



# The 1st Three Quarter Business Results Information

(Fiscal Year Ending March 31, 2024)  
April 1,2023-December 31,2023

**Mandom Corporation**  
(Securities Cord:4917)

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# 1. Consolidated Business Results



(Millions of yen)

	1Q+2Q+3Q				
	FYE2023/MAR	FYE2024/MAR	Balance	Yr/Yr	Yr/Yr*
Net Sales	49,772	54,672	4,899	+9.8%	+7.2%
Operating Income	1,757	2,203	445	+25.4%	—
Ordinary Income	2,309	2,962	653	+28.3%	—
Net Income Attributable to Owners of Parent	1,410	2,154	743	+52.7%	—

\* Comparison with FYE 2022/MAR rate after adjustment.

EPS	¥31.37	¥47.92
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# 2. Consolidated Net Sales

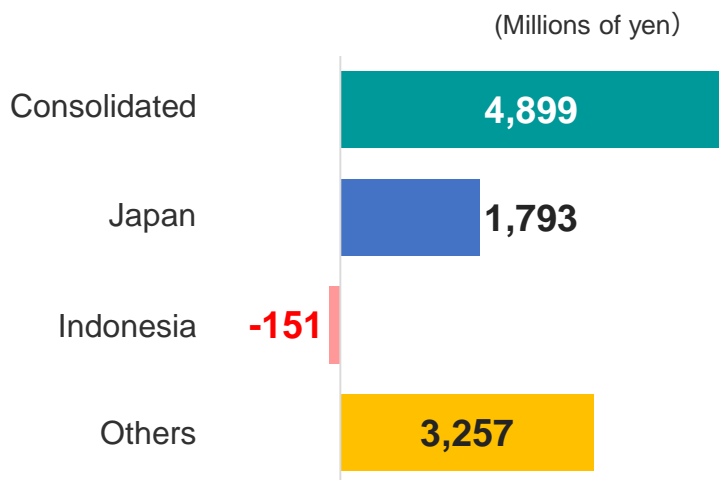


## 2-1. Net Sales by Region

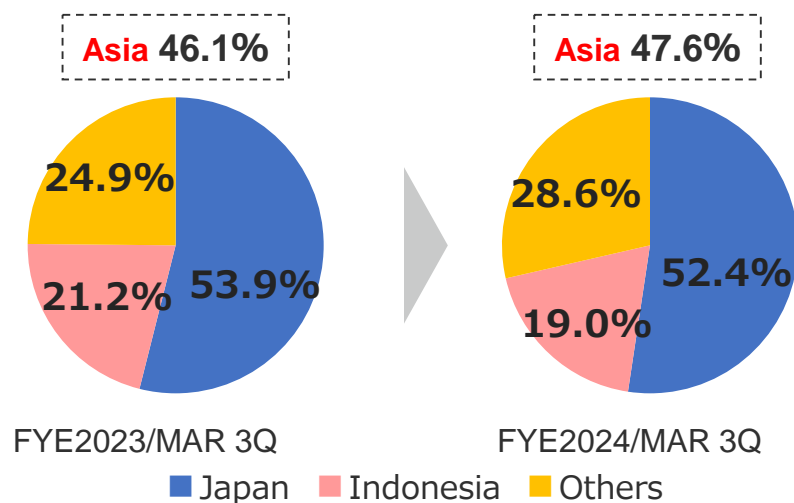
(Millions of yen)

	1Q+2Q+3Q			
	FYE2023/MAR	FYE2024/MAR	Balance	Yr/Yr
Net Sales	49,772	54,672	4,899	+9.8%
Japan	26,843	28,636	1,793	+6.7%
Indonesia	10,559	10,408	(151)	(1.4%)
Others	12,369	15,627	3,257	+26.3%

