

Summary of Consolidated Financial Results
for the First Quarter of the Fiscal Year Ending April 30, 2018
(Three Months Ended July 31, 2017)

[Japanese GAAP]

Company name: YA-MAN LTD.

Listing: TSE (1st section)

Stock code: 6630

URL: <http://www.ya-man.com/>

Representative: Kimiyo Yamazaki, President and Representative Director

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Scheduled date of filing of Quarterly Report:

September 13, 2017

Scheduled date of payment of dividend:

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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, 2017 (May 1, 2017 – July 31, 2017)**

(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, 2017	6,097	9.6	1,648	48.9	1,626	46.2	1,048	41.9
Three months ended Jul. 31, 2016	5,564	23.9	1,107	122.8	1,112	146.3	738	165.9

Note: Comprehensive income (million yen)

Three months ended Jul. 31, 2017: 1,050 (up 42.8%)

Three months ended Jul. 31, 2016: 735 (up 165.9%)

	Net income per share	Diluted net income per share
	Yen	Yen
Three months ended Jul. 31, 2017	183.92	-
Three months ended Jul. 31, 2016	129.57	-

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of Jul. 31, 2017	14,578	9,627	66.0
As of Apr. 30, 2017	13,947	8,884	63.7

Reference: Shareholders' equity (million yen)

As of Jul. 31, 2017: 9,627

As of Apr. 30, 2017: 8,884

2. Dividends

	Dividend per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended Apr. 30, 2017	-	18.00	-	54.00	72.00
Fiscal year ending Apr. 30, 2018	-	-	-	-	-
Fiscal year ending Apr. 30, 2018 (forecasts)	-	18.00	-	1.80	-

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

2. YA-MAN plans to conduct a ten-for-one common stock split with a record date of October 31, 2017. The year-end dividend forecast for the fiscal year ending April 30, 2018 is adjusted to reflect the stock split.

3. Consolidated Earnings Forecast for the Fiscal Year Ending April 30, 2018 (May 1, 2017 – April 30, 2018)

(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	10,558	(1.6)	1,972	(14.7)	1,962	(15.4)	1,253	(16.5)	219.78
Full year	20,705	3.7	3,665	4.6	3,646	3.2	2,328	2.6	40.83

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

2. YA-MAN plans to conduct a ten-for-one common stock split with a record date of October 31, 2017. The full year net income per share is adjusted to reflect the stock split.

*** 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, 2017:	5,834,888 shares	As of Apr. 30, 2017:	5,834,888 shares
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2) Number of treasury shares at the end of the period

As of Jul. 31, 2017:	132,069 shares	As of Apr. 30, 2017:	132,069 shares
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3) Average number of shares outstanding during the period

Three months ended Jul. 31, 2017:	5,702,819 shares	Three months ended Jul. 31, 2016:	5,702,849 shares
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*** The current quarterly financial report is not subject to quarterly review procedures.**

*** 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 quarterly financial results

Supplementary materials for the quarterly financial results will be available on YA-MAN website on Wednesday, September 13, 2017.

Stock split

YA-MAN plans to conduct a ten-for-one common stock split with a record date of Tuesday, October 31, 2017.

1. Qualitative Information on Quarterly Consolidated Financial Performance

(1) Explanation of Results of Operations

In the first quarter (May 1 to July 31, 2017) 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.

Under these conditions, the YA-MAN Group continued to cut costs, establish a sound internal infrastructure and took actions to raise public awareness of its brand. The Group also worked to develop new sales channels inside and outside Japan.

Sales through the store channel were particularly strong. Our expenditure strategy emphasizing cost effectiveness was also a contributing factor. Consolidated net sales increased 9.6% year-on-year to 6,097 million yen, ordinary profit increased 46.2% year-on-year to 1,626 million yen and profit attributable to owners of parent was up 41.9% year-on-year to 1,048 million yen.

Business segment performance was as follows.

Beginning with the fiscal year that ended in April 2017, overseas operations, which was previously part of other, is a separate reportable segment due to the increasing importance of overseas business activities based on the level of sales. Results of operations for the first quarter of the previous fiscal year have been restated to reflect this change.

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 performed well in each sales channel but were unable to outperform those of the previous first quarter. As a result, sales decreased 15.5% year-on-year to 1,318 million yen, and segment profits decreased 22.1% year-on-year to 526 million yen.

2) Store sales

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

Following the strong growth in sales in the wholesale business with duty-free shops in the previous fiscal year, sales remained strong in the first quarter. As a result, sales increased 70.5% year-on-year to 2,554 million yen and segment profits significantly increased 84.9% year-on-year to 1,154 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.

We have continued our policy of maintaining spending on infomercials and all kinds of media advertising while focusing on sales effectiveness of each media. As a result, sales decreased 13.8% year-on-year to 1,554 million yen and segment profits sharply increased 54.2% year-on-year to 574 million yen.

4) Overseas operations

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

Sales to clients in China were stable. Sales decreased 1.2% year-on-year to 662 million yen and segment profits increased 5.1% year-on-year to 200 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.