

Year Ended March 31, 2026

Third Quarter

Financial Results Briefing



February 12, 2026

S.T. Corporation

Highlights of the Business Performance in 3Q of FY 3/26 <Consolidated>

Decrease in Net sales and Profit

	Consolidated	Sales ratio	YOY	Vs. Forecast
Net sales	¥37.4 billion	100.0%	99.2%	91.3%
Operating profit	¥2.0 billion	5.6%	114.0%	95.1%
Ordinary profit	¥2.3 billion	6.3%	114.7%	95.3%
Profit attributable to owners of parent	¥1.4 billion	4.0%	64.8%	104.1%

Highlights of the Business Performance in 3Q of FY 3/26 <Consolidated>

	FY3/25		FY3/26	
	Actual	Sales ratio	Actual	Sales ratio
Net sales	¥37.7 billion	100.0%	¥37.4 billion	100.0%
Cost of sales	¥23.4 billion	62.2%	¥23.1 billion	61.9%
Gross profit	¥14.2 billion	37.8%	¥14.2 billion	38.1%
Selling, general and administrative expenses	¥12.4 billion	33.0%	¥12.1 billion	32.5%
Operating profit	¥1.8 billion	4.8%	¥2.0 billion	5.6%

Highlights of the Business Performance in 3Q of FY 3/26 <Consolidated> 【Sales in each Business Category】

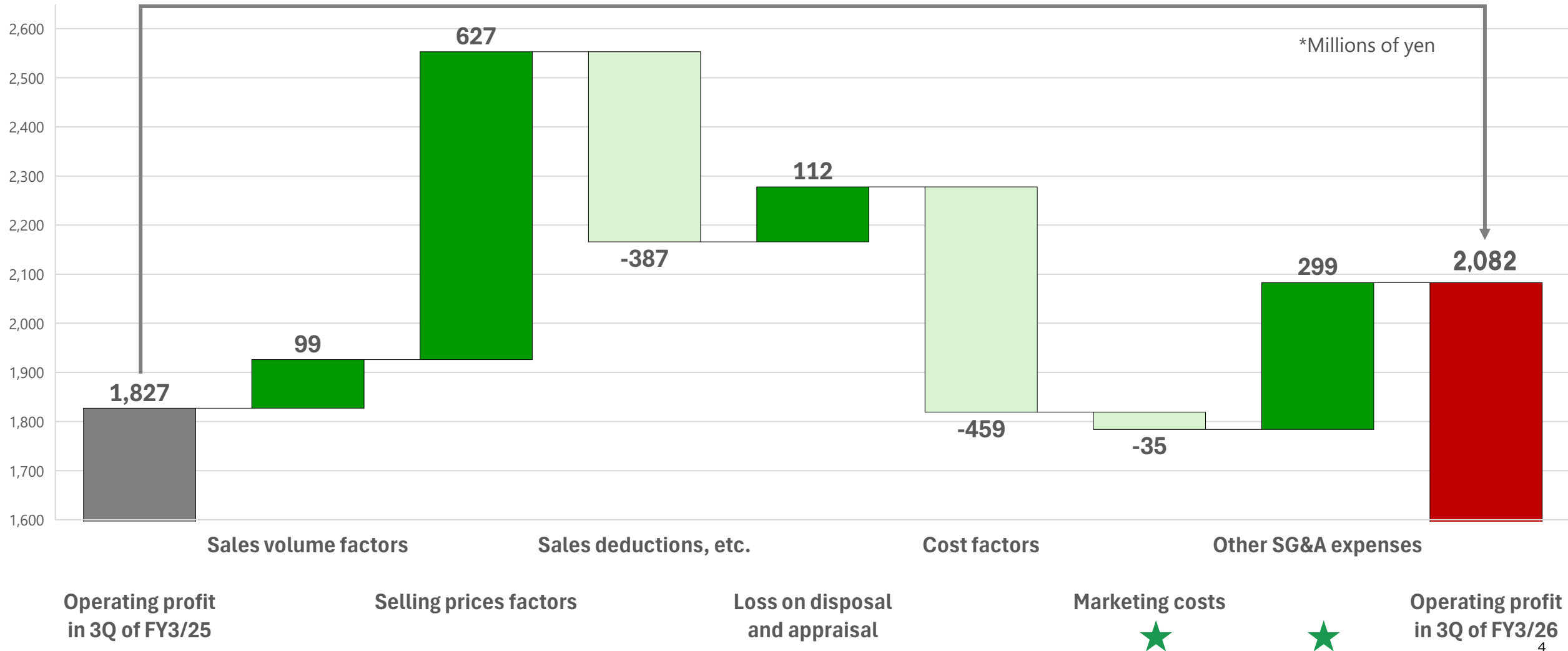
Category		Sales	YOY	Composition ratio
AIR Care	(Deodorizers/air fresheners)	¥16.7 billion	100.1%	44.6%
PET Care	(Goods for cat litter boxes)	¥2.9 billion	104.1%	7.9%
CLOTH Care	(Mothproofing agents)	¥4.7 billion	94.5%	12.7%
HOME Care	(Food care/Cleaner etc.)	¥3.5 billion	103.3%	9.5%
HUMIDITY Control	(Dehumidifiers)	¥2.1 billion	88.1%	5.6%
THERMAL Care	(Disposable warmers)	¥3.4 billion	96.4%	9.3%
HAND Care	(Household gloves)	¥3.9 billion	103.4%	10.4%
Total		¥37.4 billion	99.2%	100.0%

