

News Release Dated March 14, 2025

Company: YA-MAN LTD.
 Stock code: 6630, TSE (Prime Market)
 Representative: Kimiyo Yamazaki, CEO
 Masaya Miyazaki, Director,
 Contact: General Manager of Administration
 Division
 Tel: +81-3-5665-7330
 URL: <https://www.ya-man.co.jp/>

Notice of Revisions to Forecast

The Board of Directors of YA-MAN LTD. approved a resolution on March 14, 2025, to revise the forecast for the fiscal year ending April 30, 2025 (May 1, 2024 to April 30, 2025) that was in the earnings announcement dated June 14, 2024 as follows to reflect current trends in operating results.

1. Revisions to consolidated forecast for the fiscal year ending April 30, 2025 (May 1, 2024 – April 30, 2025)

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent	Net income per share
	Million yen	Million yen	Million yen	Million yen	Yen
Previous forecast (A)	35,000	2,500	2,200	1,550	28.17
Revised forecast (B)	25,000	900	600	1,100	19.99
Change (B - A)	(10,000)	(1,600)	(1,600)	(450)	
Percentage change (%)	(28.6)	(64.0)	(72.7)	(29.0)	
(Reference) Results for the previous fiscal year (ended April 30, 2023)	32,023	416	1,010	398	7.24

2. Reasons for revisions

Under the present circumstances such as the continuing rise in global resource prices, persistently high raw material prices, the depreciation of the yen, and changes in consumer sentiment associated with the soaring prices of commodities, etc. the YA-MAN group focused on all business actions to achieve this annual forecast announced on June 14 2024.

However, the domestic sales declined than expected due to the negative impact by out-home consumption trend after post-COVID19 and saving advertising expenses for keeping profit. In addition, profits were also lower than planned due to the increased procurement costs.

Under such circumstances, the Company has decided to revise the full-year forecasts.

3. Upcoming actions

In Japan, the Ginza flagship store set a new record for the highest sales in December 2024. In addition, sales channels that involve direct engagement with customers, such as home appliance stores, showed solid performance. Based on these factors, we aim to increase sales through the enhancement of customer services and the launch of new products, focusing on flagship stores and department stores.

We will also accelerate the sales of new products via infomercials through forty-four Co.,Ltd., which became a subsidiary in the fiscal year under review.

In addition, to flexibly develop sales channels that we have not entered previously, we have established a dedicated sales team and are actively working on developing new sales channels.

Overseas, we will strengthen our investment efforts in direct sales through sales channels such as TikTok and Red Book, and expansion efforts with a focus on new markets such as Vietnam and Saudi Arabia.

For existing markets, we will also reassess our approach and work on boosting sales.

* The financial results forecast above is made based on information available to the Company as of the date of announcement of this material. Actual results may vary from the expected figures due to various factors in the future.