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Summary of Consolidated Financial Results
for the Third Quarter of the Fiscal Year Ending April 30, 2025
(Nine Months Ended January 31, 2025)
[Japanese GAAP]



March 14, 2025

Company name: YA-MAN LTD.

Listing: Tokyo Stock Exchange

Stock code: 6630

URL: <https://www.ya-man.co.jp/>

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Preparation of supplementary materials for financial results: Yes

Holding of financial results meeting: None

(All amounts are rounded down to the nearest million yen)

1. Consolidated Financial Results for the Nine Months Ended January 31, 2025 (May 1, 2024 – January 31, 2025)

(1) Consolidated results of operations

(Percentages represent year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Six months ended Jan. 31, 2025	19,033	(25.7)	817	(55.8)	594	(71.3)	1,124	(3.0)
Six months ended Jan. 31, 2024	25,604	(27.6)	1,848	(67.6)	2,017	(62.0)	1,159	(67.6)

Note: Comprehensive income (million yen) Nine months ended Jan. 31, 2025: 1,671 (43.4%)

Nine months ended Jan. 31, 2024: 1,167 (down 67.5%)

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended Jan. 31, 2025	20.44	-
Nine months ended Jan. 31, 2024	21.17	-

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of Jan. 31, 2025	30,148	26,290	87.2
As of Apr. 30, 2024	29,090	25,113	86.3

Reference: Shareholders' equity (million yen) As of Jan. 31, 2025: 26,290

As of Apr. 30, 2024: 25,113

2. Dividends

	Dividend per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
Fiscal year ended Apr. 30, 2024	Yen -	Yen 4.25	Yen -	Yen 4.75	Yen 9.00
Fiscal year ending Apr. 30, 2025	-	4.25	-		
Fiscal year ending Apr. 30, 2025 (Forecast)			-	4.75	9.00

Notes: 1. Revisions to the most recently announced dividend forecast: None

3. Consolidated Earnings Forecast for the Fiscal Year Ending April 30, 2025 (May 1, 2024 – April 30, 2025)

(Percentages represent year-on-year changes)

	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
Full year	25,000	(21.9)	900	116.2	600	(40.6)	1,100	176.2		19.99

Notes: 1. Revisions to the most recently announced consolidated earnings forecast: Yes

2. For details, please refer to the “notification regarding the revision of the earnings forecast” that has been released today.

*** Notes:**

(1) Changes in significant subsidiaries during the period (changes in scope of consolidation): Yes

Newly added: 1 (forty-four Co.,Ltd.) -

Excluded: -

(2) Application of special accounting methods for presenting quarterly consolidated financial statements: Yes

(3) Changes in accounting policies and accounting-based estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards, others: None

2) Changes in accounting policies other than 1) above: None

3) Changes in accounting-based estimates: None

4) Restatements: None

(4) Number of shares outstanding (common stock)

1) Number of shares outstanding at the end of the period (including treasury shares)

As of Jan. 31, 2025:	58,348,880 shares	As of Apr. 30, 2024:	58,348,880 shares
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2) Number of treasury shares at the end of the period

As of Jan. 31, 2025:	3,327,698 shares	As of Apr. 30, 2024:	3,327,668 shares
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3) Average number of shares outstanding during the period

Nine months ended Jan. 31, 2025:	55,021,191 shares	Nine months ended Jan. 31, 2024:	55,021,212 shares
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***Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or an audit firm: None**

*** Cautionary statement with respect to forward-looking statements and other special items**

Cautionary statement with respect to forecasts

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. For assumptions for financial forecasts and notes of caution for using the forecasts, please refer to “Qualitative Information on Quarterly Consolidated Financial Performance” on page 2 of the attachments.

How to view supplementary materials for financial results

Supplementary materials for the financial results will be available on YA-MAN website on Friday, March 14, 2025.

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1. Qualitative Information on Quarterly Consolidated Financial Performance

(1) Explanation of Results of Operations

In the nine months (May 1, 2024 to January 31, 2025) of the current fiscal year, the Japanese economy experienced a moderate recovery as the employment, income environments and retail sales amount improved. However, the economic outlook remained uncertain due to 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.

