

## May 2016 Monthly Sales Data

**Yokohama, June 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 May 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 May 2016 and May 2015

[Million yen; %]	May 2016	% of total sales	May 2015	% of total sales	% change
Cosmetics	4,670	60.1	4,324	62.1	8.0
Nutritional Supplements	2,506	32.2	2,093	30.0	19.7
Other Businesses*	597	7.7	547	7.9	9.2
<b>Total</b>	<b>7,774</b>	<b>100.0</b>	<b>6,966</b>	<b>100.0</b>	<b>11.6</b>

### Consolidated net sales to date (April 1, 2016 to May 31, 2016) for the fiscal year ending March 31, 2017

[Million yen; %]	April 2016 — May 2016	% of total sales	April 2015 — May 2015	% of total sales	% change
Cosmetics	9,171	59.6	8,688	60.9	5.6
Nutritional Supplements	4,951	32.2	4,494	31.5	10.2
Other Businesses*	1,266	8.2	1,083	7.6	16.8
<b>Total</b>	<b>15,389</b>	<b>100.0</b>	<b>14,267</b>	<b>100.0</b>	<b>7.9</b>

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

### <Notice regarding end to disclosure of FANCL monthly sales data>

Since April 2001, FANCL CORPORATION has disclosed monthly sales data as part of its commitment to ensuring that investors and other stakeholders have a more accurate understanding of our Company. Since the previous fiscal year FANCL has been progressing with a new advertising strategy based on its new medium-term management plan. This strategy has led to large fluctuations in sales from month to month, depending on factors such as whether or not there were any promotions, or what sales campaigns were carried out. As a result, monthly sales data may not necessarily contribute useful insight into FANCL’s longer-term business performance, and could potentially mislead investors and shareholders. Reflecting this, FANCL has resolved to discontinue the disclosure of monthly sales data as of the monthly period ended May 31, 2016.

We will continue efforts to improve the usefulness of the information that we disclose in our quarterly earnings reports, and appreciate your ongoing understanding.

### Sales by business segment

- Overall sales in the Cosmetics business increased 8.0% to ¥4,670 million.

The following is the breakdown by brand segment

FANCL Cosmetics : increased 6.8% to ¥3,747 million

ATTENIR Cosmetics : increased 12.0% to ¥656 million

boscia : increased 30.6% to ¥158 million

Other : decreased 0.7% to ¥107 million

- Sales in the Nutritional Supplements business increased 19.7% to ¥2,506 million.

- Sales in Other businesses increased 9.2% to ¥597 million.

The following is the breakdown by business segment

*Hatsuga Genmai* (germinated brown rice) Business : increased 2.2% to ¥212 million

Kale Juice Business : increased 5.6% to ¥240 million

### Sales network

	Number of stores as of May 31, 2016	Change from previous month	Change from same month last fiscal year
<b>FANCL Beauty Shop</b>	1	—	- 3
<b>FANCL Health House</b>	3	—	—
<b>FANCL Hybrid Shop</b>	88	+ 2	+ 64
<b>FANCL Shop</b>	51	- 1	- 26
<b>FANCL House</b>	30	—	- 10
<b>FANCL House J</b>	10	—	- 5
<b>FANCL Ginza Square</b>	1	—	—
<b>Other</b>	1	—	—
<b>Total</b>	<b>185</b>	<b>+ 1</b>	<b>+ 20</b>
<b>ATTENIR Shop</b>	16	—	—

**++ Ends ++**

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