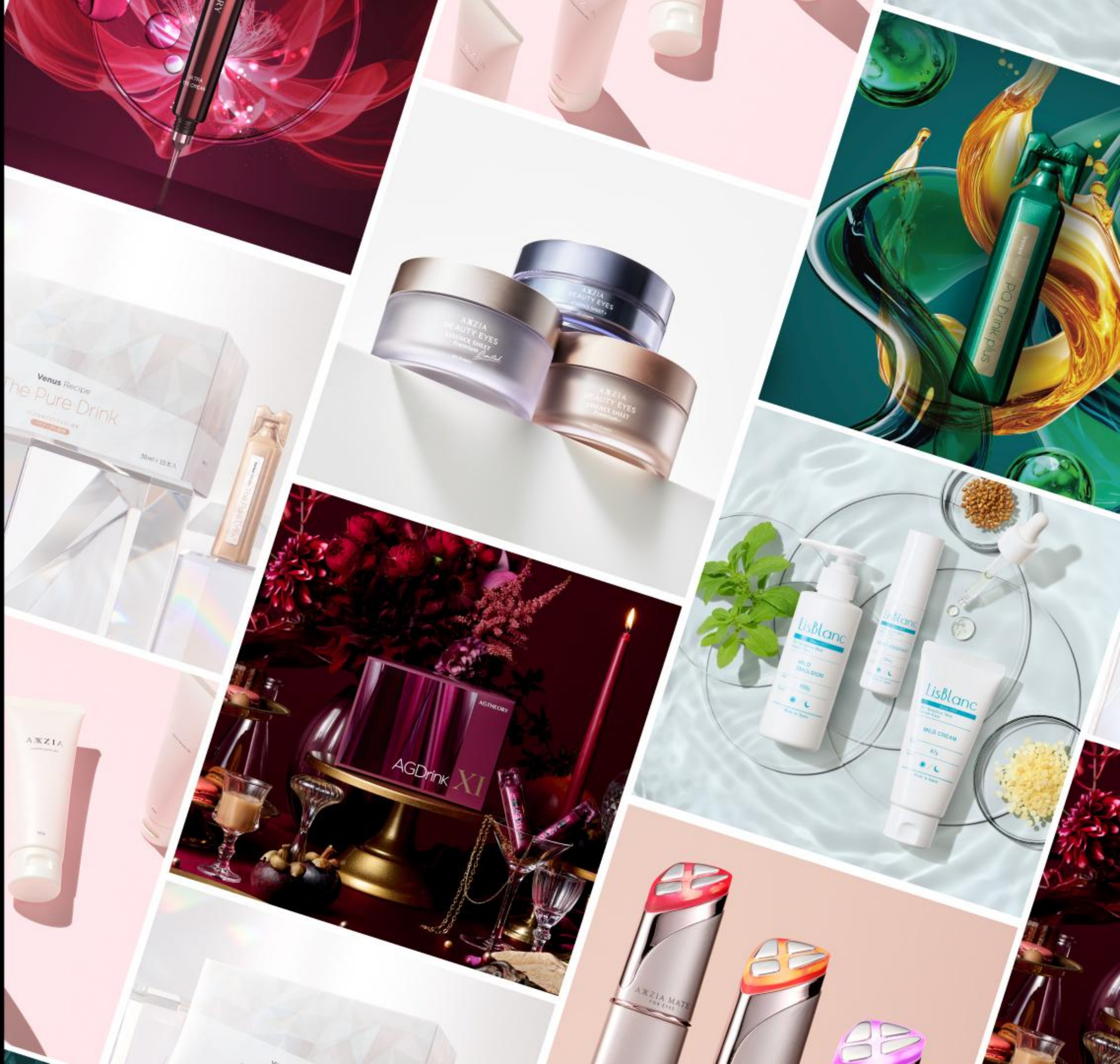
AXXZIA

Financial Results Presentation for FY07/26 Q3

AXXZIA Inc.

【TSE Standard：4936】

June 12th ,2026



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1. Executive Summary

Executive Summary

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FY07/26 Q3 Consolidated **Results**	■ **Net sales: 9.88bn yen (-1.9% YoY)** ■ **Operating income: -0.04bn yen (FY07/25 Q3 0.42bn yen)** ■ **Net income: 0.03bn yen (-85.7% YoY)** ● Net sales declined slightly YoY due to **slower growth in a portion of Chinese e-commerce sales** and the impact of **price revisions at M&D in response to the weaker yen**. ● Recorded an operating loss of 40 million yen due to an **increase in personnel** assigned to priority areas and the continuation of **advertising investments**, among other factors. ● Full- year earnings forecast for FY07/26 revised downward.
Topics	● Japan: Actress **Hikaru Takahashi** appointed as **brand ambassador** for LisBlanc ● Japan: Added **two skincare items** to the LisBlanc product lineup ● China: Newly launched **AGTHEORY Radiance Eye Sheet** ● China: Launched a collaboration project with a **renowned creator** from August 2026 ● The third markets: Sales in Southeast Asia **increased 213.8%** YoY ● The third markets: Collaborated with Top Malaysian KOLs in May, resulting in GMV of **approximately 0.13 billion yen** in four days*

* Based on exchange rate of approximately 40.17 JPY per 1 MYR (as of May 2026).

Revision of Earnings Forecasts (FY07/26)

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Due to the impact of tensions between Japan and China since November 2025 and other factors, Chinese e-commerce sales have trended below the previous forecast since Q2. Although the impact has been showing signs of subsiding, recovery is not expected to be sufficient to make up for the shortfall against the previous forecast, prompting a revision to the earnings forecast. In addition to the decline in Chinese e-commerce sales, operating income is also expected to fall below the previous forecast due to a sharp increase in related advertising expenses and payment processing commissions.

(Unit: Millions of yen)

	FY07/25 Results	FY07/26 Previous forecast	FY07/26 Revised forecast	YoY change (amount)	YoY change
Net sales	13,478	14,440	**13,500**	-940	-6.5%
Operating income	513	570	**-250**	-820	-
Operating margin	3.8%	3.9%	**-1.9%**	-	-5.8pt
Ordinary income	504	560	**-34**	-594	-
Profit attributable to owners of parent	320	370	**-105**	-475	-

2. Business Results: Highlights

Net Sales and Profit (FY07/26 Q3 consolidated results)

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Net sales declined slightly YoY due to slower growth in a portion of Chinese e-commerce sales. Despite recording an operating loss of 48 million yen due to an increase in SG&A expenses, including advertising expenditures, net income remained positive.

