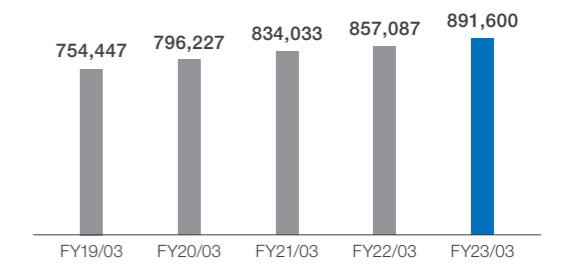


Financial Summary

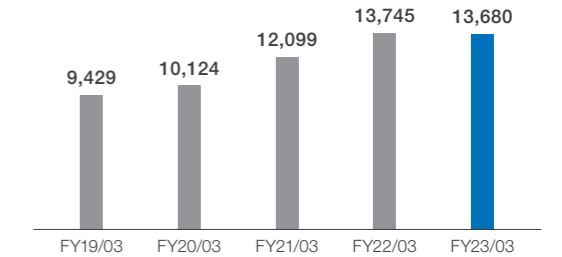
	FY13/03	FY14/03	FY15/03	FY16/03	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03
Operating Results											
Net sales (¥ millions)	616,327	651,954	638,792	676,743	704,610	732,914	754,447	796,227	834,033	857,087	891,600
Operating profit (¥ millions)	3,726	4,472	2,461	5,699	7,384	8,857	8,892	9,326	11,521	12,743	12,812
Operating income margin (%)	0.6	0.7	0.4	0.8	1.0	1.2	1.2	1.2	1.4	1.5	1.4
Ordinary profit (¥ millions)	3,605	4,388	2,469	5,811	7,842	9,439	9,429	10,124	12,099	13,745	13,680
Ordinary profit margin (%)	0.6	0.7	0.4	0.9	1.1	1.3	1.2	1.3	1.5	1.6	1.5
Profit attributable to owners of parent (¥ millions)	1,768	2,435	1,124	3,244	4,863	6,361	6,903	7,191	8,200	9,009	8,223
Return on sales (%)	0.3	0.4	0.2	0.5	0.7	0.9	0.9	0.9	1.0	1.1	0.9
Financial Condition											
Total assets (¥ millions)	206,699	221,202	211,840	219,689	222,974	243,698	243,614	249,712	255,455	271,315	290,857
Net assets (¥ millions)	49,044	51,041	53,911	55,941	59,613	71,472	80,515	82,901	91,017	96,172	102,066
Equity ratio (%)	23.7	23.1	25.4	25.5	26.7	29.3	33.0	33.2	35.6	35.4	35.1
D/E ratio (times)	1.4	1.5	1.2	1.1	0.9	0.7	0.5	0.5	0.4	0.4	0.4
Cash Flows											
Cash flows from operating activities (¥ millions)	9,959	1,481	21,955	7,594	12,637	11,649	9,513	5,262	14,071	6,545	10,969
Cash flows from investing activities (¥ millions)	-4,054	-5,878	-6,775	-3,360	-3,155	-2,924	-880	-2,742	-5,157	-7,205	-4,281
Cash flows from financing activities (¥ millions)	-7,699	7,246	-13,990	-1,791	-9,948	-4,501	-6,678	-3,833	-5,828	-911	-3,311
Management Indicators											
Return on assets (%)	1.7	2.0	1.2	2.6	3.5	4.0	3.9	4.1	4.8	5.2	4.9
Return on equity (%)	3.6	4.8	2.1	5.9	8.4	9.7	9.1	8.8	9.4	9.6	8.3
Net income margin (%)	0.29	0.37	0.18	0.48	0.69	0.87	0.91	0.90	0.98	1.05	0.92
Total assets turnover (%)	2.98	2.95	3.02	3.08	3.16	3.01	3.10	3.19	3.26	3.16	3.07
Financial leverage (%)	4.22	4.34	3.93	3.93	3.74	3.41	3.03	3.01	2.81	2.82	2.85
Labor cost (¥ millions)	28,453	28,584	27,631	28,902	29,135	29,836	29,685	30,909	32,329	32,168	32,717
Ratio of labor cost to net sales (%)	4.6	4.4	4.3	4.3	4.1	4.1	3.9	3.9	3.9	3.8	3.7
Packing and delivery expenses (¥ millions)	14,848	15,776	16,012	17,572	17,888	18,834	20,255	21,965	22,337	22,922	23,733
Ratio of Packing and delivery expenses to net sales (%)	2.4	2.4	2.5	2.6	2.5	2.6	2.7	2.8	2.7	2.7	2.7
Capital Investment											
Capital investment (¥ millions)	4,931	7,809	7,943	3,845	4,383	6,828	3,325	4,988	5,525	7,353	5,848
Depreciation and amortization (¥ millions)	3,631	3,975	4,317	4,526	4,452	4,353	4,455	4,281	4,290	4,522	4,604
Per Share Data											
Cash dividend (¥)	40	50	50	55	65	75	80	85	95	121	136
Dividend payout ratio (%)	34.9	31.6	68.5	26.1	19.6	18.8	20.1	20.6	19.8	22.9	28.2
Earnings per share (¥)	22.93	31.60	72.96	210.43	330.95	399.12	397.71	413.03	480.58	527.63	481.57
Book-value per share (¥)	635.91	661.84	3,496.31	3,627.53	4,054.51	4,285.43	4,546.87	4,861.37	5,332.81	5,631.37	5,977.02
Number of employees	2,960	2,924	2,917	2,914	2,926	3,023	3,016	2,984	2,997	2,972	2,924

