

Results of Operations for FY4/23 (Fiscal year ended April 30, 2023)

YA-MAN LTD.

June 13, 2023

A new beautiful.

Exceptional manufacturing that transforms beauty into reality is achieved through inexhaustible ideas and outstanding product development. We will continue to renew our definition of “beautiful” to help attain perfect beauty and bring delight and inspiration to the world.

Income Statement Highlights

Topics

➤ **Net sales: ¥43.0 billion**

➤ **Operating profit: ¥6.1 billion**

Ordinary profit: ¥5.9 billion Profit: ¥3.9 billion

➤ **Operating margin: 14.3%**

Net sales reached a record-high, but profits failed to reach the level of the previous fiscal year due to front-loaded investment.

➤ **2020 Medium-Term Management Plan was not achieved**

Did not achieve targets of ¥50.0 billion in net sales and 20% operating profit margin.

(Millions of yen)

	FY4/19 (May 1, 2018 – April 30, 2019)	FY4/20 (May 1, 2019 – April 30, 2020)	FY4/21 (May 1, 2020 – April 30, 2021)	FY4/22 (May 1, 2021 – April 30, 2022)	FY4/23 (May 1, 2022 – April 30, 2023)
Net sales	27,252	22,975	36,631	40,943	42,996
Operating profit	5,705	2,504	6,116	6,880	6,134
Operating margin (%)	20.9	10.9	16.7	16.8	14.3
Ordinary profit	5,715	2,310	6,104	8,063	5,917
Profit attributable to owners of parent	3,539	1,322	3,727	5,586	3,913
Net income per share (Yen)	62.65	23.66	67.75	101.54	71.12

Segment Information

Topics

➤ **Each sales channel in Japan recorded strong sales**

- Home shopping sales were solid.
- Store sales struggled with sales to home appliance stores.
- Direct sales made front-loaded investment in repeat sales.

➤ **Great growth in China for the overseas sales**

- Sales to China remained strong.

Net Sales

(Millions of yen)

	FY4/19 (May 1, 2018 – April 30, 2019)	FY4/20 (May 1, 2019 – April 30, 2020)	FY4/21 (May 1, 2020 – April 30, 2021)	FY4/22 (May 1, 2021 – April 30, 2022)	FY4/23 (May 1, 2022 – April 30, 2023)
Home shopping sales	3,383	4,418	4,948	5,202	6,666
Store sales	9,644	6,827	7,605	8,398	7,953
Direct sales	5,914	5,844	12,059	11,566	9,922
Overseas sales	7,545	4,903	10,997	14,522	17,894
Others	765	981	1,019	1,253	559
Total	27,252	22,975	36,631	40,943	42,996

Operating Profit

(Millions of yen)

	FY4/19 (May 1, 2018 – April 30, 2019)	FY4/20 (May 1, 2019 – April 30, 2020)	FY4/21 (May 1, 2020 – April 30, 2021)	FY4/22 (May 1, 2021 – April 30, 2022)	FY4/23 (May 1, 2022 – April 30, 2023)
Home shopping sales	1,407	1,678	1,997	2,132	2,299
Store sales	3,687	2,045	2,003	2,508	1,826
Direct sales	2,740	2,131	5,982	5,844	4,587
Overseas sales	3,353	1,631	3,012	4,385	6,870
Others	(20)	(141)	(31)	499	268
Adjustment*	(5,462)	(4,840)	(6,847)	(8,489)	(9,717)
Total	5,705	2,504	6,116	6,880	6,134

*Adjustment includes corporate expenses, such as product development and administrative expenses.

Balance Sheet Highlights

Topics

➤ **Equity ratio: 82.1%**

➤ **Increase in inventories**

- Product inventory increased due to planned production.

(Millions of yen)

	FY4/19 (April 30, 2019)	FY4/20 (April 30, 2020)	FY4/21 (April 30, 2021)	FY4/22 (April 30, 2022)	FY4/23 (April 30, 2023)
Total assets	17,959	17,292	25,855	30,552	30,979
Net assets	13,072	13,361	16,893	22,093	25,435
Equity ratio (%)	72.8	77.3	65.3	72.3	82.1
Cash and deposits	8,133	7,632	12,957	16,649	16,146
Trade receivables	3,394	3,022	4,000	5,194	4,935
Inventories	2,284	2,034	3,692	4,118	5,132
Trade payables	1,414	1,622	2,600	1,870	1,521
Interest-bearing debt	583	534	2,607	1,970	1,351

Product Category Information

Topics

- **The sales composition for FY4/23 was beauty devices of 80%, cosmetics of 13%, and others of 7%**

- **Front-loaded investment made in shavers and hair care**

- **Functional cosmetics continued to perform well**
 - Cosmetics that can be used in combination with beauty devices and aim for synergistic effect with beauty devices performed strongly.