(Unit: Millions of yen)

	FY07/25 Q3	FY07/26 Q3	YoY change (amount)	YoY change
Net sales	10,080	**9,886**	-193	-1.9%
Operating income	426	**-48**	-474	-
Operating margin	4.2%	**-0.5%**	-	-4.7pt
Ordinary income	342	**132**	-210	-61.3%
Profit attributable to owners of parent	211	**30**	-181	-85.7%

Net Sales by Region and Channel (FY07/26 Q3 consolidated results)

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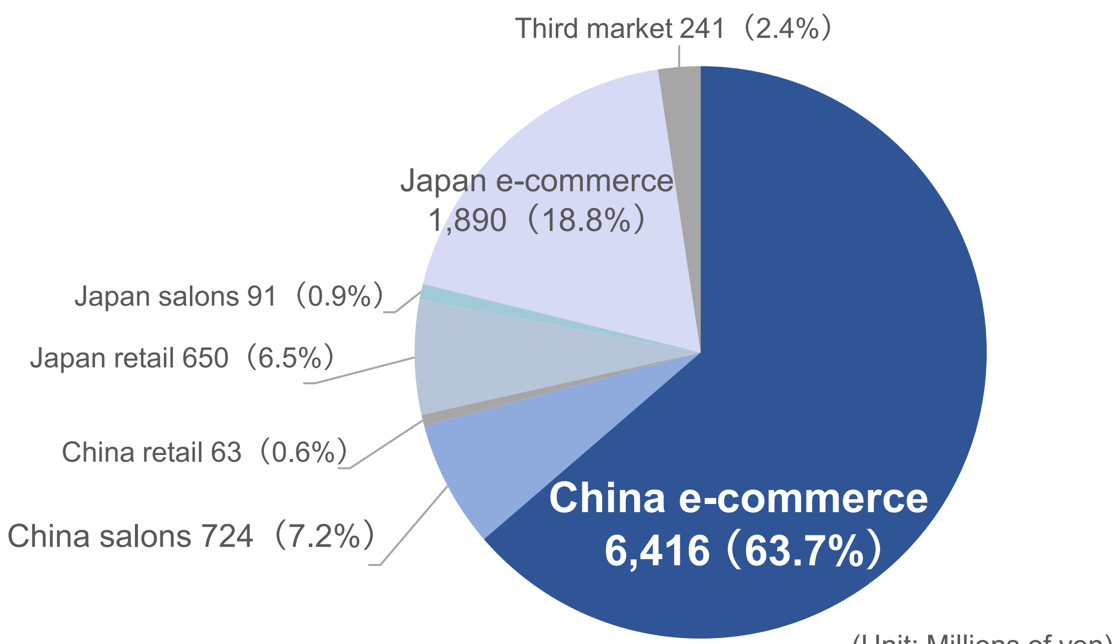
Although headwinds in the business environment in China continued to have an impact, sales were roughly flat YoY. In Japan, e-commerce sales declined due to price revisions at M&D in response to the weaker yen. The third market continued to grow.

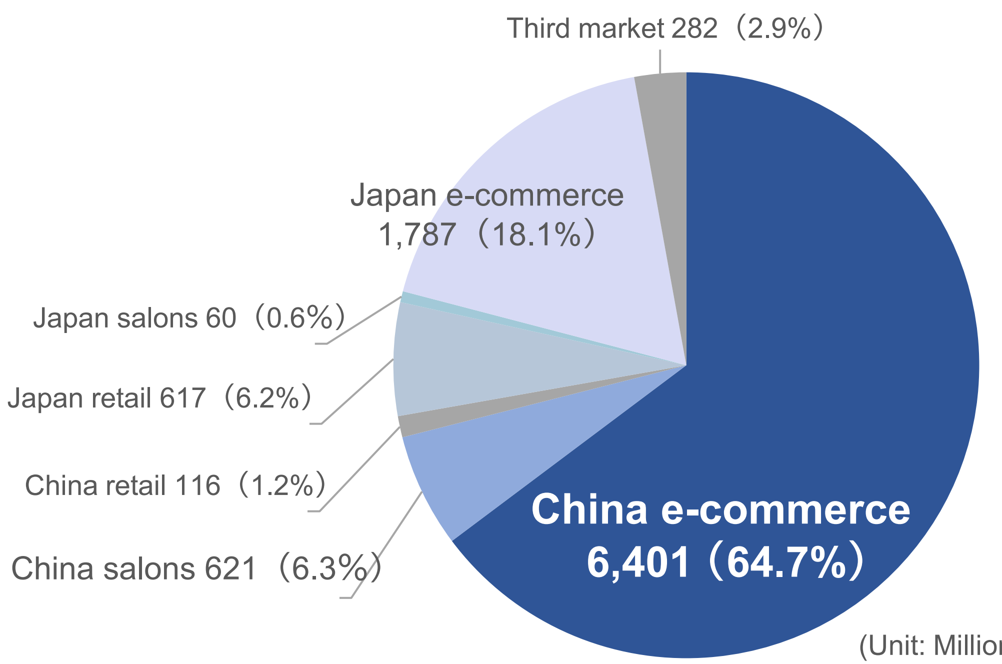
■ China net sales*	**7.1**bn yen	(Weighting 71.5% → **72.2%**)	**-0.9%** YoY
■ Japan net sales*	**2.4**bn yen	(Weighting 26.1% → **24.9%**)	**-6.4%** YoY
■ The third markets net sales	**0.2**bn yen	(Weighting 2.4% → **2.9%**)	**+16.7%** YoY

FY07/25 Q3



(Unit: Millions of yen)

FY07/26 Q3



(Unit: Millions of yen)

* Sales figures in China and Japan are the total of e-commerce, salon, and retail sales

China E-commerce Sales Trend (FY07/26 Q3 consolidated results)

