TSE 1st Section: Code No. 4921

January 2016 Monthly Sales Data

Yokohama, February 22, 2016—FANCL CORPORATION ("FANCL"), one of Japan's leading producers of preservative-free cosmetics and nutritional supplements, today disclosed its monthly sales data for January 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 January 2016 and January 2015

[Million yen; %]	**January 2016**	**% of total sales**	January 2015	% of total sales	**% change**
Cosmetics	**4,174**	**60.6**	3,506	58.9	**19.0**
Nutritional Supplements	**2,139**	**31.1**	1,913	32.2	**11.8**
Other Businesses	**575**	**8.3**	530	8.9	**8.4**
Total	**6,889**	**100.0**	5,950	100.0	**15.8**

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

[Million yen; %]	**April 2015 — January 2016**	**% of total sales**	April 2014 — January 2015	% of total sales	**% change**
Cosmetics	**45,375**	**60.6**	39,083	60.9	**16.1**
Nutritional Supplements	**23,523**	**31.4**	19,346	30.1	**21.6**
Other Businesses	**5,976**	**8.0**	5,802	9.0	**3.0**
Total	**74,875**	**100.0**	64,232	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 19.0% to ¥4,174 million.

  The following is a breakdown by brand segment
  FANCL Cosmetics: increased 12.7% to ¥3,363 million
  ATTENIR Cosmetics: increased 25.2% to ¥548 million
  boscia: ¥223 million (consolidated from FY2016)
  Other: decreased 54.8% to ¥38 million

- Sales in the Nutritional Supplements business increased 11.8% to ¥2,139 million.

- Sales in Other Businesses increased 8.4% to ¥575 million.

  The following is a breakdown by business segment
  Hatsuga Genmai (germinated brown rice) business: increased 2.4% to ¥172 million
  Kale Juice business: increased 1.6% to ¥207 million

Sales network

	Number of stores as of January 31, 2016	Change from previous month	Change from same month last fiscal year
FANCL Beauty Shop	1	―	- 3
FANCL Health House	3	―	―
FANCL Hybrid Shop	58	+ 2	+ 47
FANCL Shop	59	―	- 21
FANCL House	36	―	- 13
FANCL House J	14	―	- 3
FANCL Ginza Square	1	―	―
Other	1	―	―
Total	**173**	+ 2	+ 7
ATTENIR Shop	16	―	―

+ + Ends + +

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