Consolidated Financial Results for the fiscal year ended March 31, 2026 [JGAAP]

May 14, 2026

Company name:	yutori, Inc.	Listing:	Tokyo
Securities code:	5892	URL:	https://yutori.tokyo/
Representative:	Representative Director, President & CEO	Takanori Kataishi	
Inquiries:	Executive Officer & Manager of Corporate Division	Hideo Kiriyama	(TEL) 03-6379-0667
Scheduled date of the General Meeting of Shareholders	June 18, 2026	Scheduled date of dividend payment	-
Scheduled date to file the annual security report	June 16, 2026		

Supplementary material on financial results: Yes

Holding of financial results briefing: Yes (Video streaming only)

(Rounded down to million yen)

1. Consolidated Financial Results for the fiscal year ended March 31, 2026 (April 1, 2025 to March 31, 2026)

(1) Consolidated Operating Results (Percentages indicate YoY changes.)

	Net sales		Adjusted EBITDA		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Fiscal year ended March 31, 2026	14,234	71.4	1,521	58.8	1,084	61.4	1,015	57.2	310	(1.4)
Fiscal year ended March 31, 2025	8,306	-	957	-	671	-	646	-	314	-

(Notes) Comprehensive income: For the fiscal year ended March 31, 2026: 537 Million yen [21.6%]
For the fiscal year ended March 31, 2025: 423 Million yen [-%]

	Earnings per share	Diluted earnings per share	ROE	ROA	Operating profit margin
	Yen	Yen	%	%	%
Fiscal year ended March 31, 2026	64.37	61.81	18.4	12.2	7.6
Fiscal year ended March 31, 2025	67.03	62.38	38.9	15.3	8.1

(Notes)

1. Adjusted EBITDA = Operating profit + Depreciation + Amortization of goodwill + Stock-based compensation expenses + Amortization of security deposits + Accretion expenses
2. Since we have been preparing consolidated financial statements since period of the fiscal year ended March 2025, we have not included the YoY change rate for the fiscal year ended March 2025.

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
Fiscal year ended March 31, 2026	10,020	3,729	24.0	447.51
Fiscal year ended March 31, 2025	6,565	2,095	14.7	205.85

(Reference) Equity: As of March 31, 2026: 2,406 Million yen
As of March 31, 2025: 970 Million yen

(3) Consolidated cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Ending balance of cash and cash equivalents
	Million yen	Million yen	Million yen	Million yen
Fiscal year ended March 31, 2026	481	(813)	1,813	2,484
Fiscal year ended March 31, 2025	(537)	(1,109)	2,017	983

2. Cash dividends

	Annual dividends					Total dividends	Payout ratio (consolidated)	Dividends on equity (consolidated)
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
Fiscal year ended March 31, 2025	-	0.00	-	0.00	0.00	-	-	-
Fiscal year ended March 31, 2026	-	0.00	-	0.00	0.00	-	-	-
Fiscal year ending March 31, 2027 (Forecast)	-	0.00	-	0.00	0.00		-	

3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2027(April 1, 2026 to March 31, 2027)

(Percentages indicate YoY changes.)

	Net sales		Adjusted EBITDA		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	18,500	30.0	1,880	24.3	1,420	31.0	1,320	30.0	800	158.1	149.15

* Notes

(1) Significant changes in the scope of consolidation during the period :Yes

Newly included: 3 (Company name: YZ, Inc., pool, Inc., YUTORI TAIWAN INC.)

Excluded: 1 (Company name: Ewokaku Co., Ltd.)

(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)

① Total number of issued shares at the end of the period (including treasury shares)	Fiscal year ended March 31, 2026	5,364,000 shares	Fiscal year ended March 31, 2025	4,697,100 shares
② Number of treasury shares at the end of the period	Fiscal year ended March 31, 2026	422 shares	Fiscal year ended March 31, 2025	297 shares
③ Average number of shares outstanding during the period	Fiscal year ended March 31, 2026	4,821,009 shares	Fiscal year ended March 31, 2025	4,696,878 shares

※ Review of the Japanese-language originals of the attached consolidated financial statements by certified public accountants or an audit firm: None

※ Proper use of earnings forecasts, and other special matters

-The forward-looking statements contained in this document are based on information currently available to the Company and certain assumptions that the Company deems reasonable, and do not constitute a guarantee of future performance. Actual results may differ materially from these forecasts due to various factors.

