



Consolidated Financial Results for the First Nine Months of the Fiscal Year Ending March 31, 2026

[J-GAAP]

January 30, 2026

Name of listed company: ARTNATURE INC. Listed on: Tokyo Stock Exchange
Securities code: 7823 URL: <https://www.artnature.co.jp/english/index.html>
Representative: Yoshikata Igarashi, Chairman and President
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Scheduled date of the start of dividends distribution: —
Supplementary documents for this summary of financial statements: Yes
Financial results explanatory meeting: None

(Figures shown are rounded down to the nearest million yen.)

1. Consolidated results for the first nine months ended December 31, 2025 (April 1, 2025 – December 31, 2025)

(1) Consolidated operating results

(Percentage figures show changes from the previous year.)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of the parent company	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended December 31, 2025	32,505	1.6	1,992	28.5	2,169	36.0	1,296	46.1
December 31, 2024	31,990	0.2	1,551	(41.5)	1,595	(41.2)	887	(55.7)

Note: Comprehensive income: Nine months ended December 31, 2025: ¥1,278 million (48.4%)
Nine months ended December 31, 2024: ¥861 million (-60.2%)

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended December 31, 2025	39.83	39.17
December 31, 2024	27.27	26.87

(2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of December 31, 2025	50,623	27,483	53.6	832.16
March 31, 2025	49,678	27,055	53.8	820.93

(Reference) Equity capital: As of December 31, 2025: ¥27,112 million As of March 31, 2025: ¥26,726 million

2. Dividends

	Dividends per share				
	First quarter-end	Second quarter-end	Third quarter-end	Year-end	Annual
	Yen	Yen	Yen	Yen	Yen
Year ended March 31, 2025	—	14.00	—	14.00	28.00
Year ending March 31, 2026	—	14.00	—	—	—
Year ending March 31, 2026 (forecast)	—	—	—	14.00	28.00

Note: Revisions to dividend forecasts published most recently: None

3. Consolidated financial forecast for the fiscal year ending March 31, 2026 (April 1, 2025 – March 31, 2026)

(Percentage figures show changes from the previous year.)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of the parent company		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	47,623	9.9	2,778	27.4	2,844	26.4	1,464	78.2	44.99

Note: Revisions to most recently announced results forecasts: None

Notes:

(1) Significant changes to subsidiaries during the period: None

(2) Application of specific accounting methods for preparing the quarterly consolidated financial statements: None

(3) Changes in accounting policies, accounting estimates and restatement of revisions

- | | |
|--|------|
| 1) Changes in accounting policies due to revision of accounting standards, etc.: | None |
| 2) Changes in accounting policies other than 1): | None |
| 3) Changes in accounting estimates: | None |
| 4) Restatement of revisions: | None |

(4) Number of outstanding shares (common stock):

- | | | | |
|--|-------------------|-------------------------------------|-------------------|
| 1) Number of shares issued and outstanding (including treasury shares) | | | |
| As of December 31, 2025 | 34,393,200 shares | As of March 31, 2025 | 34,393,200 shares |
| 2) Number of treasury shares | | | |
| As of December 31, 2025 | 1,812,340 shares | As of March 31, 2025 | 1,836,740 shares |
| 3) Average number of shares issued and outstanding in each period | | | |
| Nine months ended December 31, 2025 | 32,566,627 shares | Nine months ended December 31, 2024 | 32,542,730 shares |

* **A review of the attached quarterly consolidated financial statements by certified public accountants or auditing firms: None**

* **Explanation of the appropriate use of financial results forecasts; other important items**

(Cautionary statement regarding forward-looking statements, etc.)

Forward-looking statements in this document, including forecasts, are based on information available at the time of disclosure and on certain assumptions deemed reasonable by the Company. Actual results may differ materially from forward-looking statements due to a number of factors. For more information about these assumptions and other conditions that form the basis of these forecasts, please see page 2 of the supplementary materials, “1. Analysis of operating results and financial position, (3) Qualitative information on consolidated financial forecasts.”