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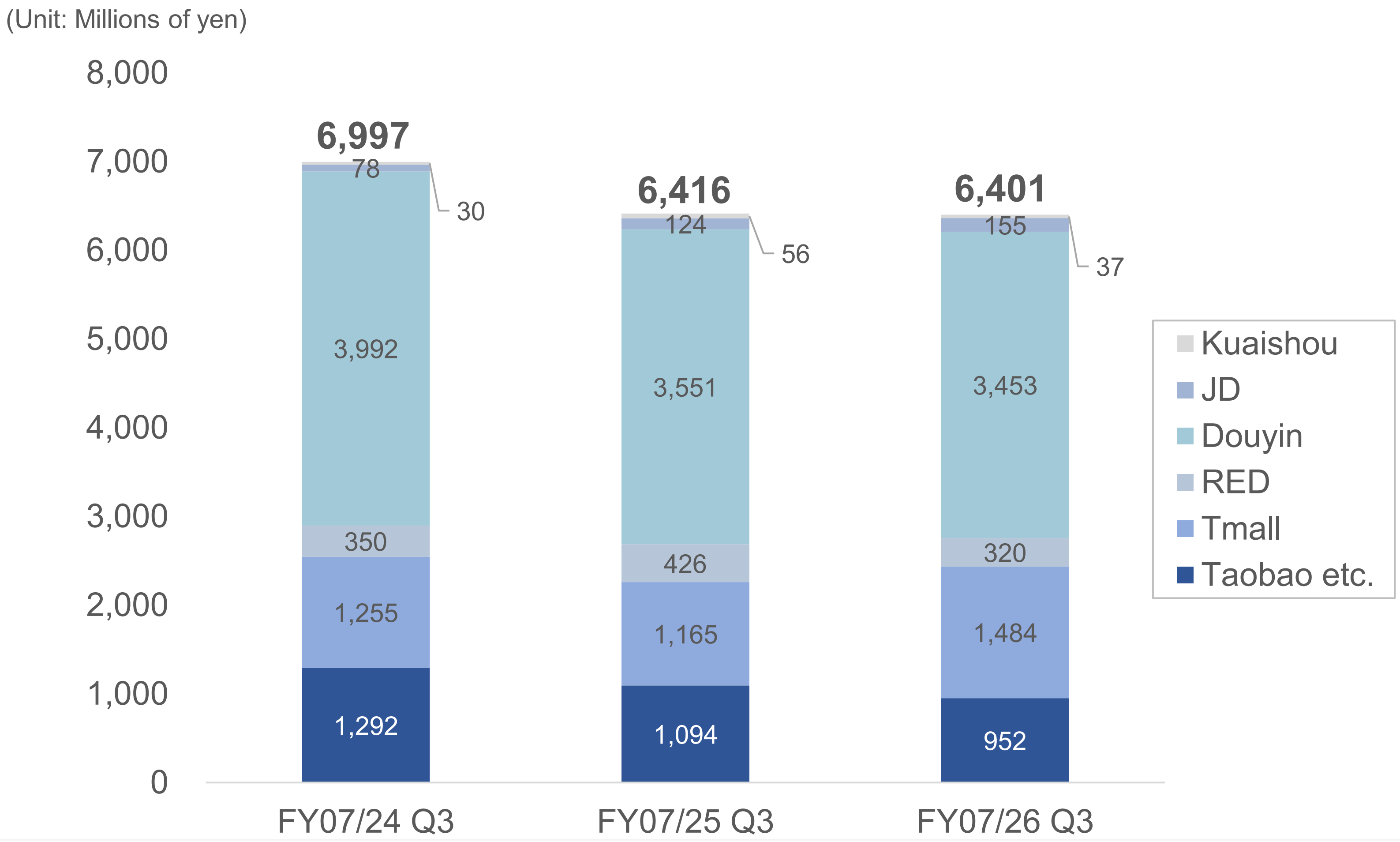
In Chinese e-commerce, **Tmall sales increased**. We received the **Annual Breakthrough Innovator** award in the Cosmetics & Self-Care category, which is presented to brands achieving strong performance on the platform.



Sales Breakdown by Brand (FY07/26 Q3)

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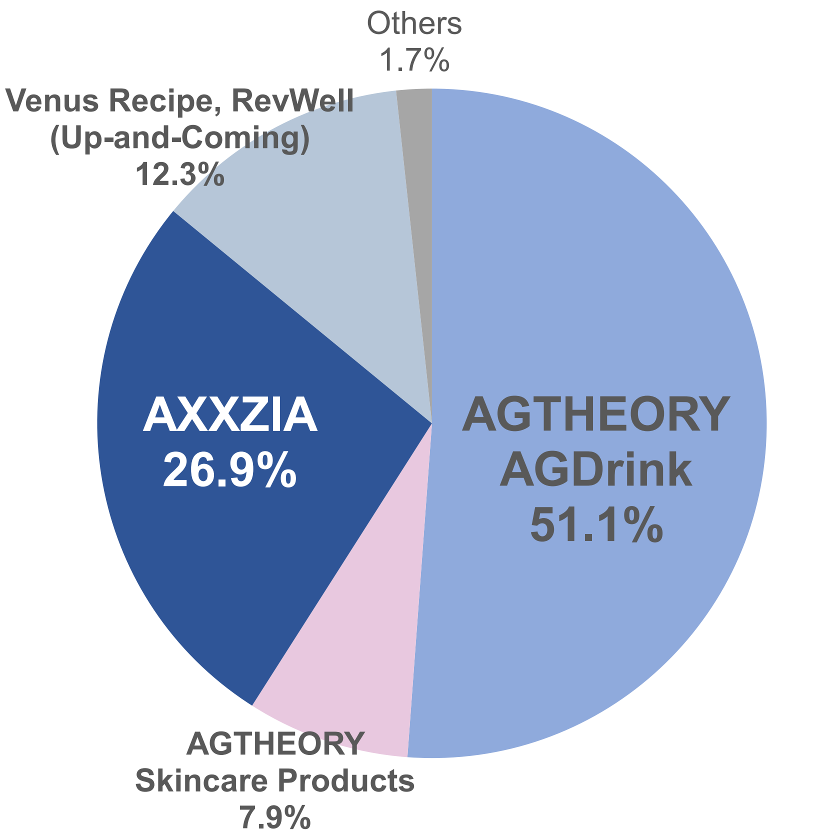
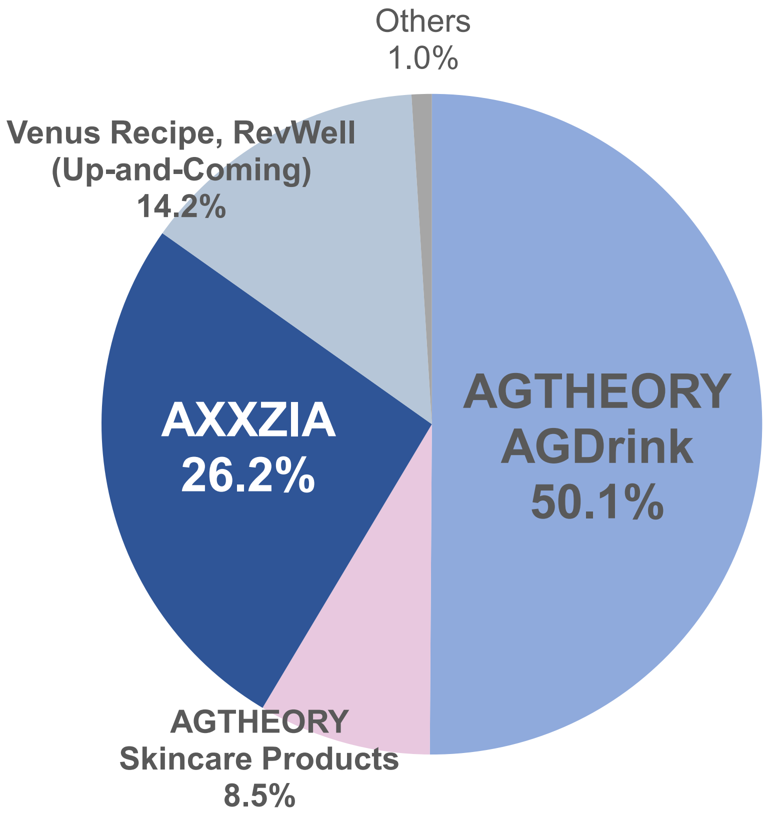
The launch of new products and sales enhancement initiatives contributed to sales growth in the **up-and-coming category** and **AGTHEORY cosmetics**. Brand portfolio diversification is progressing.

