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May 19, 2025

## Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2025 (Under Japanese GAAP)

Company name: Ai ROBOTICS INC.  
Listing: Tokyo Stock Exchange  
Securities code: 247A  
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Telephone: +81-3-6809-0142  
Scheduled date of annual general meeting of shareholders: June 24, 2025  
Scheduled date to commence dividend payments: —  
Scheduled date to file annual securities report: June 25, 2025  
Preparation of supplementary material on financial results: Yes  
Holding of financial results briefing: Yes (for institutional investors and analysts)

(Yen amounts are rounded down to millions, unless otherwise noted.)

### 1. Non-consolidated financial results for the fiscal year ended March 31, 2025 (from April 1, 2024 to March 31, 2025)

#### (1) Non-consolidated operating results

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit	
Fiscal year ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
March 31, 2025	14,206	101.2	2,480	97.3	2,422	96.3	1,703	106.4
March 31, 2024	7,061	—	1,256	—	1,234	—	825	—

	Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to net sales
Fiscal year ended	Yen	Yen	%	%	%
March 31, 2025	162.37	140.72	76.8	42.1	17.5
March 31, 2024	137.52	—	115.2	37.0	17.8

Reference: Share of profit (loss) of entities accounted for using equity method

Fiscal year ended March 31, 2025: ¥ - million

Fiscal year ended March 31, 2024: ¥ - million

- (Notes) 1. On June 14, 2024, the Company conducted a 2,000-for-1 stock split. “Basic earnings per share” and “Diluted earnings per share” are calculated by granting that the stock split was executed at the beginning of the fiscal year ended March 31, 2024.
2. Regarding diluted earnings per share for the fiscal year ended March 31, 2024, although there were dilutive shares, this is not recorded because the Company’s shares were unlisted and it is not possible to determine the average share price during the period.
3. The Company was listed on the Tokyo Stock Exchange Growth Market on September 27, 2024. Diluted earnings per share for the fiscal year ended March 31, 2025 is calculated based on the average share price from the date of initial listing to the last day of the fiscal year ended March 31, 2025 as the average share price during the period.

#### (2) Non-consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
March 31, 2025	6,966	3,309	47.5	283.41
March 31, 2024	4,555	1,129	24.8	(3.08)

Reference: Equity

As of March 31, 2025: ¥3,309 million

As of March 31, 2024: ¥1,128 million

(Note) On June 14, 2024, the Company conducted a 2,000-for-1 stock split. “Net assets per share” is calculated by granting that the stock split was carried out at the beginning of the previous fiscal year.

#### (3) Non-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
Fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
March 31, 2025	1,314	(156)	(143)	3,932
March 31, 2024	900	(89)	973	2,917

## 2. Cash dividends

	Annual dividends per share					Total cash dividends (Total)	Payout ratio	Ratio of dividends to net assets
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
Fiscal year ended March 31, 2024	—	0.00	—	0.00	0.00	—	—	—
Fiscal year ended March 31, 2025	—	0.00	—	0.00	0.00	—	—	—
Fiscal year ending March 31, 2026 (Forecast)	—	0.00	—	0.00	0.00		—	

## 3. Non-consolidated financial results forecast for the fiscal year ending March 31, 2026 (from April 1, 2025 to March 31, 2026)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	28,000	97.1	4,800	93.5	4,775	97.1	3,330	95.5	285.15

(Note) The earnings forecast for the six months ending September 30, 2025, has been omitted because the Company manages operations yearly. For details, see the “1. Overview of operating results, etc. (4) Future outlook” on p. 3 of the attached materials.

### \* Notes

(1) Changes in accounting policies, changes in accounting estimates, and restatement

- (i) Changes in accounting policies due to revisions to accounting standards and other regulations: None
- (ii) Changes in accounting policies due to other reasons: None
- (iii) Changes in accounting estimates: None
- (iv) Restatement: None

(2) Number of issued shares (common shares)

(i) Total number of issued shares at the end of the period (including treasury shares)

As of March 31, 2025	11,678,000 shares
As of March 31, 2024	6,000,000 shares

(ii) Number of treasury shares at the end of the period

As of March 31, 2025	10 shares
As of March 31, 2024	- shares

(iii) Average number of shares outstanding during the period

Fiscal year ended March 31, 2025	10,490,547 shares
Fiscal year ended March 31, 2024	6,000,000 shares

(Note) On June 14, 2024, the Company conducted a 2,000-for-1 stock split. “Total number of issued shares at the end of the period” and “Average number of shares outstanding during the period” are calculated by granting that the stock split was carried out at the beginning of the previous fiscal year.

