TSE 1st Section: Code No. 4921

December 2015 Monthly Sales Data

Yokohama, January 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 December 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 December 2015 and December 2014

[Million yen; %]	**December 2015**	**% of total sales**	December 2014	% of total sales	**% change**
Cosmetics	**5,177**	**61.6**	4,522	61.0	**14.5**
Nutritional Supplements	**2,590**	**30.8**	2,203	29.7	**17.6**
Other Businesses	**637**	**7.6**	693	9.3	**- 8.2**
Total	**8,405**	**100.0**	7,419	100.0	**13.3**

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

[Million yen; %]	**April 2015 — December 2015**	**% of total sales**	April 2014 — December 2014	% of total sales	**% change**
Cosmetics	**41,178**	**60.6**	35,521	60.9	**15.9**
Nutritional Supplements	**21,416**	**31.5**	17,500	30.0	**22.4**
Other Businesses	**5,401**	**7.9**	5,273	9.1	**2.4**
Total	**67,997**	**100.0**	58,296	100.0	**16.6**

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 14.5% to ¥5,177 million.

  The following is a breakdown by brand segment
  FANCL Cosmetics: increased 9.5% to ¥4,097 million
  ATTENIR Cosmetics: increased 11.5% to ¥782 million
  boscia: ¥209 million (consolidated from FY2016)
  Other: increased 15.3% to ¥88 million

- Sales in the Nutritional Supplements business increased 17.6% to ¥2,590 million.

- Sales in Other Businesses decreased 8.2% to ¥637 million.

  The following is a breakdown by business segment
  Hatsuga Genmai (germinated brown rice) business: decreased 1.9% to ¥238 million
  Kale Juice business: increased 2.4% to ¥241million

Sales network

	Number of stores as of December 31, 2015	Change from previous month	Change from same month last fiscal year
FANCL Beauty Shop	1	―	- 3
FANCL Health House	3	―	―
FANCL Hybrid Shop	56	+ 1	+ 46
FANCL Shop	59	―	- 22
FANCL House	36	- 1	- 13
FANCL House J	14	―	- 5
FANCL Ginza Square	1	―	―
Other	1	―	―
Total	**171**	―	+ 3
ATTENIR Shop	16	―	―

+ + Ends + +

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