FY07/25 Q3



FY07/26 Q3



* The above composition is calculated based on our company’s standalone shipments

CoGS and SG&A expenses (FY07/26 Q3 consolidated results)

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Cost ratio remained at the same level as the previous fiscal year.
SG&A expenses increased due to an **increase in personnel** as growth investments in priority areas, as well as a **deterioration in advertising efficiency** in China, resulting in an operating loss of 48 million yen.

(Unit: Millions of yen)

	FY07/25 Q3		FY07/26 Q3		YoY	
	Amount	Ratio to Net sales	Amount	Ratio to Net sales	Amount	Change
Net sales	10,080	100.0%	9,886	100.0%	-193	-
Cost of goods sold	2,698	26.8%	2,582	26.1%	-115	-0.7pt
SG&A expenses	6,956	69.0%	7,352	74.4%	+396	+5.4pt
(Personnel expenses)	1,354	13.4%	1,462	14.8%	+108	+1.4pt
(Advertising expenses)	2,607	25.9%	2,782	28.1%	+174	+2.3pt
(Commissions paid)	1,486	14.7%	1,556	15.7%	+69	+1.0pt
Operating income	426	4.2%	-48	-0.5%	-474	-4.7pt

Consolidated B/S (FY07/26 Q3 consolidated results)

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The equity ratio remained strong at **78.7%**. An **interim dividend** was paid in April 2026 (114 million yen).

(Unit: Millions of yen)

	End-FY07/25	End-FY07/26 Q3	YoY change
	Amount	Amount	Amount
Current assets	7,546	**7,606**	+60
(Cash and deposits)	3,990	**4,263**	+273
Non-current assets	2,021	**2,045**	+23
Total assets	9,567	**9,651**	+84
Current liabilities	1,728	**1,836**	+108
Non-current liabilities	264	**214**	-49
Total liabilities	1,992	**2,051**	+58
(Interest-bearing liabilities)	860	**719**	-141
Total net assets	7,575	**7,600**	+25
(Retained earnings)	4,020	**3,821**	-198
(Treasury shares)	-838	**-838**	+0
Total liabilities and net assets	9,567	**9,651**	+84

3. Topics

Japan: Appointment of a Brand Ambassador for LisBlanc

Appointed actress **Hikaru Takahashi** as brand ambassador for LisBlanc, one of our priority brands for the Japanese market. We aim to expand brand awareness through the distribution of **web commercials** on TVer and other platforms, as well as exposure on social media platforms such as TikTok.

▲ Held the LisBlanc Brand Ambassador Appointment Event for the press on May 21.
On the day of the event, the comedy duo EXIT appeared as guest speakers.

Japan: Strengthening the LisBlanc Brand

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Added **two skincare items** to the LisBlanc lineup.
Strengthening retail sales channels, particularly through cosmetics-focused beauty and lifestyle retailers.

Expanded LisBlanc Lineup

- Scheduled to launch Mild Cleansing Water (Cleansing) and Clear Powder Wash (Facial Cleanser) on June 19, 2026.

Expanded Retail Sales Channels

Expanding sales channels through retail stores, including cosmetics-focused beauty and lifestyle retailers.

New Retailers Carrying Our Products

- From April 2026:
  @cosme store Kinshicho Termina
- From May 2026:
  @cosme TOKYO

China: Initiatives to Strengthen Brand Value

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Investing to strengthen brand value through measures such as **expanding the AGTHEORY cosmetics lineup**, which continues to achieve sales growth, and implementing **collaboration projects with well-known creators**.

(1) Expanded AGTHEORY Lineup

- April 22, 2026:
  Launch of AGTHEORY RADIANCE EYE SHEET
- Delivers special care for the eye area with a uniquely shaped sheet

(2) Collaboration with a Creator

- August 2026:
  Launch of a collaboration project between the company's products and a well-known creator
- Creating new brand value through co-creation with creators

The Third Markets: Accelerating Growth in Southeast Asia Through the Use of Top KOLs

