



# The First Quarter Business Results Supplemental Information

(Fiscal Year Ending March 31,2019)

April 1,2018-June 30,2018

**Mandom Corporation**

(Securities Code: 4917)





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# 1. Consolidated Business Results

(Unit:MIn Yen)

	1Q				
	FY2019/3	FY2018/3	Balance	Yr/Yr	Yr/Yr ※
Net Sales *	22,314	21,846	468	102.1%	102.9%
Operating Income	3,928	3,893	35	100.9%	—
Ordinary Income	4,215	4,129	85	102.1%	—
Net Income Attributable to Owners of Parent	2,774	2,633	140	105.3%	—

EPS	¥59.34	¥56.34
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※ Comparison with FY 2018/3 rate after adjustment.

Note: Beginning from the first quarter of the fiscal year ending March 31, 2019, some items that had been processed as expenses have been deducted from net sales at overseas consolidated subsidiaries included in financial statements prepared in accordance with IFRS. The results for the first quarter of the fiscal year ended March 31, 2018 have also been calculated according to these standards within this document. Such calculations have been marked with an asterisk (\*) on the following pages as well.

# 2. Consolidated Net Sales

## 2-1. Net Sales by Region

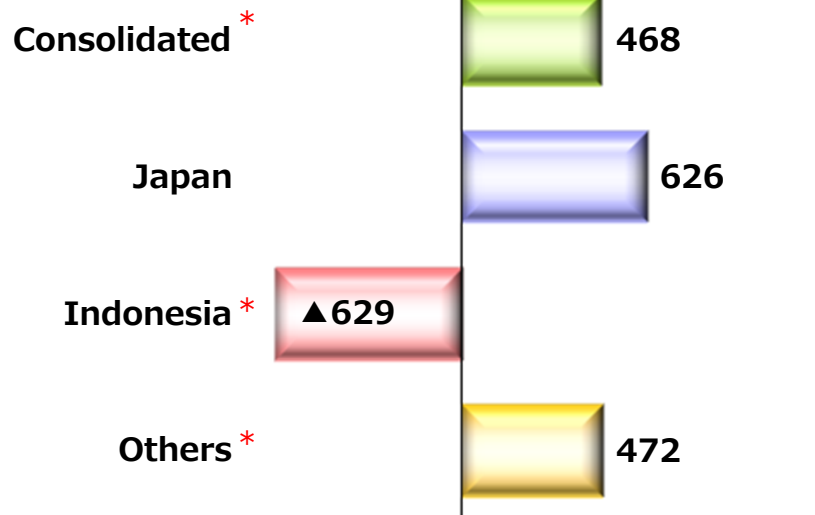
(Unit:Mln Yen)

	1Q			
	FY2019/3	FY2018/3	Balance	Yr/Yr
Net Sales*	22,314	21,846	468	102.1%
Japan	14,333	13,707	626	104.6%
Indonesia*	4,579	5,208	▲ 629	87.9%
Others*	3,401	2,929	472	116.1%