* The Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020) is applied for all figures for the fiscal year ended March 31, 2022 and later.

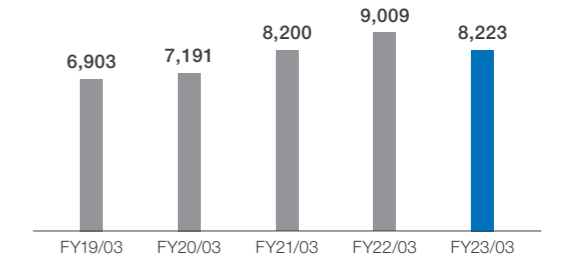
Net sales (¥ millions)



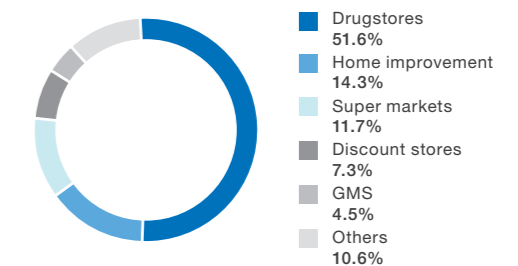
Ordinary profit (¥ millions)



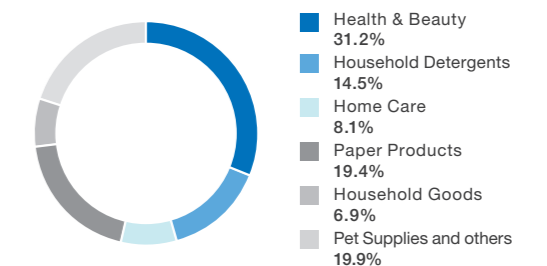
Profit attributable to owners of parent (¥ millions)



Sales by type of business (FY23/03)



Sales by product category (FY23/03)



Company Outline (FY23/03)