Consolidated Financial Statements and Primary Notes

Consolidated Balance Sheet

(Thousands of yen)

	As of March 31, 2025	As of March 31, 2026
Assets		
Current assets		
Cash and deposits	983,419	2,484,819
Accounts receivable - trade	480,312	720,888
Merchandise	1,608,050	2,702,220
Supplies	64,958	101,461
Advance payments to suppliers	210,637	334,434
Prepaid expenses	87,218	152,108
Other	438,541	491,340
Total current assets	3,873,137	6,987,273
Non-current assets		
Property, plant and equipment		
Facilities attached to buildings, net	560,855	936,436
Vehicles, net	1,057	310
Tools, furniture and fixtures, net	51,525	70,276
Total property, plant and equipment	613,437	1,007,023
Intangible assets		
Software	57,982	55,227
Goodwill	900,814	734,361
Trademark right	749,146	670,266
Total intangible assets	1,707,943	1,459,855
Investments and other assets		
Shares of subsidiaries and associates	7,530	57,875
Deferred tax assets	51,551	53,403
Other	311,947	455,318
Total investments and other assets	371,028	566,597
Total non-current assets	2,692,410	3,033,476
Total assets	6,565,547	10,020,750

(Thousands of yen)

	As of March 31, 2025	As of March 31, 2026
Liabilities		
Current liabilities		
Accounts payable - trade	481,831	442,747
Short-term borrowings	937,400	1,530,000
Current portion of long-term borrowings	429,564	655,348
Accounts payable - other	345,389	523,087
Income taxes payable	112,695	471,364
Contract liabilities	18,075	372,241
Provision for bonuses	37,010	135,438
Other	145,482	255,163
Total current liabilities	2,507,449	4,385,391
Non-current liabilities		
Long-term borrowings	1,657,595	1,609,370
Asset retirement obligations	125,953	193,685
Deferred tax liabilities	179,351	103,210
Total non-current liabilities	1,962,899	1,906,266
Total liabilities	4,470,349	6,291,657
Net assets		
Shareholders' equity		
Share capital	198,532	763,711
Capital surplus	202,216	767,396
Retained earnings	566,683	876,098
Treasury shares	(557)	(1,081)
Total shareholders' equity	966,874	2,406,125
Accumulated other comprehensive income		
Foreign currency translation adjustment	-	(5,873)
Total accumulated other comprehensive income	-	(5,873)
Share acquisition rights	78,288	45,429
Non-controlling interests	1,050,035	1,283,410
Total net assets	2,095,198	3,729,092
Total liabilities and net assets	6,565,547	10,020,750

Consolidated Statements of Income and Comprehensive Income

Consolidated Statement of Income

(Thousands of yen)

	For the fiscal year ended March 31, 2025	For the fiscal year ended March 31, 2026
Net sales	8,306,109	14,234,678
Cost of sales	3,193,839	5,247,484
Gross profit	5,112,270	8,987,194
Selling, general and administrative expenses	4,440,794	7,903,116
Operating profit	671,475	1,084,077
Non-operating income		
Interest income	692	5,196
Commission income	2,389	4,378
Outsourcing service income	7,378	1,000
Other	5,059	7,763
Total non-operating income	15,520	18,338
Non-operating expenses		
Interest expenses	29,522	68,295
Foreign exchange losses	3,527	10,020
Other	7,842	8,432
Total non-operating expenses	40,892	86,748
Ordinary profit	646,103	1,015,668
Extraordinary income		
Gain on sale of non-current assets	27	-
Gain on reversal of share acquisition rights	-	399
Total extraordinary income	27	399
Extraordinary losses		
Loss on retirement of non-current assets	11,299	33,838
Impairment losses	7,907	55,381
Total extraordinary losses	19,207	89,220
Profit before income taxes	626,923	926,847
Income taxes - current	204,756	460,747
Income taxes - deferred	(1,807)	(77,584)
Total income taxes	202,949	383,163
Profit	423,973	543,683
Profit attributable to non-controlling interests	109,163	233,374
Profit attributable to owners of parent	314,810	310,308

Consolidated Statement of Comprehensive Income

(Thousands of yen)

	For the fiscal year ended March 31, 2025	For the fiscal year ended March 31, 2026
Profit	423,973	543,683
Other comprehensive income		
Foreign currency translation adjustment	-	(5,873)
Total other comprehensive income	-	(5,873)
Comprehensive income	423,973	537,810
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	314,810	304,435
Comprehensive income attributable to non-controlling interests	109,163	233,374

Consolidated Statement of Changes in Equity

For the fiscal year ended March 31, 2025

(Thousands of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	198,532	202,216	251,872	(306)	652,313
Changes during period					
新株の発行					
新株の発行（新株予約権の行使）					
Profit attributable to owners of parent			314,810		314,810
Purchase of treasury shares				(250)	(250)
連結範囲の変動					
Net changes in items other than shareholders' equity					
Total changes during period	-	-	314,810	(250)	314,560
Balance at end of period	198,532	202,216	566,683	(557)	966,874

	Accumulated other comprehensive income		Share acquisition rights	Non-controlling interests	Total net assets
	Foreign currency translation adjustment	Total accumulated other comprehensive income			
Balance at beginning of period	-	-	32,153	-	684,467
Changes during period					
新株の発行					
新株の発行（新株予約権の行使）					
Profit attributable to owners of parent					314,810
Purchase of treasury shares					(250)
連結範囲の変動					
Net changes in items other than shareholders' equity			46,135	1,050,035	1,096,170
Total changes during period	-	-	46,135	1,050,035	1,410,731
Balance at end of period	-	-	78,288	1,050,035	2,095,198

