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December 8, 2023

## Summary of Non-consolidated Financial Results for the Nine Months Ended October 31, 2023 (Under Japanese GAAP)

Company name: Artner Co., Ltd.  
 Listing: Tokyo Stock Exchange  
 Securities code: 2163  
 URL: <https://www.artner.co.jp/>  
 Representative: SEKIGUCHI Sozo, President and CEO  
 Inquiries: HARIGAE Tomonori, Director; Head of the Management Division  
 Telephone: +81-6-6445-7551  
 Scheduled date to file quarterly securities report: December 12, 2023  
 Scheduled date to commence dividend payments: —  
 Preparation of supplementary material on quarterly financial results: Yes  
 Holding of quarterly financial results briefing: Yes (for individual investors)

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

### 1. Non-consolidated financial results for the nine months ended October 31, 2023 (from February 1, 2023 to October 31, 2023)

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

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended								
October 31, 2023	7,553	9.6	1,166	25.0	1,176	24.8	820	25.6
October 31, 2022	6,891	14.9	933	13.2	942	12.0	653	8.7

	Earnings per share		Diluted earnings per share	
	Yen		Yen	
Nine months ended				
October 31, 2023	77.22		—	
October 31, 2022	61.48		—	

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

	Total assets		Net assets		Equity ratio	
	Millions of yen		Millions of yen		%	
As of						
October 31, 2023	6,135		4,039		65.8	
January 31, 2023	5,673		4,047		71.4	

Reference: Equity As of October 31, 2023: ¥ 4,039 million  
 As of January 31, 2023: ¥ 4,047 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 January 31, 2023	—	20.00	—	40.00	60.00
Fiscal year ending January 31, 2024	—	37.50	—		
Fiscal year ending January 31, 2024 (Forecast)				37.50	75.00

Note: Revisions to the forecast of cash dividends most recently announced: Yes

Note: Breakdown of year-end dividends for the fiscal year ended January 31, 2023

Ordinary dividends: ¥ 23.00  
 Commemorative dividends: ¥ 17.00

### 3. Forecast of non-consolidated financial results for the year ending January 31, 2024 (from February 1, 2023 to January 31, 2024)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	10,049	8.7	1,526	27.8	1,536	27.7	1,061	18.6	99.91

Note: Revisions to the forecast of non-consolidated financial results most recently announced: Yes

#### \* Notes

- (1) Adoption of accounting treatment specific to the preparation of quarterly non-consolidated financial statements: None
- (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 October 31, 2023	10,627,920 shares
As of January 31, 2023	10,627,920 shares

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

As of October 31, 2023	2,469 shares
As of January 31, 2023	2,376 shares

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

Nine months ended October 31, 2023	10,625,481 shares
Nine months ended October 31, 2022	10,625,544 shares

\* Quarterly financial results reports are exempt from quarterly review conducted by certified public accountants or an audit corporation.

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

(Caution regarding forward-looking statements, etc.)

The forward-looking statements, including earnings forecasts, contained in these materials are based on information currently available to the Company and on certain assumptions deemed to be reasonable. Consequently, the statements herein do not constitute assurances regarding the Company's actual results. Actual financial and other results may differ substantially from the statements herein due to various factors.

**Quarterly non-consolidated financial statements**  
**Non-consolidated balance sheets**

(Thousands of yen)