\* Financial results reports are exempt from audit conducted by certified public accountants or an audit firm.

\* Proper use of earnings forecasts, and other special matters

The performance forecasts and other forecasting statements contained in this document are based on information currently available to the Company and on certain assumptions that the Company believes to be reasonable, and are not intended to guarantee that they will be achieved. Furthermore, the actual results may differ for any number of reasons. Regarding cautions for use of the conditions underlying earnings forecasts and projections, see “1. Overview of operating results, etc. (4) Future outlook” on p. 3 of the attached materials.

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## 1. Overview of operating results, etc.

### (1) Overview of operating results for the fiscal year under review

During this fiscal year, the Japanese economy showed signs of a gradual recovery in personal consumption. Attention has focused on wage increases in response to rising prices and on the Bank of Japan's shift in monetary policy, and changes in consumer purchasing behavior have also been observed. In the skincare and beauty market, where the Company primarily operates, a growing awareness of beauty continues, and demand has remained strong.

Across the industry, in-store purchases have been gradually recovering after the COVID-19 pandemic, while the e-commerce market also continues to expand, making sales strategies through diverse channels increasingly important.

In this market environment, we have focused on providing products with a strong emphasis on quality while achieving an excellent balance between price and design, to enable more consumers to try our products.

Under our main brand, Yunth, we launched seven new products and expanded our brand lineup during the current fiscal year. The "Pure VC Whitening Serum" won first place from Rakuten Best Cosmetics and continues to receive great acclaim. Other "Yunth" brand products have also received various awards and have a devoted following.

The beauty appliance brand "Brighte", launched in February 2024, has also seen sales increase steadily, with the "ELEKI BRUSH" taking the top spot in Amazon and Rakuten rankings. In March 2025, the brand has launched the new "SHOWER DRYER" hair dryer, expanding the product lineup.

As a result of these developments, net sales for this fiscal year were 14,206,033 thousand yen (up 101.2% YoY), operating profit was 2,480,288 thousand yen (up 97.3% YoY), ordinary profit was 2,422,741 thousand yen (up 96.3% YoY), and profit for this fiscal year was 1,703,320 thousand yen (up 106.4% YoY).

### (2) Overview of financial position for the fiscal year under review

#### (Assets)

Total assets at the end of this fiscal year were 6,966,482 thousand yen, an increase of 2,411,288 thousand yen compared to the end of the previous fiscal year. This was mainly due to an increase in cash and deposits of 914,643 thousand yen, accounts receivable trade of 504,077 thousand yen, inventories of 591,391 thousand yen, prepaid expenses of 121,646 thousand yen, and property, plant and equipment of 220,604 thousand yen.

#### (Liabilities)

Total liabilities at the end of this fiscal year were 3,656,505 thousand yen, an increase of 230,488 thousand yen compared to the end of the previous fiscal year. This was mainly due to an increase in accounts payable trade of 75,692 thousand yen, accounts payable other of 262,641 thousand yen, income taxes payable of 293,807 thousand yen, and accrued consumption taxes of 197,287 thousand yen, and to a decrease in interest-bearing liabilities of 594,012 thousand yen.

#### (Net assets)

Total net assets at the end of this fiscal year were 3,309,977 thousand yen, an increase of 2,180,799 thousand yen compared to the end of the previous fiscal year. This is due to an increase in retained earnings of 1,703,320 thousand yen by the recording of profit for this fiscal year, and an increase in share capital of 238,757 thousand yen and legal capital surplus of 238,757 thousand yen by the public offering of new shares executed in September 2024.

### (3) Status of cash flows for the fiscal year under review

Cash and cash equivalents (hereafter referred to as "funds") at the end of this fiscal year amounted to 3,932,150 thousand yen. The condition for each cash flow during this fiscal year and its factors are as follows:

#### (Cash flows from operating activities)

Funds obtained as a result of operating activities amounted to 1,314,356 thousand yen. This was mainly due to a decrease in funds due to an increase in trade receivables of 504,077 thousand yen, an increase in inventories of 591,391 thousand yen, and income taxes paid of 423,040 thousand yen, while also having an increase in funds due to pretax profit of 2,422,741 thousand yen, an increase in accounts payable other of 261,466 thousand yen, and an increase in accrued consumption taxes of 197,287 thousand yen.

#### (Cash flows from investing activities)

Funds obtained as a result of investing activities amounted to 156,696 thousand yen. This was mainly due to proceeds from withdrawal of time deposits of 100,000 thousand yen while also having expenditures in purchase of property, plant, and equipment of 254,082 thousand yen.

