

Summary of Consolidated Financial Results
for the Second Quarter of the Fiscal Year Ending April 30, 2020
(Six Months Ended October 31, 2019)

[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, 2019
 Scheduled date of payment of dividend: January 7, 2020
 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, 2019 (May 1, 2019 – October 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	%
Six months ended Oct. 31, 2019	11,516	(24.4)	1,721	(59.3)	1,634	(61.7)	952	(63.7)
Six months ended Oct. 31, 2018	15,241	25.4	4,233	27.8	4,266	28.7	2,626	24.1

Note: Comprehensive income (million yen) Six months ended Oct. 31, 2019: 949 (down 63.8%)
 Six months ended Oct. 31, 2018: 2,625 (up 23.8%)

	Net income per share	Diluted net income per share
	Yen	Yen
Six months ended Oct. 31, 2019	17.03	-
Six months ended Oct. 31, 2018	46.16	-

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of Oct. 31, 2019	17,842	13,669	76.6
As of Apr. 30, 2019	17,959	13,072	72.8

Reference: Shareholders' equity (million yen) As of Oct. 31, 2019: 13,669 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	-	1.80			
Fiscal year ending Apr. 30, 2020 (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, 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
Full year	23,206	(14.8)	3,007	(47.3)	2,914	(49.0)	1,760	(50.3)	31.47

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 Oct. 31, 2019:	58,348,880 shares	As of Apr. 30, 2019:	58,348,880 shares
----------------------	-------------------	----------------------	-------------------

2) Number of treasury shares at the end of the period

As of Oct. 31, 2019:	2,404,690 shares	As of Apr. 30, 2019:	2,404,690 shares
----------------------	------------------	----------------------	------------------

3) Average number of shares outstanding during the period

Six months ended Oct. 31, 2019:	55,944,190 shares	Six months ended Oct. 31, 2018:	56,902,494 shares
---------------------------------	-------------------	---------------------------------	-------------------

*** 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 the YA-MAN website on December 13, 2019.

1. Qualitative Information on Quarterly Consolidated Financial Performance

(1) Explanation of Results of Operations

In the first half (May 1 to October 31, 2019) of the current fiscal year, the Japanese economy recovered at a moderate pace supported by improvements in employment and personal income. However, the outlook remains unclear due to various sources of instability in the world and a risk of economic downturn following the consumption tax hike.

The Group has made substantial investments for future growth, particularly for R&D programs to create new products, advertising and marketing activities centered on the YA-MAN brand and measures to reinforce the corporate infrastructure in order to increase sales from all sales channels.

Although sales to customers in Japan remained firm, sales to customers outside Japan, except in China, declined significantly. This downturn is caused by a decrease in sales to foreign tourists in Japan, which were a major source of the significant growth in sales and earnings in the past two fiscal years, political instability in Hong Kong and South Korea, and other factors. As a result, consolidated net sales decreased 24.4% year-on-year to 11,516 million yen, ordinary profit decreased 61.7% year-on-year to 1,634 million yen and profit attributable to owners of parent decreased 63.7% year-on-year to 952 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.

Sales via TV shopping channels were strong and catalog sales also showed a steady performance. As a result, sales increased 26.2% year-on-year to 2,455 million yen and segment profit increased 15.7% year-on-year to 997 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 to customers in Japan were firm but sales to overseas customers, including duty-free shops, fell sharply. As a result, sales decreased 30.2% year-on-year to 4,065 million yen and segment profit decreased 45.4% year-on-year to 1,471 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 from sales generated from channels such as infomercials and printed media advertising towards Web-based sales, focused on our direct sales website, that would make it possible to reduce costs. However, sales declined in this process. As a result, sales decreased 12.7% year-on-year to 2,258 million yen and segment profit decreased 19.4% year-on-year to 931 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 but could not offset a decline in sales in Hong Kong and South Korea. As a result, sales decreased 51.8% year-on-year to 2,258 million yen and segment profit was down 70.2% year-on-year to 687 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.