



October 29, 2015

Consolidated Business Results (April 1, 2015 to September 30, 2015: Japanese Standards)

Corporate Name: **Mandom Corporation**
 Listed Exchange: Tokyo
 Code Number: 4917
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Dividend Payout: December 7, 2015
 Expected Release Date of Quarterly Report: November 10, 2015
 Documents Providing Supplemental Information: Yes
 Financial Briefing: Yes (for institutional investors)

(Figures rounded down to the nearest million yen)

1. Consolidated Earnings for the First Quarter and Second Quarter of the Fiscal Year Ended March 2016 (April 1, 2015 to September 30, 2015)

(1) Consolidated Financial Highlights(cumulative)

(% = change vs. same period in prior year)

	Net Sales		Operating Income		Ordinary Income		Net Income Attributable to Owners of Parent	
	¥ millions	%	¥ millions	%	¥ millions	%	¥ millions	%
1Q+2Q, FYE March 2016	41,941	9.1	5,354	2.2	5,812	4.2	6,015	77.6
1Q+2Q, FYE March 2015	38,452	3.8	5,240	△2.2	5,577	△0.3	3,386	2.5

Note: Comprehensive Income
 1Q+2Q, FYE March 2016 ¥7,404million (116.7%)
 1Q+2Q, FYE March 2015 ¥3,416million (△40.8%)

	Earnings per Share	Diluted Earnings per Share
	yen	yen
1Q+2Q, FYE March 2016	257.30	-
1Q+2Q, FYE March 2015	144.86	-

(2) Consolidated Financial Position

	Total Assets	Net Assets	Shareholders' Equity Ratio
	¥ millions	¥ millions	%
1Q+2Q, FYE March 2016	81,132	67,185	75.0
FYE March 2015	75,980	60,980	73.7

Reference: Shareholders' Equity
 1Q+2Q, FYE March 2016 ¥60,880million
 FYE March 2015 ¥55,974million

2. Dividends

	Annual Dividend				
	First Quarter End	Second Quarter End	Third Quarter End	Year End	Total
	yen	yen	yen	yen	yen
FYE March 2015	-	37.00	-	39.00	76.00
FYE March 2016	-	40.00			
FYE March 2016 (forecast)			-	40.00	80.00

Note: Changes to most recently reported dividend forecast: None

3. Consolidated Earnings Forecast, Fiscal Year Ending March 2016 (April 1, 2015 to March 31, 2016)

(% = change vs. same period in prior year)

	Net Sales		Operating Income		Ordinary Income		Net Income Attributable to Owners of Parent		Earnings per Share
	¥ millions	%	¥ millions	%	¥ millions	%	¥ millions	%	yen
Full Year	73,200	3.2	5,000	△28.5	5,800	△23.6	5,600	26.5	239.54

(Note) Changes to most recently reported earnings forecast: None

* Notes

(1) Changes in consolidation of significant subsidiaries during the cumulative consolidated quarter (changes in consolidation of specific subsidiaries): None

(2) Application of special accounting treatment in the preparation of quarterly financial statements: Yes

(3) Changes in accounting estimates, methods, or presentation

- Changes in accounting methods in connection with changes: Yes
- Changes in accounting methods other than a.: None
- Changes in accounting estimates: None
- Changes in presentation: None

(4) Issued shares (common stock)

a. Shares outstanding, end of period (including treasury stock)

2Q, FYE March 2016	24,134,606shares
FYE March 2015	24,134,606shares

b. Treasury stock, end of period

2Q, FYE March 2016	756,134shares
FYE March 2015	755,827shares

c. Average outstanding shares during the period

2Q, FYE March 2016	23,378,590shares
2Q, FYE March 2015	23,379,156shares

***Implementation Status of Quarterly Review Procedures**

These quarterly financial statements are exempt from quarterly review procedures required under the Financial Instruments and Exchange Act. At the time of disclosure, quarterly financial statement review procedures for these quarterly financial statements had not been completed.

***Appropriate Use of Business Forecasts ; Other Special Items**

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.

See page 5. of the attached materials, “1. Qualitative Information concerning Quarterly Financial Statements, (3) Qualitative Information concerning Forecast of Consolidated Earnings” for important notes concerning assumptions used for earnings forecasts and the appropriate use of earnings forecasts.

<Attachment>

1. Qualitative Information concerning Quarterly Financial Statements

(1) Qualitative Information concerning Consolidated Results of Operations

During the cumulative consolidated second quarter, Japan's economy showed a gradual recovery buoyed by government economic and financial policies, as corporate profits and the employment situation continued to improve. Meanwhile, the economies throughout Asia—our main sphere of international operations—showed a modest expansion despite signs of an overall slowdown.

Given these economic conditions, the Mandom Group is pursuing initiatives which we believe will lead to sustained growth:

- 1) Sustainable growth in our core men's grooming business
- 2) Accelerated expansion of our women's cosmetics business
- 3) Continued expansion of our global business as an engine of growth

The Mandom Group recorded second quarter consolidated net sales of ¥41.941 billion (a 9.1% year-on-year increase). This increase was mainly due to overall solid performance in our women's products in Japan and overseas, as well as an increase in yen conversion exchange gains due to the weaker yen when converting overseas subsidiary net sales.

Operating income amounted to ¥5.354 billion, which was a 2.2% year-on-year increase. This was mainly due to efficiencies in selling expenses and higher revenues in Japan despite aggressive investment in overseas marketing expenses (sales promotion and advertising expense). As a result, ordinary income for the consolidated second quarter amounted to ¥5.812 billion, which was a 4.2% year-on-year increase. Thanks in part to recording of a gain from sale of fixed assets at the Indonesian subsidiary, net income attributable to the parent company also increased 77.6% year on year to ¥6.015 billion.

