

Results of Operations for FY4/19 (Fiscal year ended April 30, 2019)

YA-MAN LTD.

Our Vision for YA-MAN of the Future	1
Income Statement Highlights	5
Sales by Segment	6
Operating Profit by Segment	7
Composition of Sales	8
Balance Sheet Highlights	9
Upcoming Initiatives	10
Earnings Forecasts	11
Dividends	12

Our Vision for YA-MAN of the Future
(Slogan)

A new beautiful.

(Mission Statement)

Exceptional manufacturing that transforms beauty into reality

is achieved through inexhaustible ideas and outstanding product development.

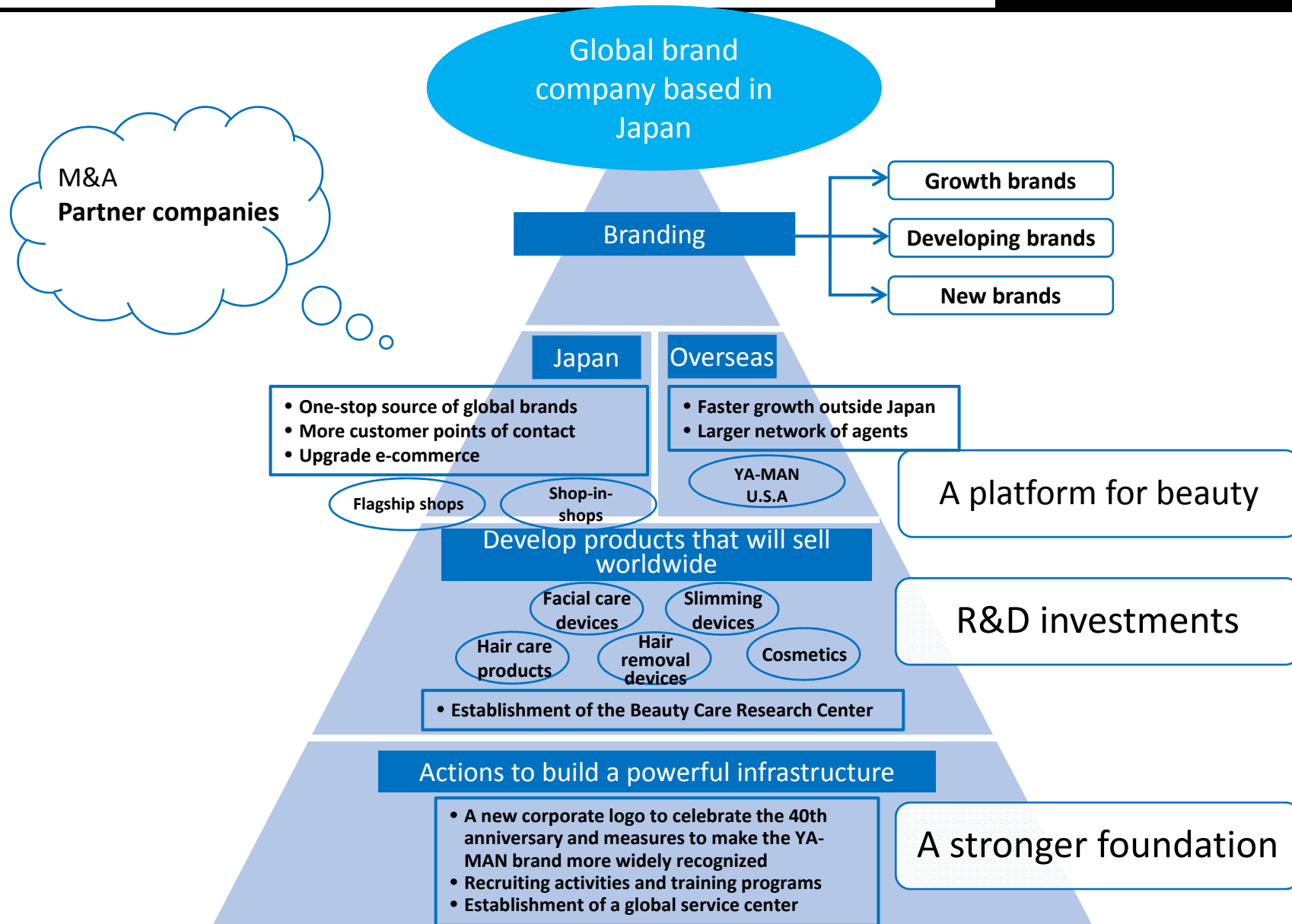
We will continue to renew our definition of “beautiful” to help attain perfect beauty

and bring delight and inspiration to the world.

