

April 2016 Monthly Sales Data

Yokohama, May 20, 2016—FANCL CORPORATION (“FANCL”), one of Japan’s leading producers of preservative-free cosmetics and nutritional supplements, today disclosed its monthly sales data for April 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 April 2016 and April 2015

[Million yen; %]	April 2016	% of total sales	April 2015	% of total sales	% change
Cosmetics	4,500	59.1	4,363	59.8	3.1
Nutritional Supplements	2,445	32.1	2,400	32.9	1.9
Other Businesses*	668	8.8	536	7.3	24.6
Total	7,614	100.0	7,301	100.0	4.3

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

The sales growth rate for April 2016 slowed temporarily compared to the same month of the previous fiscal year, when focused TV promotions were conducted. However, progress remains in line with the plan.

Sales by business segment

- Overall sales in the Cosmetics business increased 3.1% to ¥4,500 million.

The following is a breakdown by brand segment

FANCL Cosmetics: increased 1.4% to ¥3,675 million

ATTENIR Cosmetics: increased 18.7% to ¥620 million

boscia: increased 24.6% to ¥142 million

Other: decreased 39.0% to ¥62 million

- Sales in the Nutritional Supplements business increased 1.9% to ¥2,445 million.

- Sales in Other Businesses increased 24.6% to ¥668 million.

The following is a breakdown by business segment

Hatsuga Genmai (germinated brown rice) business: increased 23.5% to ¥245 million

Kale Juice business: increased 33.6% to ¥266 million

Sales network

	Number of stores as of April 30, 2016	Change from previous month	Change from same month last fiscal year
FANCL Beauty Shop	1	—	- 3
FANCL Health House	3	—	—
FANCL Hybrid Shop	86	+ 9	+ 63
FANCL Shop	52	—	- 25
FANCL House	30	- 1	- 11
FANCL House J	10	—	- 5
FANCL Ginza Square	1	—	—
Other	1	—	—
Total	184	+ 8	+ 19
ATTENIR Shop	16	—	—

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