

April 2015 Monthly Sales Data

Yokohama, May 20, 2015—FANCL CORPORATION (“FANCL”), one of Japan’s leading producers of preservative-free cosmetics and nutritional supplements, today disclosed its monthly sales data for April 2015. This data is provided as part of FANCL’s commitment to the timely disclosure of Company information for investors and other stakeholders.

Consolidated net sales for April 2015 and April 2014

[Million yen; %]	April 2015	% of total sales	April 2014	% of total sales	% change
Cosmetics	4,363	59.8	3,483	62.2	25.3
Nutritional Supplements	2,400	32.9	1,596	28.5	50.4
Others	536	7.3	523	9.3	2.4
Total	7,301	100.0	5,603	100.0	30.3

Note 1: The Others business segment includes sales of *Hatsuga Genmai* (germinated brown rice), kale juice, *Kaiteki Hadagi* comfort undergarments and household sundries.

Note 2: US subsidiary, FANCL International, Inc., and boscia, LLC will be consolidated from FY2016.

Sales by business segment

- Overall sales in the Cosmetics business increased 25.3% to ¥4,363 million.

The following is the breakdown by brand segment

FANCL Cosmetics : increased 25.8% to ¥3,623 million

ATTENIR Cosmetics : decreased 4.1% to ¥522 million

boscia : ¥114 million (consolidated from FY2016)

Other : increased 76.3% to ¥103 million

- Sales in the Nutritional Supplements business increased 50.4% to ¥2,400 million.

- Sales in Other businesses increased 2.4% to ¥536 million.

The following is the breakdown by business segment

Hatsuga Genmai (germinated brown rice) Business : decreased 0.3% to ¥198 million

Kale Juice Business : increased 3.3% to ¥199 million

Sales network

	Number of stores as of April 30, 2015	Change from previous month	Change from same month last fiscal year
FANCL Beauty Shop	4	—	+1
FANCL Health House	3	—	+1
FANCL Hybrid Shop	23	+2	+22
FANCL Shop	77	—	-6
FANCL House	41	-1	-14
FANCL House J	15	—	-4
Genki Station	—	—	-2
FANCL Ginza Square	1	—	—
Other	1	—	—
Total	165	+1	-2
ATTENIR Shop	16	+1	—

+ + Ends + +

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