## 2-2. Net Sales by Region Analysis



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

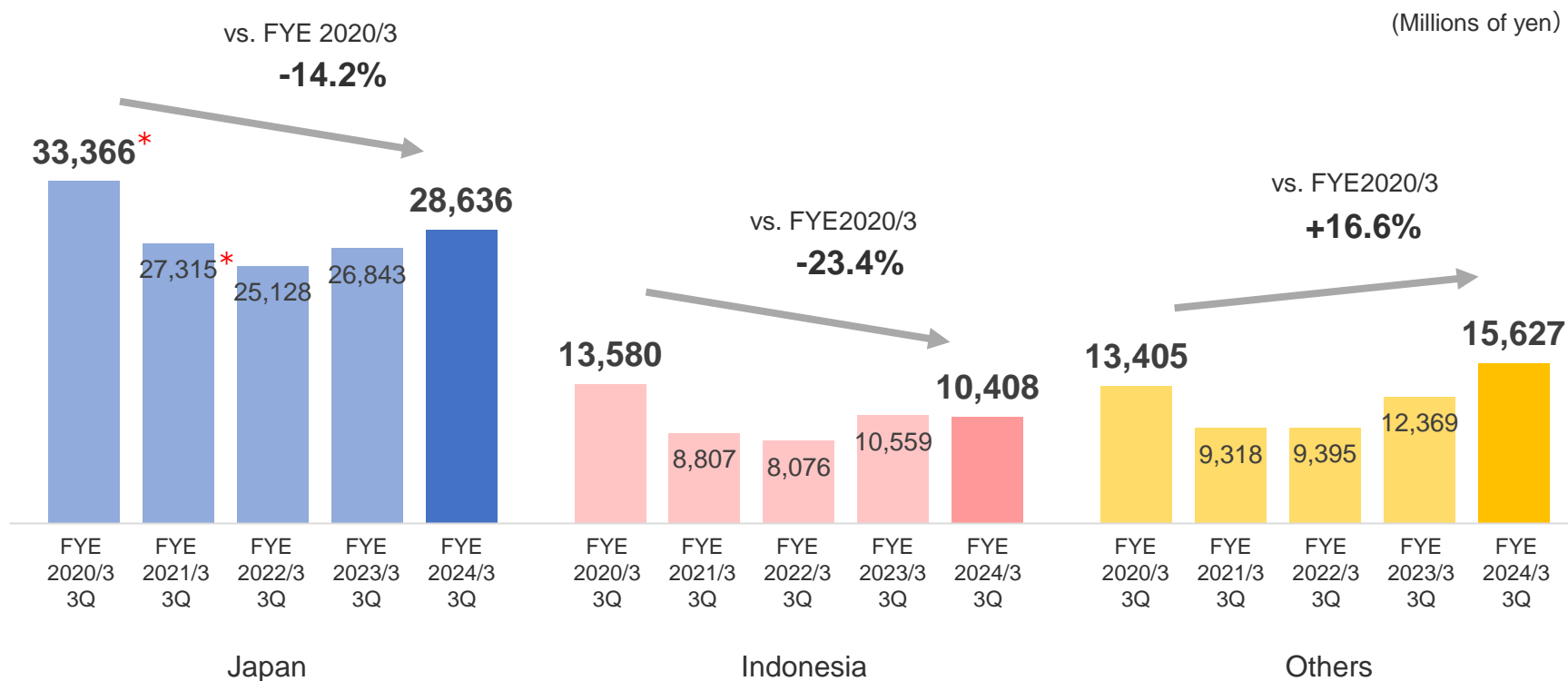


\* Due to rounding, the composition ratios provided may not add up to exactly 100.

