

## Summary of Consolidated Financial Results for the Fiscal Year Ended April 30, 2015

[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 Annual General Meeting of Shareholders: July 24, 2015

Scheduled date of payment of dividend: July 27, 2015

Scheduled date of filing of Annual Securities Report: July 24, 2015

Preparation of supplementary materials for financial results: None

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, 2015 (May 1, 2014 – April 30, 2015)

(1) Consolidated results of operations (Percentages shown for net sales and incomes represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Fiscal year ended Apr. 30, 2015	13,363	(7.0)	647	73.6	514	37.6	311	41.9
Fiscal year ended Apr. 30, 2014	14,368	(26.0)	373	(46.3)	374	(27.5)	219	(27.5)

Note: Comprehensive income (million yen)

Fiscal year ended Apr. 30, 2015: 316 (up 61.6%)

Fiscal year ended Apr. 30, 2014: 196 (down 40.7%)

	Net income per share	Diluted net income per share	Return on equity	Ordinary income on total assets	Operating income to net sales
	Yen	Yen	%	%	%
Fiscal year ended Apr. 30, 2015	53.44	-	4.7	5.0	4.8
Fiscal year ended Apr. 30, 2014	37.67	-	3.3	3.5	2.6

Reference: Equity in earnings of affiliates (million yen)

Fiscal year ended Apr. 30, 2015: -

Fiscal year ended Apr. 30, 2014: -

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of Apr. 30, 2015	10,295	6,738	65.4	1,154.81
As of Apr. 30, 2014	10,321	6,631	64.2	1,136.51

Reference: Shareholders' equity (million yen)

As of Apr. 30, 2015: 6,738

As of Apr. 30, 2014: 6,631

(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, 2015	1,013	(81)	(651)	3,145
Fiscal year ended Apr. 30, 2014	712	(83)	554	2,859

### 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, 2014	-	18.00	-	18.00	36.00	210	94.1	3.2
Fiscal year ended Apr. 30, 2015	-	18.00	-	18.00	36.00	210	67.4	3.1
Fiscal year ending Apr. 30, 2016 (forecasts)	-	18.00	-	18.00	36.00		41.9	

### 3. Consolidated Earnings Forecast for the Fiscal Year Ending April 30, 2016 (May 1, 2015 – April 30, 2016)

(Percentages represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
First half	6,869	7.8	129	48.2	119	284.1	73	315.3	12.59
Full year	15,008	12.3	809	24.9	789	53.3	501	60.8	85.95

**\* Notes**

(1) Changes in significant subsidiaries during the period (changes in scope of consolidation): None

(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 end of period (including treasury shares)

As of Apr. 30, 2015: 5,834,888 shares As of Apr. 30, 2014: 5,834,888 shares

2) Number of treasury shares at end of period

As of Apr. 30, 2015: 152 shares As of Apr. 30, 2014: 152 shares

3) Average number of shares outstanding during the period

Fiscal year ended Apr. 30, 2015: 5,834,736 shares Fiscal year ended Apr. 30, 2014: 5,834,736 shares

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

**1. Non-consolidated Financial Results for the Fiscal Year Ended April 30, 2015 (May 1, 2014 – April 30, 2015)**

(1) Non-consolidated results of operations

(Percentages represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Fiscal year ended Apr. 30, 2015	13,308	(6.0)	618	132.5	518	73.1	315	78.3
Fiscal year ended Apr. 30, 2014	14,160	(25.8)	265	(56.9)	299	(33.7)	177	(33.5)

	Net income per share	Diluted net income per share
	Yen	Yen
Fiscal year ended Apr. 30, 2015	54.10	-
Fiscal year ended Apr. 30, 2014	30.35	-

(2) Non-consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of Apr. 30, 2015	10,190	6,542	64.2	1,121.36
As of Apr. 30, 2014	10,135	6,432	63.5	1,102.40

Reference: Shareholders' equity (million yen) As of Apr. 30, 2015: 6,542 As of Apr. 30, 2014: 6,432

**\* Disclosure regarding the implementation of audit procedures**

At the time of disclosure of this summary report, the audit procedures for the financial statements based on the Financial Instruments and Exchange Act have not been completed.

**\* Cautionary statement with respect to forward-looking statements and other special items**

Forecasts regarding future performance in these materials are based on certain assumptions judged to be valid and information currently available to the Company. 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 "Analysis of Results of Operations" on page 1 of the attachments.

## 1. Analysis of Results of Operations and Financial Position

### (1) Analysis of Results of Operations

#### Summary of the fiscal year

In the fiscal year under review, the Japanese economy recovered at a moderate pace due to government policies. However, the economic outlook remains unclear because of the higher cost of daily necessities caused by the consumption tax hike and yen's sudden depreciation, instability in the Middle East and other reasons.

The YA-MAN Group took many actions aimed at strengthening operations. Initiatives included an advertising strategy that emphasized benefits in relation to expenses and cost-cutting measures.

The yen's decline that started in the fiscal year under review had a severe impact on results of operations. But the initiatives outlined in the preceding paragraph have started to produce benefits. As a result, consolidated net sales decreased 7.0% year-on-year to 13,363 million yen, operating income increased 73.6% to 647 million yen, ordinary income increased 37.6% to 514 million yen and net income was up 41.9% to 311 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 companies that sell products exclusively on the Internet performed well, but sales via TV shopping channels struggled. As a result, sales decreased 9.5% year-on-year to 5,338 million yen and segment profits decreased 13.1% year-on-year to 1,847 million yen.

#### 2) Store sales

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

We have made steady progress in transitioning to direct wholesale business with major home appliance stores, and have expanded store numbers. As a result, sales increased 29.1% year-on-year to 3,496 million yen and segment profits increased 32.8% year-on-year to 1,003 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.

In the current fiscal year, we continued our policy of spending focused on sales effectiveness with regard to infomercials and all kinds of media advertising. However, sales declined 23.8% year-on-year to 4,027 million yen and segment profits declined 7.1% year-on-year to 468 million yen.

### Outlook

The Japanese economy is expected to continue to recover gradually.

In the beauty and health care sector, which is the primary market for the YA-MAN Group, growth is expected to continue. However, competition is becoming more intense as this growth attracts new competitors from other industries.

In this environment, we will concentrate on adding products to our lineup that precisely match the needs of our customers. In addition, we will continue to use cost cutting measures to build a streamlined operating framework

that places emphasis on profitability. Our objective is to achieve medium- to long-term growth.

Furthermore, we will use the weaker yen as an opportunity to continue the expansion of our operations outside Japan.

In the fiscal year ending April 30, 2016, we forecast net sales of 15,008 million yen, operating income of 809 million yen, ordinary income of 789 million yen and profit attributable to owners of parent of 501 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.*