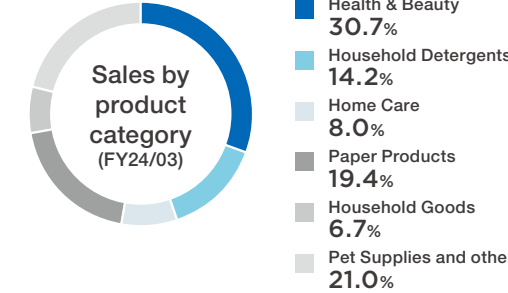
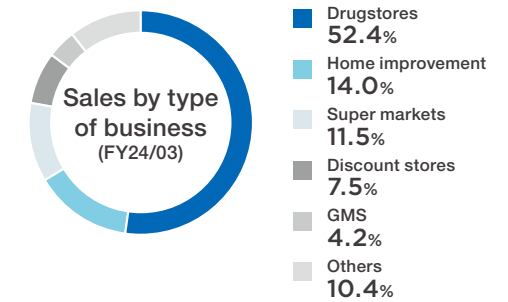
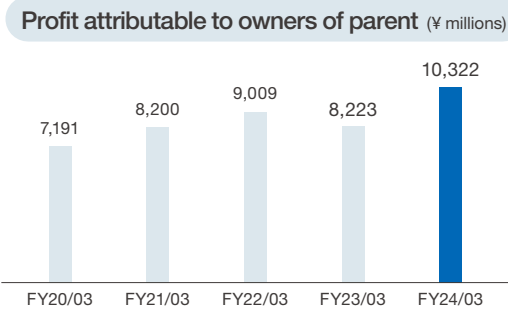
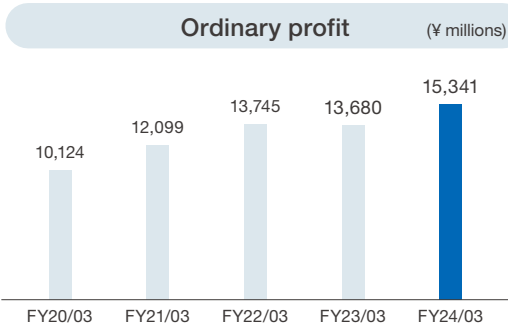
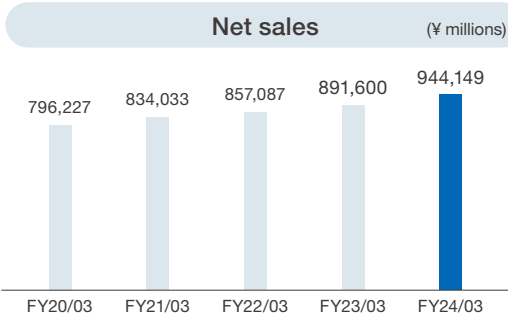


