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August 13, 2025

Non-consolidated Financial Results for the Three Months Ended June 30, 2025 (Under Japanese GAAP)

Company name: Ai ROBOTICS INC.
 Listing: Tokyo Stock Exchange
 Securities code: 247A
 URL: <https://ai-robotics.co.jp/>
 Representative: Makoto Tatsukawa, Representative Director and President
 Inquiries: Yuta Sakamoto, Director and General Manager of Administrative Headquarters
 Telephone: +81-3-6809-0142
 Scheduled date to commence dividend payments: –
 Preparation of supplementary material on financial results: Yes
 Holding of quarterly financial results briefing: None

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

1. Non-consolidated financial results for the three months ended June 30, 2025 (from April 1, 2025 to June 30, 2025)

(1) Non-consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Three months ended June 30, 2025	4,500	75.8	18	(96.2)	0	(99.9)	0	(99.9)
June 30, 2024	2,559	–	478	–	472	–	333	–

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Three months ended June 30, 2025	0.04	0.03
June 30, 2024	43.09	–

(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 previous fiscal year.

2. The Company was listed on the Tokyo Stock Exchange Growth Market on September 27, 2024. Regarding diluted earnings per share for the three months ended June 30, 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.

(2) Non-consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio
	Millions of yen	Millions of yen	%
As of June 30, 2025	8,283	3,310	40.0
As of March 31, 2025	6,966	3,309	47.5

Reference: Equity

As of June 30, 2025: ¥3,310 million

As of March 31, 2025: ¥3,309 million

2. Cash dividends

	Annual dividends per share				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2025	–	0.00	–	0.00	0.00
Fiscal year ending March 31, 2026	–				
Fiscal year ending March 31, 2026 (Forecast)		0.00	–	0.00	0.00

(Note) Revisions to the forecast of cash dividends most recently announced: None

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

(Notes) 1. Revisions to the forecast of earnings most recently announced: None

2. 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. (3) Explanation of forecasting information such as earnings forecasts” on p. 2 of the attached materials.

* Notes

(1) Adoption of accounting treatment specific to the preparation of quarterly financial statements: Yes

For details, see the “2. Quarterly financial statements and major notes (3) Notes to quarterly financial statements (Notes on accounting treatments specific to the preparation of quarterly financial statements)” on p. 6 of the attached materials.

(2) 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

(3) Number of issued shares (common shares)

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

As of June 30, 2025	11,678,000 shares
As of March 31, 2025	11,678,000 shares

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

As of June 30, 2025	10 shares
As of March 31, 2025	10 shares

(iii) Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)

Three months ended June 30, 2025	11,678,000 shares
Three months ended June 30, 2024	7,748,945 shares

* Review of attached quarterly financial results by certified public accountants or audit corporations: None

* 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 significantly for any number of reasons. Regarding cautions for use of the conditions underlying earnings forecasts and projections, see “1. Overview of operating results, etc. (3) Explanation of forecasting information such as earnings forecasts” on p. 2 of the attached materials.

○ Table of Contents of Attached Materials

1. Overview of operating results, etc.	2
(1) Overview of operating results for the quarter under review.....	2
(2) Overview of financial position for the quarter under review	2
(3) Explanation of forecasting information such as earnings forecasts.....	2
2. Quarterly financial statements and major notes.....	3
(1) Quarterly balance sheet.....	3
(2) Quarterly statement of income.....	5
(3) Notes to quarterly financial statements	6
(Notes on accounting treatments specific to the preparation of quarterly financial statements).....	6
(Notes to segment information, etc.)	6
(Notes in case of significant changes in amount of shareholders' equity).....	6
(Notes to going concern assumptions)	6
(Notes on quarterly statement of cash flows)	6
(Notes to significant subsequent events)	7

1. Overview of operating results, etc.

(1) Overview of operating results for the quarter under review

During the three months ended June 30, 2025, although the Japanese economy was driven by an increase in the number of foreign tourists visiting Japan and the resulting inbound demand, which exceeded the previous year's levels, personal consumption remained flat due to the impact of rising prices, resulting in a moderate recovery trend.

The domestic skincare market, where the Company primarily operates, reached 1.3 trillion yen in 2023 (Source: Fuji Keizai Group, "Cosmetics Marketing Handbook 2024"), and we believe that there are ample growth opportunities for the Company in the future. In addition, the domestic beauty and health appliances market, which includes the beauty appliance brand "Brighte," is expected to reach a market size of 392.2 billion yen in 2023, and further market expansion can be anticipated. (Source: Fuji Keizai Group, "Beauty & Health Appliances Market and Related Service Trend Data 2023-2024")

During the first quarter of the fiscal year ending March 31, 2026, we launched a new inner care supplement, Liposome Raw Vitamin C, under our main brand "Yunth." Furthermore, we launched a new hair care brand, "Straine," with actor Tomohisa Yamashita as its brand ambassador, and achieved significant results such as ranking first on Rakuten's overall ranking on the first day of sales.

