

News Release Dated November 16, 2022

Company: YA-MAN LTD.
 Stock code: 6630, TSE (Prime Market)
 Representative: Kimiyo Yamazaki, CEO
 Masaya Miyazaki, Director,
 Contact: General Manager of Administration
 Division
 Tel: +81-3-5665-7330
 URL: <https://www.ya-man.co.jp/>

Notice of Revisions to Forecast

The Board of Directors of YA-MAN LTD. approved a resolution on November 16, 2022 to revise the first-half forecast for the fiscal year ending April 30, 2023 (May 1, 2022 to April 30, 2023) that was in the earnings announcement dated June 14, 2022 as follows to reflect current trends in operating results.

1. Revisions to consolidated forecast for the first half of the fiscal year ending April 30, 2023 (May 1, 2022 – October 31, 2022)

	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
Previous forecast (A)	22,000	4,400	4,200	2,909	52.89
Revised forecast (B)	26,568	5,367	6,799	4,542	82.56
Change (B - A)	4,568	967	2,599	1,632	
Percentage change (%)	20.8	22.0	61.9	56.1	
(Reference) Results for the previous first half (ended October 31, 2021)	20,907	3,925	4,110	2,796	50.82

2. Consolidated forecast for the fiscal year ending April 30, 2023 (May 1, 2022 – April 30, 2023)

	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
Previous forecast (A)	50,000	10,000	9,600	6,652	120.90
(Reference) Results for the previous fiscal year (ended April 30, 2022)	40,943	6,880	8,063	5,586	101.54

Note: There is no revision to the fiscal year forecast.

3. Reasons for revisions

For the first half of the current fiscal year, our performance is expected to exceed the initial earnings forecast due to stronger-than-anticipated sales to customers in China.

E-commerce sales in China remained very strong for events such as the 6.18 shopping festival, and shipments for “Double Eleven” also contributed a lot to the growth in sales.

Sales channels in Japan performed well due to strong sales of the Photo Plus series (Radio frequency facial care device), Rei Beauté series (optical beauty device), Shine Pro (hair iron), and other products.

Furthermore, ordinary profit and profit attributable to owners of parent are likely to significantly exceed expectations due to the recording of foreign exchange gains from the translation of assets denominated in foreign currencies into yen, following the recent rapid depreciation of the yen.

Despite our expectations for continued strong sales in China and an increase in demand from overseas visitors to Japan following the easing of entry restrictions, we have made no revision to the fiscal year forecast, given the global inflation spurt, the strongest US dollar and weakest yen in decades, rising raw material prices, escalating logistics costs, and other factors behind the recent unstable, uncertain situation.

We will monitor the situation closely, and if any revisions are deemed necessary, the details are promptly disclosed.

4. Upcoming actions

In the third quarter and beyond, we will steadily make investment based on our medium-term investment plan to achieve our medium-term management plan, which ends in the current fiscal year.

Regarding sales promotion and advertising, we will further strengthen investment in the new categories of hair care/shavers to increase market recognition and expand sales in the second half of the fiscal year.

As for research and development, we will particularly work on obtaining certifications from the Food and Drug Administration (FDA), the National Medical Products Administration (NMPA), and other agencies in various countries, and expand investment to develop products toward creating new categories. We will also focus on investment in research through industry-academia collaboration.

Furthermore, we will both develop our presence in the global market and strengthen our risk control system at the same time, through initiatives such as making supply chains resilient and promoting the development of products that meet the diverse needs of customers.

(References)

- Medium-term Management Plan: https://www.ya-man.co.jp/en/uploads/2022/02/Y26_chuki-keiei-keikaku_EN.pdf
- Medium-term Investment Plan: <https://www.ya-man.co.jp/en/uploads/2022/06/Notice-Regarding-Establishment-of-Medium-term-Investment-Plan.pdf>

(Product information)

- RF: <https://www.ya-man.com/en/products/photo-plus.php>
- Rei Beauté: <https://www.ya-man.com/en/products/rei-beaute-rflash-hyper.php>
- Hair care: <https://www.ya-man.com/en/products/>
- Shaver: <https://www.ya-man.com/en/products/hotshave.php>