#### (Cash flows from financing activities)

Funds obtained as a result of financing activities amounted to 143,016 thousand yen. This was mainly due to proceeds from long-term borrowings of 313,000 thousand yen and proceeds from the issuance of new shares and the exercise of share acquisition rights of 477,515 thousand yen, while also having expenditures in the repayment of long-term borrowings of 419,012 thousand yen and the redemption of bonds of 488,000 thousand yen.

#### (4) Future outlook

Regarding the domestic economy, the Company expects a recovery in personal consumption due to widespread wage increases. On the other hand, rising prices for food and daily necessities have led to a persistent defensiveness toward the economy, and the Company predicts that consumers will become more selective in their purchases. The Company also expects the uncertain economic conditions brought about by Trump administration tariffs will continue for some time.

In this business environment, the Company will strive to achieve approximately double the growth of the fiscal year ended March 31, 2025 by providing attractive products and brands worthy of customers' purchasing choices, expanding sales channels, and creating competitive advantages through the use of its proprietary software SELL.

Based on the above, the Company's forecasts for the fiscal year ending March 31, 2026 are net sales of 28,000 million yen (up 97.1% YoY), operating profit of 4,800 million yen (up 93.5% YoY), ordinary profit of 4,775 million yen (up 97.1% YoY), and profit of 3,330 million yen (up 99.5% YoY).

Note that the above earnings forecasts have been prepared based on information available as of the date of this publication, and actual results may differ from the forecast figures due to various factors that may arise going forward.

#### 2. Basic thoughts regarding selection of accounting standards

Since the Company does not prepare consolidated financial statements, and in consideration of the burden of establishing a system for preparing financial statements based on international accounting standards, the Company prepares financial statements based on Japanese accounting standards.

### 3. Financial statements and major notes

#### (1) Balance sheet

(unit: thousand yen)

	Previous fiscal year (March 31, 2024)	Current fiscal year (March 31, 2025)
<b>Assets</b>		
Current assets		
Cash and deposits	3,017,507	3,932,150
Accounts receivable - trade	701,049	1,205,126
Merchandise	503,988	967,270
Supplies	23,860	151,970
Advance payments to suppliers	75,957	161,125
Prepaid expenses	17,794	139,440
Other	259	283
Total current assets	4,340,416	6,557,367
Non-current assets		
Property, plant, and equipment		
Buildings	—	205,684
Accumulated depreciation	—	(11,820)
Buildings, net	—	193,864
Tools, furniture, and fixtures	17,606	81,945
Accumulated depreciation	(6,182)	(28,013)
Tools, furniture, and fixtures, net	11,424	53,932
Leased assets	—	3,336
Accumulated depreciation	—	(667)
Leased assets, net	—	2,668
Construction in progress	20,235	—
Lump sum depreciable assets	2,948	4,747
Total property, plant, and equipment	34,608	255,212
Investments and other assets		
Investments in capital	10	10
Long-term prepaid expenses	979	2,254
Leasehold and guarantee deposits	98,638	98,024
Deferred tax assets	58,451	40,790
Total investments and other assets	158,079	141,079
Total non-current assets	192,688	396,292
Deferred assets		
Bond issuance costs	22,089	12,822
Total deferred assets	22,089	12,822
Total assets	4,555,194	6,966,482

(unit: thousand yen)

	Previous fiscal year (March 31, 2024)	Current fiscal year (March 31, 2025)
<b>Liabilities</b>		
Current liabilities		
Accounts payable - trade	185,039	260,731
Current portion of bonds payable	488,000	421,525
Current portion of long-term borrowings	394,952	346,055
Accounts payable - other	568,347	830,988
Income taxes payable	299,105	592,913
Accrued consumption taxes	36,806	234,094
Lease liabilities	—	733
Other	62,310	54,446
Total current liabilities	2,034,561	2,741,488
Non-current liabilities		
Bonds payable	701,525	280,000
Long-term borrowings	689,930	632,815
Lease liabilities	—	2,201
Total non-current liabilities	1,391,455	915,016
Total liabilities	3,426,016	3,656,505
<b>Net assets</b>		
Shareholders' equity		
Share capital	576,673	815,431
Capital surplus		
Legal capital surplus	573,673	812,431
Total capital surplus	573,673	812,431
Retained earnings		
Other retained earnings		
Retained earnings brought forward	(21,499)	1,681,820
Total retained earnings	(21,499)	1,681,820
Treasury shares	—	(35)
Total shareholders' equity	1,128,847	3,309,647
Share acquisition rights	330	330
Total net assets	1,129,177	3,309,977
Total liabilities and net assets	4,555,194	6,966,482

## (2) Statement of income

(unit: thousand yen)

