TSE 1st Section: Code No. 4921

March 2016 Monthly Sales Data

Yokohama, April 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 March 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 March 2016 and March 2015

[Million yen; %]	**March 2016**	**% of total sales**	March 2015	% of total sales	**% change**
Cosmetics	**5,028**	**60.0**	4,539	62.3	**10.8**
Nutritional Supplements	**2,711**	**32.4**	2,171	29.8	**24.9**
Other Businesses	**640**	**7.6**	573	7.9	**11.7**
Total	**8,381**	**100.0**	7,284	100.0	**15.1**

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

[Million yen; %]	**April 2015 — March 2016**	**% of total sales**	April 2014 — March 2015	% of total sales	**% change**
Cosmetics	**55,020**	**60.6**	47,418	61.1	**16.0**
Nutritional Supplements	**28,584**	**31.5**	23,344	30.1	**22.4**
Other Businesses	**7,222**	**7.9**	6,878	8.8	**5.0**
Total	**90,827**	**100.0**	77,641	100.0	**17.0**

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 10.8% to ¥5,028 million.

  The following is a breakdown by brand segment
  FANCL Cosmetics: increased 3.3% to ¥4,005 million
  ATTENIR Cosmetics: increased 22.3% to ¥721 million
  boscia: ¥198 million (consolidated from FY2016)
  Other: increased 41.7% to ¥102 million

- Sales in the Nutritional Supplements business increased 24.9% to ¥2,711 million.

- Sales in Other Businesses increased 11.7% to ¥640 million.

  The following is a breakdown by business segment
  Hatsuga Genmai (germinated brown rice) business: increased 14.6% to ¥238 million
  Kale Juice business: increased 7.7% to ¥241 million

Sales network

	Number of stores as of March 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	77	+ 13	+ 56
FANCL Shop	52	- 2	- 25
FANCL House	31	- 5	- 11
FANCL House J	10	- 3	- 5
FANCL Ginza Square	1	―	―
Other	1	―	―
Total	**176**	+ 3	+ 12
ATTENIR Shop	16	―	+ 1

+ + Ends + +

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