



Financial Results

July 30th, 2025
ARTNATURE INC.

1st Quarter Of Fiscal 2026 : Highlights

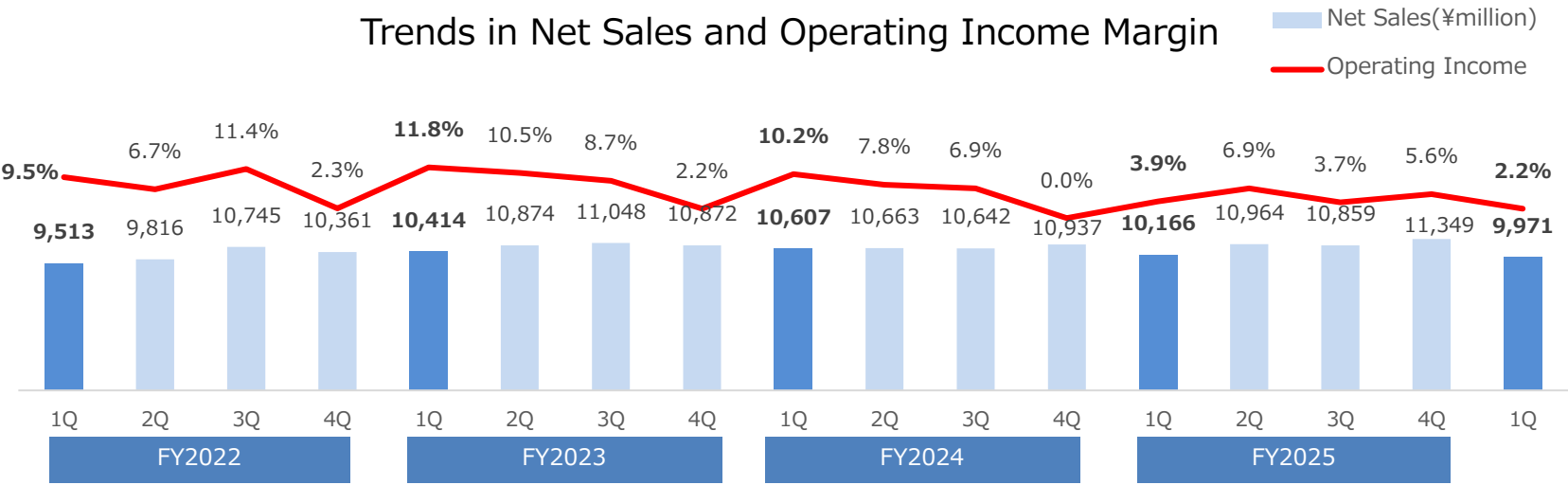
1st Quarter revenue and profits down year-on-year

1Q FY2026 Financial Results

	1Q FY2025	1Q FY2026	YoY Change	FY 2026 (Year-end Plan)	¥ Million	Progress rate (Year-end Plan)
Net Sales	10,166	9,971	(1.9%)	47,623		20.9%
Men’s Business	5,246	5,062	(3.5%)	23,495		21.5%
Ladies’ Business	4,575	4,579	+0.1%	20,869		21.9%
Others	344	329	(4.5%)	3,258		10.1%
Operating Income	391	214	(45.2%)	2,778		7.7%

