TSE 1st Section: Code No. 4921

May 2015 Monthly Sales Data

Yokohama, June 22, 2015—FANCL CORPORATION ("FANCL"), one of Japan's leading producers of preservative-free cosmetics and nutritional supplements, today disclosed its monthly sales data for May 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 May 2015 and May 2014

[Million yen; %]	**May 2015**	**% of total sales**	May 2014	% of total sales	**% change**
Cosmetics	**4,324**	**62.1**	3,628	60.8	**19.2**
Nutritional Supplements	**2,093**	**30.0**	1,782	29.9	**17.5**
Others	**547**	**7.9**	554	9.3	**- 1.3**
Total	**6,966**	**100.0**	5,965	100.0	**16.8**

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

[Million yen; %]	**April 2015 — May 2015**	**% of total sales**	April 2014 — May 2014	% of total sales	**% change**
Cosmetics	**8,688**	**60.9**	7,111	61.5	**22.2**
Nutritional Supplements	**4,494**	**31.5**	3,378	29.2	**33.0**
Others	**1,083**	**7.6**	1,078	9.3	**0.5**
Total	**14,267**	**100.0**	11,569	100.0	**23.3**

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 19.2% to ¥4,324 million.

  The following is the breakdown by brand segment
  FANCL Cosmetics : increased 19.5% to ¥3,508 million
  ATTENIR Cosmetics : increased 6.0% to ¥586 million
  boscia : ¥121 million (consolidated from FY2016)
  Other : decreased 21.6% to ¥108 million

- Sales in the Nutritional Supplements business increased 17.5% to ¥2,093 million.

- Sales in Other businesses decreased 1.3% to ¥547 million.

  The following is the breakdown by business segment
  Hatsuga Genmai (germinated brown rice) Business : increased 13.6% to ¥207 million
  Kale Juice Business : increased 1.9% to ¥228 million

Sales network

	Number of stores as of May 31, 2015	Change from previous month	Change from same month last fiscal year
FANCL Beauty Shop	4	―	+ 1
FANCL Health House	3	―	+ 1
FANCL Hybrid Shop	24	+ 1	+ 23
FANCL Shop	77	―	- 6
FANCL House	40	- 1	- 15
FANCL House J	15	―	- 4
Genki Station	―	―	- 2
FANCL Ginza Square	1	―	―
Other	1	―	―
Total	**165**	―	- 2
ATTENIR Shop	16	―	―

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