

Sales By Segment

(Millions of yen , %)

	FY2006			FY2007			FY2007			FY2008 (projection)			
	amount	% of total	% change	amount	% of total	% change	amount	% of total	% change	amount	% of total	% change	
Cosme	Mail Order	24,060	58.3	5.4	24,525	55.3	1.9	25,572	55.1	6.3	26,300	54.8	2.8
	Retail Store	13,721	33.2	19.4	15,542	35.0	13.3	16,504	35.6	20.3	17,000	35.4	3.0
	Wholesale	3,504	8.5	26.2	4,298	9.7	22.7	4,298	9.3	22.7	4,700	9.8	9.3
	Sub total	41,286	43.3	11.3	44,366	45.7	7.5	46,376	45.9	12.3	48,000	46.4	3.5
Supplie	Mail Order	16,822	50.6	0.7	13,927	46.0	(17.2)	14,799	46.8	(12.0)	14,050	44.3	(5.1)
	Retail Store	8,393	25.2	17.0	8,225	27.2	(2.0)	8,748	27.6	4.2	8,800	27.8	0.6
	Wholesale	8,030	24.2	10.8	8,117	26.8	1.1	8,117	25.6	1.1	8,850	27.9	9.0
	Sub total	33,246	34.9	6.8	30,270	31.2	(9.0)	31,665	31.3	(4.8)	31,700	30.6	0.1
Others	Mail Order	16,353	78.7	9.0	18,048	80.5	10.4	18,548	80.6	13.4	19,150	80.5	3.2
	Retail Store	1,492	7.2	6.6	1,465	6.5	(1.8)	1,561	6.8	4.7	1,650	6.9	5.7
	Wholesale	2,943	14.1	(10.9)	2,912	13.0	(1.0)	2,912	12.6	(1.0)	3,000	12.6	3.0
	Sub total	20,789	21.8	5.5	22,426	23.1	7.9	23,023	22.8	10.7	23,800	23.0	3.4
Total	Mail Order	57,237	60.0	4.9	56,501	58.2	(1.3)	58,921	58.3	2.9	59,500	57.5	1.0
	Retail Store	23,607	24.8	17.6	25,233	26.0	6.9	26,814	26.5	13.6	27,450	26.5	2.4
	Wholesale	14,477	15.2	8.6	15,329	15.8	5.9	15,329	15.2	5.9	16,550	16.0	8.0
	Sub total	95,322	100.0	8.4	97,064	100.0	1.8	101,065	100.0	6.0	103,500	100.0	2.4

No changes to accounting standards from the previous fiscal period

(Millions of yen , %)

	FY2006			FY2007			FY2007			FY2008 (projection)			
	amount	% of total	% change	amount	% of total	% change	amount	% of total	% change	amount	% of total	% change	
Rice	Mail Order	2,639	58.0	(7.0)	2,545	55.8	(3.5)	2,721	57.2	3.1	2,550	53.1	(6.3)
	Retail Store	361	7.9	8.8	382	8.4	5.9	407	8.5	12.8	400	8.3	(1.8)
	Wholesale	1,549	34.1	(16.5)	1,632	35.8	5.3	1,632	34.3	5.3	1,850	38.6	13.3
	Sub total	4,549	4.8	(9.5)	4,560	4.7	0.2	4,760	4.7	4.6	4,800	4.6	0.8
Kale	Mail Order	1,858	46.1	19.4	1,897	49.0	2.1	2,017	49.7	8.5	2,000	48.8	(0.9)
	Retail Store	963	23.9	32.8	967	25.0	0.4	1,029	25.4	6.8	1,050	25.6	2.0
	Wholesale	1,207	30.0	(2.8)	1,008	26.0	(16.5)	1,008	24.9	(16.5)	1,050	25.6	4.1
	Sub total	4,029	4.2	14.3	3,872	4.0	(3.9)	4,055	4.0	0.6	4,100	4.0	1.1

No changes to accounting standards from the previous fiscal period

Number of Active Customers

(people)

FANCL		As of March 31,2006	As of March 31,2007	Increase (decrease)
FANCL	Cosmetics	1,410,016	1,408,423	(1,593)
	Cosmetics Mail Order	734,161	648,424	(85,737)
	Cosmetics Retail Stores	799,783	886,857	87,074
	Nutritional Supple	1,171,800	1,103,573	(68,227)
	Supple Mail Order	645,240	561,550	(83,690)
	Supple Retail Stores	591,158	601,177	10,019
	Rice Mail Order	240,323	214,833	(25,490)
	Kale Mail Order	125,331	92,155	(33,176)
	Mail Order	1,269,622	1,102,159	(167,463)
	Retail Stores	1,178,777	1,262,299	83,522
ATTENIR cosme mail order		453,290	490,231	36,941

Unit Prices

(yen, %)

	FY2006	% change	FY2007	% change
Cosmetics Mail Order	5,589	(5.2)	5,962	6.7
Supple Mail Order	6,041	(0.2)	5,963	(1.3)
Retail Stores	3,389	1.3	3,451	1.8

Existing Stores Year-on-year-change

FY2005	FY2006	FY2007
106.4	105.4	97.2

Segment Information

(Millions of yen, %)