	Previous fiscal year (from April 1, 2023 to March 31, 2024)	Current fiscal year (from April 1, 2024 to March 31, 2025)
Net sales	7,061,247	14,206,033
Cost of sales	1,548,159	3,063,178
Gross profit	5,513,087	11,142,854
Selling, general and administrative expenses	4,256,092	8,662,566
Operating profit	1,256,995	2,480,288
Non-operating income		
Interest income	22	2,216
Commission income	122	—
Miscellaneous income	57	100
Total non-operating income	203	2,316
Non-operating expenses		
Interest expenses	10,826	11,718
Interest expenses on bonds	2,836	5,451
Amortization of bond issuance costs	6,644	9,266
Listing expenses	—	26,082
Foreign exchange losses	820	6,055
Other	1,781	1,288
Total non-operating expenses	22,909	59,863
Ordinary profit	1,234,289	2,422,741
Extraordinary losses		
Brand liquidation losses	77,459	—
Total extraordinary losses	77,459	—
Pretax profit	1,156,829	2,422,741
Income taxes - current	281,798	701,760
Income taxes - deferred	49,914	17,660
Total income taxes	331,712	719,420
Profit	825,117	1,703,320



## (3) Statement of changes in equity

Previous fiscal year (from April 1, 2023 to March 31, 2024)

(unit: thousand yen)

	Shareholders' equity						Share acquisition rights	Total net assets
	Share capital	Capital surplus		Retained earnings		Total shareholders' equity		
		Legal capital surplus	Total capital surplus	Other retained earnings	Total retained earnings			
				Retained earnings brought forward				
Balance at beginning of period	576,673	573,673	573,673	(846,616)	(846,616)	303,730	—	303,730
Changes during period								
Profit				825,117	825,117	825,117		825,117
Issuance of new shares								
Issuance of new shares - exercise of share acquisition rights								
Net changes in items other than shareholders' equity							330	330
Total changes during period	—	—	—	825,117	825,117	825,117	330	825,447
Balance at end of period	576,673	573,673	573,673	(21,499)	(21,499)	1,128,847	330	1,129,177

Current fiscal year (from April 1, 2024 to March 31, 2025)

(unit: thousand yen)

	Shareholders' equity							Share acquisition rights	Total net assets
	Share capital	Capital surplus		Retained earnings		Treasury shares	Total shareholders' equity		
		Legal capital surplus	Total capital surplus	Other retained earnings	Total retained earnings				
				Retained earnings brought forward					
Balance at beginning of period	576,673	573,673	573,673	(21,499)	(21,499)	—	1,128,847	330	1,129,177
Changes during period									
Profit				1,703,320	1,703,320		1,703,320		1,703,320
Issuance of new shares	186,208	186,208	186,208				372,416		372,416
Issuance of new shares - exercise of share acquisition rights	52,549	52,549	52,549				105,099		105,099
Purchase of treasury shares						(35)	(35)		(35)
Net changes in items other than shareholders' equity									
Total changes during period	238,757	238,757	238,757	1,703,320	1,703,320	(35)	2,180,799	—	2,180,799
Balance at end of period	815,431	812,431	812,431	1,681,820	1,681,820	(35)	3,309,647	330	3,309,977

## (4) Statement of cash flows

(unit: thousand yen)

	Previous fiscal year (from April 1, 2023 to March 31, 2024)	Current fiscal year (from April 1, 2024 to March 31, 2025)
<b>Cash flows from operating activities</b>		
Pretax profit	1,156,829	2,422,741
Depreciation	7,488	37,989
Increase (decrease) in provision for shareholder benefit program	—	7,312
Interest income	(22)	(2,216)
Interest expenses	10,826	11,718
Interest expenses on bonds	2,836	5,451
Amortization of bond issuance costs	1,428	9,266
Guarantee fee amortization	6,644	1,288
Listing expenses	—	26,082
Donations	1,005	200
Brand liquidation losses	77,459	—
Decrease (increase) in trade receivables	(235,346)	(504,077)
Decrease (increase) in inventories	(397,082)	(591,391)
Decrease (increase) in advance payments to suppliers	(75,790)	(85,168)
Decrease (increase) in prepaid expenses	(11,065)	(122,935)
Increase (decrease) in trade payables	(30,010)	75,692
Increase (decrease) in accounts payable - other	349,461	261,466
Increase (decrease) in accrued consumption taxes	(18,418)	199,127
Increase (decrease) in income taxes payable	8,263	15,087
Other	37,870	(13,246)
Subtotal	892,377	1,754,388
Interest received	22	2,216
Interest paid	(13,662)	(17,169)
Donations paid	(1,005)	(200)
Income taxes refund	60,178	—
Income taxes paid	(37,734)	(423,040)
Net cash provided by (used in) operating activities	900,175	1,316,195
<b>Cash flows from investing activities</b>		
Proceeds from withdrawal of time deposits	—	100,000
Purchase of property, plant, and equipment	(38,685)	(255,922)
Payments of leasehold and guarantee deposits	(57,348)	(8,034)
Proceeds from refund of leasehold and guarantee deposits	6,348	5,419
Net cash provided by (used in) investing activities	(89,686)	(158,536)
<b>Cash flows from financing activities</b>		
Proceeds from long-term borrowings	600,000	313,000
Repayments of long-term borrowings	(331,355)	(419,012)
Proceeds from issuance of bonds	976,341	—
Redemption of bonds	(272,000)	(488,000)
Proceeds from issuance of shares resulting from exercise of share acquisition rights	—	101,829
Proceeds from issuance of shares	—	375,686
Proceeds from issuance of share acquisition rights	360	—
Purchase of treasury shares	—	(35)
Other	—	(26,483)
Net cash provided by (used in) financing activities	973,346	(143,016)
Net increase (decrease) in cash and cash equivalents	1,783,834	1,014,643
Cash and cash equivalents at beginning of period	1,133,672	2,917,507
Cash and cash equivalents at end of period	2,917,507	3,932,150