Under these circumstances, to achieve 70.0 billion yen in net sales by the fiscal year ending April 30, 2028, as outlined in the medium-term management plan, “Going Global Strategy” formulated in June 2023, the YA-MAN Group has been optimizing its sales channels in the home shopping sales, store sales, direct sales, and overseas operations while conducting R&D and overseas investments. In Japan, forty-four Inc., consolidated in August 2024, launched a new beauty and health equipment. In addition, the Ginza flagship store set a new record for the highest sales in December 2024. Overseas, we started sales in Saudi Arabia, our first advance into Middle East area.

For the nine months under review, our overseas operation was affected by downturn at the cosmetic market in China. And ,domestic operations, direct sales segment was affected by the negative impact to out home consumption trend after COVID19. In addition, we could not achieve the target sales amount in sales season because of saving the advertising expense for securing profit. As a result, sales decreased 25.7% year-on-year to 19,033 million yen. Operating profit decreased 55.8% year-on-year to 817 million yen, ordinary profit decreased 71.3% year-on-year to 594 million yen due to sales decrease and the increased procurement costs resulting from yen depreciation, despite saving the advertising expenses. Profit attributable to owners of parent decreased 3.0% year-on-year to 1,124 million yen, despite recording 961 million yen of extraordinary income from the gain on sale of associate shares. Thus, each result fell short of the same period of the previous fiscal year.

For the three months from November 2024 to January 2025, in direct sales segment, we acerated the strength measures of the infomercials at forty-four Inc., consolidated in August 2024. As a result, we could complete the sales system which is expected to grow direct sales segment. Overseas, we actively expanded the sales system and advance investment for improving our brand awareness in China. As a result, we could earn the remarkable award at the Single days event at 11 November participated for the first time and set up further growth since the next year.

Business segment performance was as follows.

1) Home shopping sales

Sales in this segment represent sales to TV shopping companies, sales to catalog sales companies, and sales to companies that sell products exclusively on the Internet.

In the nine months under review, terrestrial TV shopping and shopping channels struggled. As a result, segment sales decreased 10.9% year-on-year to 2,761 million yen. Meanwhile, segment profit increased 10.4% year-on-year to 837 million yen thanks to reduced expenses such as advertising expenses.

2) Store sales

Sales in this segment represent mainly sales of products at home appliance stores, major department stores and variety shops.

In the nine months under review, sales were solid, especially at the Ginza flagship store that opened in November 2023, as well as at department stores and home appliance stores. As a result, segment sales increased 5.3% year-on-year to 6,115 million yen and segment profit increased 69.8% year-on-year to 1,439 million yen.

3) Direct sales

Sales in this segment are derived from sales of products to individuals by using infomercials, magazines, newspapers, the Internet and other channels.

In the nine months under review, sales of beauty equipment and repeat sales were sluggish, impacted by a trend toward out-of-home consumption after the COVID-19 pandemic and saved the advertising expenses for securing profit. As a result, segment sales decreased 28.1% year-on-year to 5,014 million yen and segment profit decreased 36.7% year-on-year to 1,371 million yen.

4) Overseas operations

Sales in this segment represent mainly sales to overseas home shopping companies, wholesale companies and individuals.

In the nine months under review, despite ranking first in sales in the beauty equipment category on Tmall, China's largest comprehensive e-commerce platform, on November 11 ("Singles Day"), known as the biggest online sales event in the world, we were affected by downturn of cosmetic market in China. As a result, segment sales decreased 55.4% year-on-year to 4,263 million yen and segment profit decreased 67.7% year-on-year to 1,238 million yen.

(2) Explanation of Financial Position

Total assets as of January 31, 2025 increased by 1,058 million yen from the end of the previous fiscal year to 30,148 million yen.

This is mainly attributable to a decrease in allowance for doubtful accounts of 980 million yen, and an increase in goodwill of 651 million, despite an increase in cash and deposits of 764 million yen, a decrease in account receivables of 949 million yen.

Total liabilities as of January 31, 2025 decreased by 117 million yen from the end of the previous fiscal year to 3,858 million yen.

This is mainly attributable to a decrease in liabilities from application of equity method of 735 million yen, despite an increase in notes and accounts payable - trade of 533 million yen.

Total net assets as of January 31, 2025 increased by 1,176 million yen from the end of the previous fiscal year to 26,290 million yen.

This is mainly attributable to an increase in retained earnings of 629 million yen resulting from the recording of 1,124 million yen in profit attributable to owners of parent and the payment of 495 million yen in dividends from surplus, and an increase in valuation difference on available-for-sale securities of 525 million yen

(3) Consolidated Financial Forecasts and Other Forward-looking Statements

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.

