

**Summary of Consolidated Financial Results for the Fiscal Year Ended April 30, 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 Annual General Meeting of Shareholders: July 26, 2019  
 Scheduled date of payment of dividend: July 29, 2019  
 Scheduled date of filing of Annual Securities Report: July 26, 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 Fiscal Year Ended April 30, 2019 (May 1, 2018 – April 30, 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	%
Fiscal year ended Apr. 30, 2019	27,252	18.3	5,705	5.9	5,715	6.9	3,539	4.1
Fiscal year ended Apr. 30, 2018	23,030	15.3	5,385	53.7	5,345	51.3	3,399	49.8

Note: Comprehensive income (million yen) Fiscal year ended Apr. 30, 2019: 3,529 (up 3.7%)  
 Fiscal year ended Apr. 30, 2018: 3,403 (up 49.7%)

	Net income per share	Diluted net income per share	Return on equity	Ordinary profit on total assets	Operating profit to net sales
	Yen	Yen	%	%	%
Fiscal year ended Apr. 30, 2019	62.65	-	28.4	33.1	20.9
Fiscal year ended Apr. 30, 2018	59.62	-	32.7	35.1	23.4

Reference: Equity in earnings of affiliates (million yen) Fiscal year ended Apr. 30, 2019: - Fiscal year ended Apr. 30, 2018: -

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	Net assets per share
	Million yen	Million yen	%	Yen
As of Apr. 30, 2019	17,959	13,072	72.8	233.67
As of Apr. 30, 2018	16,524	11,877	71.9	208.27

Reference: Shareholders' equity (million yen) As of Apr. 30, 2019: 13,072 As of Apr. 30, 2018: 11,877

Note: YA-MAN conducted a ten-for-one common stock split effective on November 1, 2017. Net assets per share is calculated as if this stock split had taken place at the beginning of the previous fiscal year.

## (3) Consolidated cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
	Million yen	Million yen	Million yen	Million yen
Fiscal year ended Apr. 30, 2019	1,862	(1,142)	(2,794)	7,488
Fiscal year ended Apr. 30, 2018	3,047	(419)	(897)	9,523

**2. Dividends**

	Dividend per share					Total dividends	Payout ratio (consolidated)	Dividend on equity (consolidated)
	1Q-end	2Q-end	3Q-end	Year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
Fiscal year ended Apr. 30, 2018	-	18.00	-	5.80	-	433	12.7	4.2
Fiscal year ended Apr. 30, 2019	-	1.80	-	6.30	8.10	454	12.9	3.7
Fiscal year ending Apr. 30, 2020 (forecasts)	-	1.80	-	1.80	3.60		5.5	

Notes: 1. Breakdown of the year-end dividend for the fiscal year ended April 30, 2018: Ordinary dividend: 1.80 yen  
 Special dividend: 4.00 yen

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. 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, 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

**\* Notes**

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

Newly added: 1 (D-FIT Co., Ltd.) Excluded: -

(2) 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

(3) Number of shares outstanding (common stock)

1) Number of shares outstanding at the end of the period (including treasury shares)

As of Apr. 30, 2019: 58,348,880 shares As of Apr. 30, 2018: 58,348,880 shares

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

As of Apr. 30, 2019: 2,404,690 shares As of Apr. 30, 2018: 1,320,690 shares

3) Average number of shares outstanding during the period

Fiscal year ended Apr. 30, 2019: 56,495,609 shares Fiscal year ended Apr. 30, 2018: 57,028,190 shares

**Reference: Summary of Non-consolidated Financial Results**

**1. Non-consolidated Financial Results for the Fiscal Year Ended April 30, 2019 (May 1, 2018 – April 30, 2019)**

(1) Non-consolidated results of operations

(Percentages represent year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Fiscal year ended Apr. 30, 2019	26,407	15.0	6,044	10.2	6,095	11.1	3,662	10.7
Fiscal year ended Apr. 30, 2018	22,953	15.9	5,486	53.3	5,488	50.4	3,306	38.2

	Net income per share	Diluted net income per share
	Yen	Yen
Fiscal year ended Apr. 30, 2019	64.82	-
Fiscal year ended Apr. 30, 2018	57.98	-

(2) Non-consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of Apr. 30, 2019	17,615	13,166	74.7	235.35
As of Apr. 30, 2018	16,491	11,849	71.9	207.79

Reference: Shareholders' equity (million yen) As of Apr. 30, 2019: 13,166 As of Apr. 30, 2018: 11,849

Note: YA-MAN conducted a ten-for-one common stock split effective on November 1, 2017. Net assets per share is calculated as if this stock split had taken place at the beginning of the previous fiscal year.

**\* The current financial report is not subject to audit 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. For discussion of the assumptions for forecasts and notes of caution for usage in preparing the above projections, please refer to "Overview of Results of Operations" on page 1 of the attachments.

How to view supplementary materials for financial results

Supplementary materials for the financial results will be available on YA-MAN website on Thursday, June 13, 2019.

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. Overview of Results of Operations

### (1) Results of Operations

The overall Japanese economy recovered at a moderate pace during the fiscal year backed by a rebound in corporate earnings and a brighter employment picture. However, the outlook remains unclear due to increasingly heated U.S.-China trade friction and other sources of instability in the world.

The YA-MAN Group took numerous actions for establishing an even stronger framework for business operations, such as by cutting costs and creating a sound internal infrastructure. At the same time, the Group concentrated on making up-front investments for activities centered on corporate branding, strengthening R&D programs, adding new sales channels and recruiting skilled people.

First half sales were extremely strong, mainly for overseas operations. As a result, sales and earnings rose to all-time highs. Consolidated net sales increased 18.3% year-on-year to 27,252 million yen, operating profit increased 5.9% year-on-year to 5,705 million yen, ordinary profit increased 6.9% year-on-year to 5,715 million yen and profit attributable to owners of parent was up 4.1% year-on-year to 3,539 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 to terrestrial TV shopping and catalog sales companies remained strong, but sales via TV shopping channels were weak. As a result, sales decreased 11.4% year-on-year to 3,383 million yen, and segment profit decreased 7.0% year-on-year to 1,407 million yen.

#### 2) Store sales

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

Due to weak wholesale sales to duty-free shops in the second half and the large volume of investments, including expenditures to open shops within large home appliance stores, sales decreased 4.1% year-on-year to 9,644 million yen and segment profit decreased 17.3% year-on-year to 3,687 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 the sales effectiveness of each advertising channel. As a result, sales increased 6.1% year-on-year to 5,914 million yen and segment profit increased 32.5% year-on-year to 2,740 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 114.9% year-on-year to 7,545 million yen and segment profit increased 147.5% year-on-year to 3,353 million yen.

## **Outlook**

In the beauty and health care sector, which is the primary market for the YA-MAN Group, the outlook is for growth to continue as competition becomes intense.

The severity of the YA-MAN Group's operating environment is increasing as sales to foreign tourists in Japan has turned sluggish due to revisions of China's domestic laws and regulations. To sustain growth in this environment, we need to develop better products, step up branding and take other measures to differentiate us from competitors.

The YA-MAN Group will continue to invest actively to ensure future growth, and aim at achieving continued sales growth in order to reach our operating margin target of 20%.

In the fiscal year ending on April 30, 2020, we forecast net sales of 27,595 million yen (up 1.3% year-on-year), operating profit of 5,840 million yen (operating margin of 21.2%) (up 2.4% year-on-year), ordinary profit of 5,827 million yen (up 2.0% year-on-year) and profit attributable to owners of parent of 3,686 million yen (up 4.2% year-on-year).

*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.*