※ Ladies’ Business inc. JULLIA ORGER, NAO-ART CO.,LTD

Trends in Net Sales and Operating Income Margin

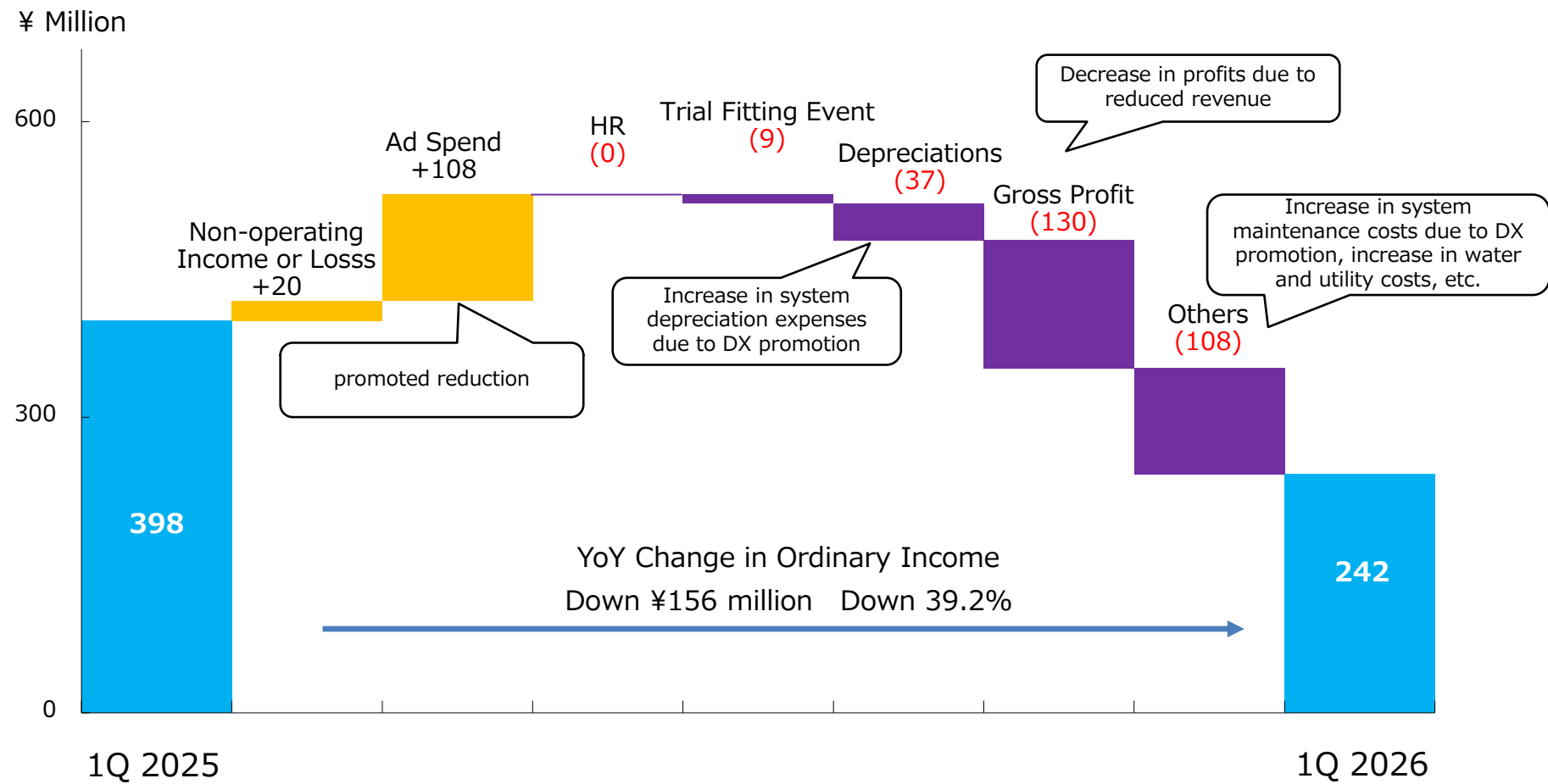


1st Quarter Of Fiscal 2026 : Financial Highlights

1st Quarter revenue and profit declined year-on-year, mainly due to a decrease in sales

¥ Million						
	1Q FY 2025		1Q FY 2026		YoY Change	Notes
	April-June 2024	Sales ratio	April-June 2025	Sales ratio		
Net Sales	10,166	-	9,971	-	(1.9%)	<ul style="list-style-type: none">• Net Sales Men's Business Down 3.5% Ladies' Business Up 0.1%• Cost of sales ratio 34.9% → 34.9% Product Cost Down 0.7Pt HR Up 0.7Pt• SG&A Expenses Ratio 61.2% → 62.9% Ad Spending Down 0.8Pt HR Up 0.3Pt Others Up 2.2Pt
Cost of Sales	3,548	34.9%	3,483	34.9%	(1.8%)	
Gross Profit	6,618	65.1%	6,488	65.1%	(2.0%)	
SG&A Expenses	6,226	61.2%	6,273	62.9%	+0.7%	
Ad Spending	1,420	14.0%	1,311	13.2%	(7.7%)	
HR	1,635	16.1%	1,635	16.4%	+0.0%	
Operating Income	391	3.9%	214	2.2%	(45.2%)	
Ordinary Income	398	3.9%	242	2.4%	(39.2%)	
Net Income	201	2.0%	120	1.2%	(40.0%)	

AD Spend were kept in check, but profits declined due to a decrease in gross profit



