

**Results of Operations for the
First Quarter of FY4/24
(Three months ended July 31, 2023)**

YA-MAN LTD.

September 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: ¥9.6 billion**
- **Operating profit: ¥1.67 billion**
Operating margin: 17.4%
- **Our rates of progress toward our forecast for the fiscal year ending April 30, 2024 are**
Net sales of 21.4%, operating profit of 25.8%, ordinary profit of 29.3%, and profit of 26.3%
- **The sales composition for 1Q of FY4/24 was beauty devices of 79%, cosmetics of 13%, and others of 8%**

(Millions of yen)

Fiscal years	1Q FY4/22	1Q FY4/23	1Q FY4/24	Reference FY4/23
	(May 1, 2021 – July 31, 2021)	(May 1, 2022 – July 31, 2022)	(May 1, 2023 – July 31, 2023)	(May 1, 2022 – April 30, 2023)
Net sales	10,639	11,688	9,627	42,996
Operating profit	2,929	1,784	1,674	6,134
Operating margin (%)	27.5	15.3	17.4	14.3
Ordinary profit	2,955	2,104	1,816	5,917
Profit attributable to owners of parent	2,021	1,381	1,142	3,913
Net income per share (Yen)	36.75	25.11	20.77	71.12

Segment Information

Topics

- **Both domestic and overseas sales failed to reach the level of the same quarter of the previous year**
- **We made front-loaded investment in new categories and measures to increase repeat direct sales**
- **We are still in the initial investment stages for our new “Blue Green Shot” (LED facial care device) and “HAKEI” (RF facial care device) in each sales channel**

Net Sales

(Millions of yen)

Fiscal years	1Q FY4/22 <small>(May 1, 2021 – July 31, 2021)</small>	1Q FY4/23 <small>(May 1, 2022 – July 31, 2022)</small>	1Q FY4/24 <small>(May 1, 2023 – July 31, 2023)</small>	Reference FY4/23 <small>(May 1, 2022 – April 30, 2023)</small>
Home shopping sales	1,608	1,345	1,104	6,666
Store sales	2,466	1,904	1,719	7,953
Direct sales	3,120	2,608	2,109	9,922
Overseas sales	3,148	5,809	4,648	17,894
Others	296	20	46	559
Total	10,639	11,688	9,627	42,996

Operating Profit

(Millions of yen)

Fiscal years	1Q FY4/22 (May 1, 2021 – July 31, 2021)	1Q FY4/23 (May 1, 2022 – July 31, 2022)	1Q FY4/24 (May 1, 2023 – July 31, 2023)	Reference FY4/23 (May 1, 2022 – April 30, 2023)
Home shopping sales	743	483	347	2,299
Store sales	966	528	403	1,826
Direct sales	1,847	1,243	736	4,587
Overseas sales	1,105	2,290	2,025	6,870
Others	156	14	32	268
Adjustment*	(1,889)	(2,776)	(1,870)	(9,717)
Total	2,929	1,784	1,674	6,134

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

Balance Sheet Highlights

(Millions of yen)

Fiscal years	1Q FY4/22 (July 31, 2021)	1Q FY4/23 (July 31, 2022)	1Q FY4/24 (July 31, 2023)	Reference FY4/23 (April 30, 2023)
Total assets	27,151	33,493	32,389	30,979
Net assets	18,569	23,139	26,110	25,435
Equity ratio (%)	68.4	69.1	80.6	82.1
Cash and deposits	11,368	13,689	16,077	16,146
Trade receivables	5,204	7,262	5,346	4,935
Inventories	5,154	6,167	5,943	5,132
Trade payables	3,248	4,601	1,690	1,521
Interest-bearing debt	2,448	1,811	1,193	1,351

Progress on Our Medium-Term Management Plan and Medium-Term Investment Plan

Topics

- **We've focused our efforts on increasing awareness, making actress and model Aya Omasa our new hair care product ambassador**
- **We will also begin offering hair care products in the U.S. starting in late September 2023**
- **“Medi Lift PLUS” was approved by the FDA in June and we will begin selling it in the U.S. from September**