For the fiscal year ended March 31, 2026

(Thousands of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	198,532	202,216	566,683	(557)	966,874
Changes during period					
Issuance of new shares	499,808	499,808			999,616
Issuance of new shares - exercise of share acquisition rights	65,371	65,371			130,743
Profit attributable to owners of parent			310,308		310,308
Purchase of treasury shares				(524)	(524)
Change in scope of consolidation			(893)		(893)
Net changes in items other than shareholders' equity					
Total changes during period	565,179	565,179	309,415	(524)	1,439,251
Balance at end of period	763,711	767,396	876,098	(1,081)	2,406,125

	Accumulated other comprehensive income		Share acquisition rights	Non-controlling interests	Total net assets
	Foreign currency translation adjustment	Total accumulated other comprehensive income			
Balance at beginning of period	-	-	78,288	1,050,035	2,095,198
Changes during period					
Issuance of new shares					999,616
Issuance of new shares - exercise of share acquisition rights			(53,257)		77,485
Profit attributable to owners of parent					310,308
Purchase of treasury shares					(524)
Change in scope of consolidation					(893)
Net changes in items other than shareholders' equity	(5,873)	(5,873)	20,398	233,374	247,900
Total changes during period	(5,873)	(5,873)	(32,858)	233,374	1,633,893
Balance at end of period	(5,873)	(5,873)	45,429	1,283,410	3,729,092

Consolidated Statement of Cash Flows

(Thousands of yen)

	For the fiscal year ended March 31, 2025	For the fiscal year ended March 31, 2026
Cash flows from operating activities		
Profit before income taxes	626,923	926,847
Depreciation	114,905	242,292
Amortization of goodwill	114,994	166,453
Impairment losses	7,907	55,381
Gain on reversal of share acquisition rights	-	(399)
Increase (decrease) in provision for bonuses	(31,535)	98,428
Interest and dividend income	(692)	(5,196)
Interest expenses	29,522	68,295
Share-based payment expenses	46,135	18,764
Loss on retirement of property, plant and equipment	11,299	33,838
Decrease (increase) in trade receivables	(161,541)	(232,982)
Decrease (increase) in inventories	(635,728)	(1,116,860)
Decrease (increase) in advance payments to suppliers	(195,097)	(123,796)
Decrease (increase) in prepaid expenses	(38,420)	(63,109)
Increase (decrease) in trade payables	106,380	(42,186)
Increase (decrease) in accounts payable - other	72,337	192,254
Increase (decrease) in income taxes payable - factor based tax	(5,780)	32,403
Increase (decrease) in contract liabilities	(12,982)	354,166
Other, net	(262,859)	128,952
Subtotal	(214,231)	733,546
Interest and dividends received	692	5,196
Interest paid	(29,522)	(68,295)
Income taxes paid	(294,851)	(188,452)
Net cash provided by (used in) operating activities	(537,913)	481,995
Cash flows from investing activities		
Purchase of property, plant and equipment	(278,861)	(575,333)
Purchase of intangible assets	(59,197)	(15,048)
Payments of leasehold deposits	(155,767)	(187,760)
Proceeds from refund of leasehold deposits	38,106	45,096
Net decrease (increase) in short-term loans receivable	(76,027)	(15,432)
Payments for asset retirement obligations	(24,670)	(12,699)
Payments for acquisition of businesses	(48,329)	-
Purchase of shares of subsidiaries and associates	(7,530)	(52,775)
Purchase of shares of subsidiaries resulting in change in scope of consolidation	(497,221)	-
Other, net	39	-
Net cash provided by (used in) investing activities	(1,109,457)	(813,953)

(Thousands of yen)

	For the fiscal year ended March 31, 2025	For the fiscal year ended March 31, 2026
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	937,400	1,935,217
Repayments of short-term borrowings	(300,000)	(1,377,400)
Proceeds from long-term borrowings	1,680,000	800,000
Repayments of long-term borrowings	(299,450)	(622,441)
Proceeds from issuance of shares	-	999,853
Proceeds from issuance of shares resulting from exercise of share acquisition rights	-	77,248
Proceeds from issuance of share acquisition rights	-	1,749
Purchase of treasury shares	(250)	(524)
Net cash provided by (used in) financing activities	2,017,699	1,813,704
Effect of exchange rate change on cash and cash equivalents	-	(1,439)
Net increase (decrease) in cash and cash equivalents	370,329	1,480,306
Cash and cash equivalents at beginning of period	613,090	983,419
Increase in cash and cash equivalents resulting from inclusion of subsidiaries in consolidation	-	21,094
Cash and cash equivalents at end of period	983,419	2,484,819