

February 2016 Monthly Sales Data

Yokohama, March 22, 2016—FANCL CORPORATION (“FANCL”), one of Japan’s leading producers of preservative-free cosmetics and nutritional supplements, today disclosed its monthly sales data for February 2016. 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 February 2016 and February 2015

[Million yen; %]	February 2016	% of total sales	February 2015	% of total sales	% change
Cosmetics	4,616	61.0	3,795	62.0	21.7
Nutritional Supplements	2,349	31.0	1,827	29.8	28.6
Other Businesses	604	8.0	502	8.2	20.3
Total	7,570	100.0	6,125	100.0	23.6

Consolidated net sales to date (April 1, 2015 to February 29, 2016) for the fiscal year ending March 31, 2016

[Million yen; %]	April 2015 — February 2016	% of total sales	April 2014 — February 2015	% of total sales	% change
Cosmetics	49,992	60.6	42,879	60.9	16.6
Nutritional Supplements	25,873	31.4	21,173	30.1	22.2
Other Businesses	6,581	8.0	6,304	9.0	4.4
Total	82,446	100.0	70,357	100.0	17.2

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

Note 2: US subsidiaries FANCL International, Inc., and boscia, LLC have been included in the scope of consolidation from FY2016.

Sales by business segment

- Overall sales in the Cosmetics business increased 21.7% to ¥4,616 million.

The following is a breakdown by brand segment

FANCL Cosmetics: increased 12.6% to ¥3,643 million

ATTENIR Cosmetics: increased 39.0% to ¥664 million

boscia: ¥230 million (consolidated from FY2016)

Other: decreased 3.4% to ¥78 million

- Sales in the Nutritional Supplements business increased 28.6% to ¥2,349 million.

- Sales in Other Businesses increased 20.3% to ¥604 million.

The following is a breakdown by business segment

Hatsuga Genmai (germinated brown rice) business: increased 11.1% to ¥211 million

Kale Juice business: increased 10.7% to ¥212 million

Sales network

	Number of stores as of February 29, 2016	Change from previous month	Change from same month last fiscal year
FANCL Beauty Shop	1	—	- 3
FANCL Health House	3	—	—
FANCL Hybrid Shop	64	+ 6	+ 48
FANCL Shop	54	- 5	- 25
FANCL House	36	—	- 10
FANCL House J	13	- 1	- 3
FANCL Ginza Square	1	—	—
Other	1	—	—
Total	173	—	+ 7
ATTENIR Shop	16	—	—

++ Ends ++

For further information please contact:

Investor Relations Group

Tel. +81 45 226-1470

Email: 4921ir@fancl.co.jp