Regarding the beauty appliance brand "Brighte," the first batch of the new product "SHOWER DRYER," which simultaneously dries hair and sprays mist serum, sold out on the day of its release and achieved a strong start. We are also selling the Mickey Mouse limited edition ELEKI BRUSH+, and are steadily improving recognition of our beauty appliance brand.

As a result of these developments, net sales for the three months ended June 30, 2025 were 4,500,820 thousand yen (up 75.8% YoY), operating profit was 18,148 thousand yen (down 96.2% YoY), ordinary profit was 603 thousand yen (down 99.9% YoY), and profit attributable to owners of parent was 412 thousand yen (down 99.9% YoY).

(2) Overview of financial position for the quarter under review

(Assets)

Total assets as of June 30, 2025 were 8,283,603 thousand yen, an increase of 1,317,120 thousand yen compared to the end of the previous fiscal year. This was mainly due to an increase in accounts receivable - trade of 449,315 thousand yen, merchandise and supplies of 681,804 thousand yen, prepaid expenses of 117,198 thousand yen, advance payments to suppliers of 100,670 thousand yen, and leasehold and guarantee deposits of 132,066 thousand yen, despite a decrease in cash and deposits of 193,561 thousand yen.

(Liabilities)

Total liabilities as of June 30, 2025 were 4,973,000 thousand yen, an increase of 1,316,495 thousand yen compared to the end of the previous fiscal year. This was mainly due to an increase in accounts payable - trade of 432,382 thousand yen, accounts payable - other of 832,817 thousand yen, and interest-bearing liabilities of 867,949 thousand yen, despite a decrease in income taxes payable of 589,419 thousand yen and accrued consumption taxes of 234,094 thousand yen.

(Net assets)

Total net assets as of June 30, 2025 were 3,310,603 thousand yen, an increase of 625 thousand yen compared to the end of the previous fiscal year. This is due to an increase in retained earnings of 412 thousand yen by the recording of profit attributable to owners of parent and share acquisition rights of 213 thousand yen.

(3) Explanation of forecasting information such as earnings forecasts

There are no changes to the earnings forecasts for the fiscal year ending March 31, 2026, which were disclosed on May 14, 2025. If any revisions are necessary in the future, we will disclose them promptly.

2. Quarterly financial statements and major notes

(1) Quarterly balance sheet

(Unit: Thousands of yen)

	March 31, 2025	June 30, 2025
Assets		
Current assets		
Cash and deposits	3,932,150	3,738,589
Accounts receivable - trade	1,205,126	1,654,442
Merchandise	967,270	1,610,335
Supplies	151,970	190,709
Advance payments to suppliers	161,125	261,795
Prepaid expenses	139,440	256,639
Other	283	36,600
Total current assets	6,557,367	7,749,112
Non-current assets		
Property, plant, and equipment		
Buildings	205,684	205,684
Accumulated depreciation and impairment	(11,820)	(15,366)
Buildings, net	193,864	190,318
Tools, furniture, and fixtures	81,945	88,874
Accumulated depreciation and impairment	(28,013)	(35,058)
Tools, furniture, and fixtures, net	53,932	53,815
Leased assets	3,336	3,336
Accumulated depreciation and impairment	(667)	(834)
Leased assets, net	2,668	2,502
Lump sum depreciable assets	4,747	4,837
Total property, plant, and equipment	255,212	251,473
Investments and other assets		
Investments in capital	10	10
Long-term prepaid expenses	2,254	1,273
Leasehold and guarantee deposits	98,024	230,091
Deferred tax assets	40,790	40,790
Total investments and other assets	141,079	272,166
Total non-current assets	396,292	523,639
Deferred assets		
Bond issuance costs	12,822	10,851
Total deferred assets	12,822	10,851
Total assets	6,966,482	8,283,603

(Unit: Thousands of yen)

	March 31, 2025	June 30, 2025
Liabilities		
Current liabilities		
Accounts payable - trade	260,731	693,114
Current portion of bonds payable	421,525	421,525
Current portion of long-term borrowings	346,055	473,294
Accounts payable - other	830,988	1,663,806
Income taxes payable	592,913	3,493
Accrued consumption taxes	234,094	—
Lease liabilities	733	733
Provision for shareholder benefit program	7,312	—
Other	47,133	61,489
Total current liabilities	2,741,488	3,317,457
Non-current liabilities		
Bonds payable	280,000	280,000
Long-term borrowings	632,815	1,373,525
Lease liabilities	2,201	2,018
Total non-current liabilities	915,016	1,655,543
Total liabilities	3,656,505	4,973,000
Net assets		
Shareholders' equity		
Share capital	815,431	815,431
Capital surplus		
Legal capital surplus	812,431	812,431
Total capital surplus	812,431	812,431
Retained earnings		
Other retained earnings		
Retained earnings brought forward	1,681,820	1,682,233
Total retained earnings	1,681,820	1,682,233
Treasury shares	(35)	(35)
Total shareholders' equity	3,309,647	3,310,059
Share acquisition rights	330	543
Total net assets	3,309,977	3,310,603
Total liabilities and net assets	6,966,482	8,283,603