Factors behind the Increase/Decrease in Operating Profit in 3Q of FY3/26 <Consolidated>



Increase/decrease in operating profit

Operating Profit Increase: ¥ 255 M ★ will be explained supplementarily on the next page.

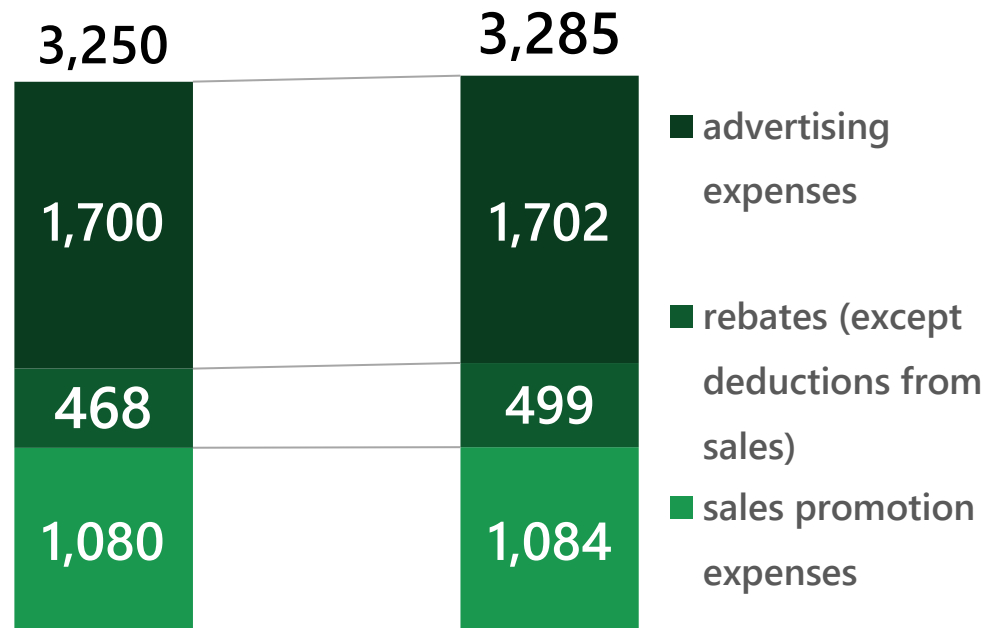


Breakdown of SG&A expenses in 3Q of FY 3/26 <Consolidated>

*Millions of yen

Marketing Expenses

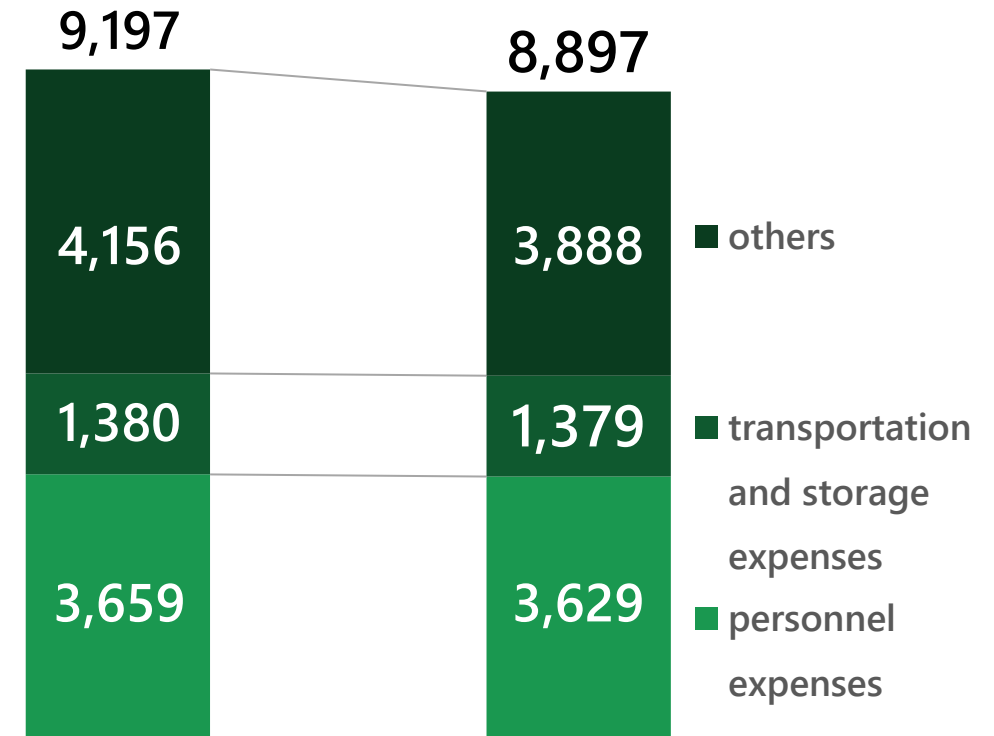
Increased by ¥35 million



3Q of FY 3/2025 3Q of FY 3/2026

Excluding Marketing Expenses

Decreased by ¥299 million



3Q of FY 3/2025 3Q of FY 3/2026

Highlights of the Business Performance in 3Q of FY 3/26

Sales were 99.2% of the previous fiscal year as the sales of mothproofing agents, moisture absorbers, and disposable warmers were sluggish despite the sales growth of “NYANTOMO” and “KOMETOBAN.” Regarding profit, operating profit was 114.0% of the previous fiscal year, as we raised the prices of core products, reduced costs, and curtailed SG&A, such as commissions.

< Sales >

- **AIR Care:** The sales stood at 100.1% of the previous fiscal year, as sales of “SHOSHURIKI PREMIUM AROMA” and “SHOSHURIKI ION DEODORANTS” increased, but the sales of the regular series of “SHOSHURIKI” declined due to stockouts during the year-end peak season, and the sales of “PREMIUM AROMA FOR SLEEP” and “SHOSHURIKI COMPACT FOR TOILET” also dropped.
- **PET Care:** The sales were 104.1% of the previous fiscal year, as sales of “NYANTOMO,” whose business was transferred to S.T. in June last year, were added in Apr. and May.
- **CLOTH Care:** The sales in the market of mothproofing agents in autumn (Aug. to Dec.) dropped to 94.5%* of the previous fiscal year according to the sales data of retailers. The sales of CLOTH Care products stood at 94.5% of the previous fiscal year, as the sales of “MUSHUDA NOTE” series under the themes of “cleanliness” and “simplicity” and the new product “MUSHUDA MITE TRAPPING SHEET” increased, but the sales of the existing core products, such as “NEOPARA ACE” and “MUSHUDA FOR WARDROBE, DRAWER, and CLOSET,” were sluggish. *INTAGE Inc. SRI+ “Estimated sales of mothproofing agents (excluding those for dolls)”
- **HOME Care:** The sales stood at 103.3% of the previous fiscal year, as the demand for “KOMETOBAN” grew thanks to growing awareness of rice stockpiling in the wake of the skyrocketing rice prices.
