

Plans, develops and sells own brand products, primarily cosmetics and beauty appliances, using proprietary AI system SELL

This report is an English translation of part of the report issued on October 24, 2025.
For inquiries concerning the report, please contact info@stock-r.org

【247A Ai ROBOTICS Sector : Chemistry】

Fiscal Year		Net sales (mn yen)	YoY (%)	Operating profit (mn yen)	YoY (%)	Ordinary profit (mn yen)	YoY (%)	Profit (mn yen)	YoY (%)	EPS (yen)	BPS (yen)	DPS (yen)
Mar. 2024		7,061	93.7	1,256	4.1x	1,234	4.4x	825	-	27.5	-0.6	0.0
Mar. 2025		14,206	2.0x	2,480	97.3	2,422	96.3	1,703	2.1x	32.5	56.7	0.0
Mar. 2026	CE	28,000	97.1	4,800	93.5	4,775	97.1	3,330	95.5	57.0	-	0.0
Mar. 2026	E	28,093	97.8	4,810	94.0	4,785	97.6	3,335	95.8	57.1	112.8	0.0
Mar. 2027	E	45,914	63.4	7,950	65.3	7,925	65.6	5,468	64.0	92.8	205.6	0.0
Mar. 2028	E	66,820	45.5	11,700	47.2	11,675	47.3	8,055	47.3	136.8	342.4	0.0

Note: CE(company expectations),E(Stock Research Center expectations)

Source: Stock Research Center

1. Corporate Overview

Ai ROBOTICS operates a D2C brand business, in which it plans, develops and sells its own brand products centered on cosmetics and beauty appliances. It had previously operated an AI marketing business delivering solutions utilizing its proprietary AI system, SELL. However, in May 2023, it decided to transfer management resources previously allocated to this AI marketing business to the D2C brand business. This steered the company in a direction that focused exclusively on the D2C brand business.

The key brands are the skincare brand Yunth and the beauty appliance brand Brighte.

2. Financial Analysis

Since launching its D2C brand business, its performance has steadily grown. With Yunth making a full-fledged contribution to earnings, net sales increased from 3,645 million yen to 14,206 million yen and ordinary profit rose from 283 million yen to 2,422 million yen from fiscal year ended March 2023 to fiscal year ended March 2025.

3. Non-Financial Analysis

The company has leveraged SELL in building a framework for business expansion and achieved high profitability. Therefore, SELL is considered to be the source of its intellectual capital.

4. Corporate Strategy Analysis

The company aims to realize sustained business growth with the fundamental strategy of augmenting and expanding existing brands as well as creating new brands. It is also considering accelerating growth through M&A.

5. Analyst Evaluation

We assess the company's strength to be its expertise in efficient business operation through the use of SELL for areas including product development, advertising operations and customer management.

For fiscal year ending March 2026, net sales are expected to be 28,093 million yen (up 97.8% year-on-year) and operating profit 4,810 million yen (up 94.0% year-on-year). We assume growth will continue in both sales and profits for fiscal year ending 2027 and beyond.

About Stock Research Center

Stock Research Center is engaged in the preparation of analyst reports, mainly on companies that are not sufficiently covered by analysts, based on a neutral perspective, and broadly disclose the reports to the public with an aim to revitalize the stock market.

Note: Reports prepared by Stock Research Center are created in reference to the Ministry of Economy, Trade and Industry's Guidance for Integrated Corporate Disclosure and Company-Investor Dialogues for Collaborative Value Creation.



■Supporting Members

Tokyo Stock Exchange, Inc.

Nomura Securities Co., Ltd.

KPMG AZSA LLC

Deloitte Touche Tohmatsu LLC

PricewaterhouseCoopers Japan LLC

GYOSEI & CO.

PRONEXUS INC.

The Securities Analysts Association of Japan

SMBC Nikko Securities Inc.

Mizuho Securities Co., Ltd.

ICMG Co., Ltd.

SBI SECURITIES Co., Ltd.

Ichiyoshi Securities Co., Ltd.

Avantia G.P.

Japan Securities Dealers Association

Daiwa Securities Co. Ltd.

Ernst & Young ShinNihon LLC

Grant Thornton Taiyo LLC

BDO Sanyu

A&A Partners

TAKARA PRINTING CO., LTD.

■Endorsement

Nagoya Stock Exchange, Inc.

Japan Venture Capital Association

Institutional Investors Collective Engagement Forum

Sapporo Securities Exchange

Japan Investor Relations Association

Japan Stewardship Forum

Certification by Analysts

Analysts indicated in the reports certify that the content indicated in the report precisely reflects the personal opinions of the analysts on all securities and issuer companies discussed in the report. In addition, it is ensured that the opinions directly or indirectly indicated in the report will have no influence on the analyst's compensation in the past, present, and future upon writing the report.

Disclaimer

- The report is prepared by stock analysts affiliated with the Stock Research Center for the purpose of disclosure to a wide range of investors as reference information and not to recommend or solicit to buy or to sell any particular securities or financial instrument.
- The content and indication of the report is based on disclosed information available publicly and is prepared by adding necessary supplementary information gained through interviews by analysts. The writer of the report is, without exception, prohibited to use insider information, or to acquire such information. The information included in the report is believed to be precise and reliable, but its preciseness is not verified objectively. In addition, the report is not intended to comprehensively include all information required by investors.
- The information included in the report may become outdated due to changes in the financial market, economic environment, etc. There are risks that the prices of stocks featured directly or indirectly in the report will fall below the par value due to fluctuations in stock prices, changes in management/financial conditions of the issuers, fluctuations in exchange rates or interest rates, etc. Past performance does not imply or guarantee future performance.
- The opinions indicated in the report are subject to change without notice and the Stock Research Center has no obligation to update the information or opinions included in the report.
- The Stock Research Center does not bear any responsibility for any results, including direct losses, indirect losses, losses of profit and damages, suffered by investors due to using the report or relying on the report. Final investment decisions shall be made by investors themselves and the sole responsibility concerning the investment lies with the investors that viewed the report.
- The copyright of the report belongs to the Stock Research Center and it may not be copied, reproduced, quoted, etc. in any form without prior consent.