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# Summary of Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending December 31, 2026 (Nine Months Ended September 30, 2026) [Japanese GAAP]

November 13, 2026

Company name: YA-MAN LTD.
Listing: Tokyo Stock Exchange
Stock code: 6630
URL: https://www.ya-man.co.jp/
Representative: Kimiyo Yamazaki, President and Representative Director
Contact: Masaya Miyazaki, Director, General Manager of Administration Division
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Scheduled date of payment of dividend: –
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 September 30, 2026 (January 1, 2026 – September 30, 2026)

(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 | % |
| Nine months ended Sep. 30, 2026 | 20,360 | – | 105 | – | 231 | – | 115 | – |
| Nine months ended Jan. 31, 2026 | – | – | – | – | – | – | – | – |

Note: Comprehensive income (million yen) Nine months ended Sep. 30, 2026: 719 (–%)
Nine months ended Jan. 31, 2025: – (–%)

| | Net income per share | Diluted net income per share |
|---|---|---|
| | Yen | Yen |
| Nine months ended Sep. 30, 2026 | 2.11 | – |
| Nine months ended Jan. 31, 2026 | – | – |

Note: The fiscal year-end date of the Company has been changed from April 30 to December 31, beginning in the fiscal year ended December 31, 2025. Due to this change, the Company has not prepared the consolidated financial statements for the third quarter of the fiscal year ended December 31, 2025. Therefore, consolidated results of operations for the nine months ended January 31, 2026 and year-on-year percentage changes for the nine months ended September 30, 2026 are not shown.

(2) Consolidated financial position

| | Total assets | Net assets | Equity ratio |
|---|---|---|---|
| | Million yen | Million yen | % |
| As of Sep. 30, 2026 | 28,030 | 24,611 | 87.8 |
| As of Dec. 31, 2025 | 27,889 | 24,386 | 87.4 |

Reference: Shareholders' equity (million yen) As of Sep. 30, 2026: 24,611
As of Dec. 31, 2025: 24,386

**2. Dividends**

| | Dividend per share | | | | |
|---|---|---|---|---|---|
| | 1Q-end | 2Q-end | 3Q-end | Year-end | Total |
| | Yen | Yen | Yen | Yen | Yen |
| Fiscal year ended Dec. 31, 2025 | – | 4.25 | – | 4.75 | 9.00 |
| Fiscal year ending Dec. 31, 2026 | – | 4.25 | – | | |
| Fiscal year ending Dec. 31, 2026 (Forecast) | | | | 4.75 | 9.00 |

Note: Revisions to the most recently announced dividend forecast: None

**3. Consolidated Earnings Forecast for the Fiscal Year Ending December 31, 2026 (January 1, 2026 – December 31, 2026)**

(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 | 27,500 | – | 450 | – | 500 | – | 350 | – | 6.36 |

Note: Revisions to the most recently announced consolidated earnings forecast: None

Notes: 1. In light of the progress of sales resulting from various unstable factors, and in order to promote constructive dialogue toward enhancing corporate value over the medium to long term, only the full year earnings forecast is announced.

2. The fiscal year ended December 31, 2025 was an eight-month transitional period resulting from the change in the fiscal year end. Accordingly, year-on-year percentage changes are not shown.

*** Notes:**

(1) Significant changes in the scope of consolidation during the period: Yes
Newly added: 1 (YA-MAN (Shanghai) Trading Co., Ltd.) Excluded: –

(2) Adoption of accounting treatment specific to the preparation of 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 Sep. 30, 2026: 58,348,880 shares As of Dec. 31, 2025: 58,348,880 shares
2) Number of treasury shares at the end of the period
As of Sep. 30, 2026: 3,327,698 shares As of Dec. 31, 2025: 3,327,698 shares
3) Average number of shares outstanding during the period
Nine months ended Sep. 30, 2026: 55,021,182 shares Nine months ended Jan. 31, 2026: – shares

*** Review of the Japanese-language originals of the attached quarterly consolidated 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, November 13, 2026.

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## 1. Qualitative Information on Quarterly Consolidated Financial Performance

### (1) Explanation of Results of Operations

In conjunction with the change in the Company's fiscal year-end, the fiscal year ended December 31, 2025 (May 1, 2025 to December 31, 2025) covered an eight-month transitional period. Accordingly, no comparisons are made with the same period of the previous fiscal year.

