

**Summary of Consolidated Financial Results**  
**for the First Quarter of the Fiscal Year Ending April 30, 2020**  
**(Three Months Ended July 31, 2019)**

[Japanese GAAP]

Company name: YA-MAN LTD. Listing: TSE (1<sup>st</sup> 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: September 13, 2019  
 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 Three Months Ended July 31, 2019 (May 1, 2019 – July 31, 2019)**

(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	%
Three months ended Jul. 31, 2019	5,450	(28.4)	750	(66.5)	649	(71.2)	365	(74.3)
Three months ended Jul. 31, 2018	7,616	24.9	2,242	36.0	2,254	38.6	1,423	35.7

Note: Comprehensive income (million yen) Three months ended Jul. 31, 2019: 357 (down 74.9%)  
 Three months ended Jul. 31, 2018: 1,424 (up 35.6%)

	Net income per share	Diluted net income per share
	Yen	Yen
Three months ended Jul. 31, 2019	6.53	-
Three months ended Jul. 31, 2018	24.97	-

## (2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of Jul. 31, 2019	16,762	13,082	78.0
As of Apr. 30, 2019	17,959	13,072	72.8

Reference: Shareholders' equity (million yen) As of Jul. 31, 2019: 13,082 As of Apr. 30, 2019: 13,072

**2. Dividends**

	Dividend per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended Apr. 30, 2019	-	1.80	-	6.30	8.10
Fiscal year ending Apr. 30, 2020	-				
Fiscal year ending Apr. 30, 2020 (forecasts)		1.80	-	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, 2019: Ordinary dividend: 1.80 yen  
Special dividend: 4.50 yen**3. Consolidated Earnings Forecast for the Fiscal Year Ending April 30, 2020 (May 1, 2019 – April 30, 2020)**

(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
First half	14,157	(7.1)	2,893	(31.7)	2,886	(32.3)	1,826	(30.5)	32.64
Full year	27,595	1.3	5,840	2.4	5,827	2.0	3,686	4.2	65.90

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): None

Newly added: -

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 Jul. 31, 2019:	58,348,880 shares	As of Apr. 30, 2019:	58,348,880 shares
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2) Number of treasury shares at the end of the period

As of Jul. 31, 2019:	2,404,690 shares	As of Apr. 30, 2019:	2,404,690 shares
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3) Average number of shares outstanding during the period

Three months ended Jul. 31, 2019:	55,944,190 shares	Three months ended Jul. 31, 2018:	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 September 13, 2019.

## 1. Qualitative Information on Quarterly Consolidated Financial Performance

### (1) Explanation of Results of Operations

In the first quarter (May 1 to July 31, 2019) of the current fiscal year, the Japanese economy continued to recover at a moderate pace. However, the outlook remains unclear due to U.S.-China trade friction and other sources of instability in the world.

The Group channeled regular amounts of its management resources to investments for future growth such as the establishment of the YA-MAN brand and our R&D projects for new products. There were also measures for responding to the slowdown in sales to overseas customers that started in the second half of the previous fiscal year and for strengthening sales activities for customers in Japan, mainly in the store sales and direct sales segments.

Although sales to customers in Japan were firm, sales to overseas customers fell by almost half, and sales and earnings significantly decreased year-on-year. As a result, consolidated net sales decreased 28.4% year-on-year to 5,450 million yen, ordinary profit decreased 71.2% year-on-year to 649 million yen and profit attributable to owners of parent decreased 74.3% year-on-year to 365 million yen.

Business segment performance was as follows.

#### 1) Mail-order sales

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

Sales via TV shopping channels were sluggish, but sales to terrestrial TV shopping and catalog sales companies increased. As a result, sales increased 31.2% year-on-year to 1,297 million yen and segment profit increased 22.8% year-on-year to 513 million yen.

#### 2) Store sales

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

Wholesale sales to duty-free shops, which had been increasing significantly over the past few years, were severely impacted by the decline in sales to foreign tourists in Japan from the second half of the previous fiscal year. Our direct wholesale business dealing with major home appliance stores did not deliver a significant increase in sales to domestic customers. As a result, sales decreased 40.2% year-on-year to 1,931 million yen and segment profit decreased 57.5% year-on-year to 643 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.

The Group's plan was to gradually shift the focus from sales generated from channels such as infomercials and printed media advertising, which involve significant costs, towards Web-based sales, focused on our direct sales website, that would make it possible to reduce costs further. However, sales declined in this process. As a result, sales decreased 23.2% year-on-year to 1,084 million yen and segment profit decreased 22.3% year-on-year to 486 million yen.

#### 4) Overseas operations

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

Sales decreased 53.5% year-on-year to 919 million yen and segment profit was down 73.3% year-on-year to 256 million yen compared to the first quarter of the previous fiscal year when sales were stronger than expected. This is because sales in South Korea declined significantly, and sales in China also retreated to the level recorded in the fiscal year before last.

*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.*