(2) Quarterly statement of income

(Unit: Thousands of yen)

	Three months ended June 30, 2024 (From April 1, 2024 to June 30, 2024)	Three months ended June 30, 2025 (From April 1, 2025 to June 30, 2025)
Net sales	2,559,589	4,500,820
Cost of sales	538,504	1,032,038
Gross profit	2,021,084	3,468,781
Selling, general and administrative expenses	1,542,446	3,450,632
Operating profit	478,638	18,148
Non-operating income		
Interest income	1	—
Foreign exchange gains	3,829	—
Total non-operating income	3,830	—
Non-operating expenses		
Interest expenses	3,228	4,723
Interest expenses on bonds	1,154	1,742
Amortization of bond issuance costs	2,636	1,971
Foreign exchange losses	—	8,865
Listing expenses	2,216	—
Other	398	242
Total non-operating expenses	9,634	17,545
Ordinary profit	472,834	603
Profit before income taxes	472,834	603
Income taxes	138,919	191
Profit attributable to owners of parent	333,915	412

(3) Notes to quarterly financial statements

(Notes on accounting treatments specific to the preparation of quarterly financial statements)

(Calculation of tax expenses)

Tax expenses are calculated by reasonably estimating the effective tax rate after applying tax effect accounting to the profit before income taxes for the fiscal year including the first quarter under review, and multiplying such estimated effective tax rate by the quarterly profit before income taxes.

(Notes to segment information, etc.)

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

(Notes in case of significant changes in amount of shareholders' equity)

Not applicable.

(Notes to going concern assumptions)

Not applicable.

(Notes on quarterly statement of cash flows)

The quarterly statement of cash flows for the three months ended June 30, 2025 has not been prepared. Depreciation for the three months ended June 30, 2025 is as follows.

	Three months ended June 30, 2024 (From April 1, 2024 to June 30, 2024)	Three months ended June 30, 2025 (From April 1, 2025 to June 30, 2025)
Depreciation	5,133 thousand yen	11,549 thousand yen

(Significant subsequent events)

(Stock split)

Based on a resolution of the Board of Directors held on August 13, 2025, the Company has resolved to conduct a stock split with a record date of September 30, 2025.

1. Purpose of the stock split

The purpose of the stock split is to reduce the amount per investment unit of the Company's shares, thereby creating a more investor-friendly environment and enhancing the liquidity of the Company's shares, with the aim of further expanding the investor base.

2. Overview of the stock split

(1) Method of the stock split

As of the record date of September 30, 2025, the common stock owned by shareholders listed or recorded in the shareholder register as of the record date will be split into five shares for each share.

(2) Number of shares to be increased as a result of the stock split

Total number of shares issued before the stock split	11,778,000 shares
Number of shares to be increased as a result of the stock split	47,112,000 shares
Total number of shares issued after the stock split	58,890,000 shares
Total number of authorized shares after the stock split	200,000,000 shares

*The number of shares above is based on the status as of July 31, 2025, and does not include any shares issued through the exercise of share acquisition rights between August 1, 2025, and the date of submission of the financial results for the three months ended June 30, 2025.

3. Schedule for the stock split

Record date announcement date: September 12, 2025 (scheduled)

Record date: September 30, 2025

Effective date: October 1, 2025

4. Impact on per share information

Assuming that the stock split had been conducted at the beginning of the fiscal year under review, the per share information would be as follows.

	Three months ended June 30, 2025 (From April 1, 2025 to June 30, 2025)
Basic earnings per share	0.01 yen
Diluted earnings per share	0.01 yen

5. Adjustment of the exercise price per share acquisition right and the number of shares per share acquisition right due to the stock split

In conjunction with the stock split, the exercise price per share acquisition right and the number of shares per share acquisition right to be exercised on or after October 1, 2025 will be adjusted as follows.

Share acquisition rights	Exercise price (yen)		Number of shares per share acquisition right	
	Before adjustment	After adjustment	Before adjustment	After adjustment
6th series	65	13	2,000	10,000
8th series	65	13	2,000	10,000
9th series	65	13	2,000	10,000
10th series	4,511	903	100	500
11th series	5,549	1,110	100	500

6. Change in share capital

There is no change in the amount of share capital in conjunction with this stock split.