Financial Summary

	FY14/03	FY15/03	FY16/03	FY17/03	FY18/03	FY19/03	FY20/03	FY21/03	FY22/03	FY23/03	FY24/03
Operating Results											
Net sales (¥ millions)	651,954	638,792	676,743	704,610	732,914	754,447	796,227	834,033	857,087	891,600	944,149
Operating profit (¥ millions)	4,472	2,461	5,699	7,384	8,857	8,892	9,326	11,521	12,743	12,812	14,508
Operating income margin (%)	0.7	0.4	0.8	1.0	1.2	1.2	1.2	1.4	1.5	1.4	1.5
Ordinary profit (¥ millions)	4,388	2,469	5,811	7,842	9,439	9,429	10,124	12,099	13,745	13,680	15,341
Ordinary profit margin (%)	0.7	0.4	0.9	1.1	1.3	1.2	1.3	1.5	1.6	1.5	1.6
Profit attributable to owners of parent (¥ millions)	2,435	1,124	3,244	4,863	6,361	6,903	7,191	8,200	9,009	8,223	10,322
Return on sales (%)	0.4	0.2	0.5	0.7	0.9	0.9	0.9	1.0	1.1	0.9	1.1
Financial Condition											
Total assets (¥ millions)	221,202	211,840	219,689	222,974	243,698	243,614	249,712	255,455	271,315	290,857	316,976
Net assets (¥ millions)	51,041	53,911	55,941	59,613	71,472	80,515	82,901	91,017	96,172	102,066	109,719
Equity ratio (%)	23.1	25.4	25.5	26.7	29.3	33.0	33.2	35.6	35.4	35.1	34.6
D/E ratio (times)	1.5	1.2	1.1	0.9	0.7	0.5	0.5	0.4	0.4	0.4	0.3
Cash Flows											
Cash flows from operating activities (¥ millions)	1,481	21,955	7,594	12,637	11,649	9,513	5,262	14,071	6,545	10,969	14,059
Cash flows from investing activities (¥ millions)	-5,878	-6,775	-3,360	-3,155	-2,924	-880	-2,742	-5,157	-7,205	-4,281	-5,305
Cash flows from financing activities (¥ millions)	7,246	-13,990	-1,791	-9,948	-4,501	-6,678	-3,833	-5,828	-911	-3,311	-4,556
Management Indicators											
Return on assets (%)	2.0	1.2	2.6	3.5	4.0	3.9	4.1	4.8	5.2	4.9	5.0
Return on equity (%)	4.8	2.1	5.9	8.4	9.7	9.1	8.8	9.4	9.6	8.3	9.7
Net income margin (%)	0.37	0.18	0.48	0.69	0.87	0.91	0.90	0.98	1.05	0.92	1.09
Total assets turnover (%)	2.95	3.02	3.08	3.16	3.01	3.10	3.19	3.26	3.16	3.07	2.98
Financial leverage (times)	4.34	3.93	3.93	3.74	3.41	3.03	3.01	2.81	2.82	2.85	2.89
Labor cost (¥ millions)	28,584	27,631	28,902	29,135	29,836	29,685	30,909	32,329	32,168	32,717	33,678
Ratio of labor cost to net sales (%)	4.4	4.3	4.3	4.1	4.1	3.9	3.9	3.9	3.8	3.7	3.6
Packing and delivery expenses (¥ millions)	15,776	16,012	17,572	17,888	18,834	20,255	21,965	22,337	22,922	23,733	25,690
Ratio of Packing and delivery expenses to net sales (%)	2.4	2.5	2.6	2.5	2.6	2.7	2.8	2.7	2.7	2.7	2.7
Capital Investment											
Capital investment (¥ millions)	7,809	7,943	3,845	4,383	6,828	3,325	4,988	5,525	7,353	5,848	4,402
Depreciation and amortization (¥ millions)	3,975	4,317	4,526	4,452	4,353	4,455	4,281	4,290	4,522	4,604	4,610
Per Share Data											
Cash dividend (¥)	25	25	27.5	32.5	37.5	40	42.5	47.5	60.5	68	92.5
Dividend payout ratio (%)	31.6	68.5	26.1	19.6	18.8	20.1	20.6	19.8	22.9	28.2	30.5
Earnings per share (¥)	15.8	36.48	105.22	165.48	199.56	198.86	206.52	240.29	263.82	240.78	303.02
Book-value per share (¥)	330.92	1748.16	1813.77	2027.26	2142.72	2273.44	2430.69	2666.41	2815.69	2988.51	3,252.26
Number of employees	2,924	2,917	2,914	2,926	3,023	3,016	2,984	2,997	2,972	2,924	2,893

* 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.
* On January 1, 2024, the Company carried out a two-for-one split of its common stock. Figures for periods before the split have been adjusted to reflect the figures after the split.