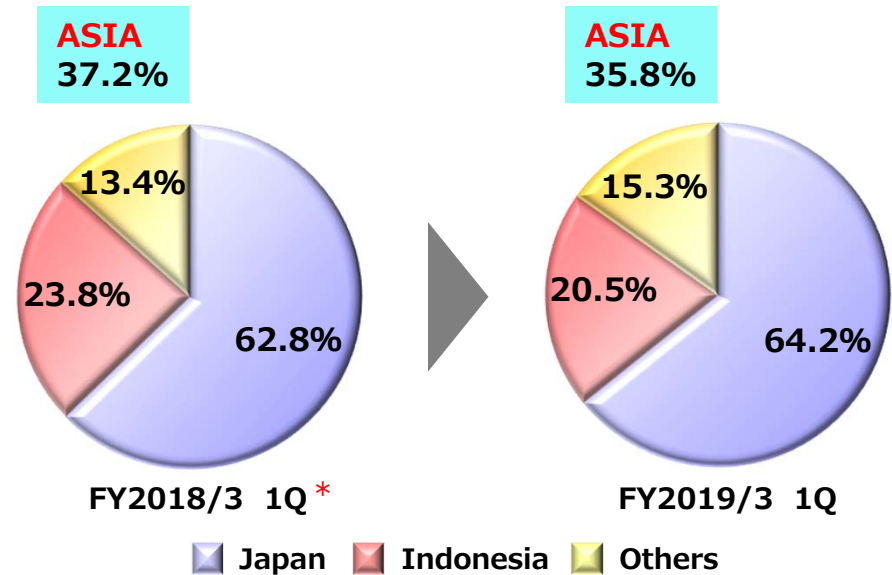
## 2-2. Net Sales by Region Analysis

(Year-on-Year)

(Unit:Mln Yen)



## 2-3. Net Sales by Region Ratio (Year-on-Year)



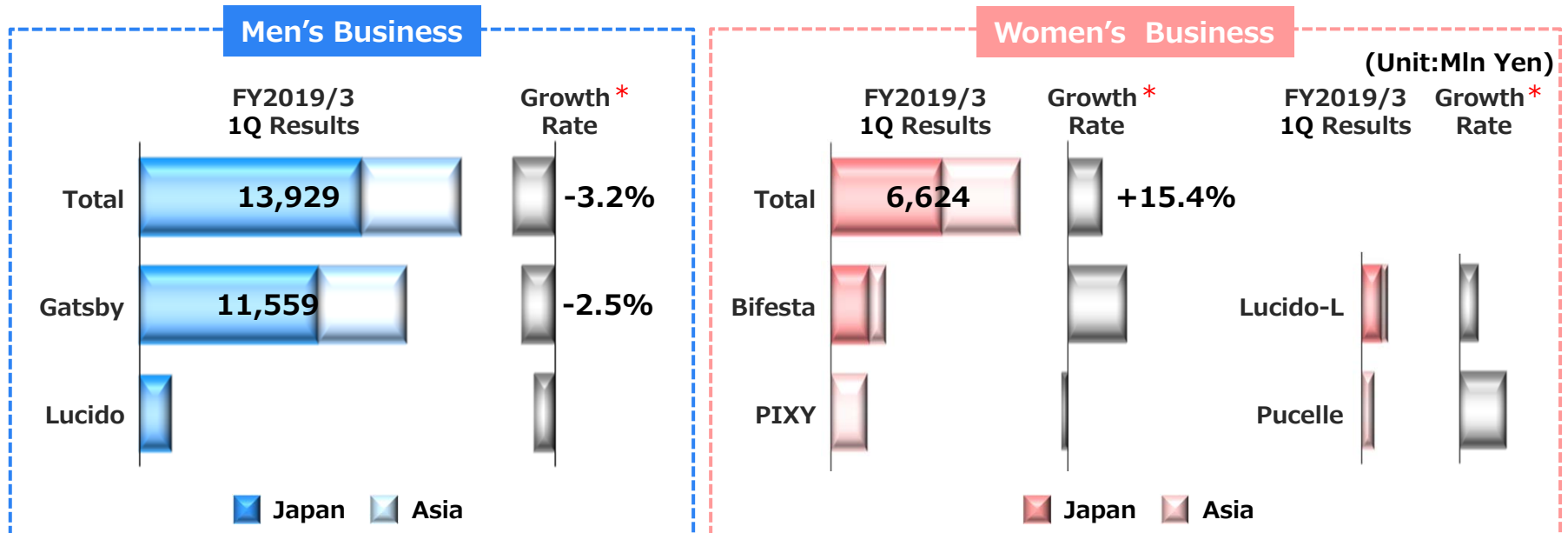
# 2. Consolidated Net Sales

## 2-4. Net Sales by Strategic Business Unit

(Unit:Mln Yen)