	FY2006			FY2007			FY2007			FY2008 (projection)			
	amount	% of total	% change	amount	% of total	% change	amount	% of total	% change	amount	% of total	% change	
C o s t s	Sales	41,286	43.3	11.3	44,366	45.7	7.5	46,376	45.9	12.3	48,000	46.4	3.5
	Gross Profit	30,655	74.2		32,856	74.1		34,866	75.2		36,300	75.6	
	SGA	25,087	60.8	9.8	25,865	58.3	3.1	27,732	59.8	10.5	28,600	59.6	3.1
	Advertising	5,464	13.2	7.7	4,528	10.2	(17.1)	4,527	9.8	(17.1)	5,100	10.6	12.6
	Operating Income	5,567	13.5	17.3	6,991	15.8	25.6	7,133	15.4	28.1	7,700	16.0	7.9
S u p p l e	Sales	33,246	34.9	6.8	30,270	31.2	(9.0)	31,665	31.3	(4.8)	31,700	30.6	0.1
	Gross Profit	20,829	62.7		19,313	63.8		20,708	65.4		21,100	66.6	
	SGA	15,424	46.4	(3.5)	15,509	51.2	0.6	16,806	53.1	9.0	18,000	56.8	7.1
	Advertising	1,835	5.5	(44.2)	2,128	7.0	16.0	2,129	6.7	16.0	2,700	8.5	26.8
	Operating Income	5,405	16.3	16.5	3,803	12.6	(29.6)	3,902	12.3	(27.8)	3,100	9.8	(20.6)
O t h e r s	Sales	20,789	21.8	5.5	22,426	23.1	7.9	23,023	22.8	10.7	23,800	23.0	3.4
	Gross Profit	10,597	51.0		10,999	49.0		11,595	50.4		11,800	49.6	
	SGA	11,359	54.6	(2.5)	11,939	53.2	5.1	12,493	54.3	10.0	12,000	50.4	(3.9)
	Advertising	2,492	12.0	(9.1)	2,735	12.2	9.8	2,736	11.9	9.8	2,500	10.5	(8.6)
	Operating Income	(761)	(3.7)	-	(940)	(4.2)	23.4	(897)	(3.9)	-	(200)	(0.8)	-
Eliminations or Corporate	(1,636)			(1,768)			(1,768)			(1,600)			
T o t a l	Sales	95,322	100.0	8.4	97,064	100.0	1.8	101,065	100.0	6.0	103,500	100.0	2.4
	Gross Profit	62,082	65.1		63,169	65.1		67,170	66.5		69,200	66.9	
	SGA	53,507	56.1	2.0	55,082	56.7	2.9	58,800	58.2	9.9	60,200	58.2	2.4
	Advertising	9,792	10.3	(11.8)	9,393	9.7	(4.1)	9,393	9.3	(4.1)	10,300	10.0	9.7
	Operating Income	8,574	9.0	57.9	8,087	8.3	(5.7)	8,370	8.3	(2.4)	9,000	8.7	7.5

No changes to accounting standards from the previous fiscal period

Selling, General and administrative expenses

(Millions of yen, %)

	FY2006			FY2007			FY2007			FY2008 (projection)		
	amount	% of total	% change	amount	% of total	% change	amount	% of total	% change	amount	% of total	% change
Advertising	9,792	10.3	(11.8)	9,393	9.7	(4.1)	9,393	9.3	(4.1)	10,300	10.0	9.7
Sales Promotions	9,319	9.8	(1.6)	9,784	10.1	5.0	13,502	13.4	44.9	13,550	13.1	0.4
Transport	4,214	4.4	(0.6)	4,008	4.1	(4.9)	4,008	4.0	(4.9)	3,950	3.8	(1.5)
Communications	2,205	2.3	0.3	2,208	2.3	0.1	2,208	2.2	0.1	2,100	2.0	(4.9)
Fees/Outsourcing	8,050	8.4	7.6	8,384	8.6	4.1	8,384	8.3	4.1	8,800	8.5	5.0
Salaries	12,393	13.0	15.9	13,635	14.0	10.0	13,635	13.5	10.0	13,600	13.1	(0.3)
Depreciations	1,440	1.5	(0.7)	1,562	1.6	8.5	1,562	1.5	8.5	1,850	1.8	18.4
Others	6,091	6.4	4.4	6,106	6.3	0.2	6,106	6.0	0.2	6,050	5.8	(0.9)
Total	53,507	56.1	2.0	55,082	56.7	2.9	58,800	58.2	9.9	60,200	58.2	2.4

No changes to accounting standards from the previous fiscal period

Capital Investment and Depreciation

	FY2006	FY2007	FY2008 (Projection)
Capital Investment	2,292	3,974	4,500
Depreciation	2,540	2,669	2,900

Number of Shops by Region

As of March 31, 2007

	Hokkaido	Tohoku	Kanto (except Tokyo)	TOKYO	Shinetsu Tokai, Hokuriku & Shinetsu	Kinki	Chugoku, Shikoku	Kyusyu, Okinawa	Total
Fancl Ginza Square	-	-	-	1	-	-	-	-	1
Fancl House	1	5	24	23	16	25	7	6	107
Fancl House J	3	4	26	18	6	14	8	9	88
Genki Station	2	-	-	3	1	1	-	1	8
ATTENIR Shop	-	-	2	2	1	4	1	-	10
Others	-	-	2	2	-	-	-	-	4
Total	6	9	54	49	24	44	16	16	218

Number of Shops

	As of March 31, 2002	As of March 31, 2003	As of March 31, 2004	As of March 31, 2005	As of March 31, 2006	As of March 31, 2007	As of March 31, 2008 (Projection)
Fancl Ginza Square	-	-	1	1	1	1	1
Fancl House	114	119	114	110	113	107	110
Fancl House J	-	1	10	37	71	88	90
Genki Station	8	8	9	9	9	8	8
ATTENIR Shop	5	5	6	9	10	10	10
Others	6	11	3	3	4	4	4
Total	133	144	143	169	208	218	223