- **THERMAL Care:** The sales were 96.4% of the previous fiscal year due to the delay in sales of seasonal products caused by the lingering summer heat and the effect of a warm winter at year-end, although product returns from the previous season decreased.

< Gross profit >

- Gross profit was almost unchanged from the previous fiscal year, as the sales quantities of high value-added AIR Care products and “KOMETOBAN” increased and we raised the prices of some core products and reduced costs, producing some positive effects, but the sales of mothproofing agents and moisture absorbers were sluggish and the rebates for PET Care products increased.

< SG&A >

- **Other SG&A:** Other SG&A decreased 268 million yen year-on-year. R&D expenses for future growth increased, but this was offset by the absence of expenses recorded in the previous fiscal year, such as consulting fees and costs for formulating the corporate purpose.
- **Marketing expenses:** Expenses increased by 35 million yen year-on-year due to aggressive advertising investment during the new product launch period and the year-end peak season.
- **Personnel expenses:** Although salaries increased, a decrease in executive compensation resulted in a decrease of 29 million yen year-on-year.

Note: Regarding the revision of the financial forecast, please refer to the "Announcement of Revisions to the Full-year Consolidated Earnings Forecast, and Differences Between the Non-consolidated Earnings Forecast and Actual Results for the Previous Fiscal Year" released today, February 12.

Net Sales Increase, Profit Decrease

	Consolidated	YOY
Net sales	¥48.5 billion	100.8%
Operating profit	¥1.9 billion	114.5%
Ordinary profit	¥2.3 billion	110.4%
Profit attributable to owners of parent	¥1.5 billion	52.9%

Estimated dividend: ¥44

*Payout ratio: 62.3%

<Our Purpose>

Ideas to touch the heart
for moments with smiles



S.T. Corporation <https://www.st-c.co.jp/>

*Yen amounts are rounded down.

【Notes on the business forecasts】 The items included in this material are based on a variety of premises, and do not assure or guarantee that the numerical forecasts and policies herein will be realized.