(5) Notes to financial statements

(Notes to going concern assumptions)

Not applicable.

(Notes on share of profit (loss) of entities accounted for using equity method)

Not applicable.

(Notes to segment information, etc.)

[Segment information]

The Company has a single segment, the D2C brand business, and so a description has been omitted.

(Notes on per share information)

	Previous fiscal year (from April 1, 2023 to March 31, 2024)	Current fiscal year (from April 1, 2024 to March 31, 2025)
Net assets per share	(¥3.08)	¥283.41
Basic earnings per share	¥137.52	¥162.37
Diluted earnings per share	—	¥140.72

(Notes) 1. By resolution of the Board of Directors held on May 15, 2024, the Company executed a stock split at 2,000 shares for each common share on June 14, 2024. Net assets per share and net basic earnings per share have been calculated by granting that the stock split was carried out at the beginning of the previous fiscal year.

2. Regarding diluted earnings per share for the previous fiscal year, although there were dilutive shares, this is not recorded because the Company's shares were unlisted and it is not possible to determine the average share price during the period.

3. The Company was listed on the Tokyo Stock Exchange Growth Market on September 27, 2024. Diluted earnings per share for the current fiscal year is calculated based on the average share price from the date of initial listing to the last day of the current fiscal year as the average share price during the period.

4. The basis for calculating net assets per share is as shown below.

	Previous fiscal year (March 31, 2024)	Current fiscal year (March 31, 2025)
Total net assets (thousand yen)	1,129,177	3,309,977
Amount deducted from total net assets (thousand yen)	1,147,677	330
(Of which, amount paid for Class A preferred shares (thousand yen))	(193,977)	(—)
(Of which, amount paid for Class B preferred shares (thousand yen))	(150,750)	(—)
(Of which, amount paid for Class C preferred shares (thousand yen))	(40,200)	(—)
(Of which, amount paid for Class D preferred shares (thousand yen))	(412,650)	(—)
(Amount paid for Class E preferred shares (thousand yen))	(349,770)	(—)
(Of which, share acquisition rights (thousand yen))	(330)	(330)
Net assets related to common stock at end of period (thousand yen)	(18,499)	3,309,647
Number of common shares at end of period used to calculate net assets per share	6,000,000	11,677,990

5. The basis for calculating net basic earnings per share and diluted earnings per share for the current fiscal year is as shown below.

	Previous fiscal year (from April 1, 2023 to March 31, 2024)	Current fiscal year (from April 1, 2024 to March 31, 2025)
Basic earnings per share		
Profit (thousand yen)	825,117	1,703,320
Amount not attributable to shareholders of common stock (thousand yen)	—	—
Profit attributable to common stock (thousand yen)	825,117	1,703,320
Average number of shares of common stock during the period (shares)	6,000,000	10,690,547
Diluted earnings per share		
Adjustment of profit (thousand yen)	—	—
Increase in number of shares of common stock (shares)	—	1,613,995
(Of which, share acquisition rights (shares))	—	(1,613,995)
Summary of potential shares that were not included in the calculation of diluted earnings per share because they have no dilutive effect	Share acquisition rights of 7 types (Number of stock acquisition rights: 993; Number of shares of common stock: 1,986,000)	—

(Notes to significant subsequent events)

Not applicable.