

August 2015 Monthly Sales Data

Yokohama, September 24, 2015—FANCL CORPORATION (“FANCL”), one of Japan’s leading producers of preservative-free cosmetics and nutritional supplements, today disclosed its monthly sales data for August 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 August 2015 and August 2014

[Million yen; %]	August 2015	% of total sales	August 2014	% of total sales	% change
Cosmetics	4,029	60.4	3,532	61.7	14.1
Nutritional Supplements	2,148	32.2	1,719	30.0	24.9
Others	494	7.4	476	8.3	3.7
Total	6,672	100.0	5,728	100.0	16.5

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

[Million yen; %]	April 2015 — August 2015	% of total sales	April 2014 — August 2014	% of total sales	% change
Cosmetics	21,755	60.4	18,135	60.4	20.0
Nutritional Supplements	11,426	31.7	9,122	30.4	25.2
Others	2,855	7.9	2,750	9.2	3.8
Total	36,037	100.0	30,008	100.0	20.1

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 14.1% to ¥4,029 million.

The following is the breakdown by brand segment

FANCL Cosmetics : increased 10.4% to ¥3,247 million

ATTENIR Cosmetics : increased 6.3% to ¥556 million

boscia : ¥170 million (consolidated from FY2016)

Other : decreased 17.8% to ¥55 million

- Sales in the Nutritional Supplements business increased 24.9% to ¥2,148 million.

- Sales in Other businesses increased 3.7% to ¥494 million.

The following is the breakdown by business segment

Hatsuga Genmai (germinated brown rice) Business : increased 9.6% to ¥177 million

Kale Juice Business : increased 9.6% to ¥228 million

Sales network

	Number of stores as of August 31, 2015	Change from previous month	Change from same month last fiscal year
FANCL Beauty Shop	1	—	- 2
FANCL Health House	3	—	+ 1
FANCL Hybrid Shop	41	+ 9	+ 38
FANCL Shop	65	- 7	- 17
FANCL House	40	—	- 15
FANCL House J	15	—	- 4
Genki Station	—	—	- 1
FANCL Ginza Square	1	—	—
Other	1	—	—
Total	167	+ 2	—
ATTENIR Shop	16	—	—

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