(Credo)

The YA-MAN Code of Conduct

- Transform goals into accomplishments
 - Aim for originality
 - Create your own opportunities
 - Always put customers first
- Work as a team for innovation and progress



Income Statement Highlights

First half sales were extremely strong, mainly for overseas operations. As a result, sales and earnings rose to all-time highs. Consolidated net sales increased 18.3% year-on-year to 27,252 million yen, operating profit increased 5.9% year-on-year to 5,705 million yen, ordinary profit increased 6.9% year-on-year to 5,715 million yen and profit attributable to owners of parent was up 4.1% year-on-year to 3,539 million yen.

Fiscal years	FY4/15 (May 1, 2014 – April 30, 2015)	FY4/16 (May 1, 2015 – April 30, 2016)	FY4/17 (May 1, 2016 – April 30, 2017)	FY4/18 (May 1, 2017 – April 30, 2018)	FY4/19 (May 1, 2018 – April 30, 2019)
Net sales (Thousands of yen)	13,363,663	16,310,824	19,969,588	23,030,230	27,252,371
Operating profit (Thousands of yen)	647,821	1,028,422	3,503,274	5,385,662	5,705,084
Operating margin (%)	4.8	6.3	17.5	23.4	20.9
Ordinary profit (Thousands of yen)	514,718	1,002,211	3,533,869	5,345,643	5,715,275
Profit attributable to owners of parent (Thousands of yen)	311,835	591,524	2,269,042	3,399,819	3,539,647
Net income per share (Yen)	5.34	10.16	39.79	59.62	62.65

Note: YA-MAN conducted a ten-for-one common stock split effective on November 1, 2017. Net income per share is calculated as if this stock split had taken place at the beginning of FY4/15.

Sales by Segment

There was a big increase in overseas sales and direct sales were steady. Mail-order sales were down because of weak sales via TV shopping channels and store sales decreased because of lower wholesale sales to duty-free shops in the second half. We are aiming for more sales growth in all four of these sales channels and also plan to maintain the most suitable composition of sales across these channels in order to reflect changes in market conditions.

Fiscal years	FY4/15 (May 1, 2014 – April 30, 2015)	FY4/16 (May 1, 2015 – April 30, 2016)	FY4/17 (May 1, 2016 – April 30, 2017)	FY4/18 (May 1, 2017 – April 30, 2018)	FY4/19 (May 1, 2018 – April 30, 2019)
Mail-order sales (Thousands of yen)	5,338,088	4,770,882	4,662,885	3,816,292	3,383,094
Store sales (Thousands of yen)	3,496,485	4,364,668	6,909,317	10,058,901	9,644,014
Direct sales (Thousands of yen)	4,027,476	6,406,546	5,759,948	5,572,722	5,914,429
Overseas sales (Thousands of yen)	376,004	749,358	2,511,577	3,510,910	7,545,161
Other (Thousands of yen)	125,608	19,368	125,859	71,405	765,671
Total (Thousands of yen)	13,363,663	16,310,824	19,969,588	23,030,230	27,252,371

