

**Summary of Consolidated Financial Results**  
**for the Third Quarter of the Fiscal Year Ending April 30, 2020**  
**(Nine Months Ended January 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  
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 Scheduled date of filing of Quarterly Report: March 13, 2020  
 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, 2019 (May 1, 2019 – January 31, 2020)**

(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, 2020	17,285	(18.5)	2,291	(54.3)	2,208	(55.4)	1,212	(59.7)
Nine months ended Jan. 31, 2019	21,213	20.5	5,013	9.4	4,957	9.4	3,011	4.6

Note: Comprehensive income (million yen) Nine months ended Jan. 31, 2020: 1,208 (down 59.8%)  
 Nine months ended Jan. 31, 2019: 3,006 (up 4.2%)

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended Jan. 31, 2020	21.67	-
Nine months ended Jan. 31, 2019	53.13	-

## (2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of Jan. 31, 2020	17,459	13,827	79.2
As of Apr. 30, 2019	17,959	13,072	72.8

Reference: Shareholders' equity (million yen) As of Jan. 31, 2020: 13,827 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 Jan. 31, 2020:	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 Jan. 31, 2020:	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

Nine months ended Jan. 31, 2020:	55,944,190 shares	Nine months ended Jan. 31, 2019:	56,673,421 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 the YA-MAN website on March 13, 2020.

## 1. Qualitative Information on Quarterly Consolidated Financial Performance

### (1) Explanation of Results of Operations

In the first nine months (May 1, 2019 to January 31, 2020) 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 major natural disasters and various sources of instability in the world.

The YA-MAN Group is making substantial investments for future growth, particularly for R&D programs to create new products, advertising and marketing activities for establishing and strengthening brands, and measures to reinforce the corporate infrastructure. At the same time, there were activities for increasing sales in all sales channels in order to offset the negative impact on sales of sluggish demand associated with foreign tourists in Japan.

Although sales to customers in Japan remained firm, performance was affected by limitations on the movements of people and goods due to the rapid spread of COVID-19 that started in January. As a result, consolidated net sales decreased 18.5% year-on-year to 17,285 million yen, ordinary profit decreased 55.4% year-on-year to 2,208 million yen and profit attributable to owners of parent decreased 59.7% year-on-year to 1,212 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.

As sales via terrestrial TV shopping channels increased significantly, segment sales increased 25.3% year-on-year to 3,299 million yen and segment profit increased 14.9% year-on-year to 1,298 million yen, resulting in a year-on-year increase in both sales and earnings.

#### 2) Store sales

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

Although sales to customers in Japan remained firm, sales to foreign tourists in Japan, chiefly at duty-free shops, were lower because of sluggish demand in this sector. As a result, sales decreased 23.3% year-on-year to 5,872 million yen and segment profit decreased 36.8% year-on-year to 1,985 million yen, resulting in a year-over-on decrease in both sales and earnings.

#### 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.

Segment sales decreased because of the ongoing shift in emphasis to Web-based sales because this channel makes it possible to reduce expenses. Due to this shift, there was an increase in the share of advertising expenditures used for infomercials and paper media. As a result, sales decreased 6.4% year-on-year to 3,927 million yen and segment profit decreased 25.0% year-on-year to 1,508 million yen. Although there were signs of a recovery in sales, the lower efficiency of advertising activities exerted downward pressure on earnings.

#### 4) Overseas operations

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

Sales in China increased but sales in Hong Kong and South Korea continue to be far below the levels of the previous fiscal year. As a result, sales decreased 45.6% year-on-year to 3,379 million yen and segment profit was down 64.7% year-on-year to 1,031 million yen, resulting in a year-on-year decrease in both sales and earnings.

*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.*