Contents

1. Analysis of operating results and financial position	2
(1) Analysis of operating results.....	2
(2) Analysis of financial position	2
(3) Qualitative information on consolidated financial forecasts.....	2
2. Quarterly consolidated financial statements and related notes	3
(1) Quarterly consolidated balance sheets.....	3
(2) Quarterly consolidated statements of income and comprehensive income	5
(Quarterly consolidated statements of income)	5
(Quarterly consolidated statements of comprehensive income)	6
(3) Notes on quarterly consolidated financial statements	7
(Notes on the going concern assumption)	7
(Notes on significant fluctuation in amounts of shareholders' equity)	7
(Notes to segment information, etc.)	8
(Notes to statement of cash flows)	9

1. Analysis of operating results and financial position

(1) Analysis of operating results

Operating results for the first nine months of fiscal 2026

During the first nine months of the consolidated fiscal year under review, the Japanese economy staged a moderate recovery on the back of the rebound of consumer spending and inbound tourist demand, although high raw material prices, the continuing labor shortage, the weaker yen and other factors did have an impact. That said, the outlook still remained uncertain mainly due to developments regarding U.S. tariff policies and the prolongation of geopolitical risks.

In this economic environment, the Group entered the final year of the ARTNATURE Advance Plan, its medium-term management plan. Under this plan, the Group continued to leverage its strengths and tackle a range of issues to enhance its business performance and increase its market share in the haircare industry while simultaneously promoting its business activities by expanding businesses acquired in new areas with a view toward taking a significant leap for the creation of a new ARTNATURE capable of opening up the next phase.

As a result, consolidated net sales in the first nine months under review increased 1.6% year on year, to ¥32,505 million, chiefly due to solid sales to repeat customers in both the men's and ladies' businesses and an increase in sales of ladies' ready-made wigs, although the Group struggled to attract new customers in the ladies' business. In terms of profits, operating income stood at ¥1,992 million (increasing 28.5% year on year), and ordinary income came to ¥2,169 million (increasing 36.0% year on year) mainly due to an increase in net sales. Net income attributable to owners of the parent company was ¥1,296 million (increasing 46.1% year on year).

Business results by segment are as follows.

Men's business

Sales in the men's business rose 0.6% year on year, to ¥17,401 million, reflecting a slight increase in sales to new customers due to effective advertising and a small increase in sales to repeat customers which was mainly attributed to customer retention programs.

Ladies' business

Sales in the ladies' business rose 3.1% year on year to ¥9,577 million, attributable to a year-on-year increase in sales to repeat customers as a result of capturing replacement demand for wigs without clips, which offset a year-on-year decrease in sales to new customers due to a weak response to advertising.

Ladies' ready-made wigs business

Sales in the ladies' ready-made wigs business rose 2.2% year on year to ¥4,439 million, chiefly reflecting strong sales to repeat customers.

(2) Analysis of financial position

Assets, liabilities and net assets

(Assets)

As of the end of the third quarter, total assets were ¥50,623 million, an increase of ¥944 million compared with the end of the previous fiscal year. This reflected an increase in non-current assets of ¥1,127 million, principally because of an increase in property, plant and equipment that more than offset a decline in current assets of ¥183 million.

(Liabilities)

As of the end of the third quarter, liabilities totaled ¥23,139 million, an increase of ¥515 million compared with the end of the previous fiscal year. Current liabilities rose ¥297 million, mainly due to an increase in advances received, and non-current liabilities rose ¥218 million primarily due to an increase in net defined benefit liability.

(Net assets)

As of the end of the third quarter, net assets were ¥27,483 million, an increase of ¥428 million compared with the end of the previous fiscal year. This largely reflected an increase in retained earnings.

(3) Qualitative information on consolidated financial forecasts

Consolidated financial forecasts for the fiscal year ending March 31, 2026 remain the same as those announced on May 15, 2025.