Earnings Forecasts

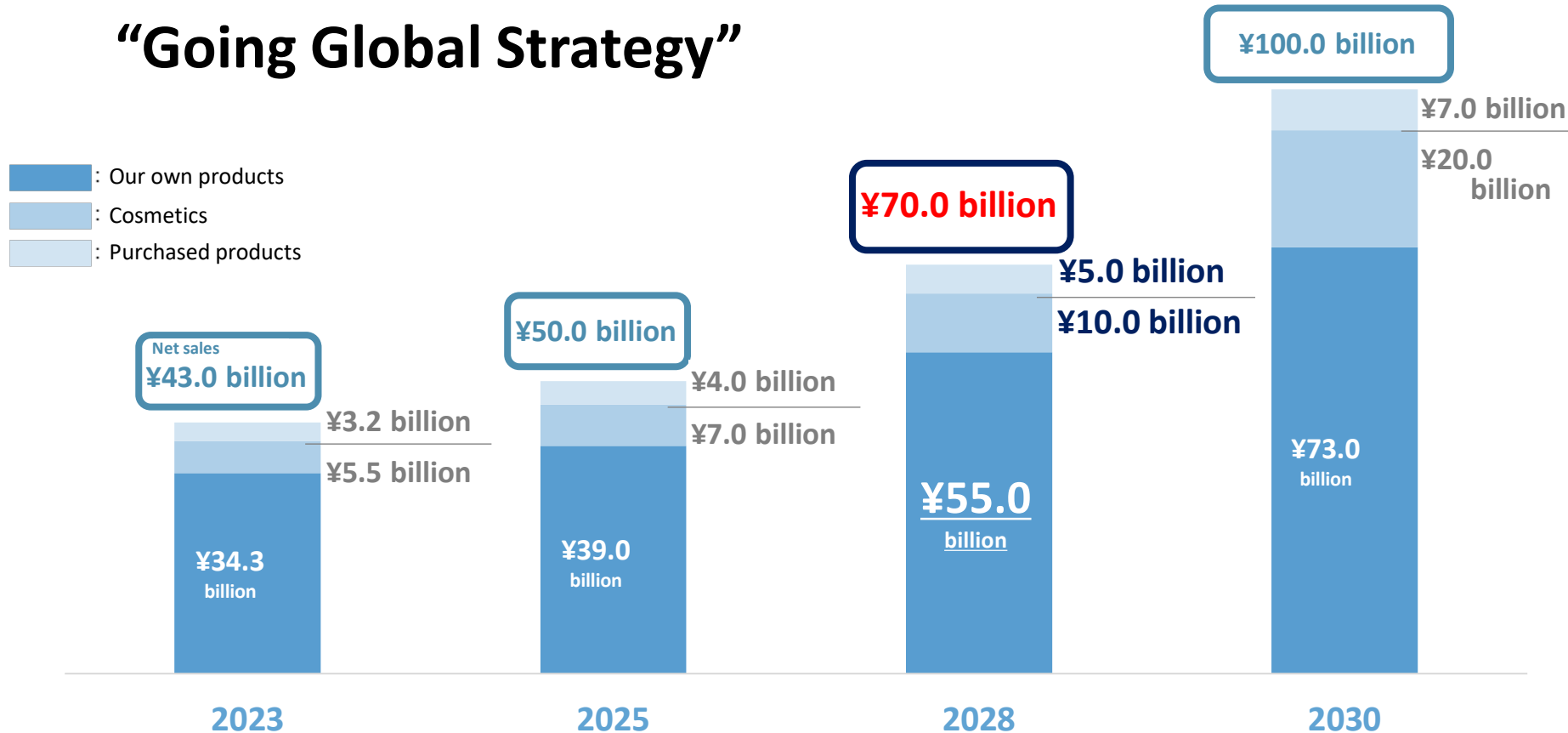
- **Full-year forecasts: Net sales of ¥45.0 billion and operating profit of ¥6.5 billion**

	Net sales	Operating profit	Ordinary profit	Profit	Net income per share
Full-year	¥45.0 billion	¥6.5 billion	¥6.2 billion	¥4.35 billion	¥79.06

- **In the new medium-term management plan (5 year plan) of 2023, we aim to achieve net sales of ¥70.0 billion as the target in FY4/28**

- **For the time being, we will focus on investment while maintaining an operating profit margin of 10% or higher, but our long-term target is an operating profit margin of 20%**

➤ 2023 New Medium-Term Management Plan “Going Global Strategy”