Regarding the full-year earnings forecast, we have made revisions as described in the "Notice of Revisions to Full-Year Earnings Forecast" announced on March 14, 2025.

2. Quarterly Consolidated Financial Statements and Primary Notes

(1) Quarterly Consolidated Balance Sheets

(Million yen)

	As of April 30, 2024	As of January 31, 2025
Assets		
Current assets		
Cash and deposits	16,605	17,369
Notes and accounts receivable - trade, and contract assets	4,834	3,884
Merchandise and finished goods	2,956	2,926
Work in process	22	173
Raw materials and supplies	1,077	905
Income taxes refund receivable	101	347
Other	892	348
Allowance for doubtful accounts	(980)	-
Total current assets	26,016	26,338
Non-current assets		
Property, plant and equipment	899	792
Intangible assets		
Goodwill	-	651
Other	690	662
Intangible assets	690	1,313
Investments and other assets		
Investment securities	300	1,058
Shares of subsidiaries and associates	107	179
Other	1,075	466
Total investments and other assets	1,483	1,704
Total non-current assets	3,073	3,818
Total assets	29,090	30,148

(Million yen)

	As of April 30, 2024	As of January 31, 2025
Liabilities		
Current liabilities		
Notes and accounts payable - trade	782	1,316
Current portion of long-term borrowings	606	332
Accounts payable - other	1,122	920
Income taxes payable	18	14
Provision for bonuses	122	51
Other	475	784
Total current liabilities	3,127	3,419
Non-current liabilities		
Long-term borrowings	100	428
Liabilities from application of equity method	735	-
Other	14	10
Total non-current liabilities	849	438
Total liabilities	3,976	3,858
Net assets		
Shareholders' equity		
Share capital	1,813	1,813
Capital surplus	1,432	1,432
Retained earnings	24,688	25,317
Treasury shares	(2,887)	(2,887)
Total shareholders' equity	25,047	25,676
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	-	525
Foreign currency translation adjustment	66	88
Total accumulated other comprehensive income	66	613
Total net assets	25,113	26,290
Total liabilities and net assets	29,090	30,148

(2) Quarterly Consolidated Statements of Income and Comprehensive Income

Quarterly Consolidated Statements of Income

(Million yen)

	For the nine months ended January 31, 2024	For the nine months ended January 31, 2025
Net sales	25,604	19,033
Cost of sales	9,942	8,120
Gross profit	15,661	10,912
Selling, general and administrative expenses		
Advertising expenses	7,137	4,448
Provision of allowance for doubtful accounts	—	△980
Salaries and allowances	1,071	1,185
Provision for bonuses	55	51
Depreciation	147	151
Amortization of Goodwill	—	59
Research and development expenses	774	652
Other	4,627	4,525
Total selling, general and administrative expenses	13,813	10,095
Operating profit	1,848	817
Non-operating income		
Interest income	0	2
Dividend income	12	21
Foreign exchange gains	706	—
Other	3	27
Total non-operating income	722	51
Non-operating expenses		
Interest expenses	11	9
Guarantee commission	3	3
Foreign exchange losses	—	86
Share of loss of entities accounted for using equity method	476	158
Other	7	16
Total non-operating expenses	499	274
Ordinary profit	2,071	594
Extraordinary income		
Gain on sale of shares of subsidiaries and associates	—	961
Total extraordinary income	—	961
Extraordinary losses		
Loss on retirement of non-current assets	25	58
Total extraordinary losses	25	58
Profit before income taxes	2,045	1,497
Income taxes	886	372
Profit (loss)	1,159	1,124
Profit attributable to non-controlling interests	—	—
Profit (loss) attributable to owners of parent	1,159	1,124

Quarterly Consolidated Statements of Comprehensive Income

(Million yen)

	For the nine months ended January 31, 2024	For the nine months ended January 31, 2025
Profit(loss)	1,159	1,134
Other comprehensive income		
Valuation difference on available-for-sale securities	-	525
Foreign currency translation adjustment	31	(12)
Share of other comprehensive income of entities accounted for using equity method	(23)	34
Total other comprehensive income	7	547
Comprehensive income	1,167	1,671
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,167	1,671
Comprehensive income attributable to non-controlling interests	-	-

(3) Notes to Quarterly Consolidated Financial Statements

(Notes on going concern assumption)

There is no relevant information.

