TSE 1st Section: Code No. 4921

July 2015 Monthly Sales Data

Yokohama, August 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 July 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 July 2015 and July 2014

[Million yen; %]	**July 2015**	**% of total sales**	July 2014	% of total sales	**% change**
Cosmetics	**4,228**	**58.3**	3,797	59.2	**11.4**
Nutritional Supplements	**2,402**	**33.1**	2,026	31.6	**18.5**
Others	**622**	**8.6**	592	9.2	**5.1**
Total	**7,253**	**100.0**	6,416	100.0	**13.0**

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

[Million yen; %]	**April 2015 — July 2015**	**% of total sales**	April 2014 — July 2014	% of total sales	**% change**
Cosmetics	**17,726**	**60.4**	14,602	60.1	**21.4**
Nutritional Supplements	**9,277**	**31.6**	7,403	30.5	**25.3**
Others	**2,361**	**8.0**	2,273	9.4	**3.9**
Total	**29,365**	**100.0**	24,279	100.0	**20.9**

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 11.4% to ¥4,228 million.

  The following is the breakdown by brand segment
  FANCL Cosmetics : increased 9.4% to ¥3,490 million
  ATTENIR Cosmetics : decreased 8.1% to ¥490 million
  boscia : ¥164 million (consolidated from FY2016)
  Other : increased 15.8% to ¥84 million

- Sales in the Nutritional Supplements business increased 18.5% to ¥2,402 million.

- Sales in Other businesses increased 5.1% to ¥622 million.

  The following is the breakdown by business segment
  Hatsuga Genmai (germinated brown rice) Business : increased 6.3% to ¥223 million
  Kale Juice Business : decreased 2.9% to ¥236 million

Sales network

	Number of stores as of July 31, 2015	Change from previous month	Change from same month last fiscal year
FANCL Beauty Shop	1	- 1	- 2
FANCL Health House	3	―	+ 1
FANCL Hybrid Shop	32	+ 5	+ 30
FANCL Shop	72	- 4	- 11
FANCL House	40	―	- 15
FANCL House J	15	―	- 4
Genki Station	―	―	- 1
FANCL Ginza Square	1	―	―
Other	1	―	―
Total	**165**	―	- 2
ATTENIR Shop	16	―	―

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For further information please contact:
Investor Relations Group
Tel. +81 45 226-1470
Email: 4921ir@fancl.co.jp