	1Q			
	FY2019/3	FY2018/3	Balance	Yr/Yr
Net Sales*	22,314	21,846	468	102.1%
Men's Business*	13,929	14,384	▲ 454	96.8%
Gatsby*	11,559	11,855	▲ 295	97.5%
Women's Business*	6,624	5,738	885	115.4%
Other Business*	1,761	1,723	37	102.2%

※breakdown :Women's Cosmetics 4,429 Mln Yen (Yr/Yr 120.1%) /Women's Cosmetry 2,194 Mln Yen (Yr/Yr 107.1%)



# 3. Consolidated Income

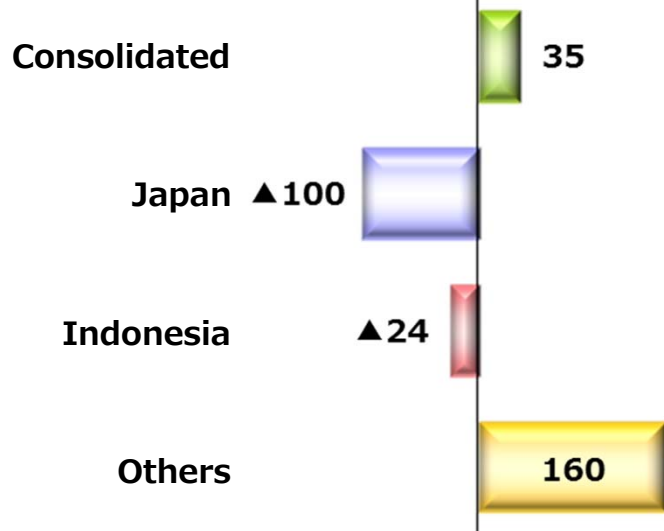
## 3-1. Operating Income by Region

(Unit:Mln Yen)

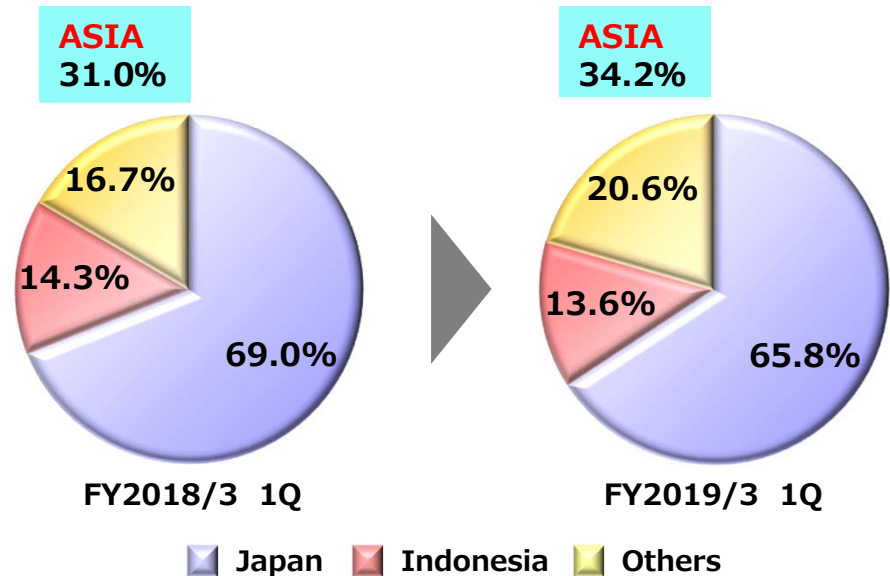
	1Q					
	FY2019/3		FY2018/3		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Operating Income	3,928	17.6%	3,893	17.8%	35	100.9%
Japan	2,586	18.0%	2,687	19.6%	▲ 100	96.2%
Indonesia	534	11.7%	558	10.7%	▲ 24	95.7%
Others	808	23.8%	647	22.1%	160	124.7%

## 3-2. Operating Income by Region Analysis (Year-on-Year)

(Unit:Mln Yen)