## 2. Consolidated Net Sales



### 2-4. Five-Year Net Sales Trends by Region



\* The results for 2020/3 3Q and 2021/3 3Q have been calculated according to ASBJ Statement No. 29 Accounting Standard

# 2. Consolidated Net Sales



## 2-5. Net Sales by Strategic Business Unit

(Millions of yen)

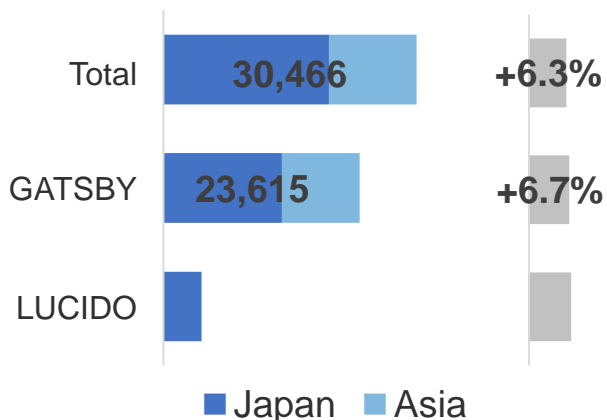
	1Q+2Q+3Q			
	FYE2023/MAR	FYE2024/MAR	Balance	Yr/Yr
Net Sales	49,772	54,672	4,899	+9.8%
Men's Business	28,670	30,466	1,796	+6.3%
GATSBY	22,125	23,615	1,489	+6.7%
Women's Business	14,686	17,060	2,374	+16.2%
Other Business	6,416	7,145	729	+11.4%

※breakdown :Women's Cosmetics 10,403 Millions of yen (Yr/Yr +19.0%) / Women's Cosmetary 6,656 Millions of yen (Yr/Yr +11.9%)