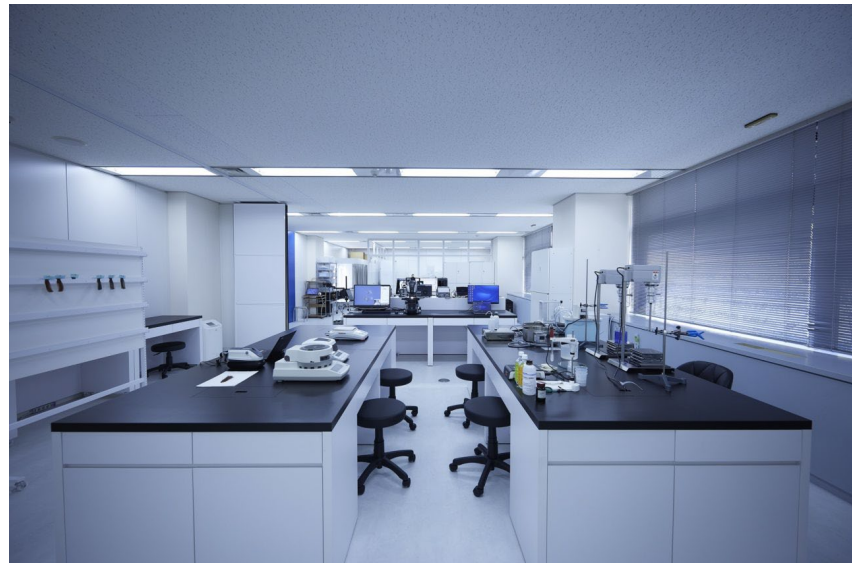
*New Medium-Term Management Plan “Going Global Strategy”: <https://www.ya-man.co.jp/ir-info/policy/medium-term-mng-plan/>

*Medium-Term Investment Plan: https://www.ya-man.co.jp/wp/wp-content/uploads/investment_plan_20220614.pdf

- **We have completed the expansion and preparation of the “HYOJO Science Lab,” making it possible to perform more multifaceted and accurate evaluation on the verification of the effectiveness of beauty technologies, including cellular experiment and the fundamental research within the company**

* HYOJO Science Lab website

<https://www.hyojo-science.com/>



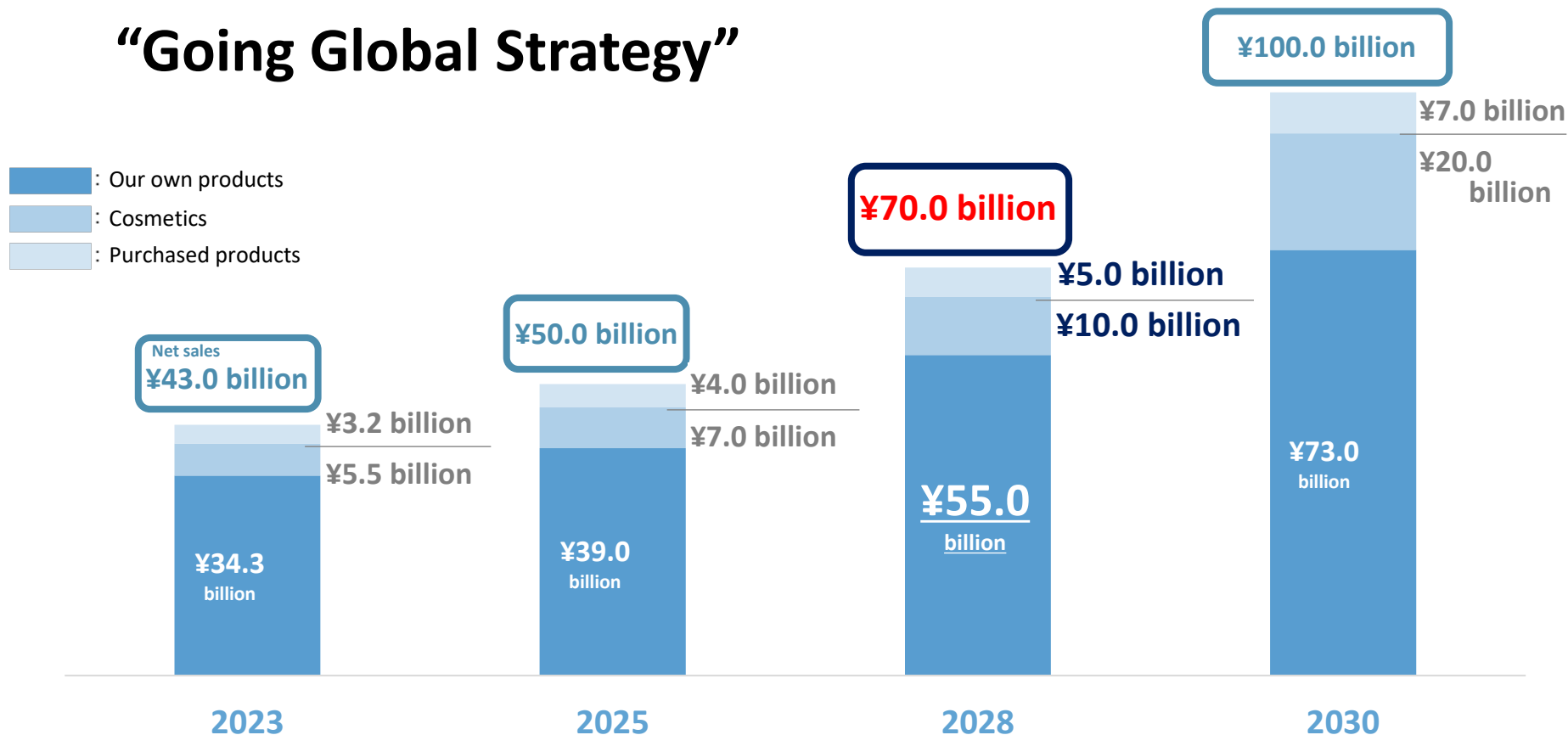
Earnings Forecasts

- **Forecasts for the fiscal year ending April 30, 2024**
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, and strive to expand our sales scale**