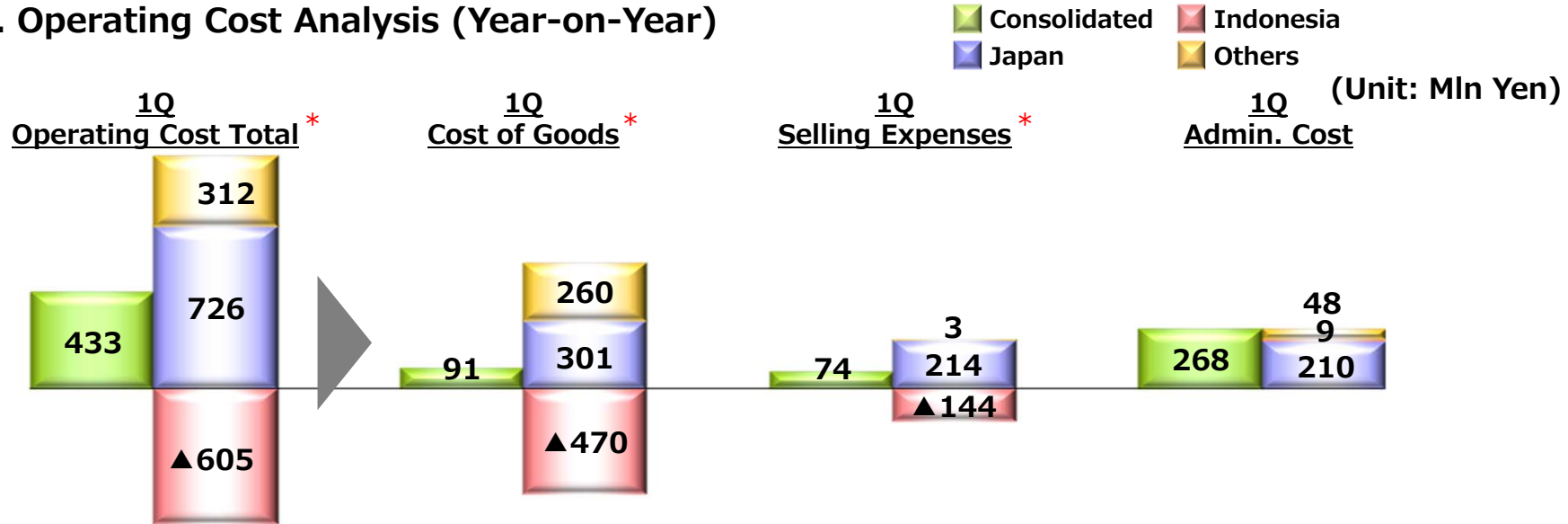


## 3-3. Operating Income by Region Ratio (Year-on-Year)

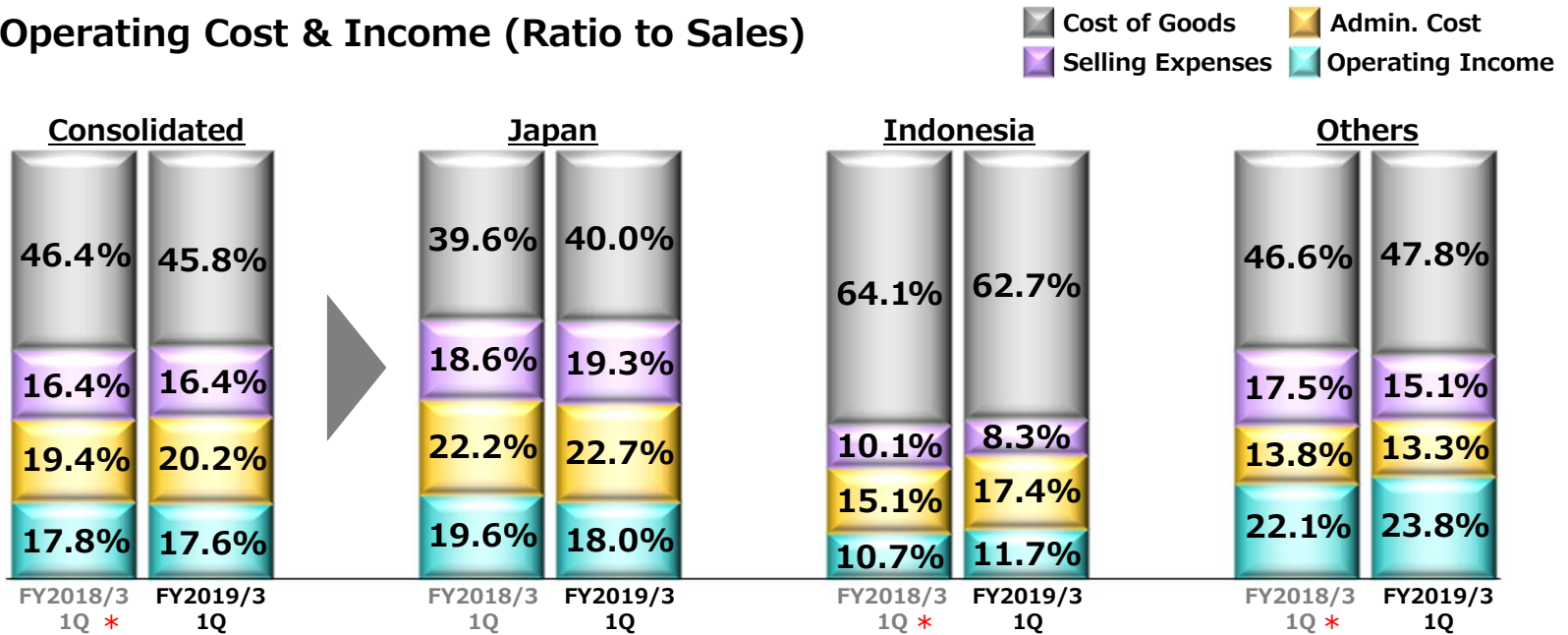


# 3. Consolidated Income

## 3-4. Operating Cost Analysis (Year-on-Year)



## 3-5. Operating Cost & Income (Ratio to Sales)



# 3. Consolidated Incomes

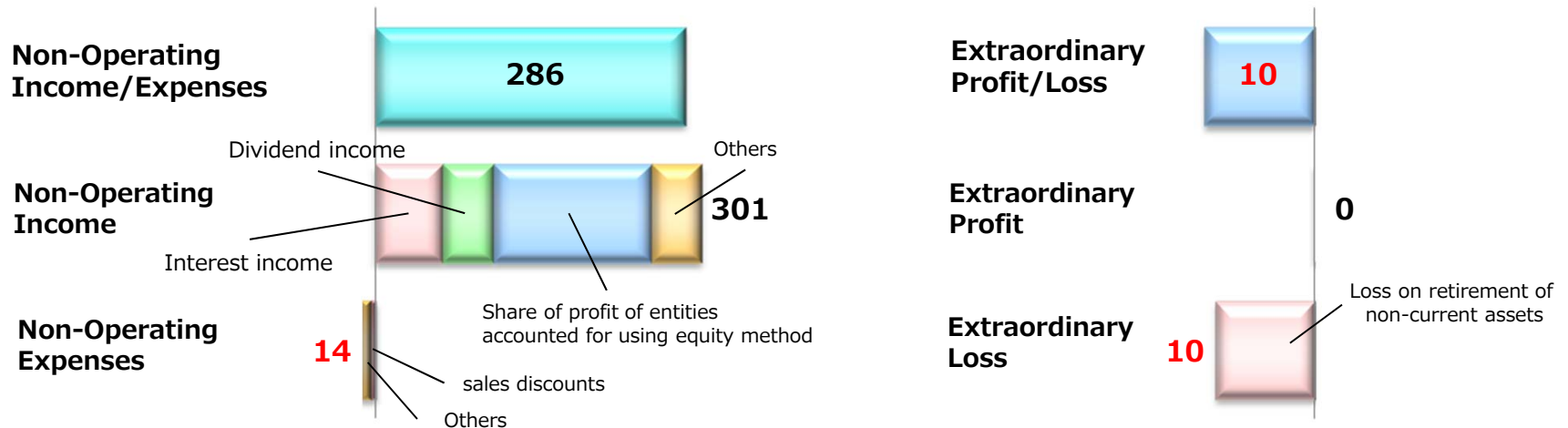
## 3-6. Ordinary Income and Net Income Attributable to Owners of Parent