In the first nine months (January 1, 2026 to September 30, 2026) of the current fiscal year, the Japanese economy continued on a moderate recovery track against the backdrop of improved employment and income environments. Meanwhile, there are concerns over the impact of the ongoing rise in prices on personal consumption and the impact of rising personnel expenses, energy prices, etc. on corporate activities. Regarding future prospects, factors such as geopolitical risks including the Middle East situation, fluctuations in crude oil and raw materials prices and exchange rates, and uncertainties in the global economy and trade policies have kept the outlook for the beauty- and health-related markets surrounding the Group uncertain.

Under these circumstances, to achieve the new goal of 50.0 billion yen in net sales and 5.0 billion yen or more in operating profit for the fiscal year ending December 31, 2028, as announced in the "Notice Concerning the Progress and Revision of the Medium-term Management Plan" on March 13, 2026, which has now become the Group's new top-priority task, we are working with increased speed to carry out a drastic business restructuring and to build a foundation for sustained growth.

In the first nine months of the current fiscal year, the YA-MAN Group worked to optimize its sales channels in the home shopping sales, store sales, direct sales, and overseas operations while proactively conducting investments in R&D and for global expansions. Such efforts have led to our No. 1 ranking in market share for the category of facial beauty devices, our core products, in Fuji Keizai's "Trend Data for Skin and Hair Care Home Appliances 2026" report for the eighth straight year.

In Japan, "YA-MAN THE MIYABI," the top-end multifunction facial beauty device equipped with both CERTEC©, our proprietary technology, and RF, has been enjoying overwhelming support from customers both in and outside Japan who prefer authentic products, while products such as the "Blue Green Mask Lift," a fully cordless mask-type facial beauty device, and "Rei Beauté Cool Power," a photo beauty device, have also been selling well. Furthermore, as a new initiative for fall 2026, we launched "Airy Me," a compact hair dryer, from the mysé brand in September, and rolled out large-scale out-of-home (OOH) advertising and social media campaigns featuring Yusei Yagi as the brand ambassador. In addition, we have been successively launching strategic products, such as "Finger Lift Touch," a finger-type facial beauty device, and "Deep Lift DUO," a multifunction facial beauty device. In terms of R&D, we are promoting search-focused AI optimization (AIO) measures and branding that leverage scientific evidence, including the publication of a paper on the DNA damage-reducing effect of 505 nm blue-green light in an international academic journal in August and a poster presentation at the Congress of the International Federation of Societies of Cosmetic Chemists (IFSCC) in September.

Our stores are contributing greatly to improving the experiential value of both the inbound and domestic customers, whose profiles are diversifying, as a result of our global branding strategy. In addition, we continue to strongly capture inbound demand, including by holding "YA-MAN Beauty Tech Experience in GINZA 2026," a global event to which we invited overseas key opinion leaders (KOLs), in September. We are also working to improve the experiential value of customers both in and outside Japan through initiatives such as pop-up shops at the department stores Takashimaya Osaka Store and Iwataya Main Store.

Overseas, in the United States, we are expanding sales through Anthropologie and other sophisticated retail channels, as well as Rescue Spa, a luxury spa. In terms of awards, in addition to the "Luxury Lifestyle Awards 2026 (Best Luxury Beauty Tech Brand in USA)" and the "ELLE Beauty Awards 2026" in Vietnam, which we won in the first half, we also won the "2026 SHOP TODAY Beauty Awards" and the "2026 BELLA Beauty Awards (Editor's Pick)" in the third quarter, among others, steadily boosting our brand presence in the global market.

In China, in addition to expanding the lineup of products that meet market needs, we established a new consolidated subsidiary (YA-MAN (Shanghai) Trading Co., Ltd.) in Shanghai in April 2026, aiming for further

growth. This has enabled us to operate a BtoC business on a new e-commerce (EC) platform by ourselves starting in May 2026, and as a result, sales were also strong during a major EC event ("618" sale) held in June 2026.
For the nine months under review, net sales were 20,360 million yen, operating profit amounted to 105 million yen, ordinary profit was 231 million yen, and profit attributable to owners of parent was 115 million yen.

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, among others.
In the nine months under review, we recorded strong performance thanks to the appearance of our products in a program on major terrestrial TV channel. As a result, segment sales were 1,975 million yen and segment profit was 651 million yen.

