TSE 1st Section: Code No. 4921

November 2015 Monthly Sales Data

Yokohama, December 21, 2015—FANCL CORPORATION ("FANCL"), one of Japan's leading producers of preservative-free cosmetics and nutritional supplements, today disclosed its monthly sales data for November 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 November 2015 and November 2014

[Million yen; %]	**November 2015**	**% of total sales**	November 2014	% of total sales	**% change**
Cosmetics	**5,564**	**62.3**	5,063	64.1	**9.9**
Nutritional Supplements	**2,631**	**29.5**	2,176	27.5	**20.9**
Other Businesses	**733**	**8.2**	662	8.4	**10.8**
Total	**8,929**	**100.0**	7,902	100.0	**13.0**

Consolidated net sales to date (April 1, 2015 to November 30, 2015) for the fiscal year ending March 31, 2016

[Million yen; %]	**April 2015 — November 2015**	**% of total sales**	April 2014 — November 2014	% of total sales	**% change**
Cosmetics	**36,001**	**60.4**	30,999	60.9	**16.1**
Nutritional Supplements	**18,826**	**31.6**	15,297	30.1	**23.1**
Other Businesses	**4,764**	**8.0**	4,579	9.0	**4.0**
Total	**59,591**	**100.0**	50,876	100.0	**17.1**

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 9.9% to ¥5,564 million.

  The following is a breakdown by brand segment
  FANCL Cosmetics: increased 5.2% to ¥4,340 million
  *Impacted by a contraction of sales compared to the same month of the previous year, when the first shipments of private brand products for convenience stores were being made.
  ATTENIR Cosmetics: increased 9.2% to ¥906 million
  boscia: ¥212 million (consolidated from FY2016)
  Other: decreased 2.0% to ¥104 million

- Sales in the Nutritional Supplements business increased 20.9% to ¥2,631 million.

- Sales in Other Businesses increased 10.8% to ¥733 million.

  The following is a breakdown by business segment
  Hatsuga Genmai (germinated brown rice) business: increased 29.0% to ¥276 million
  Kale Juice business: decreased 1.9% to ¥247million

Sales network

	Number of stores as of November 30, 2015	Change from previous month	Change from same month last fiscal year
FANCL Beauty Shop	1	―	- 3
FANCL Health House	3	―	―
FANCL Hybrid Shop	55	+ 4	+ 46
FANCL Shop	59	- 1	- 22
FANCL House	37	―	- 13
FANCL House J	14	―	- 5
FANCL Ginza Square	1	―	―
Other	1	―	―
Total	**171**	+ 3	+ 3
ATTENIR Shop	16	―	―

+ + Ends + +

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