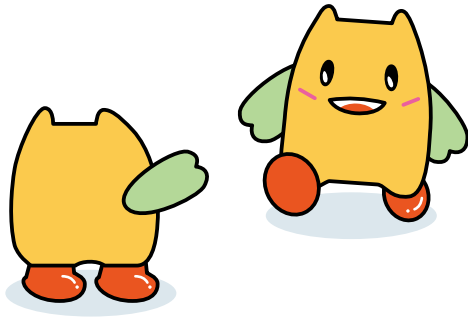
Company Outline (FY24/03)

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	¥8,572 million

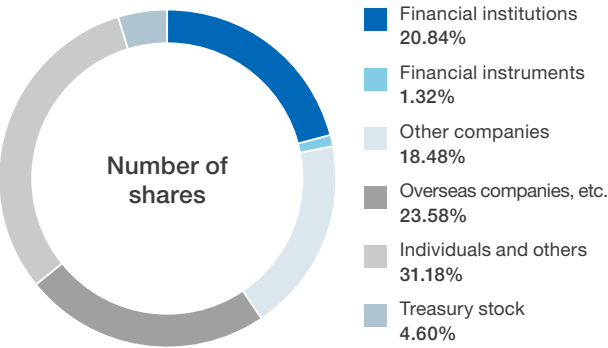
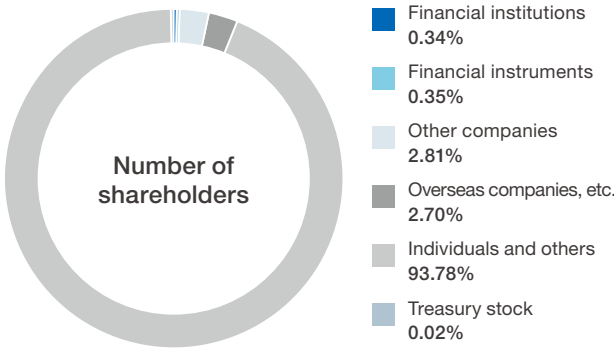
Stock Listing	Tokyo Stock Exchange (securities code: 2733)
Shareholder Registry Administrator and Special Account Management Institution	Mitsubishi UFJ Trust and Banking Corporation
Number of Employees	2,893 (non-consolidated: 1,965)
Website	https://www.arata-gr.jp/en/

Stock Information (as of March 31, 2024)

Number of shares authorized	60,000,000
Number of shares issued	36,057,424
Number of shareholders	6,545



Shareholder Composition (as of March 31, 2024)