Group earnings by segment are as provided below (Net sales refers to sales to external customers).

Net sales in Japan amounted to ¥25.479 billion, which was a 6.8% year-on-year increase. This increase was mainly due to favorable performance of Lucido and women's products despite the struggles of "Gatsby," our most important product line. Operating income was up 14.8% year-on-year to ¥4.177 billion. This was due primarily to efforts at making efficient investments in marketing expenses (sales promotion and advertising expense).

Net sales in Indonesia reached ¥9.808 billion, representing a 16.3% year-on-year increase. This result was mainly due to overall favorable performance in Indonesia of our core Gatsby and foreign-exchange gains due to the weaker yen. Operating income was down 30.2% year-on-year to ¥377 million. We attribute this decrease mainly to the result of aggressive investment in marketing expenses (sales promotion and advertising expense) and increases in payroll and other general and administrative expenses.

Net sales in other overseas regions amounted to ¥6.652 billion, representing a 7.9% year-on-year gain. This result was mainly due to overall strong performance on a local currency basis, except for certain regions, and foreign-exchange gains due to the weaker yen. Operating income was down 24.6% year-on-year to ¥800 million. We attribute this decrease mainly to the result of aggressive investment in marketing expenses (sales promotion and advertising expense).

(2) Qualitative Information concerning Consolidated Financial Position

(Assets, Liabilities, and Net Assets)

Total consolidated assets as of the end of the second fiscal quarter amounted to ¥81.132 billion, representing a ¥5.152 billion increase compared to the end of the prior consolidated fiscal year. This increase was mainly due to an increase in marketable and investment securities. Total liabilities amounted to ¥13.946 billion, representing a decrease of ¥1.053 billion compared to the end of the prior consolidated fiscal year, due mainly to a decrease in short-term borrowings. Net assets amounted to ¥67.185 billion. This was a ¥6.205 billion increase compared to the end of the prior consolidated fiscal year, owing in part to higher retained earnings. Shareholders' equity ratio at the end of the second quarter was 75.0%.

(Cash Flows)

Consolidated cash and cash equivalents ("cash") for the cumulative second quarter increased by ¥744 million compared to the end of the prior consolidated fiscal year to ¥12.008 billion.

The following details the main factors affecting cash flows during the second quarter.

<Cash Flows from Operating Activities>

Cash flows from operating activities amounted to ¥7.269 billion, which was a ¥2.020 billion increase compared to the same period in the prior fiscal year. This result was mainly due to increased operating income and decreased inventories.

<Cash Flows from Investing Activities>

Consolidated cash used in investing activities amounted to ¥3.702 billion, which was a ¥2.457 billion decrease compared to the same period in the prior fiscal year. This was mainly due to proceeds from sale of land use rights.

<Cash Flows from Financing Activities>

Consolidated cash used in financing activities amounted to ¥2.729 billion, which was a ¥2.659 billion increase compared to the same period in the prior fiscal year. This was primarily due to repayment of short-term borrowings and a decrease in proceeds from short-term loans.

(3) Qualitative Information concerning Forecasts of Consolidated Earnings

The Mandom Group has made no changes to consolidated full-year earnings forecasts as published on September 30, 2015.

2. Summary Information (Notes)

(1) Application of Special Accounting Treatment in the Preparation of Quarterly Financial Statements

The Company has made reasonable estimates of effective tax rates after applying tax-effect accounting to net income before net income taxes for the consolidated fiscal period including the consolidated second quarter for the Company and domestic consolidated subsidiaries. Income tax expense has been calculated by multiplying quarterly net income before income taxes by the estimated effective tax rate.

(2) Changes in Accounting Policies, Changes in Accounting Estimates, and Restatements

(Changes in Accounting Policies)

The “Accounting Standard for Business Combination” (ASBJ Statement No. 21, September 13, 2013; the “Business Combinations Accounting Standard”), “Accounting Standard for Consolidated Financial Statements” (ASBJ Statement No. 22, September 13, 2013; the “Consolidation Accounting Standard”), “Accounting Standard for Business Divestitures (ASBJ Statement No. 7, September 13, 2013; the “Business Divestitures Accounting Standard”) and other standards have been applied from the first quarter of the current consolidated fiscal year, effecting changes in the accounting method to record the difference associated with the changes in equity in subsidiaries remaining under the control of the Company as capital surplus, and to record acquisition-related costs as expenses for the fiscal year in which such costs are incurred. For business combinations implemented on or after the beginning of the first quarter of the current consolidated fiscal year, the accounting method would change to reflect the adjustments to the allocated amount of acquisition costs under the finalization of provisional accounting treatment in the consolidated financial statements for the quarter containing the date of such business combinations. Furthermore, the method of disclosing net income has been changed, and minority interests has been changed to non-controlling interests. In order to reflect these changes, the Company has reclassified its quarterly and full-year consolidated financial statements for the cumulative consolidated second quarter of the previous fiscal year and the previous fiscal year.

The Business Combinations Accounting Standard and other standards were applied transitionally as determined in Paragraph 58-2 (4) of the Business Combinations Accounting Standard, Paragraph 44-5 (4) of the Consolidation Accounting Standard and Paragraph 57-4 (4) of the Business Divestitures Accounting Standard. These standards are applicable from the beginning of the first quarter of the current consolidated fiscal year going forward.

This has no impact on profit or loss.