Operating Profit by Segment

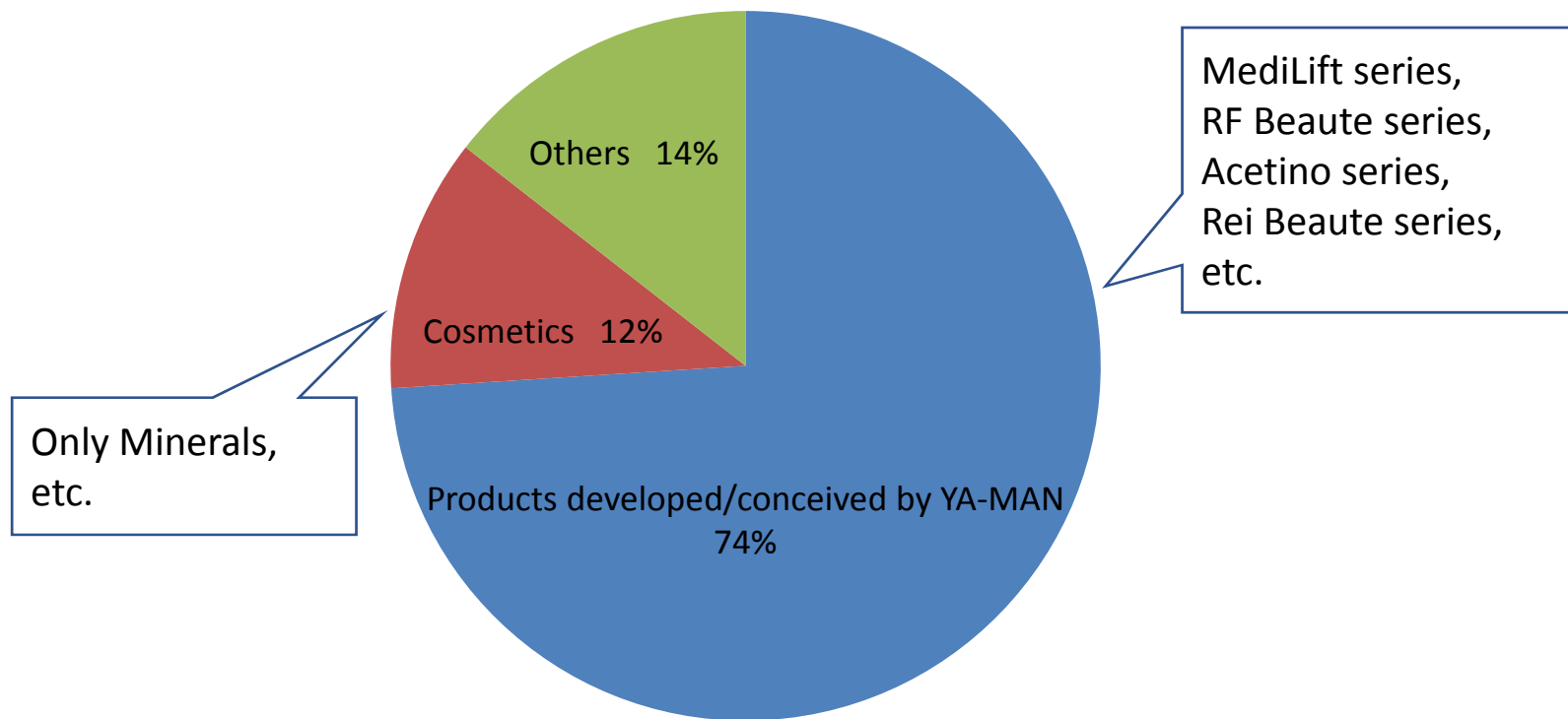
Fiscal years	FY4/15 (May 1, 2014 – April 30, 2015)	FY4/16 (May 1, 2015 – April 30, 2016)	FY4/17 (May 1, 2016 – April 30, 2017)	FY4/18 (May 1, 2017 – April 30, 2018)	FY4/19 (May 1, 2018 – April 30, 2019)
Mail-order sales (Thousands of yen)	1,847,737	1,367,639	1,967,743	1,514,283	1,407,829
Store sales (Thousands of yen)	1,003,419	1,393,114	3,091,513	4,460,629	3,687,255
Direct sales (Thousands of yen)	468,614	1,546,331	1,588,001	2,068,770	2,740,345
Overseas sales (Thousands of yen)	112,698	107,747	581,259	1,354,709	3,353,396
Other (Thousands of yen)	43,737	1,747	43,439	16,272	(20,839)
Adjustment (Thousands of yen)	(2,828,386)	(3,388,157)	(3,768,682)	(4,029,002)	(5,462,902)
Total (Thousands of yen)	647,821	1,028,422	3,503,274	5,385,662	5,705,084

Composition of Sales

In FY4/19, products developed by YA-MAN and products conceived by YA-MAN and made by other companies accounted for 74% of sales. Cosmetics were 12% of sales and other purchased products were 14%.

Sales of a wearable facial massager MediLift were major component of sales growth. Sales of RF series, a beauty roller Wavy and other new products remained strong.

Only Minerals and Genie cosmetics performed well.



Balance Sheet Highlights

Notes and accounts receivable-trade, inventories, and notes and accounts payable-trade increased due to sales growth.

Cash and deposits decreased due to acquisition of subsidiaries and purchase of treasury shares.

No fund procurement activities are planned for FY4/20 and afterward. Internal funds will be used for R&D, advertising and other expenditures.

Fiscal years	FY4/15 (April 30, 2015)	FY4/16 (April 30, 2016)	FY4/17 (April 30, 2017)	FY4/18 (April 30, 2018)	FY4/19 (April 30, 2019)
Total assets (Thousands of yen)	10,295,777	11,373,593	13,947,032	16,524,115	17,959,780
Net assets (Thousands of yen)	6,738,023	6,817,278	8,884,938	11,877,492	13,072,242
Equity ratio (%)	65.4	59.9	63.7	71.9	72.8
Cash and deposits (Thousands of yen)	3,740,339	5,813,824	8,460,290	10,168,850	8,133,532
Notes and accounts receivable- trade (Thousands of yen)	2,139,938	1,898,257	2,347,827	2,580,729	3,394,343
Inventories (Thousands of yen)	2,771,445	1,793,573	1,285,957	1,408,659	2,284,919
Notes and accounts payable- trade (Thousands of yen)	1,185,712	1,194,229	1,241,352	1,124,343	1,414,620
Interest-bearing debt (Thousands of yen)	1,058,715	1,593,538	1,096,318	632,365	583,395

Upcoming Initiatives

As one way to mark YA-MAN's 40th anniversary in FY4/19, the YA-MAN logo was redesigned and there were many advertising and marketing activities centered on the YA-MAN brand, including YA-MAN's first corporate branding TV commercials.