### Men's Business

FYE 2024/MAR  
3Q Results

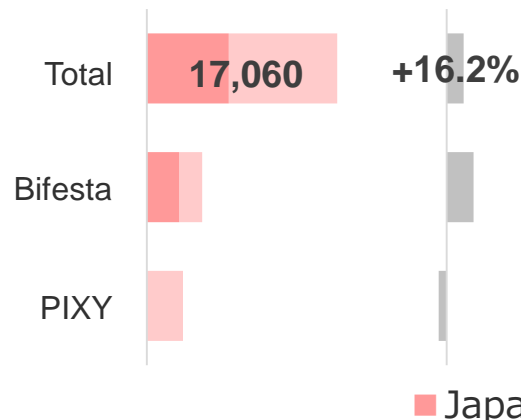
Growth  
Rate



### Women's Business

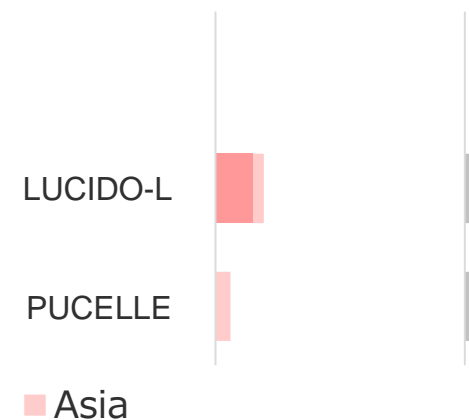
FYE 2024/MAR  
3Q Results

Growth  
Rate



FYE 2024/MAR  
3Q Results

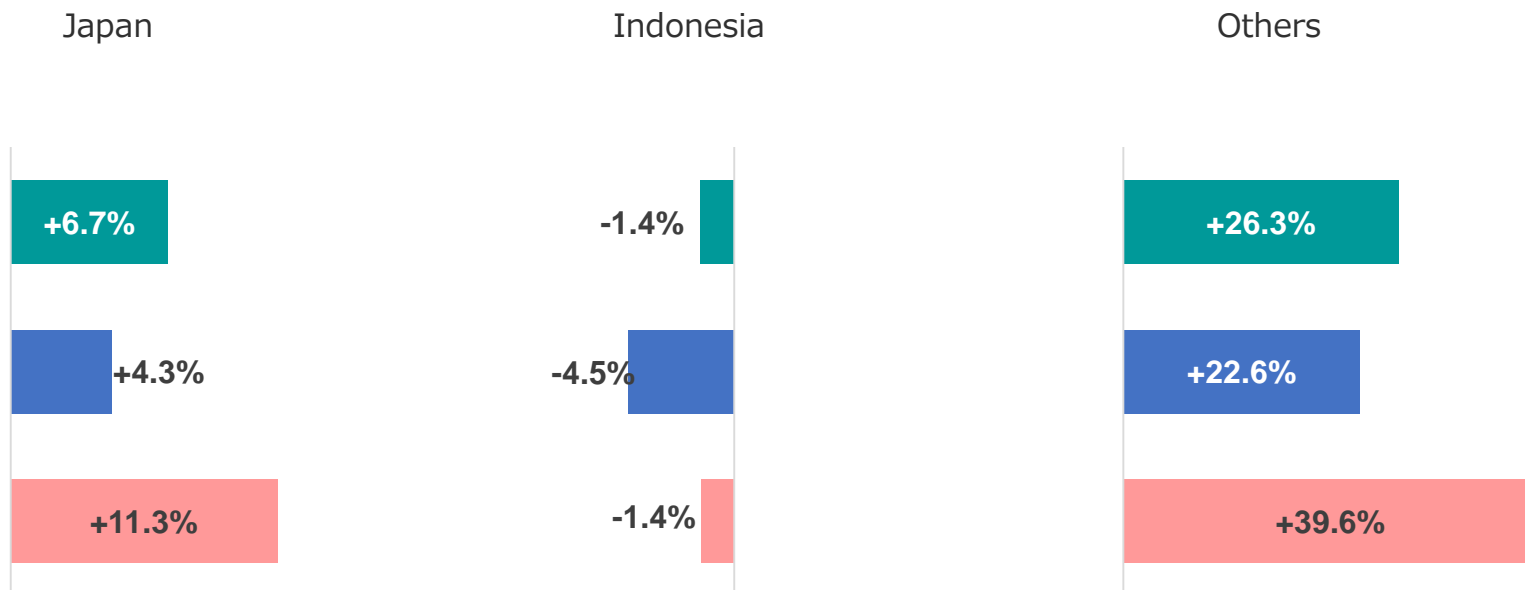
Growth  
Rate



# 2. Consolidated Net Sales



## 2-6. Year-on-Year Comparison by Region and Business



■ Total ■ Men's Business ■ Women's Business

※Women's Business	
Women's Cosmetary	+5.3%
Women's Cosmetics	+21.5%
※Others	+16.3%

※Women's Business	
Women's Cosmetary	+14.9%
Women's Cosmetics	-9.6%
※Others	+5.9%

※Women's Business	
Women's Cosmetary	+36.5%
Women's Cosmetics	+40.3%
※Others	+11.5%

# 3. Consolidated Income

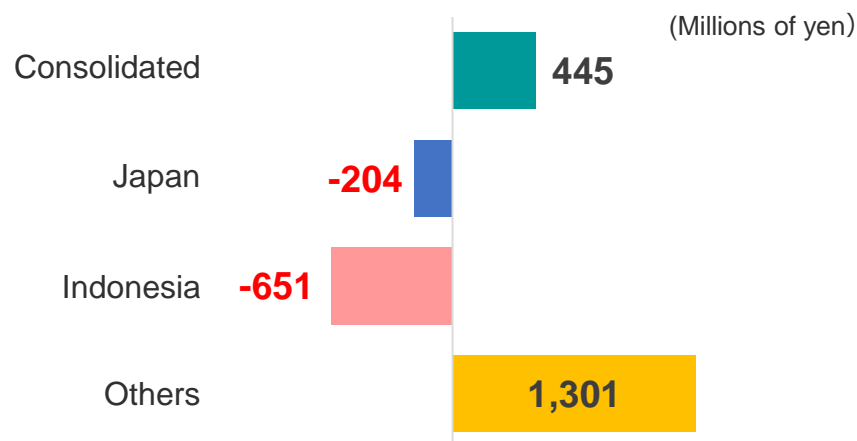


## 3-1. Operating Income by Region

(Millions of yen)

	1Q+2Q+3Q					
	FYE2023/MAR		FYE2024/MAR		Balance	Yr/Yr
	Result	per Sales	Result	per Sales		
Operating Income	1,757	3.5%	2,203	4.0%	445	+25.4%
Japan	778	2.9%	573	2.0%	(204)	(26.3%)
Indonesia	(335)	—	(986)	—	(651)	—
Others	1,314	10.6%	2,616	16.7%	1,301	+99.0%