(Unit:MIn Yen)

	1Q					
	FY2019/3		FY2018/3		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Non-operating Income/Expenses	286	1.3%	236	1.1%	50	121.4%
Ordinary Income	4,215	18.9%	4,129	18.9%	85	102.1%
Extraordinary Profit/Loss	▲ 10	▲0.0%	▲ 14	▲0.1%	4	68.7%
Income before Income Taxes and Minority Interests	4,205	18.8%	4,114	18.8%	90	102.2%
Income Taxes and Minority Interests	1,212	5.4%	1,240	5.7%	▲ 28	97.7%
Net Income	2,993	13.4%	2,874	13.2%	118	104.1%
Net Income Attributable to Non-controlling interests	218	1.0%	240	1.1%	▲ 21	91.0%
Net Income Attributable to Owners of Parent	2,774	12.4%	2,633	12.1%	140	105.3%

## 3-7. Non-Operating Income/Expenses & Extraordinary Profit/Loss

(Unit:MIn Yen)





# ◆ Appendix

## The First Quarter Results of FY 2019/3 (P/L of Mandom Corporation, PT Mandom Indonesia Tbk)

### Mandom Corporation

(Unit : MIn Yen)

	FY2019/3 1Q	FY2018/3 1Q	balance	Yr/Yr	Initial Outlook
Net sales	15,437	14,722	714	104.9%	53,500
Cost of Goods	6,827	6,472	354	105.5%	–
Cost Ratio	44.2%	44.0%	+0.3P	–	–
Selling, general and administrative	5,904	5,468	435	108.0%	–
Operating Income	2,704	2,780	▲ 76	97.3%	5,900
Non-operating Income/Loss	480	478	1	100.4%	–
Ordinary Income	3,184	3,258	▲ 74	97.7%	6,650
Extraordinary Profit/loss	▲ 9	▲ 10	0	90.6%	–
Net Income	2,279	2,334	▲ 54	97.7%	4,550

### PT Mandom Indonesia Tbk

#### Local Currency

(Unit : MIn Rp.)

	FY2019/3 1Q	FY2018/3 1Q	balance	Yr/Yr
Net sales	681,156	731,353	▲ 50,196	93.1%
Cost of Goods	413,871	448,027	▲ 34,156	92.4%
Cost Ratio	60.8%	61.3%	-0.5P	–
Operating Income	84,356	94,511	▲ 10,154	89.3%
Net Income	68,102	73,047	▲ 4,944	93.2%

#### Yen Equivalent

(Unit : MIn Yen)

	FY2019/3 1Q	FY2018/3 1Q	balance	Yr/Yr
Net sales	5,449	6,216	▲ 767	87.7%
Cost of Goods	3,310	3,808	▲ 497	86.9%
Cost Ratio	60.8%	61.3%	-0.5P	–
Operating Income	674	803	▲ 128	84.0%
Net Income	544	620	▲ 76	87.7%

Rp.1=0.008 Rp.1=0.0085

※Assumption rate FY 2019/3

Rp.1=0.0077

This document contains forward-looking statements concerning Mandom's current plans, strategies, beliefs and performance. These forward-looking statements include statements other than those based on historical fact and represent the assumptions and beliefs of management based on information currently available. Mandom therefore wishes to caution readers that actual results may differ materially from expectations, and that forward-looking statements are subject to a number of foreseen and unforeseen risks and uncertainties. All amounts have been rounded to the nearest whole unit.