There were many investments with a medium to long-term perspective during FY4/19. In the store sales segment, we opened more shops inside home appliance stores and there were new activities as planned for growth outside Japan (Indonesia, Vietnam, Russia). The acquisition of D-FIT Co., Ltd. was another significant event.

In FY4/20, we will continue to build a stronger framework for business operations by using advertisements, mainly in Japan, to raise awareness of the YA-MAN brand as we cut costs and take other actions. Priorities are strengthening direct sales, using directly operated stores and other measures for increasing customer contact points, and developing new products. Our objective is to earn a reputation as "a global brand company based in Japan."

Earnings Forecasts

In FY4/20, the YA-MAN Group will continue to make substantial investments aimed at growth in the future while focusing on the goals of sales growth and raising the operating margin to 20%. We forecast lower first half sales than one year earlier because FY4/19 first half sales were very strong, particularly overseas sales. However, we expect higher sales for the entire fiscal year.

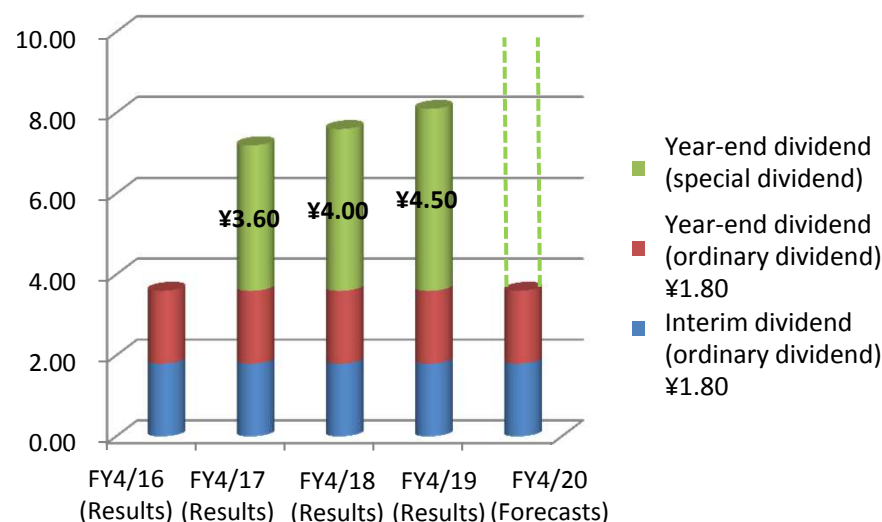
	First Half (May 2019 - October 2019)		Full Year (May 2019 - April 2020)	
	Amount	YoY change (%)	Amount	YoY change (%)
Net sales (Thousands of yen)	14,157,834	(7.1)	27,595,424	1.3
Operating profit (Thousands of yen)	2,893,177	(31.7)	5,840,338	2.4
Ordinary profit (Thousands of yen)	2,886,505	(32.3)	5,827,275	2.0
Profit attributable to owners of parent (Thousands of yen)	1,826,240	(30.5)	3,686,884	4.2
Net income per share (Yen)	32.64	-	65.90	-

Dividends

Distributing earnings to shareholders is a key priority of YA-MAN. Dividends are implemented on the principles of stability and sustainability in each fiscal year, and we will determine the final figures by comprehensively considering performance during the fiscal year.

We plan to pay a FY4/19 year-end dividend of 6.30 yen per share, which includes a special dividend of 4.50 yen. This will result in a fiscal year dividend of 8.10 yen per share.

For FY4/20, we plan to pay interim and year-end dividends of 1.80 yen, resulting in a fiscal year dividend of 3.60 yen per share. A final decision regarding the year-end dividend will be made at the end of the fiscal year.



Note: YA-MAN conducted a ten-for-one common stock split effective on November 1, 2017. Dividends per share on the right are adjusted to reflect this stock split.

- 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.
- These materials were prepared for the purpose of providing information. This is not a solicitation to purchase securities issued by YA-MAN.
- Individuals are responsible for how information in these materials is used. YA-MAN assumes no responsibility whatsoever for any losses resulting from errors or other problems involving this information, revisions to numerical goals, or any other issue concerning the use of these materials.