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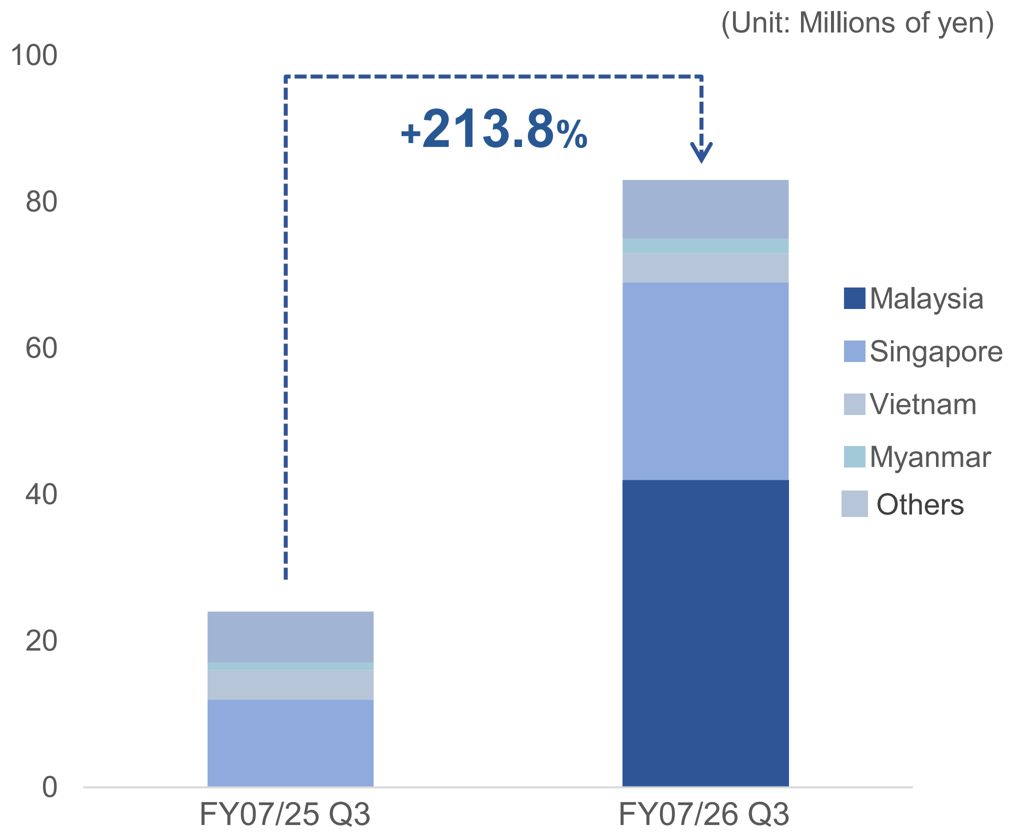
Sales in Southeast Asia continued to achieve strong growth. Implemented a collaboration campaign with top Malaysian KOLs in May, generating **approximately 0.13bn yen**[*1] in GMV over four days.
Will further **strengthen sales in the Southeast Asian market**.

Sales Trend in Southeast Asia



Collaboration Campaign with Ruyuan & Jo

- First collaboration with top Malaysian KOLs, featuring multiple Instagram posts and live-streaming sessions
- Sales are primarily conducted through **Lazada**, an e-commerce platform operated by the Alibaba Group
- The company's official store **ranked No. 1**[*2] in sales in the LazMall Health category
- The company's products also **occupied the top three positions**[*3] in the product sales ranking for the same category

*1 Converted at approximately 40.17 yen per Malaysian ringgit. *2 Period: May 1–31, 2026. *3 Period: May 24–27, 2026.

4. Appendix

Company Overview

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Our company name has been created
from the word of XX (female's chromosome) and ASIA (=AZIA).
We will present "Asian Beauty"
with innovative and passionate attitude from Japan to the world.

Company Name	AXXZIA Inc.	
Representative	President Duan Zhuo	
Establishment	December 21, 2011	
Capital	2,155 million yen （As of end of April 2026）	
Location	Shinjuku Sumitomo Building 35F, 2-6-1 Nishi-Shinjuku, Shinjuku-ku, Tokyo, 163-0235 Japan	
Office	Tokyo Head Office, Osaka Sales Office, Fukuoka Sales Office	
Business Activities	Manufacturing, sales of cosmetics and supplements	
Market	TSE Standard (4936)	
Board of Directors	President	Duan Zhuo
	Vice President	Shoi Dan
	Managing Director	Wu Jun
	Managing Director	Zhang Hui
	Director	Yasuhito Fukui
	Outside Director	Junichi Ito
	Outside Director	Yuko Shitamori
	Corporate Auditor	Masahiro Miyajima
	Outside Auditor	Kenji Shimizu
	Outside Auditor	Kuninobu Okuda

Consolidated Subsidiaries

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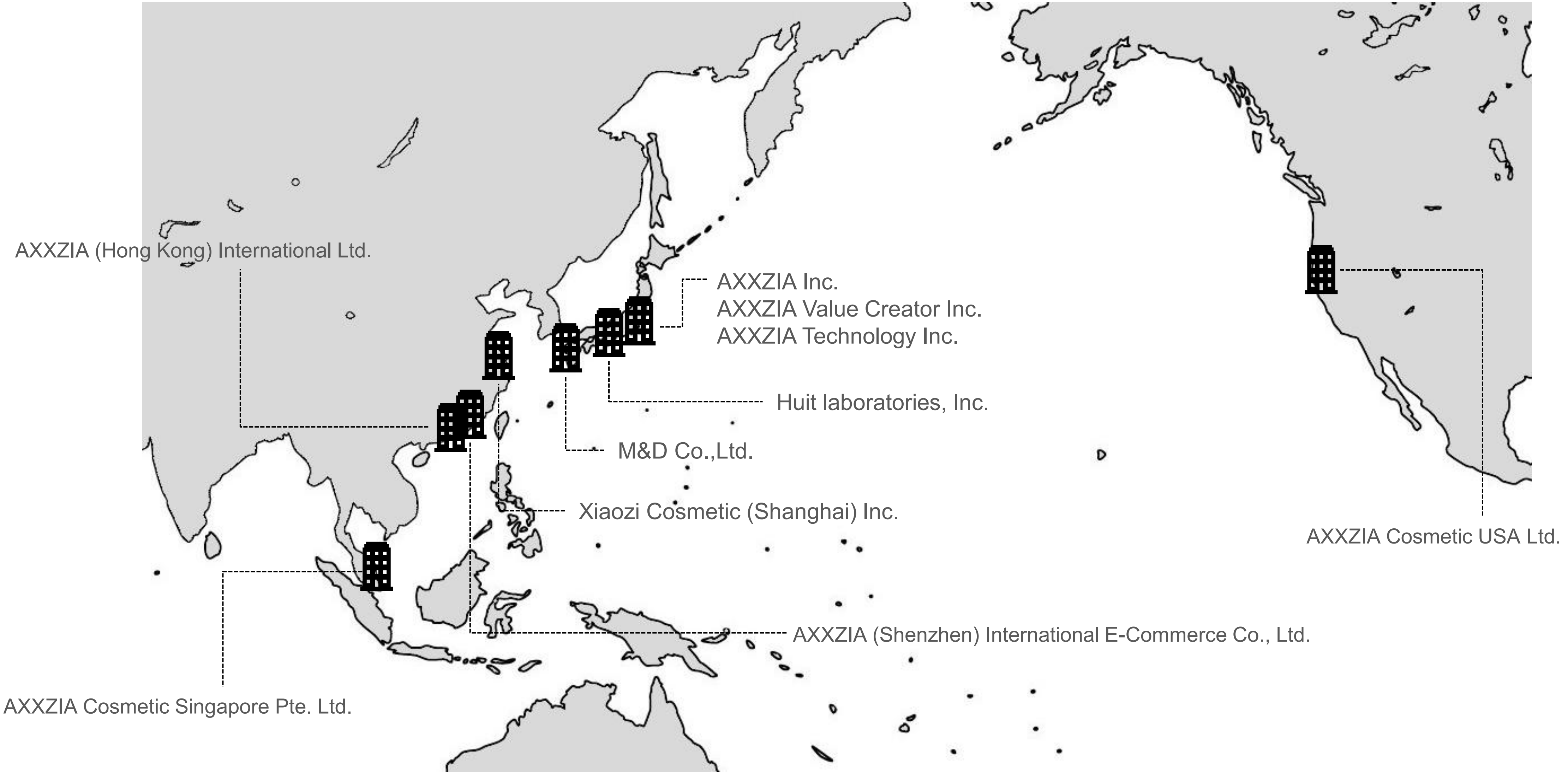