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



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

N/A

Due to operating Loss  
Mandom Indonesia



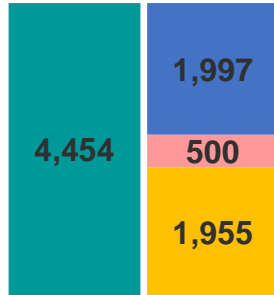
# 3. Consolidated Income



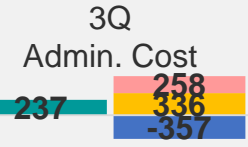
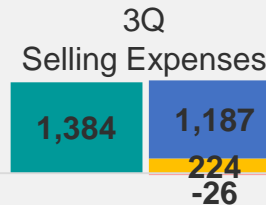
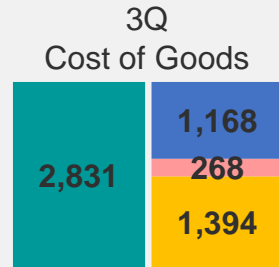
## 3-4. Operating Cost Analysis (Year-on-Year)

Consolidated Japan Indonesia Others (Millions of yen)

3Q  
Operating Cost Total



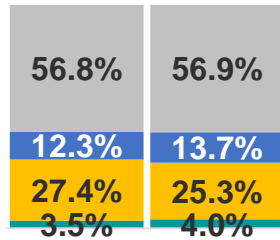
By Category



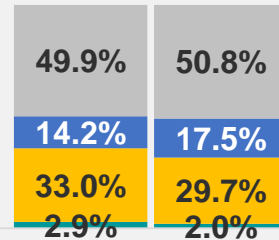
## 3-5. Operating Cost & Income (Ratio to Sales)