Dividend Policy

➤ **Year-end dividend: ordinary dividend ¥4.25 + commemorative dividend ¥4.50**

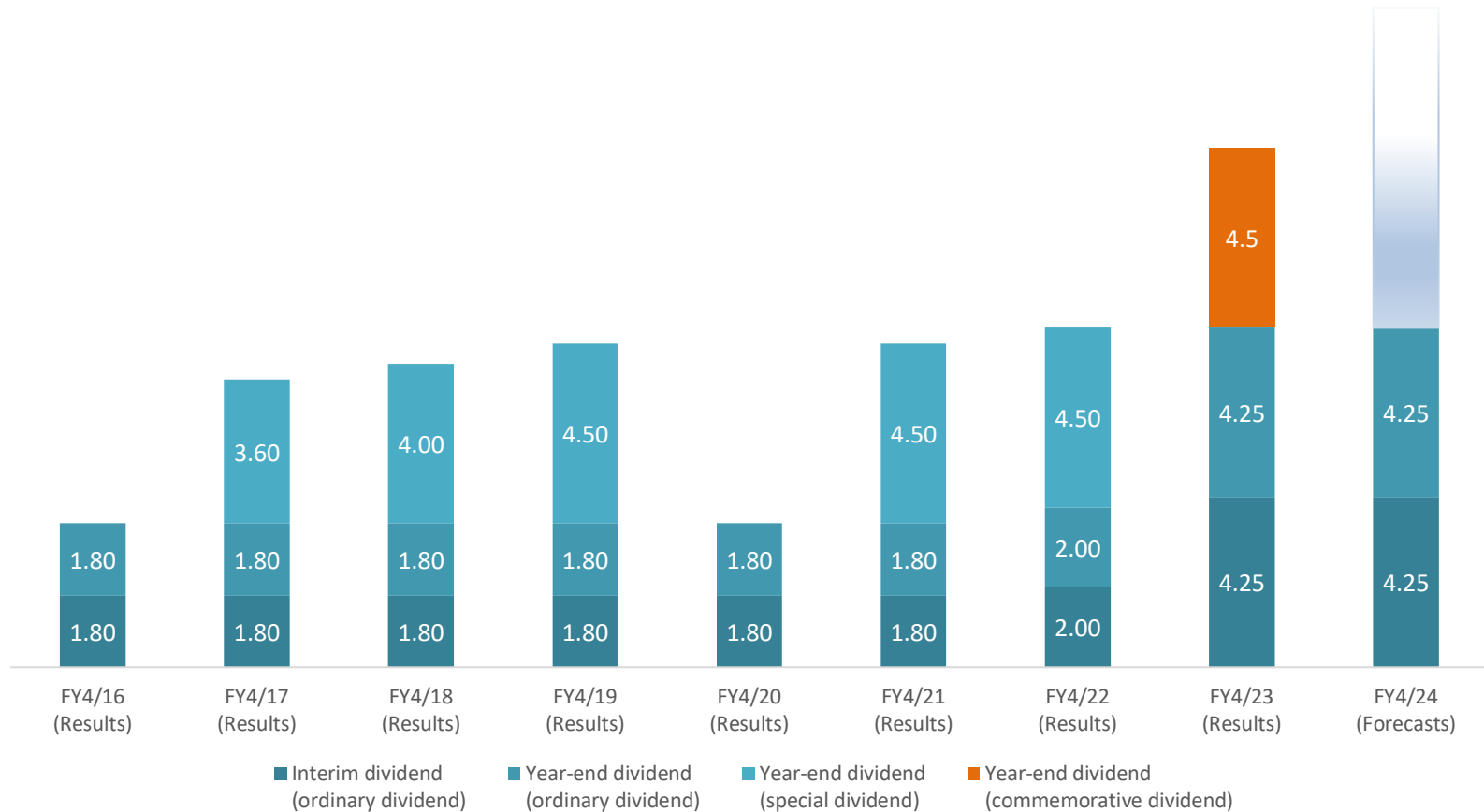
➤ **Dividend payout ratio: 18.3%**

Celebrating the 45th anniversary of our founding in May 2023, the year-end dividend will be ¥8.75 per share, including the commemorative dividend for the 45th founding anniversary of ¥4.50, for a full-year dividend of ¥13.00.

➤ **Dividend forecast for the next fiscal year: ordinary dividend ¥8.50**

Annual dividend ¥8.50 (interim ¥4.25 + year-end ¥4.25)

The final amount will be determined by taking into account the full-year results and other factors.



Note: Dividends per share are adjusted to reflect the stock split on November 1, 2017.

- Forecasts regarding future performance in these materials are based on certain assumptions judged to be valid and information currently available to YA-MAN. Actual performance may differ significantly from these forecasts for a number of reasons.
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