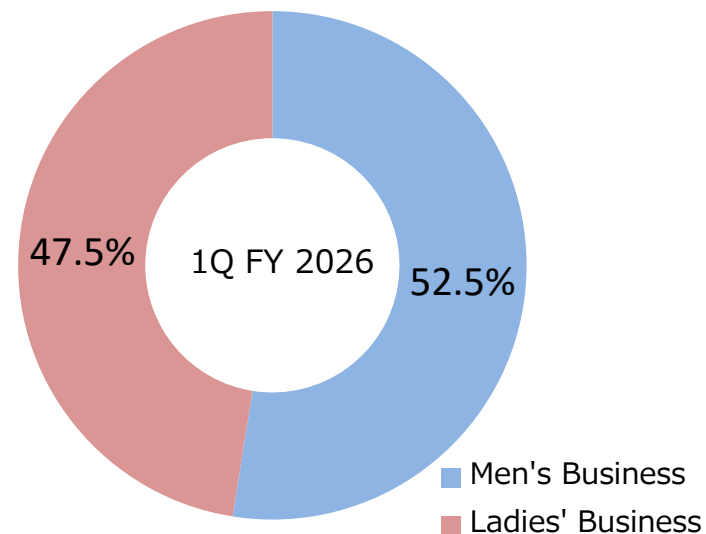
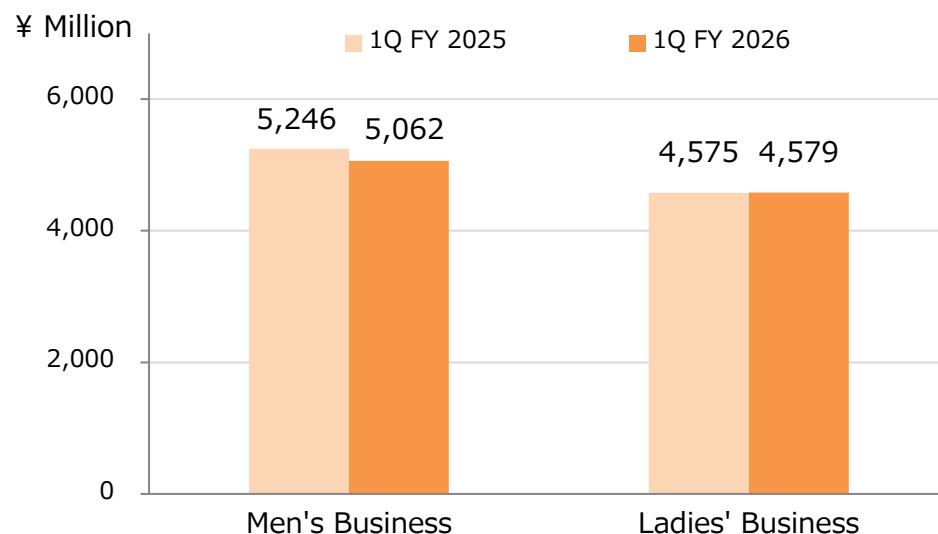
1st Quarter Of Fiscal 2026 : Breakdown of Sales by Segment

Men's sales declined year-on-year, while Ladies' sales remained largely unchanged

¥ Million

	1Q FY 2025	1Q FY 2026	YoY Change
Net Sales	10,166	9,971	(1.9%)
Men's Business	5,246	5,062	(3.5%)
Ladies' Business	4,575	4,579	+0.1%
Others	344	329	(4.5%)

※ Ladies' Business inc. JULLIA ORGER, NAO-ART CO.,LTD



1st Quarter Of Fiscal 2026 : Breakdown of Net Sales by Products & Services(Non-consolidated Basis)



Delivery delays for custom-made wigs for both men and women resulted in a year-on-year decrease in revenue

¥ Million

Net Sales		1Q FY 2025	1Q FY 2026	YoY Change	
Custom-made Wigs	New customers	1,100	1,041	(58)	(5.3%)
	Repeat Business	4,098	3,890	(207)	(5.1%)
	Total	5,198	4,932	(266)	(5.1%)
Hair Addition Products	New customers	152	179	+26	+17.6%
	Repeat Business	706	679	(26)	(3.7%)
	Total	858	859	+0	+0.1%
Hair Growth Services	New customers	8	8	(0)	(6.1%)
	Repeat Business	256	250	(5)	(2.3%)
	Total	265	259	(6)	(2.4%)
Styling Services		1,804	1,829	+25	+1.4%
JULLIA OLGIER(Lady's Ready-made wig)		1,033	1,093	+59	+5.8%
Others		583	584	+1	+0.2%
All Products & Sevices	New Customers	1,262	1,229	(32)	(2.6%)
	Repeat Business ※	7,254	7,046	(208)	(2.9%)
	JULLIA OLGIER	1,033	1,093	+59	+5.8%
	Others	193	188	(5)	(2.7%)
	Total	9,744	9,558	(186)	(1.9%)

※Repeat business of all products including part of styling services and others.

1st Quarter Of Fiscal 2026 : Breakdown of Sales by Products & Services in Men's Business (Non-consolidated Basis)



Decrease in sales due to decline in custom-made wig sales compared to the same period last year

¥ Million

		1Q FY 2025	1Q FY 2026	YoY Change	
Custom-made Wigs	New customers	186	122	(64)	(34.3%)
	Repeat Business	2,830	2,721	(109)	(3.9%)
	Total	3,017	2,844	(173)	(5.7%)
Hair Addition Products	New customers	134	162	+28	+21.4%
	Repeat Business	493	440	(53)	(10.8%)
	Total	627	602	(24)	(3.9%)
Hair Growth Services	New customers	7	6	(0)	(6.6%)
	Repeat Business	124	117	(6)	(5.3%)
	Total	131	124	(7)	(5.4%)
Styling Services		1,201	1,220	+19	+1.6%
Others		267	269	+1	+0.7%
All Products & Sevices	New Customers	328	292	(35)	(10.9%)
	Repeat Business※	4,918	4,770	(147)	(3.0%)
	Total	5,246	5,062	(183)	(3.5%)

※Repeat business of all products including part of styling services and others.