(Notes in the event of significant changes in shareholders' equity)

There is no relevant information.

(Changes in significant subsidiaries during the period (changes in scope of consolidation))

1. Significant change in scope of consolidation

forty-four Co.,Ltd. was made a consolidated subsidiary through acquisition of all shares during the six months ended October 31, 2024. Accordingly, forty-four Co.,Ltd. is included in the scope of consolidation.

2. Significant change in scope of application of equity method

During the third quarter under review, the Company transferred all its investments in MACHERIE BEAUTY TECHNOLOGY CO., LTD., which was an equity method affiliate of the Company. Accordingly, MACHERIE BEAUTY TECHNOLOGY CO., LTD. has been excluded from the scope of application of equity method.

(Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements)

Tax expenses are calculated by reasonably estimating the effective tax rate after applying tax effect accounting to profit before income taxes for the fiscal year including the first quarter under review and multiplying quarterly profit before income taxes by such an estimated effective tax rate.

(Segment information, etc.)

(Segment information)

I. For the nine months ended January 31, 2024

Information on net sales and profit, and information on disaggregation of revenue, by reportable segment

(Million yen)

	Reportable segment					Others (Note 1)	Total	Adjustment (Note 2)	Amount recorded in Quarterly Consolidated Statements of Income (Note 3)
	Home shopping sales	Store sales	Direct sales	Overseas operations	Total				
Net sales									
Revenue from contracts with customers	3,098	5,810	6,971	9,554	25,434	170	25,604	—	25,604
Revenue from other sources	—	—	—	—	—	—	—	—	—
Net sales to outside customers	3,098	5,810	6,971	9,554	25,434	170	25,604	—	25,604
Intersegment net sales or transfers	—	—	—	—	—	—	—	—	—
Total	3,098	5,810	6,971	9,554	25,434	170	25,604	—	25,640
Segment profit	758	847	2,167	3,837	7,611	106	7,717	(5,869)	1,848

- (Notes) 1. "Others" is a business segment not included in the reportable segment and includes the advanced electronics division.
2. The adjustment for segment profit of (5,869) million yen includes the elimination of intersegment transactions of 23 million yen, corporate expenses of (5,893) million yen that are not allocated to each reportable segment. Corporate expenses mainly consist of selling, general and administrative expenses that do not belong to any reportable segment.
3. Segment profit is adjusted with operating profit in the quarterly consolidated statements of income.

II. For the nine months ended January 31, 2025

Information on net sales and profit, and information on disaggregation of revenue, by reportable segment

(Million yen)

	Reportable segment					Others (Note 1)	Total	Adjustment (Note 2)	Amount recorded in Quarterly Consolidated Statements of Income (Note 3)
	Home shopping sales	Store sales	Direct sales	Overseas operations	Total				
Net sales									
Revenue from contracts with customers	2,761	6,115	5,014	4,363	18,155	877	19,033	—	19,033
Revenue from other sources	—	—	—	—	—	—	—	—	—
Net sales to outside customers	2,761	6,115	5,014	4,363	18,155	877	19,033	—	19,033
Intersegment net sales or transfers	—	—	—	—	—	389	389	(389)	—
Total	2,761	6,115	5,014	4,263	18,155	1,266	19,422	(389)	19,033
Segment profit	837	1,439	1,371	1,238	4,887	46	4,933	(4,116)	817

- (Notes) 1. “Others” is a business segment not included in the reportable segment and includes the advanced electronics division and forty-four Co.,Ltd..
2. The adjustment for segment profit of (4,116) million yen is the corporate expenses that are not allocated to each reportable segment. Corporate expenses mainly consist of selling, general and administrative expenses that do not belong to any reportable segment.
3. Segment profit is adjusted with operating profit in the quarterly consolidated statements of income.

(Notes to Quarterly Consolidated Statements of Cash Flows)

Quarterly consolidated statements of cash flows for the third quarter of the current fiscal year have not been prepared.

Depreciation (including amortization related to intangible assets excluding goodwill) and amortization of goodwill for the third quarter of the current fiscal year are as follows.

(Million yen)

	1 May 2023 -31 January 2024	1 May 2024 -31 January 2025
Depreciation	283	339
Amortization of goodwill	-	56