

## June 2015 Monthly Sales Data

**Yokohama, July 21, 2015**—FANCL CORPORATION (“FANCL”), one of Japan’s leading producers of preservative-free cosmetics and nutritional supplements, today disclosed its monthly sales data for June 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 June 2015 and June 2014

[Million yen; %]	June 2015	% of total sales	June 2014	% of total sales	% change
Cosmetics	4,746	60.4	3,646	57.8	30.2
Nutritional Supplements	2,449	31.2	2,053	32.6	19.3
Others	662	8.4	605	9.6	9.4
<b>Total</b>	<b>7,858</b>	<b>100.0</b>	<b>6,305</b>	<b>100.0</b>	<b>24.6</b>

### Consolidated net sales to date (April 1, 2015 to June 30, 2015) for the fiscal year ending March 31, 2016

[Million yen; %]	April 2015 — June 2015	% of total sales	April 2014 — June 2014	% of total sales	% change
Cosmetics	13,434	60.7	10,758	60.2	24.9
Nutritional Supplements	6,944	31.4	5,432	30.4	27.8
Others	1,746	7.9	1,683	9.4	3.7
<b>Total</b>	<b>22,125</b>	<b>100.0</b>	<b>17,875</b>	<b>100.0</b>	<b>23.8</b>

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 30.2% to ¥4,746 million.

The following is the breakdown by brand segment

FANCL Cosmetics : increased 32.6% to ¥3,771 million

ATTENIR Cosmetics : increased 12.5% to ¥779 million

boscia : ¥128 million (consolidated from FY2016)

Other : decreased 38.8% to ¥66 million

- Sales in the Nutritional Supplements business increased 19.3% to ¥2,449 million.

- Sales in Other businesses increased 9.4% to ¥662 million.

The following is the breakdown by business segment

*Hatsuga Genmai* (germinated brown rice) Business : increased 18.5% to ¥236 million

Kale Juice Business : decreased 1.5% to ¥238 million

### Sales network

	Number of stores as of June 30, 2015	Change from previous month	Change from same month last fiscal year
<b>FANCL Beauty Shop</b>	2	- 2	—
<b>FANCL Health House</b>	3	—	+ 1
<b>FANCL Hybrid Shop</b>	27	+ 3	+ 25
<b>FANCL Shop</b>	76	- 1	- 7
<b>FANCL House</b>	40	—	- 15
<b>FANCL House J</b>	15	—	- 4
<b>Genki Station</b>	—	—	- 2
<b>FANCL Ginza Square</b>	1	—	—
<b>Other</b>	1	—	—
<b>Total</b>	<b>165</b>	—	- 2
<b>ATTENIR Shop</b>	16	—	—

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