Corporate History

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Date	Topics
2011	Established Orientina Cosme Co.,Ltd. in Tokyo, Japan (Capital: 9 million yen) Started development and production of cosmetics for beauty salons
2012	Changed company name from Orientina Cosme Co.,Ltd. to AXXZIA Inc.
2013	Launched Le Ciel de L'aube, skincare brand for beauty salons and spas
2016	Launched Beauty Eyes, eye care and skincare brand for the retail market Launched Venus Recipe, supplemental brand for the retail market
2018	Established Xiaozi Cosmetic (Shanghai) Inc. as a consolidated subsidiary (100%)
2019	Opened AXXZIA Flagship Store, an e-commerce flagship store on Xiaohongshu (RED), one of China’s largest social commerce platforms Opened AXXZIA Flagship Store, an e-commerce flagship store on Tmall Global, another of China’s largest social commerce platforms Launched AGTHEORY, skincare brand for the retail market
2021	Listed on the Mothers market (section) of the Tokyo Stock Exchange Launched The B Pro, a salon-exclusive skincare brand Opened AXXZIA GINZA SIX Store, the Company’s first directly managed store Launched LisBeau, skincare brand for the retail market Opened AXXZIA flagship store for China’s largest mobile video app Douyin/TikTok Opened AXXZIA flagship store for major Chinese e-commerce platform JD.com
2022	Made Huit Laboratories, Inc. a wholly owned subsidiary Opened AXXZIA flagship store for major Chinese mobile video app Kuaishou
2023	Changed its listing to the Prime section of the Tokyo Stock Exchange Established AXXZIA Value Creator Inc. as a consolidated subsidiary (100%) Established AXXZIA Cosmetic Singapore Pte. Ltd. as a consolidated subsidiary (100%)
2024	Made M&D Co., Ltd. a wholly owned subsidiary Established AXXZIA Cosmetic USA Ltd. as a consolidated subsidiary (100%) Established AXXZIA Technology Inc. as a consolidated subsidiary (100%) Established AXXZIA (Shenzhen) International E-Commerce Co., Ltd. as a consolidated subsidiary (100%)
2025	Changed its listing to the Standard section of the Tokyo Stock Exchange

List of Brands and Products

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Brand	Product	Category
AXXZIA	AXXZIA BEAUTY EYES ESSENCE SHEET Premium ＋	Skincare
	AXXZIA BEAUTY EYES ESSENCE SHEET ＋	Skincare
	AXXZIA BEAUTY EYES ESSENCE SHEET Premium Glow	Skincare
	AXXZIA BEAUTY EYES ROUTINE CARE ESSENCE Premium	Skincare
	AXXZIA BEAUTY EYES ROUTINE CARE CREAM Premium	Skincare
	AXXZIA BEAUTY FORCE COMFORT CLEANSING CREAM	Skincare
	AXXZIA BEAUTY FORCE MUD FOAMING WASH	Skincare
	AXXZIA BEAUTY FORCE FINE LOTION	Skincare
	AXXZIA BEAUTY FORCE NUDIE SKIN EMULSION	Skincare
	AXXZIA BEAUTY FORCE MOIST RICH CREAM EX	Skincare
	AXXZIA BEAUTY FORCE TREATMENT MASK	Skincare
	AXXZIA BEAUTY FORCE AIRY FACE MASK	Skincare
	AXXZIA BEAUTY FORCE UVα	Skincare
	AXXZIA MATE FOR EYES	Beauty Device
	AXXZIA MATE FOR FACE	Beauty Device
	CONDITIONING GEL	Skincare
	MOISTURIZING HAIR MILK	Haircare
AGTHEORY	AGDrink XI	Innercare
	UV PROTECTION CREAM	Skincare
	DEEP CLEANSING GEL	Skincare
	CLEAR WASH FOAM	Skincare
	MOISTURIZING LOTION	Skincare
	BALANCING OIL ESSENCE	Skincare
	SILKY EMULSION	Skincare
	RICH CREAM	Skincare
	PERFECT GEL MASK	Skincare
	SMOOTH MASK	Skincare
	ULTRA EYE CREAM	Skincare
	RADIANCE EYE SHEET	Skincare

Brand	Product	Category
LisBlanc	MILD CLEANSING	Skincare
	MILD WASH	Skincare
	MILD LOTION	Skincare
	MOIST LOTION	Skincare
	MOIST ESSENCE	Skincare
	MILD EMULSION	Skincare
	MILD CREAM	Skincare
	MILD FACE MASK	Skincare
	MOIST FACE MASK	Skincare
Venus Recipe	The Pure Drink	Innercare
	The White Drink	Innercare
	PQ Drink plus	Innercare
	PQ Liquid	Innercare
	HM Plump Ball	Innercare
	VF Jelly	Innercare
RevWell	Lacto Stick	Innercare
	Berry Eye AX	Innercare
	KZ CARE	Innercare
Medullux	COMB IRON	Beauty Device
BELLE BAI	BELLE NUMBER 1	Fragrance
	BELLE NUMBER 3	Fragrance
	BELLE NUMBER 5	Fragrance
	BELLE NUMBER 7	Fragrance
	BELLE NUMBER 9	Fragrance