Cost of sales Selling expenses  
admin. Cost Operating income

Consolidated

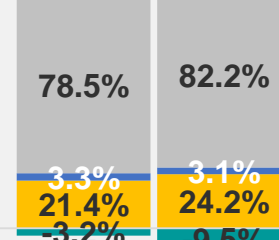


Japan

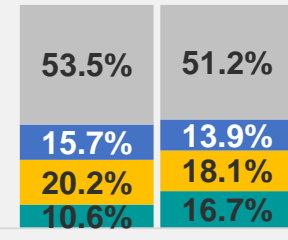


By Segment

Indonesia



Others



FYE'23/MAR 3Q  
FYE'24/MAR 3Q

FYE'23/MAR 3Q  
FYE'24/MAR 3Q

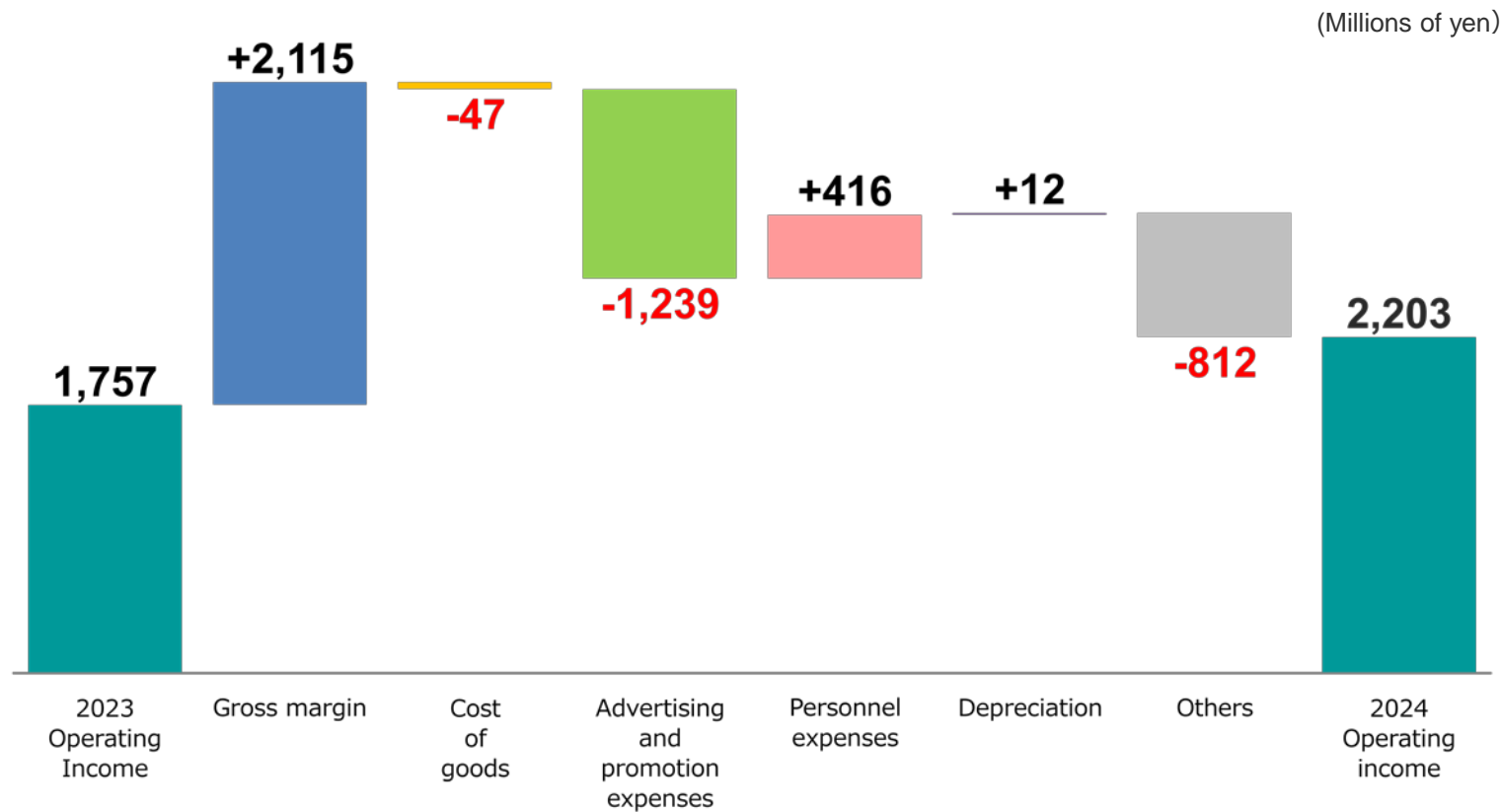
FYE'23/MAR 3Q  
FYE'24/MAR 3Q

FYE'23/MAR 3Q  
FYE'24/MAR 3Q

# 3. Consolidated Income



## 3-6. . Analysis of Change in Consolidated Operating Income



# 3. Consolidated Income



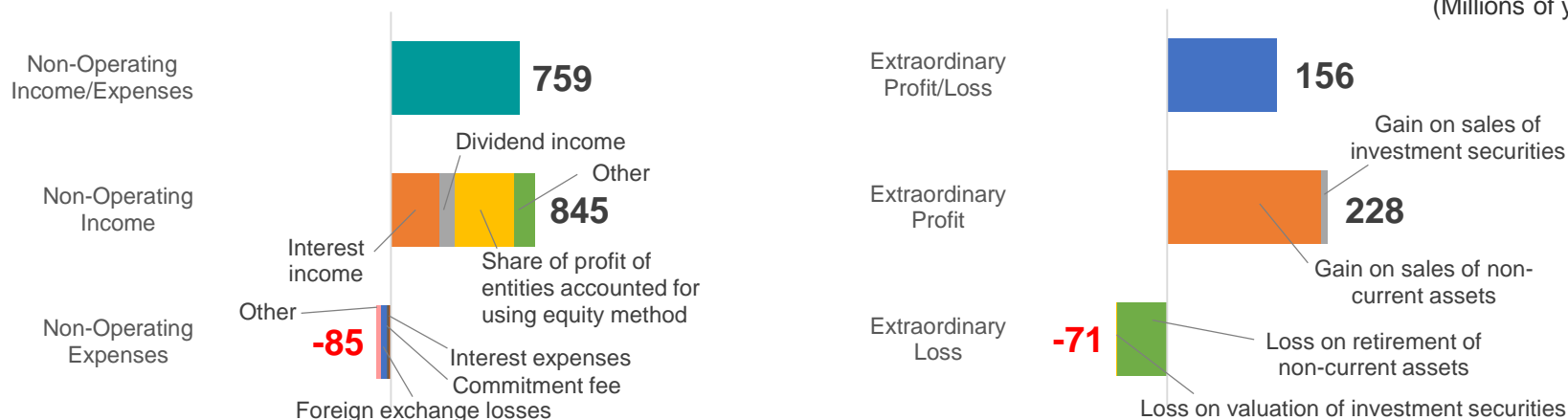
## 3-7. Ordinary Income and Net Income Attributable to Owners of Parent