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, overall performance was strongly driven by firmly capturing inbound visitor demand mainly at the Ginza flagship store, growth in sales of high-priced facial beauty devices at urban home appliance stores, and sales of "Professional/Commercial-Use" hand cream and other products to drugstores. As a result, segment sales were 6,350 million yen and segment profit was 1,783 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, we focused on cultivating existing customers of our in-house e-commerce sites, while also working to secure sales on EC malls, such as by boosting efforts on TikTok Shop starting this year. As a result, segment sales were 4,243 million yen and segment profit was 1,024 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, in addition to wider brand recognition gained through media exposure and award wins in the U.S. market, the B2C business we operate by ourselves on a new EC platform through the newly established subsidiary in the Chinese market performed well. As a result, segment sales were 7,530 million yen and segment profit was 436 million yen.

(2) Explanation of Financial Position

Total assets as of September 30, 2026 increased by 141 million yen from the end of the previous fiscal year to 28,030 million yen. This is mainly attributable to an increase in cash and deposits of 170 million yen, an increase in investment securities of 853 million yen, and an increase in other current assets of 1,399 million yen, despite a decrease in notes and accounts receivable - trade, and contract assets of 2,157 million yen.
Total liabilities as of September 30, 2026 decreased by 84 million yen from the end of the previous fiscal year to 3,418 million yen. This is mainly attributable to a decrease in notes and accounts payable - trade of 551 million yen.
Total net assets as of September 30, 2026 increased by 225 million yen from the end of the previous fiscal year to 24,611 million yen. This is mainly attributable to a decrease in retained earnings of 377 million yen resulting

from the recording of 115 million yen in profit attributable to owners of parent and the payment of 495 million yen in dividends from surplus, as well as an increase in valuation difference on available-for-sale securities of 584 million yen.

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

The Group is currently in a “transformational phase” to solidify the foundation for future growth. In the nine months under review, we continued driving fundamental structural reforms of our domestic profit model and strategic upfront investments aimed at global expansion. As a result, we achieved a return to profitability in operating profit, in addition to having maintained brand advantage as shown by our No. 1 ranking in market share for the category of facial beauty devices, our core products, for the eighth straight year. Margins have improved drastically from the same period of the previous year, during which we remained mostly in the red, and we are steadily on our way towards attaining the must-achieve targets for the fiscal year ending December 31, 2026 of restoring profitability and prioritizing profit as well as returning to a growth trajectory.

In the “Notice Concerning the Progress and Revision of the Medium-term Management Plan” released on March 13, 2026, we have set new numerical targets of achieving net sales of 50 billion yen and an operating profit of 5 billion yen or more in the fiscal year ending December 31, 2028, which marks our 50th anniversary.
The plan, under the themes of “reviving the phrase ‘look no further than YA-MAN for facial beauty devices’” and “creating global-level products and brands that are ‘born in Japan,’” aims to restructure the grand design of corporate management from the ground up, such as by developing LED-equipped masks and other global strategy products, reorganizing the R&D structure, and integrating brand strategies. The Group will work as one to accomplish the new medium-term management plan and strive to maximize corporate value over the long term.

There is no change from the earnings forecast announced on February 13, 2026.

## 2. Quarterly Consolidated Financial Statements and Primary Notes

### (1) Quarterly Consolidated Balance Sheets

(Million yen)

| | As of December 31, 2025 | As of September 30, 2026 |
|---|---|---|
| Assets | | |
| Current assets | | |
| Cash and deposits | 14,498 | 14,668 |
| Notes and accounts receivable - trade, and contract assets | 5,271 | 3,113 |
| Merchandise and finished goods | 3,220 | 3,117 |
| Work in process | 93 | 115 |
| Raw materials and supplies | 782 | 738 |
| Accounts receivable - other | 260 | 338 |
| Other | 564 | 1,963 |
| Total current assets | 24,691 | 24,054 |
| Non-current assets | | |
| Property, plant and equipment | 714 | 615 |
| Intangible assets | | |
| Other | 577 | 524 |
| Total intangible assets | 577 | 524 |
| Investments and other assets | | |
| Investment securities | 1,350 | 2,203 |
| Shares of subsidiaries and associates | 61 | 120 |
| Other | 494 | 510 |
| Total investments and other assets | 1,906 | 2,835 |
| Total non-current assets | 3,198 | 3,975 |
| Total assets | 27,889 | 28,030 |