[Main Brands1] AGTHEORY Series (FY07/26 Q3)

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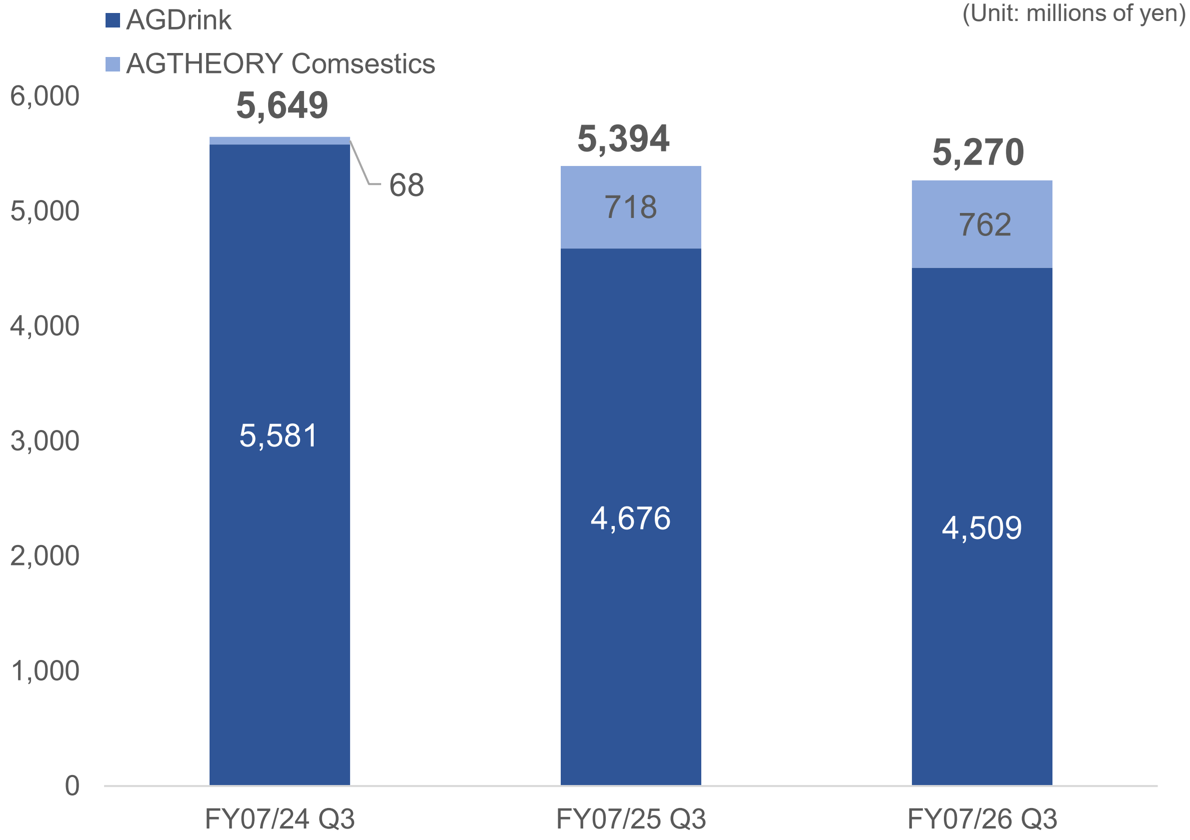
AGDrink achieved sales at the same level as the previous fiscal year.
AGTHEORY cosmetics continued to achieve sales growth as development of the brand progressed steadily.

Milestones for sustained growth

- Fully revamped skincare line with ingredients linked to AGDrink X in June 2024.
- In April 2025, AGDrink was renewed as AGDrink XI, adding new ingredients and reconstructing the formula as the best recipe in the brand's history.
- Launched AGTHEORY RADIANCE EYE SHEET in April 2026.

AGTHEORY Series - Changes in sales



*The sales figures shown above represent AXXZIA 's stand-alone sales.

[Main Brands2] AXXZIA Series (FY07/26 Q3)

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Brand sales were flat YoY.
In Japan, the company is focusing on **Essence Sheet Premium Glow**, launched in May, to expand brand awareness.

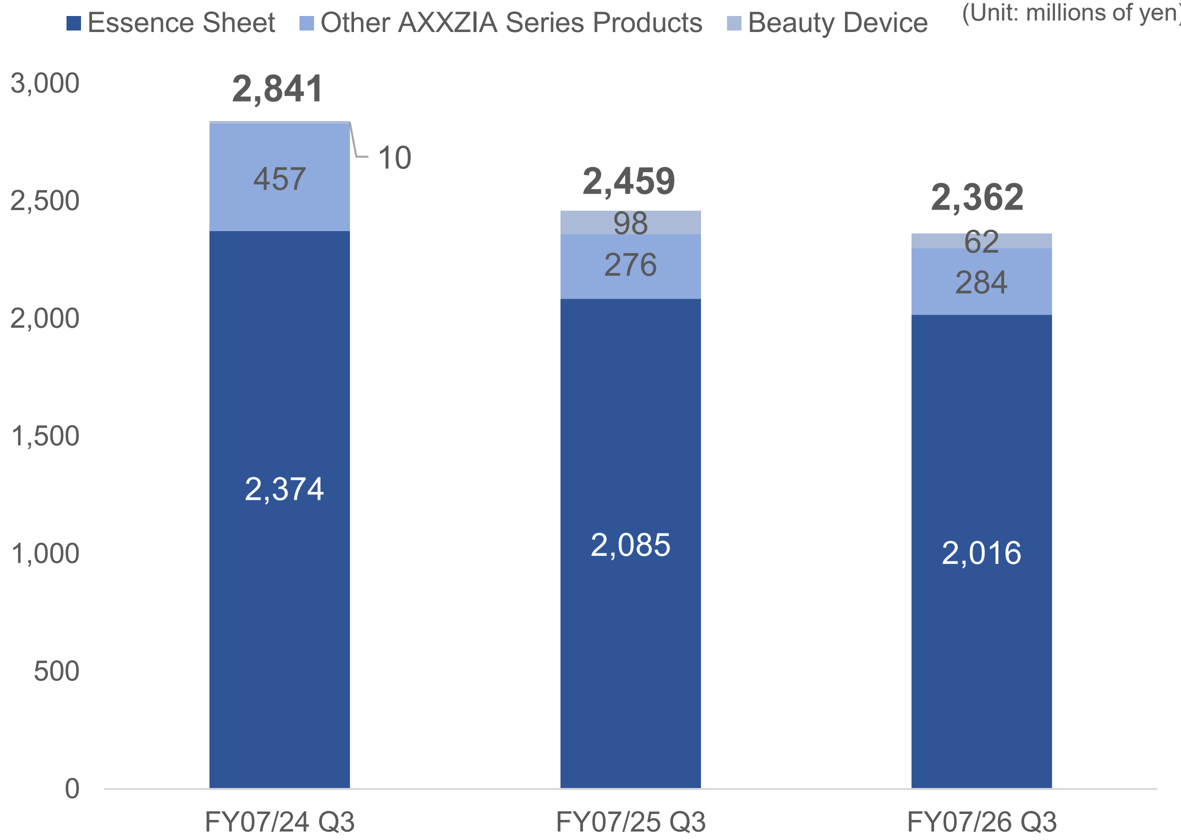
AXXZIA BEAUTY EYES Essence Sheet Premium Glow↑