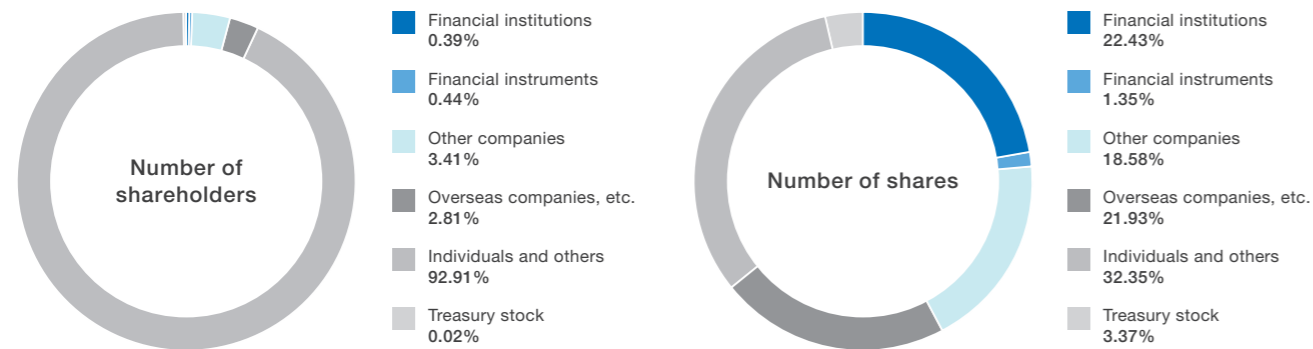
Registered Company Name	ARATA CORPORATION
Head Office	East 21 Tower, 6-3-2 Toyo, Koto-ku, Tokyo 135-0016, Japan
Date Established	April 1, 2002
Capital	¥8,568 million

Stock Listing	Tokyo Stock Exchange (securities code: 2733)
Shareholder Registry Administrator and Special Account Management Institution	Mitsubishi UFJ Trust and Banking Corporation
Number of Employees	2,924(non-consolidated: 1,998)
Website	https://www.arata-gr.jp/en/

Stock Information (as of March 31, 2023)

Number of shares authorized	30,000,000
Number of shares issued	18,027,640
Number of shareholders	5,476

Shareholder Composition (as of March 31, 2023)



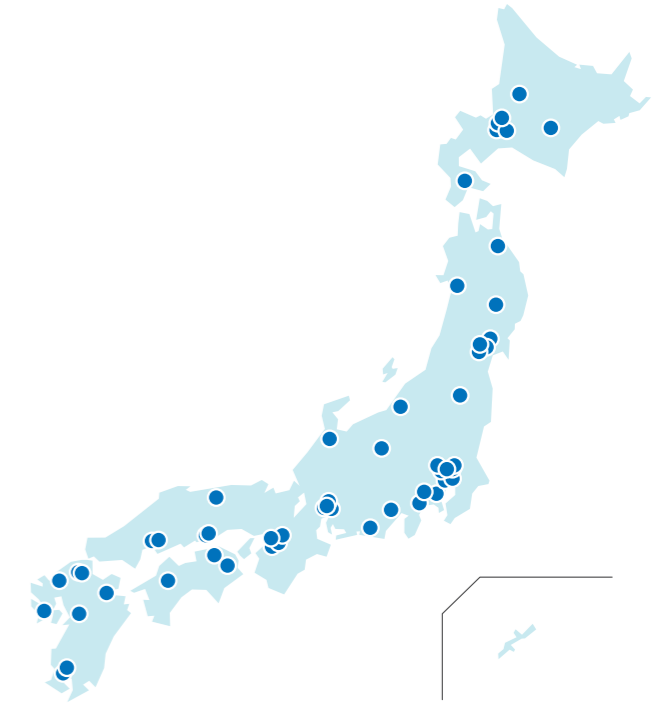
Principal Shareholders (as of March 31, 2023)

	Number of shares held (thousands)	Shareholding ratio (%)
The Master Trust Bank of Japan, Ltd.	2,150	12.35
OTOWASYOKUSAN. Co., Ltd.	1,081	6.21
ARATA Employee Shareholding Association	762	4.38
Custody Bank of Japan, Ltd.	724	4.16
STATE STREET BANK AND TRUST CLIENT OMNIBUS ACCOUNT OM02 505002	645	3.70
BBH FOR FIDELITY LOW-PRICED STOCK FUND (PRINCIPAL ALL SECTOR SUBPORTFOLIO)	594	3.41
Lion Corporation	481	2.76
Nobuyuki Hatanaka	460	2.64
The Nomura Trust and Banking Co., Ltd.	419	2.40
Custody Bank of Japan, Ltd.(Trust Account E)	343	1.97