| | As of December 31, 2025 | As of September 30, 2026 |
|---|---|---|
| Liabilities | | |
| Current liabilities | | |
| Notes and accounts payable - trade | 1,770 | 1,218 |
| Accounts payable - other | 837 | 890 |
| Income taxes payable | 22 | 96 |
| Provision for bonuses | 34 | 50 |
| Other | 571 | 633 |
| Total current liabilities | 3,236 | 2,888 |
| Non-current liabilities | | |
| Long-term borrowings | 100 | 100 |
| Other | 166 | 430 |
| Total non-current liabilities | 266 | 530 |
| Total liabilities | 3,503 | 3,418 |
| Net assets | | |
| Shareholders' equity | | |
| Share capital | 1,813 | 1,813 |
| Capital surplus | 1,432 | 1,432 |
| Retained earnings | 23,208 | 22,831 |
| Treasury shares | (2,887) | (2,887) |
| Total shareholders' equity | 23,568 | 23,190 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | 719 | 1,303 |
| Foreign currency translation adjustment | 99 | 118 |
| Total accumulated other comprehensive income | 818 | 1,421 |
| Total net assets | 24,386 | 24,611 |
| Total liabilities and net assets | 27,889 | 28,030 |

(2) Quarterly Consolidated Statements of Income and Comprehensive Income

Quarterly Consolidated Statements of Income

(Million yen)

| | For the nine months ended September 30, 2026 |
|---|---|
| Net sales | 20,360 |
| Cost of sales | 8,727 |
| Gross profit | 11,633 |
| Selling, general and administrative expenses | |
| Advertising expenses | 4,618 |
| Salaries and allowances | 1,212 |
| Provision for bonuses | 50 |
| Depreciation | 124 |
| Research and development expenses | 656 |
| Other | 4,866 |
| Total selling, general and administrative expenses | 11,528 |
| Operating profit | 105 |
| Non-operating income | |
| Interest income | 37 |
| Dividend income | 37 |
| Share of profit of entities accounted for using equity method | 41 |
| Foreign exchange gains | 16 |
| Other | 12 |
| Total non-operating income | 145 |
| Non-operating expenses | |
| Interest expenses | 0 |
| Guarantee commission | 3 |
| Donations | 13 |
| Other | 2 |
| Total non-operating expenses | 19 |
| Ordinary profit | 231 |
| Extraordinary income | |
| Gain on sale of non-current assets | 15 |
| Total extraordinary income | 15 |
| Extraordinary losses | |
| Loss on retirement of non-current assets | 34 |
| Total extraordinary losses | 34 |
| Profit before income taxes | 212 |
| Income taxes | 97 |
| Profit | 115 |
| Profit attributable to non-controlling interests | – |
| Profit attributable to owners of parent | 115 |

Quarterly Consolidated Statements of Comprehensive Income

(Million yen)

| | For the nine months ended September 30, 2026 |
|---|---|
| Profit | 115 |
| Other comprehensive income | |
| Valuation difference on available-for-sale securities | 584 |
| Foreign currency translation adjustment | 19 |
| Total other comprehensive income | 603 |
| Comprehensive income | 719 |
| Comprehensive income attributable to | |
| Comprehensive income attributable to owners of parent | 719 |
| 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.

(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 (loss) before income taxes for the fiscal year including the third quarter of the fiscal year ending December 31, 2026, and multiplying profit (loss) before income taxes for the nine months ended September 30, 2026 by such an estimated effective tax rate.

However, in case where the calculation of tax expenses using an estimated effective tax rate leads to extremely unreasonable results, a method using normal effective statutory tax rate is used.

(Notes on Quarterly Consolidated Statements of Cash Flows)

Quarterly consolidated statements of cash flows for the nine months ended September 30, 2026 have not been prepared.

Depreciation (including amortization related to intangible assets) for the first nine months of the fiscal year is as follows.

(Million yen)

| | For the nine months ended September 30, 2026 |
|---|---|
| Depreciation | 224 |

(Segment information, etc.)

(Segment information)

For the nine months ended September 30, 2026

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 | 1,975 | 6,350 | 4,243 | 7,530 | 20,100 | 260 | 20,360 | – | 20,360 |
| Revenue from other sources | – | – | – | – | – | – | – | – | – |
| Net sales to outside customers | 1,975 | 6,350 | 4,243 | 7,530 | 20,100 | 260 | 20,360 | – | 20,360 |
| Intersegment net sales or transfers | – | – | – | – | – | – | – | – | – |
| Total | 1,975 | 6,350 | 4,243 | 7,530 | 20,100 | 260 | 20,360 | – | 20,360 |
| Segment profit | 651 | 1,783 | 1,024 | 436 | 3,896 | 135 | 4,031 | (3,925) | 105 |

(Notes) 1. "Others" is a business segment not included in the reportable segment and includes the advanced electronics division, among others.

2. The adjustment for segment profit of (3,925) 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.