 24,134,606
 - 2) Total number of treasury stocks
9/12: 753,837 3/11: 753,667
 - 3) Average number of stocks during the consolidated period (Q1+Q2)
9/12: 23,380,887 9/11: 23,381,150

* Information on the status of implementation of quarterly review formalities

The present quarterly report of business results falls outside the scope of quarterly review formalities as defined in the Financial Instruments and Exchange Act of Japan. At the time of publication of the present quarterly report, the quarterly review of the Company's financial statements as defined in the above Act have not been completed.

* Information for the appropriate use of forecast figures, and other special comments

Data and comments relating to performance outlook given hereby are based on the information currently available to Mandom Corporation and on specific facts deemed to be reasonable at the time. Actual performance may differ greatly from the figures

forecast due to various factors. For special notes on using the forecast figures and the assumptions used in making the forecast, refer to p. 8 under 1. Qualitative Analysis of the Quarter's Consolidated Business Results, (3) Consolidated Business Result Forecast: Qualitative Analysis.

1. Qualitative Analysis of the Quarter's Consolidated Business Results

(1) Consolidated Business Results: Qualitative Analysis

The Japanese economy during the first two quarters of this consolidated business year was in an extremely challenging situation following the devastating Great East Japan Earthquake and Tsunami, which occurred on March 11 and subsequently imposed power supply restrictions and other burdens on the country's industrial life. There are signs of recovery now, as restoration of the seriously damaged supply chains progresses, although uncertainties for the future remain due to the slowdown of the world economy and the continuously strong yen. In Asia, where Mandom Group's overseas operations are conducted, business remained stable on the whole, despite a general tendency of slight slowdown under the influence of the world economy.

Under these economic circumstances, the Group focused on achieving sustained growth by ensuring stable expansion in the core business area of men's grooming, by reinforcing business operations for women's cosmetics, and by continuing to expand business overseas, emphasizing Asia as the engine of growth.

The Group's consolidated sales for the same six-month period ending September 30, 2011 totaled 33,970 million yen (up 8.9% year on year). This is mainly attributable to the sales increase of the core brand Gatsby centering on summer products in Japan and overall sales increase in the overseas markets except some areas.

The operating income registered 4,888 million yen (up 11.9% year on year), mainly because of a major income increase offsetting a cost rate hike and marketing (sales promotion and advertising) expenses in Japan. As a result, the ordinary income amounted to 5,078 million yen (up 11.8% year on year). The net income for the same period largely increased to 2,742 million yen (up 30.4% year on year) under the influence of corporate and other taxes that were posted in the previous year.

Regional segment information on business performance is as follows:

In Japan, sales amounted to 23,451 million yen (up 10.3% year on year), mainly thanks to favorable performance of the core brand Gatsby centering on summer products such as Facial Paper and Body Paper, despite the difficulty of the existing

products in increasing sales. As for income, despite the cost rate hike and marketing (sales promotion and advertising) expenses accompanying the sales expansion of summer products, the operating income increased to 3,567 million yen (up 10.5% year on year).

In Indonesia, sales totaled 6,714 million yen (up 2.5% year on year). The percentage is modest on a Yen-quoted basis due to the exchange rate, although the overall business performance in Indonesia achieved a double-digit growth rate in the local currency, thanks mainly to favorable results of women's cosmetics. The operating income was 703 million yen (up 12.3% year on year), because the higher value of the local currency vis-à-vis the dollar and yen, in which imported raw materials are paid, contributed to cost reduction, despite the marketing (sales promotion and advertising) expenses.

In the other overseas markets, sales were 3,804 million yen (up 12.8% year on year), mainly thanks to the sales expansion of the major brand Gatsby. The operating income amounted to 617 million yen (up 20.9% year on year), as a result of favorable overall income growth.

(2) Consolidated Financial Condition: Qualitative Analysis

The total assets at the end of the second quarter were 57,353 million yen, an increase of 4,025 million yen from the end of the previous financial year, mainly because of an increase in inventories and short-term bonds.

Liabilities totaled 9,658 million yen, up 1,621 million yen from the previous term end, mainly due to increased trade payables and unpaid corporate taxes.

Net assets increased by 2,403 million yen from the previous term end to 47,695 million yen, with a ratio of owners' equity to total assets at 76.8%. This is mainly because of the shareholders' equity augmented with increased retained earnings, positive influence of the exchange rates, and an increase in accumulated comprehensive income.

< Cash Flow >

Net cash provided by operating activities in the first two quarters registered a positive balance of 3,818 million yen, with an increase of 675 million yen from the previous year like period. This is mainly because of a year-on-year increase of 490 million yen to 5,009 million yen in pre-tax net income, an increase of 685 million yen in purchase to 684 million yen, and a decrease of 1,633 million yen in inventories resulting in an expenditure of 1,672 million yen, as well as an expenditure of corporate taxes limited to 1,148 million yen, as a result of a decrease of 714 million yen.

Cash provided by investment activities ended in a negative balance of 4,044 million yen, a year-on-year decrease of 1,305 million yen. This is principally due to a decrease of 1,768 million yen in year-on-year income from sale or redemption of securities, despite a decrease in year-on-year expenditure for acquisition of tangible fixed assets by 650 million yen to 839 million yen.

Financial activities ended in a negative cash flow of 940 million yen, up 13 million yen from the like period last year. This mainly resulted from an expenditure of 936 million yen in the payout of dividends including those for minority shareholders, down 13 million yen from the like period last year.

As a result of all the activities mentioned above, cash and cash equivalents on hand at the end of the second quarter amounted to 9,454 million yen, down 1,096 million yen from the previous financial year-end.

(3) Consolidated Business Result Forecast: Qualitative Analysis

The consolidated business result forecast remains unchanged from the public announcement made on July 29, 2011.

2. Notes on Summary Information (Other Information)

- (1) Changes in consolidation of significant subsidiaries during this consolidated cumulative one-quarter period:

No items to report.

- (2) Application of special accounting methods for preparation of the quarterly consolidated financial statements:

The Company and its domestic consolidated subsidiaries compute tax expenses by reasonably estimating the effective tax rate after applying deferred tax accounting to pretax current net income for the consolidated fiscal year including this first and second quarters, and then multiplying the pretax quarterly net income by the resultant estimated effective tax rate.