

Summary of Consolidated Financial Results
for the Second Quarter of the Fiscal Year Ending April 30, 2019
(Six Months Ended October 31, 2018)

[Japanese GAAP]

Company name: YA-MAN LTD. Listing: TSE (1st section)
 Stock code: 6630 URL: <https://corporate.ya-man.com/>
 Representative: Kimiyo Yamazaki, President and Representative Director
 Contact: Masaya Miyazaki, Director, General Manager of Administration Division
 Tel: +81-(0) 3-5665-7330
 Scheduled date of filing of Quarterly Report: December 13, 2018
 Scheduled date of payment of dividend: January 8, 2019
 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 Six Months Ended October 31, 2018 (May 1, 2018 – October 31, 2018)

(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 Oct. 31, 2018	15,241	25.4	4,233	27.8	4,266	28.7	2,626	24.1
Six months ended Oct. 31, 2017	12,158	13.3	3,312	43.2	3,315	42.9	2,117	41.1

Note: Comprehensive income (million yen) Six months ended Oct. 31, 2018: 2,625 (up 23.8%)

Six months ended Oct. 31, 2017: 2,120 (up 41.6%)

	Net income per share	Diluted net income per share
	Yen	Yen
Six months ended Oct. 31, 2018	46.16	-
Six months ended Oct. 31, 2017	37.12	-

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 the previous fiscal year.

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of Oct. 31, 2018	19,421	13,299	68.5
As of Apr. 30, 2018	16,524	11,877	71.9

Reference: Shareholders' equity (million yen) As of Oct. 31, 2018: 13,299 As of Apr. 30, 2018: 11,877

2. Dividends

	Dividend per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended Apr. 30, 2018	-	18.00	-	5.80	-
Fiscal year ending Apr. 30, 2019	-	1.80	-	-	-
Fiscal year ending Apr. 30, 2019 (forecasts)	-	-	-	1.80	3.60

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

2. Breakdown of the year-end dividend for the fiscal year ended April 30, 2018: Ordinary dividend: 1.80 yen
Special dividend: 4.00 yen

3. YA-MAN conducted a ten-for-one common stock split effective on November 1, 2017.

3. Consolidated Earnings Forecast for the Fiscal Year Ending April 30, 2019 (May 1, 2018 – April 30, 2019)

(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	28,093	22.0	6,444	19.7	6,470	21.0	4,014	18.1	70.79

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

*** Notes**

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

Newly added: 1 (D-FIT 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 Oct. 31, 2018:	58,348,880 shares	As of Apr. 30, 2018:	58,348,880 shares
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2) Number of treasury shares at the end of the period

As of Oct. 31, 2018:	1,824,690 shares	As of Apr. 30, 2018:	1,320,690 shares
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3) Average number of shares outstanding during the period

Six months ended Oct. 31, 2018:	56,902,494 shares	Six months ended Oct. 31, 2017:	57,028,190 shares
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*** The current quarterly financial report is not subject to quarterly review by certified public accountants or auditing firms.**

*** 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.

How to view supplementary materials for financial results

Supplementary materials for the quarterly financial results will be available on YA-MAN website on Thursday, December 13, 2018.

Stock split

YA-MAN conducted a ten-for-one common stock split effective on November 1, 2017. Net income per share and the number of shares outstanding are calculated as if this stock split had taken place at the beginning of the previous fiscal year.

1. Qualitative Information on Quarterly Consolidated Financial Performance

(1) Explanation of Results of Operations

In the first half (May 1 to October 31, 2018) of the current fiscal year, the Japanese economy recovered at a moderate pace. However, the outlook remains unclear due to the effect of instability in many areas of the world.

During the first half, the YA-MAN Group used many advertising and marketing activities to make the YA-MAN brand more powerful and made investments to build a sound internal infrastructure for business operations. To increase direct contact with customers, more shop-in-shop locations and directly operated stores were opened. There were also measures in Japan and other countries to establish and enlarge sales channels.

Sales were higher than expected, mainly for the overseas operations and store sales segments. In addition, first half performance was supported by the gradual emergence of the benefits of investments in prior years. As a result, consolidated net sales increased 25.4% year-on-year to 15,241 million yen, ordinary profit increased 28.7% year-on-year to 4,266 million yen and profit attributable to owners of parent was up 24.1% year-on-year to 2,626 million yen.

Business segment performance was as follows.

1) Mail-order sales

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

The performance of all categories of this segment was weak. As a result, sales decreased 16.8% year-on-year to 1,944 million yen, and segment profit decreased 12.0% year-on-year to 862 million yen.

2) Store sales

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

Sales were strong in all channels despite the negative effects of heavy rain and flooding in western Japan and an earthquake in Hokkaido. As a result, there was an increase of 11.8% year-on-year in sales to 5,826 million yen and segment profit increased 15.7% year-on-year to 2,697 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.

Sales decreased but earnings were higher because we continued to focus expenditures on infomercials and advertising channels that are the most effective at generating sales. As a result, sales decreased 13.0% year-on-year to 2,587 million yen and segment profit increased 7.2% year-on-year to 1,156 million yen.

4) Overseas operations

Sales in this segment represent mainly sales to mail-order companies, wholesale companies and individuals.

Sales in China remained strong and sales increased in South Korea. As a result, sales increased 189.9% year-on-year to 4,688 million yen and segment profit increased 263.9% year-on-year to 2,311 million yen.

This summary report is solely a translation of "Kessan Tanshin" (in Japanese, including the attachments), which has been prepared in accordance with accounting principles and practices generally accepted in Japan, for the convenience of readers who prefer an English translation.