2. Quarterly consolidated financial statements and related notes**(1) Quarterly consolidated balance sheets**

(Millions of yen)

	As of March 31, 2025	As of December 31, 2025
Assets		
Current assets		
Cash and deposits	18,163	18,201
Accounts receivable – trade	3,093	3,214
Securities	32	30
Merchandise and finished goods	3,182	3,166
Work in process	214	182
Raw materials and supplies	1,893	1,814
Others	1,297	1,082
Allowance for doubtful accounts	(7)	(5)
Total current assets	27,870	27,686
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	5,190	6,820
Others, net	4,740	4,058
Total property, plant and equipment	9,930	10,879
Intangible assets		
Others	1,821	1,775
Total intangible assets	1,821	1,775
Investments and other assets		
Others	10,688	10,863
Allowance for doubtful accounts	(631)	(581)
Total investments and other assets	10,056	10,281
Total non-current assets	21,808	22,936
Total assets	49,678	50,623

(Millions of yen)

	As of March 31, 2025	As of December 31, 2025
Liabilities		
Current liabilities		
Accounts payable – trade	343	299
Accounts payable – other	2,183	1,594
Income taxes payable	265	466
Advances received	6,169	6,931
Provision for bonuses	1,103	552
Provision for directors' bonuses	142	112
Provision for product warranties	45	40
Others	3,256	3,810
Total current liabilities	13,510	13,807
Non-current liabilities		
Net defined benefit liability	4,096	4,258
Asset retirement obligations	3,163	3,203
Others	1,854	1,870
Total non-current liabilities	9,113	9,332
Total liabilities	22,623	23,139
Net assets		
Shareholders' equity		
Capital stock	3,667	3,667
Capital surplus	3,631	3,636
Retained earnings	19,742	20,127
Treasury shares	(1,031)	(1,017)
Total shareholders' equity	26,009	26,413
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	63	125
Foreign currency translation adjustment	163	161
Remeasurements of defined benefit plans	490	412
Total accumulated other comprehensive income	717	699
Subscription rights to shares	317	360
Non-controlling interests	11	10
Total net assets	27,055	27,483
Total liabilities and net assets	49,678	50,623

(2) Quarterly consolidated statements of income and comprehensive income
(Quarterly consolidated statements of income)

	(Millions of yen)	
	Nine months ended December 31, 2024	Nine months ended December 31, 2025
Net sales	31,990	32,505
Cost of sales	10,877	11,028
Gross profit	21,113	21,476
Selling, general and administrative expenses	19,562	19,484
Operating income	1,551	1,992
Non-operating income		
Interest income	35	50
Foreign exchange gains	58	70
Reversal of allowance for doubtful accounts	–	50
Others	23	28
Total non-operating income	117	199
Non-operating expenses		
Provision of allowance for doubtful accounts	49	–
Guarantee commission	15	14
Others	9	8
Total non-operating expenses	74	22
Ordinary income	1,595	2,169
Extraordinary income		
Gain on sales of non-current assets	0	0
Total extraordinary income	0	0
Extraordinary losses		
Loss on retirement of non-current assets	0	0
Impairment loss	35	72
Total extraordinary losses	36	72
Income before income taxes	1,559	2,098
Income taxes – current	518	704
Income taxes – deferred	152	95
Total income taxes	671	799
Net income	888	1,299
Net income attributable to non-controlling interests	0	2
Net income attributable to owners of the parent company	887	1,296

(Quarterly consolidated statements of comprehensive income)

	(Millions of yen)	
	Nine months ended December 31, 2024	Nine months ended December 31, 2025
Net income	888	1,299
Other comprehensive income		
Valuation difference on available-for-sale securities	(9)	62
Foreign currency translation adjustment	18	(5)
Remeasurements of defined benefit plans	(35)	(77)
Total other comprehensive income	(27)	(20)
Comprehensive income	861	1,278
(Comprehensive income attributable to)		
Owners of the parent company	861	1,279
Non-controlling interests	(0)	(1)

(3) Notes on quarterly consolidated financial statements

(Notes on the going concern assumption)

There is no related information.