	As of January 31, 2023	As of October 31, 2023
<b>Assets</b>		
Current assets		
Cash and deposits	3,975,881	4,045,644
Accounts receivable - trade	1,129,522	1,402,760
Work in process	4,099	6,873
Raw materials and supplies	3,689	2,688
Other	54,764	61,031
Allowance for doubtful accounts	△6,700	△8,400
<b>Total current assets</b>	<b>5,161,256</b>	<b>5,510,597</b>
Non-current assets		
Property, plant and equipment	80,424	76,320
Intangible assets	27,370	25,623
Investments and other assets		
Leasehold and guarantee deposits	94,876	94,866
Other	309,261	428,513
<b>Total investments and other assets</b>	<b>404,137</b>	<b>523,379</b>
<b>Total non-current assets</b>	<b>511,932</b>	<b>625,323</b>
<b>Total assets</b>	<b>5,673,188</b>	<b>6,135,920</b>
<b>Liabilities</b>		
Current liabilities		
Income taxes payable	179,813	331,099
Provision for bonuses	165,195	510,548
Other	608,576	573,656
<b>Total current liabilities</b>	<b>953,585</b>	<b>1,415,304</b>
Non-current liabilities		
Provision for retirement benefits	671,645	680,937
<b>Total non-current liabilities</b>	<b>671,645</b>	<b>680,937</b>
<b>Total liabilities</b>	<b>1,625,230</b>	<b>2,096,242</b>
<b>Net assets</b>		
Shareholders' equity		
Share capital	238,284	238,284
Capital surplus	168,323	168,323
Retained earnings	3,636,258	3,633,281
Treasury shares	△739	△869
<b>Total shareholders' equity</b>	<b>4,042,126</b>	<b>4,039,019</b>
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	5,832	659
<b>Total valuation and translation adjustments</b>	<b>5,832</b>	<b>659</b>
<b>Total net assets</b>	<b>4,047,958</b>	<b>4,039,678</b>
<b>Total liabilities and net assets</b>	<b>5,673,188</b>	<b>6,135,920</b>

## Non-consolidated statements of income (cumulative)

(Thousands of yen)

	Nine months ended October 31, 2022	Nine months ended October 31, 2023
Net sales	6,891,658	7,553,937
Cost of sales	4,556,951	4,871,399
Gross profit	2,334,706	2,682,537
Selling, general and administrative expenses	1,401,513	1,516,073
Operating profit	933,193	1,166,464
Non-operating income		
Interest income	1	1
Dividend income	231	161
Commission income	432	427
Sales income of training materials	568	482
Dividend income of insurance	6,870	7,297
Subsidy income	594	783
Other	1,431	1,516
Total non-operating income	10,130	10,670
Non-operating expenses		
Interest expenses	130	98
Cancellation penalty	1,177	960
Other	0	13
Total non-operating expenses	1,308	1,071
Ordinary profit	942,014	1,176,062
Extraordinary income		
Gain on sale of investment securities	—	7,938
Total extraordinary income	—	7,938
Extraordinary losses		
Loss on retirement of non-current assets	0	—
Total extraordinary losses	0	—
Profit before income taxes	942,014	1,184,001
Income taxes - current	393,657	488,948
Income taxes - deferred	△104,905	△125,446
Total income taxes	288,752	363,502
Profit	653,262	820,498

## Non-consolidated statements of cash flows

(Thousands of yen)

	Nine months ended October 31, 2022	Nine months ended October 31, 2023
<b>Cash flows from operating activities</b>		
Profit before income taxes	942,014	1,184,001
Depreciation	19,311	18,258
Increase (decrease) in allowance for doubtful accounts	1,600	1,700
Increase (decrease) in provision for bonuses	237,023	345,353
Increase (decrease) in provision for retirement benefits	78,450	9,292
Interest and dividend income	△232	△163
Interest expenses	130	98
Loss (gain) on sale of investment securities	—	△7,938
Decrease (increase) in accounts receivable - other	1,102	25
Decrease (increase) in trade receivables	△260,550	△273,238
Decrease (increase) in inventories	△4,691	△1,772
Increase (decrease) in accrued consumption taxes	△9,933	△32,174
Increase (decrease) in accounts payable - other	△141,159	△141,468
Other, net	94,782	121,792
Subtotal	957,847	1,223,766
Interest and dividends received	232	163
Interest paid	△130	△98
Income taxes paid	△399,945	△337,658
Net cash provided by (used in) operating activities	558,004	886,173
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	△7,042	△2,398
Purchase of intangible assets	△7,099	△10,009
Payments of leasehold and guarantee deposits	△10,154	△54
Proceeds from refund of leasehold and guarantee deposits	179	64
Proceeds from sale of investment securities	—	9,231
Other, net	△19	30
Net cash provided by (used in) investing activities	△24,137	△3,135
<b>Cash flows from financing activities</b>		
Purchase of treasury shares	—	△129
Dividends paid	△422,979	△813,145
Net cash provided by (used in) financing activities	△422,979	△813,275
Net increase (decrease) in cash and cash equivalents	110,887	69,762
Cash and cash equivalents at beginning of period	3,554,199	3,975,881
Cash and cash equivalents at end of period	3,665,086	4,045,644