(Millions of yen)

	1Q+2Q+3Q			
	FYE2023/MAR	FYE2024/MAR	Balance	Yr/Yr
Non-operating Income/Expenses	551	759	207	+37.7%
Ordinary Income	2,309	2,962	653	+28.3%
Extraordinary Profit/Loss	(32)	156	188	—
Income before Income Taxes and Minority Interests	2,277	3,119	842	+37.0%
Income Taxes and Minority Interests	787	967	179	+22.8%
Net Income	1,489	2,152	662	+44.5%
Net Income Attributable to Non-controlling interests	78	(2)	(81)	—
Net Income Attributable to Owners of Parent	1,410	2,154	743	+52.7%

## 3-8. Non-Operating Income/Expenses & Extraordinary Profit/Loss

(Millions of yen)



## The First Three Quarter Results of FYE 2024/MAR (P/L of Mandom Corporation, PT Mandom Indonesia Tbk)

### Mandom Corporation

(Millions of yen)

	FYE2023/ MAR	FYE2024/ MAR	Balance	Yr/Yr	Revised* Plan	*disclosed on 31 <sup>st</sup> October
Net sales	30,167	32,011	1,844	+6.1%	42,200	
Cost of Goods	16,485	17,862	1,376	+8.4%	—	
Cost Ratio	54.6%	55.8%	+1.2P	—	—	
Selling, general and administrative expenses	12,414	13,223	809	+6.5%	—	
Operating Income	1,268	926	(341)	(27.0%)	—	
Non-operating Income/Loss	236	649	412	+174.4%	—	
Ordinary Income	1,504	1,575	70	+4.7%	1,240	
Extraordinary Profit/loss	(32)	(62)	(29)	—	—	
Net Income	1,013	1,164	151	+15.0%	990	

### PT Mandom Indonesia Tbk

Local Currency

(Millions of Rp.) Yen Equivalent

(Millions of yen)

	FYE2023/ MAR	FYE2024/ MAR	Balance	Yr/Yr		FYE2023/ MAR	FYE2024/ MAR	Balance	Yr/Yr
Net sales	1,551,061	1,487,407	(63,654)	(4.1%)	Net sales	13,494	13,684	189	+1.4%
Cost of Goods	1,237,146	1,224,277	(12,868)	(1.0%)	Cost of Goods	10,763	11,263	500	+4.6%
Cost Ratio	79.8%	82.3%	+2.5P	—	Cost Ratio	79.8%	82.3%	+2.5P	—
Operating Income	18,810	(43,286)	(62,096)	—	Operating Income	163	(398)	(561)	—
Net Income	25,626	(7,506)	(33,132)	—	Net Income	222	(69)	(292)	—

Rp.1=¥0.0087 Rp.1=¥0.0092

※Assumption rate Rp.1=¥0.0084



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. All amounts have been rounded to the nearest whole unit.

**BE ANYTHING,  
BE EVERYTHING.**



**mandom**