(Notes on significant fluctuation in amounts of shareholders' equity)

There is no related information.

(Notes to segment information, etc.)

[Segment information]

I. Nine months ended December 31, 2024

1. Information regarding sales, income (loss), by reportable segment

(Millions of yen)

	Reportable segment				Others Note 1	Total	Adjustment Note 2	Amount in quarterly consolidated statement of income Note 3
	Men's business	Ladies' business	Ladies' ready-made wigs business	Total				
Net sales								
Sales to external customers	17,297	9,289	4,345	30,932	1,058	31,990	—	31,990
Intersegment sales and transfers	—	—	—	—	2,144	2,144	(2,144)	—
Total	17,297	9,289	4,345	30,932	3,203	34,135	(2,144)	31,990
Segment income	10,863	5,865	3,542	20,270	1,003	21,274	(160)	21,113

Notes: 1. Others is not a reportable segment and mainly includes manufacturing subsidiaries.

2. The adjustment of -¥160 million in segment income is an elimination of intersegment transactions related to inventories, etc.

3. Segment income has been adjusted to reconcile with the gross profits in the quarterly consolidated financial statements.

2. Adjustments to reconcile total segment income for reportable segments with operating income in the quarterly consolidated statements of income

(Millions of yen)

	Amount
Total for reportable segments	20,270
Others Note 1	1,003
Total	21,274
Adjustment Note 2	(160)
Gross profit in the quarterly consolidated statements of income	21,113
Selling, general and administrative expenses	19,562
Operating income in the quarterly consolidated statements of income	1,551

3. Information on impairment losses on non-current assets and goodwill by reportable segment

(Important impairment loss on non-current assets)

No significant impairment losses on non-current assets were recognized in the first nine months under review.

II. Nine months ended December 31, 2025

1. Information regarding sales, income (loss), by reportable segment

(Millions of yen)

	Reportable segment				Others Note 1	Total	Adjustment Note 2	Amount in quarterly consolidated statement of income Note 3
	Men's business	Ladies' business	Ladies' ready-made wigs business	Total				
Net sales								
Sales to external customers	17,401	9,577	4,439	31,419	1,085	32,505	—	32,505
Intersegment sales and transfers	—	—	—	—	2,128	2,128	(2,128)	—
Total	17,401	9,577	4,439	31,419	3,213	34,633	(2,128)	32,505
Segment income	10,936	6,073	3,603	20,614	1,044	21,658	(181)	21,476

Notes: 1. Others is not a reportable segment and mainly includes manufacturing subsidiaries.

2. The adjustment of -¥181 million in segment income is an elimination of intersegment transactions related to inventories, etc.

3. Segment income has been adjusted to reconcile with the gross profits in the quarterly consolidated financial statements.

2. Adjustments to reconcile total segment income for reportable segments with operating income in the quarterly consolidated statements of income

(Millions of yen)

	Amount
Total for reportable segments	20,614
Others Note 1	1,044
Total	21,658
Adjustment Note 2	(181)
Gross profit in the quarterly consolidated statements of income	21,476
Selling, general and administrative expenses	19,484
Operating income in the quarterly consolidated statements of income	1,992

3. Information on impairment losses on non-current assets and goodwill by reportable segment

(Important impairment loss on non-current assets)

No significant impairment losses on non-current assets were recognized in the first nine months under review.

(Notes to statement of cash flows)

The Company did not prepare quarterly consolidated statements of cash flows for the first nine months under review. Depreciation (including amortization of intangible assets except for goodwill) for the nine-month period under review are as follows:

(Millions of yen)

	Nine months ended December 31, 2024	Nine months ended December 31, 2025
Depreciation	831	954