Milestones for sustained growth

- Brought product range to market centered on Essence Sheet.
- September 2023: First revamp of skincare sheets for the eye area; launched Essence Sheet Plus and Essence Sheet Premium Plus.
- Renewal of beauty device for the eye area, AXXZIA MATE FOR EYES in April 2024.
- Launched Essence Sheet Premium Glow, Japan-market version of Essence Sheet

AXXZIA Series - Changes in sales

(Unit: millions of yen)



*The sales figures shown above represent AXXZIA 's stand-alone sales.

[Up-and-Coming Series]
Venus Recipe / RevWell (FY07/26 Q3)

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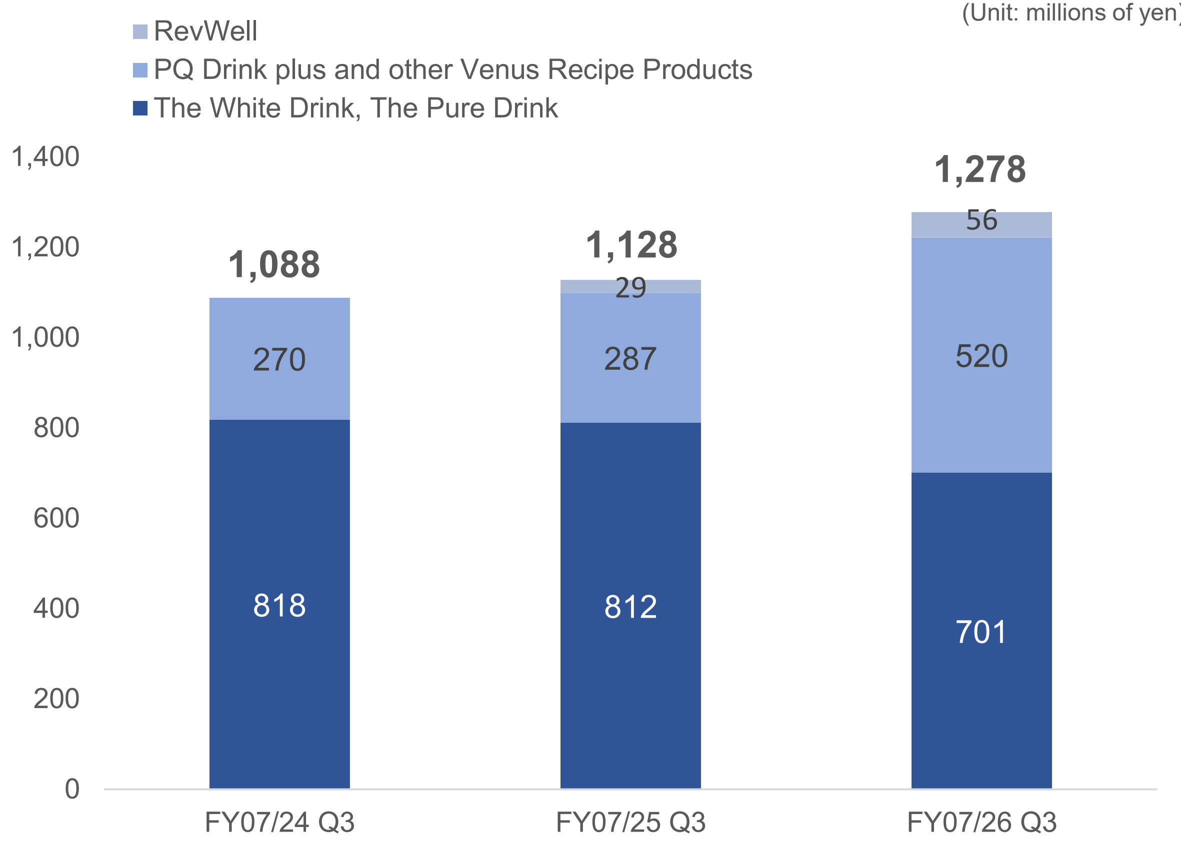
Sales of **PQ Drink Plus**, for which sales efforts have been strengthened since its launch in September 2025, led growth in the up-and-coming category, resulting in a **13.3% increase** YoY for the category overall.

↑ Venus Recipe The Pure Drink

↑ Venus Recipe PQ Drink plus

Up-and-Coming - Changes in sales

(Unit: millions of yen)



*The sales figures shown above represent AXXZIA 's stand-alone sales.

Milestones for turning into main series

- The White Drink is now approved for sale as our first functional food product.
- Launched the company's first wellness brand, "RevWell" in June 2024.
- Renewal of "The White Drink", Launched "The Pure Drink" in February 2025.
- Renewal of "PQ Liquid", Launched "PQ Drink plus" in September 2025.

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Shared Research Report on Our Company

Analyst reports issued by Shared Research are available. We encourage you to review them as a reference for your investment decisions.

https://sharedresearch.jp/en/companies/4936

Shared Research

IR X account

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For individual inquiries, please contact via the information listed under "Contact Information" on the right.

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Disclaimer and Notes Regarding the Future Outlook

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- These risks and uncertainties include general Japanese and international economic conditions, such as general industry and market conditions, interest rates, and currency exchange fluctuations.
- AXXZIA Inc. has no obligation to update or revise these forward-looking statements, even if new information comes to light or there are new events in the future.

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Creating things and experiences that amaze people.