1. ARATA holds 607,000 shares of treasury stock, but these are excluded from the above principal shareholders. Further, 343,000 shares held by Custody Bank of Japan, Ltd. (Trust Account E) related to the Board Benefit Trust (BBT) system are not included in the above 607,000 shares of treasury stock.
 2. Treasury stock is excluded when calculating shareholding

Domestic Bases (as of March 31, 2023)

Head Office	Tohoku area
Hokkaido area	Tohoku Branch
Hokkaido Branch	Sendai Office, Sendai Center
Sapporo Office	Akita Office, Akita Center
Sapporo Center	Hachinohe Office
Hakodate Office	Iwate Office
Asahikawa Office, Asahikawa Center	Minami Tohoku Office
Obihiro Office, Obihiro Center	Kitakami Center
Ishikari Center	Fukushima Center
Hokkaido Cosmetic Center	Tohoku Cosmetic Center
Metropolitan area	Chubu area
Metropolitan Branch	Chubu Branch
Higashi Kanto Office	Nagoya Office
Chiba Center	Hokuriku Office, Hokuriku Center
Saitama Office, Saitama Center	Shizuoka Office, Shizuoka Center
Kanagawa Office	Suruga Office
Koshinetsu Office	Konan Center
Matsumoto Office	Heiwa Center
Tsukuba Center	
Koshigaya Center	Kansai area
Kitakanto Center	Kansai Branch
Kanagawa Center	Izumi Center
Yokohama Center	Koriyama Center
Misato Depot	Kansai Cosmetic Center
Shiraoka Depot	
Yamanashi Depot	
Metropolitan Cosmetic Center	



Chugoku and Shikoku area	Kyushu area
Chushikoku Branch	Kyushu Branch
Okayama Office, Okayama Center	Fukuoka Office, Fukuoka Depot
Hiroshima Office	Nagasaki Office, Nagasaki Depot
Hiroshima Center	Oita Office
Tottori Office, Tottori Center	Kumamoto Office, Kumamoto Depot
Tokushima Office, Tokushima Center	Kagoshima Office, Kyushu-Minami Center
Takamatsu Office, Takamatsu Center	Kyushu-Kita Center
Matsuyama Office, Matsuyama Center	
Household Goods Center	

Group Companies

Domestic group companies	
Japell Co., Ltd.	Wholesaling operations related to pet supplies
Japell Partnership Service Co., Ltd.	Retail sale of pet-related products, pet styling and grooming, recruiting of franchised stores
PET LIBRARY Co., Ltd.	Retail sale of pets, pet food, and pet supplies
Mobby Co., Ltd.	Online sales of pet-related products
Vet's Choice Japan Corporation	Import and sale of pet food and pet supplies, manufacture, purchase and sale of pet-related miscellaneous goods
ISM CORPORATION	Store management company
Living Arata Co., Ltd.	Wholesaling of home goods
D-Nee Cosmetic Co., Ltd.	Import/export, manufacturing and sale of cosmetics
Asahi Keshohin Hanbai Co., Ltd.	Wholesaling of cosmetics, perfumed soap, toothpaste, food and beverages, textile products, and miscellaneous goods
Overseas group companies	
Kairaotai (Shanghai) Trading Co., Ltd.	Wholesaling of home goods, etc.
JAPPELL(HONG KONG)CO., LIMITED	Retailing, wholesaling, and import/export sales of pet-related products, as well as other related services
ARATA(THAILAND)CO., LTD.	Wholesale business in Thailand
SIAM ARATA CO., LTD.	Wholesale business in Thailand
ARATA VIETNAM COMPANY LIMITED	Wholesale business in Vietnam, etc.