1st Quarter Of Fiscal 2026 : Breakdown of Sales by Products & Services in Ladies' Business (Non-consolidated Basis)

While sales of custom-made wigs declined, JULLIA OLGIER remained strong, with sales remaining almost unchanged from the same period last year

¥ Million

		1Q FY 2025	1Q FY 2026	YoY Change	
Custom-made Wigs	New customers	913	919	+5	+0.6%
	Repeat Business	1,267	1,168	(98)	(7.8%)
	Total	2,181	2,087	(93)	(4.3%)
Hair Addition Products	New customers	18	16	(1)	(10.1%)
	Repeat Business	212	239	+26	+12.6%
	Total	231	256	+24	+10.7%
Hair Growth Services	New customers	1	1	(0)	(3.7%)
	Repeat Business	132	133	+0	+0.6%
	Total	133	134	+0	+0.5%
Styling Services		602	608	+6	+1.0%
Others		121	126	+4	+3.8%
All Products & Sevices	New Customers	934	937	+3	+0.4%
	Repeat Business※	2,336	2,276	(60)	(2.6%)
	JULLIA OLGIER	1,033	1,093	+59	+5.8%
	Total	4,304	4,307	+2	+0.1%

※Repeat business of all products including part of styling services and others.

Overall progress is slightly behind the full-year plan due to a decline in sales in the 1st Quarter

¥ Million

	1Q FY 2026	FY 2026 Year-end (Plan)	Progress rate (Year-end Plan)
Net Sales	9,971	47,623	20.9%
Men's Business	5,062	23,495	21.5%
Ladies' Business	4,579	20,869	21.9%
Others	329	3,258	10.1%
Cost of Sales	3,483	16,154	21.6%
Gross Profit	6,488	31,468	20.6%
SG & A Expenses	6,273	28,690	21.9%
Ad Spending	1,311	6,187	21.2%
HR	1,635	6,967	23.5%
Operating Income	214	2,778	7.7%
Ordinary Income	242	2,844	8.5%
Net Income	120	1,464	8.2%

Consolidated Balance Sheets

¥ Million

	As of March 31, 2025		As of June 30, 2025		Rate of change
		Composition ratio		Composition ratio	
Total Current Assets	27,870	56.1%	26,955	54.4%	(3.3%)
Cash and Deposits	18,163	36.6%	17,338	35.0%	(4.5%)
Total non-current Assets	21,808	43.9%	22,578	45.6%	+3.5%
Total Property, Plant and Equipment	9,930	20.0%	10,385	21.0%	+4.6%
Total Assets	49,678	100.0%	49,534	100.0%	(0.3%)
Total Current Liabilities	13,510	27.2%	13,740	27.7%	+1.7%
Advances received	6,169	12.4%	6,616	13.4%	+7.2%
Total Non-current Liabilities	9,113	18.3%	9,216	18.6%	+1.1%
Total Liabilities	22,623	45.5%	22,956	46.3%	+1.5%
Total Net Assets	27,055	54.5%	26,577	53.7%	(1.8%)
Retained earnings	19,742	39.7%	19,407	39.2%	(1.7%)
Total Liabilities and Net Assets	49,678	100.0%	49,534	100.0%	(0.3%)

Major Factors on YoY Change

Current Assets (914)

- Cash and Deposits (825)
- Accounts receivable trade (344)
- Inventory : +266

Noncurrent assets + 770

- property, plant and equipment +454
- Intangible fixed assets (6)

Current Liabilities +230

- Accounts payable (956)
- Advances received +447
- Reserve for bonuses +504

Retained earnings (335)

- Net income +120
- Dividends (455)



<https://corp.artnature.co.jp/en/ir.html>

Forward-looking Statements

The forward-looking statements in this document, including forecasts, are based on information available at the time of disclosure and on certain assumptions deemed to be reasonable by the Company. Actual results may differ materially from forward-looking statements due to a number of factors. Amounts shown in this document are displayed numbers truncating the units less than shown. The percentage is rounded off to the first decimal place.

ARTNATURE INC. Investor Relations Office

TEL: +81-3-3379-2405 E-mail: ir@artnature.co.jp
3-40-7, Yoyogi, Shibuya-ku, Tokyo 151-0053 Japan