

September 2015 Monthly Sales Data

Yokohama, October 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 September 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 September 2015 and September 2014

[Million yen; %]	September 2015	% of total sales	September 2014	% of total sales	% change
Cosmetics	4,214	58.8	3,864	59.1	9.1
Nutritional Supplements	2,381	33.2	2,097	32.1	13.5
Others	573	8.0	572	8.8	0.3
Total	7,169	100.0	6,534	100.0	9.7

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

[Million yen; %]	April 2015 — September 2015	% of total sales	April 2014 — September 2014	% of total sales	% change
Cosmetics	25,970	60.1	21,999	60.2	18.1
Nutritional Supplements	13,807	32.0	11,220	30.7	23.1
Others	3,429	7.9	3,322	9.1	3.2
Total	43,207	100.0	36,542	100.0	18.2

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 9.1% to ¥4,214 million.

The following is the breakdown by brand segment

FANCL Cosmetics : increased 6.2% to ¥3,467 million

ATTENIR Cosmetics : decreased 9.1% to ¥484 million

boscia : ¥196 million (consolidated from FY2016)

Other : increased 1.8% to ¥66 million

- Sales in the Nutritional Supplements business increased 13.5% to ¥2,381 million.

- Sales in Other businesses increased 0.3% to ¥573 million.

The following is the breakdown by business segment

Hatsuga Genmai (germinated brown rice) Business : increased 4.5% to ¥211 million

Kale Juice Business : increased 0.6% to ¥235 million

Sales network

	Number of stores as of September 30, 2015	Change from previous month	Change from same month last fiscal year
FANCL Beauty Shop	1	—	- 3
FANCL Health House	3	—	+ 1
FANCL Hybrid Shop	49	+ 8	+ 41
FANCL Shop	61	- 4	- 20
FANCL House	37	- 3	- 14
FANCL House J	14	- 1	- 5
FANCL Ginza Square	1	—	—
Other	1	—	—
Total	167	—	—
ATTENIR Shop	16	—	—

++ Ends ++

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