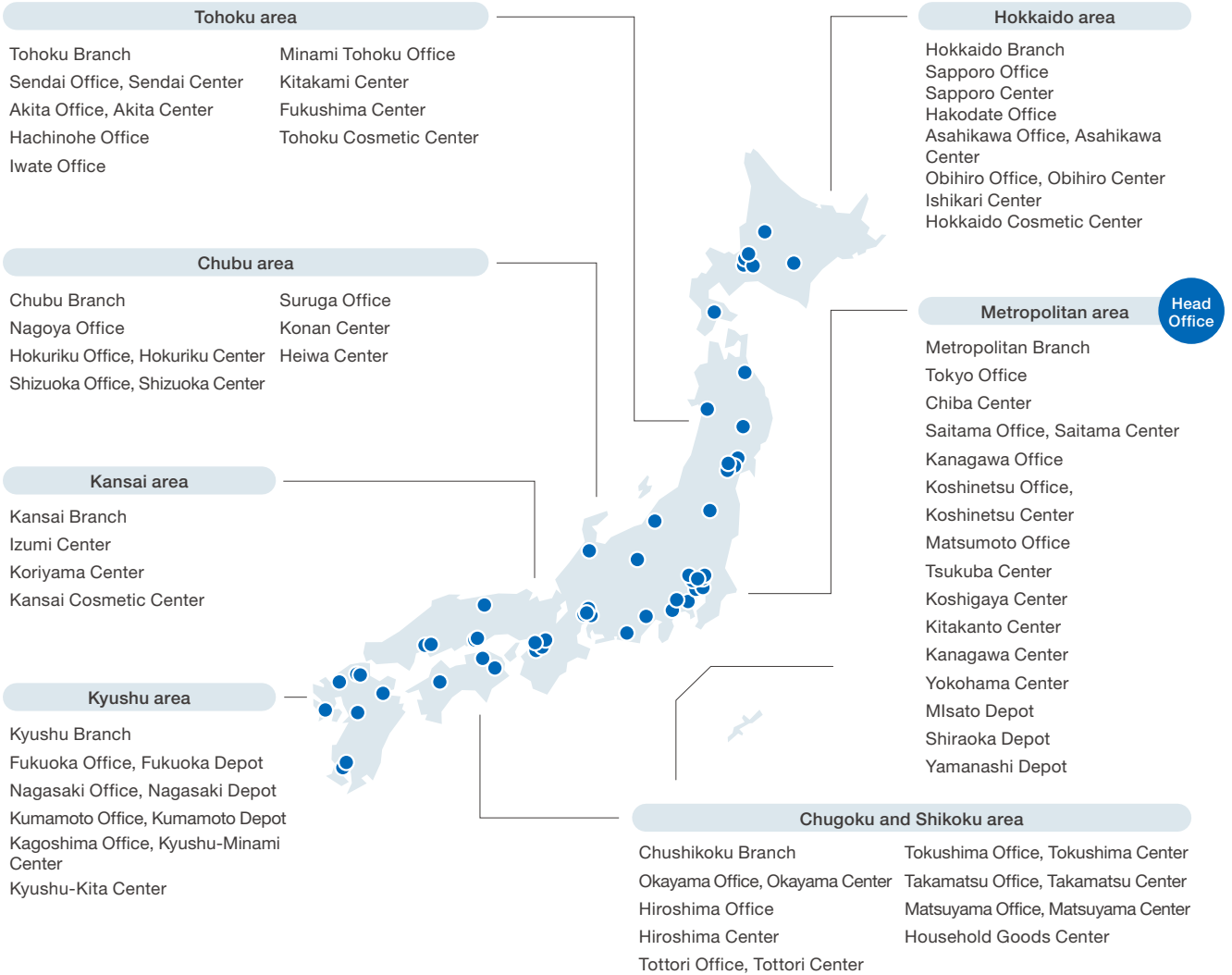


Principal Shareholders (as of March 31, 2024)

	Number of shares held (thousands)	Shareholding ratio (%)
The Master Trust Bank of Japan, Ltd.	4,076	11.86
Otowa Shokusan Co., Ltd.	2,163	6.29
ARATA Employee Shareholding Association	1,409	4.10
Custody Bank of Japan, Ltd.	1,374	3.99
STATE STREET BANK AND TRUST CLIENT OMNIBUS ACCOUNT OM02 505002	1,297	3.77
BBH FOR FIDELITY LOW-PRICED STOCK FUND (PRINCIPAL ALL SECTOR SUBPORTFOLIO)	1,176	3.42
Lion Corporation	962	2.79
Nobuyuki Hatanaka	921	2.68
The Nomura Trust and Banking Co., Ltd.	796	2.31
Custody Bank of Japan,Ltd.(Trust Account E)	665	1.93

(Notes) 1. The number of shares excludes fractional shares.
2. ARATA holds 1,660 thousand shares of treasury stock, but these are excluded from the above principal shareholders. Further, 665 thousand shares held by Custody Bank of Japan, Ltd. (Trust Account E) related to the Board Benefit Trust (BBT) system are excluded from the above 1,660 thousand shares of treasury stock.
3. Treasury stock is excluded when calculating shareholding

Domestic Bases



Main Group Companies

Domestic group companies

Japell Co., Ltd.	Wholesaling operations related to pet supplies
Japell Partnership Service Co., Ltd.	Pet styling and grooming, recruiting of franchised stores
PET LIBRARY Co., Ltd.	Retail sale of pet-related products
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 Cosmetics 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

JAPELL (HONG KONG) CO., LIMITED	Retailing, wholesaling, and import/export sales of pet-related products, as well as other related services
Kairaotai (Shanghai) Trading Co., Ltd.	Wholesaling of pet-related products in the People's Republic of China and 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.
XIN LE HUA (GUANGZHOU) INTERNATIONAL TRADING CO., LTD.	Wholesaling of daily goods and other products in the People's Republic of China and the import/export of these goods