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



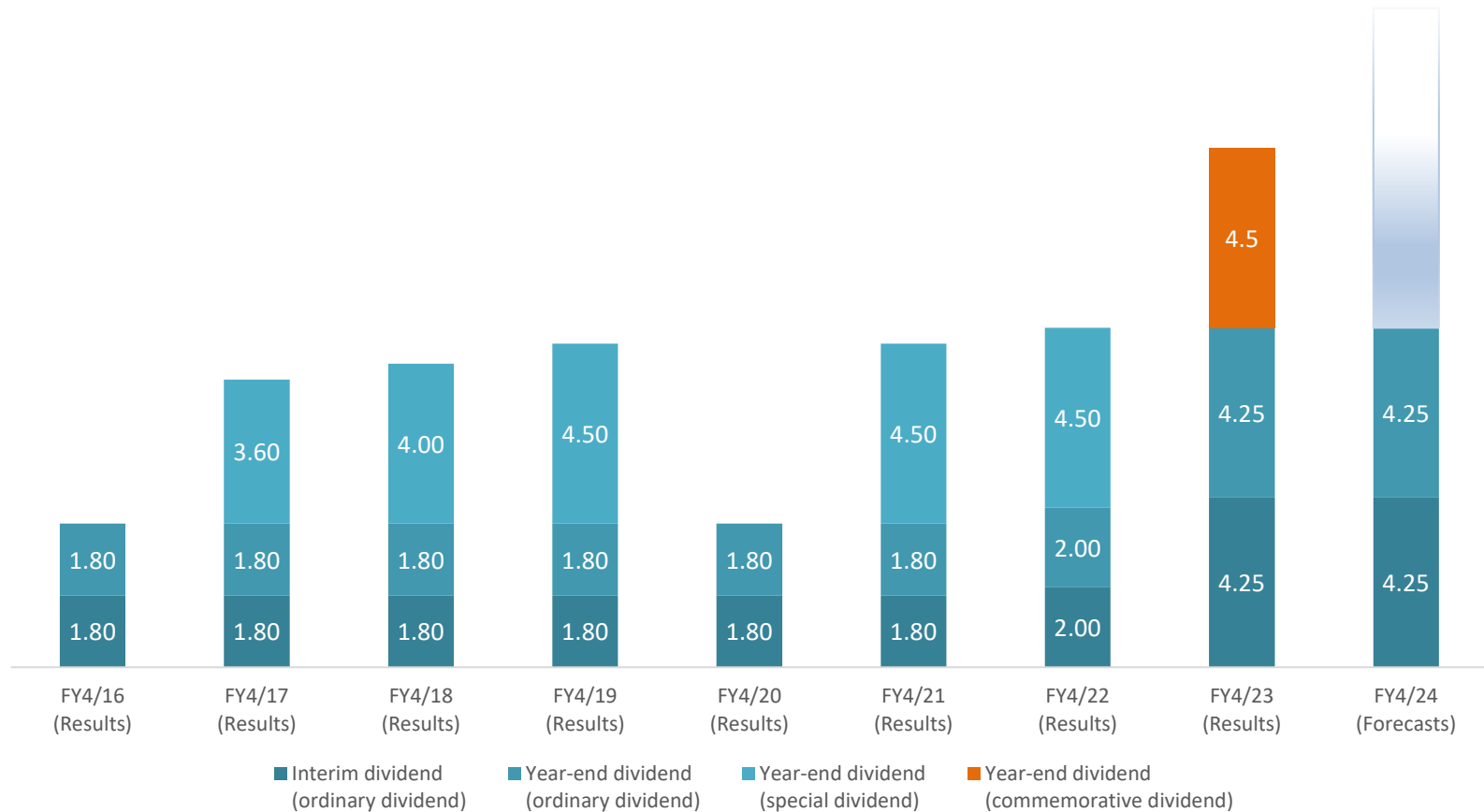
Dividend Forecast

➤ **Dividend forecast for FY4/24:
ordinary dividend ¥8.50**

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

➤ **Basic dividend policy**

As a general rule, we pay stable, ongoing dividends every fiscal year, and 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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