

**Summary of Consolidated Financial Results**  
**for the Third Quarter of the Fiscal Year Ending April 30, 2018**  
**(Nine Months Ended January 31, 2018)**

[Japanese GAAP]

Company name: YA-MAN LTD.

Listing: TSE (1<sup>st</sup> 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: March 14, 2018

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 Nine Months Ended January 31, 2018 (May 1, 2017 – January 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	%
Nine months ended Jan. 31, 2018	17,597	18.4	4,583	59.6	4,531	54.8	2,879	55.2
Nine months ended Jan. 31, 2017	14,867	23.4	2,871	287.6	2,927	315.6	1,855	354.1

Note: Comprehensive income (million yen)

Nine months ended Jan. 31, 2018: 2,884 (up 55.1%)

Nine months ended Jan. 31, 2017: 1,859 (up 361.5%)

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended Jan. 31, 2018	50.49	-
Nine months ended Jan. 31, 2017	32.53	-

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 Jan. 31, 2018	16,082	11,358	70.6
As of Apr. 30, 2017	13,947	8,884	63.7

Reference: Shareholders' equity (million yen)

As of Jan. 31, 2018: 11,358

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	-	18.00	-		
Fiscal year ending Apr. 30, 2018 (forecasts)				1.80	-

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

2. 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, 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
Full year	22,084	10.6	4,577	30.7	4,571	29.4	2,915	28.5
								51.12

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

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

**\* 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 Jan. 31, 2018:	58,348,880 shares	As of Apr. 30, 2017:	58,348,880 shares
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2) Number of treasury shares at the end of the period

As of Jan. 31, 2018:	1,320,690 shares	As of Apr. 30, 2017:	1,320,690 shares
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3) Average number of shares outstanding during the period

Nine months ended Jan. 31, 2018:	57,028,190 shares	Nine months ended Jan. 31, 2017:	57,028,335 shares
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Note: YA-MAN conducted a ten-for-one common stock split effective on November 1, 2017. The number of shares outstanding is calculated as if this stock split had taken place at the beginning of the previous fiscal year.

**\* 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, March 14, 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 nine months (May 1, 2017 to January 31, 2018) of the current fiscal year, the Japanese economy recovered at a moderate pace supported by a rebound in corporate earnings and a brighter employment picture. However, the outlook remains unclear mainly due to concerns about instability in many areas of the world.

Under these conditions, the YA-MAN Group has been actively working to expand business overseas and raise brand image while strengthening the base organizational structure through a range of cost-cutting measures and inventory reduction.

Due to such measures as cutting the cost of sales and building a sound internal infrastructure, in addition to particularly strong sales centered on the store channel, consolidated net sales increased 18.4% year-on-year to 17,597 million yen, ordinary profit increased 54.8% year-on-year to 4,531 million yen and profit attributable to owners of parent was up 55.2% year-on-year to 2,879 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 nine months of the previous fiscal year have been restated to reflect this change.

#### 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 in the mail-order market decreased, and sales via TV shopping channels and sales to terrestrial TV shopping and catalog sales companies remained weak. As a result, sales decreased 17.9% year-on-year to 3,026 million yen, and segment profits decreased 23.0% year-on-year to 1,205 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 continued to grow in the wholesale business with duty-free shops. As a result, sales increased 62.5% year-on-year to 7,687 million yen and segment profits also increased 62.5% year-on-year to 3,471 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.

We have continued our policy of maintaining a certain level of spending on infomercials and all kinds of media advertising while focusing on sales effectiveness of each media. As a result, sales decreased 5.2% year-on-year to 4,347 million yen and segment profits increased 38.6% year-on-year to 1,671 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 remained strong and sales also started in Korea. As a result, sales increased 38.9% year-on-year to 2,491 million yen and segment profits increased 87.0% year-on-year to 1,022 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.*