Supplementary Material for Results of Operations for the

Fiscal Year Ended March 31, 2026

NIHON TRIM CO., LTD.

Securities Code: 6788 (TSE Prime)

May 13 , 2026

Overview of FY3/26

(Millions of yen)

	Q4 FY3/25 Results	Q4 FY3/26 Results	Change (%)
Net sales	22,463	24,159	+7.5%
Operating profit	3,285	2,940	(10.5)%
Ordinary profit	3,535	3,147	(11.0)%
Profit attributable to owners of parent	2,241	2,030	(9.4)%

Key Topics Related to Sales

①Growth of the Bottled Water Business ＋up 29% YoY

②Sales of EHW apparatus and Cartridges also remained strong

Key Topics Related to Profit

①Decline in gross profit margin due to changes in sales mix
Bottled water business composition ratio: 19.8% (16.5% in the previous fiscal year)

②Increase in raw material prices
Rising platinum prices for water ionizer electrode plates

③Enhanced investment in human capital for business expansion
Group workforce: +42 YoY

④Strengthening advertising activities in the bottled water business

Consolidated Earnings Summary for Q4 FY3/26

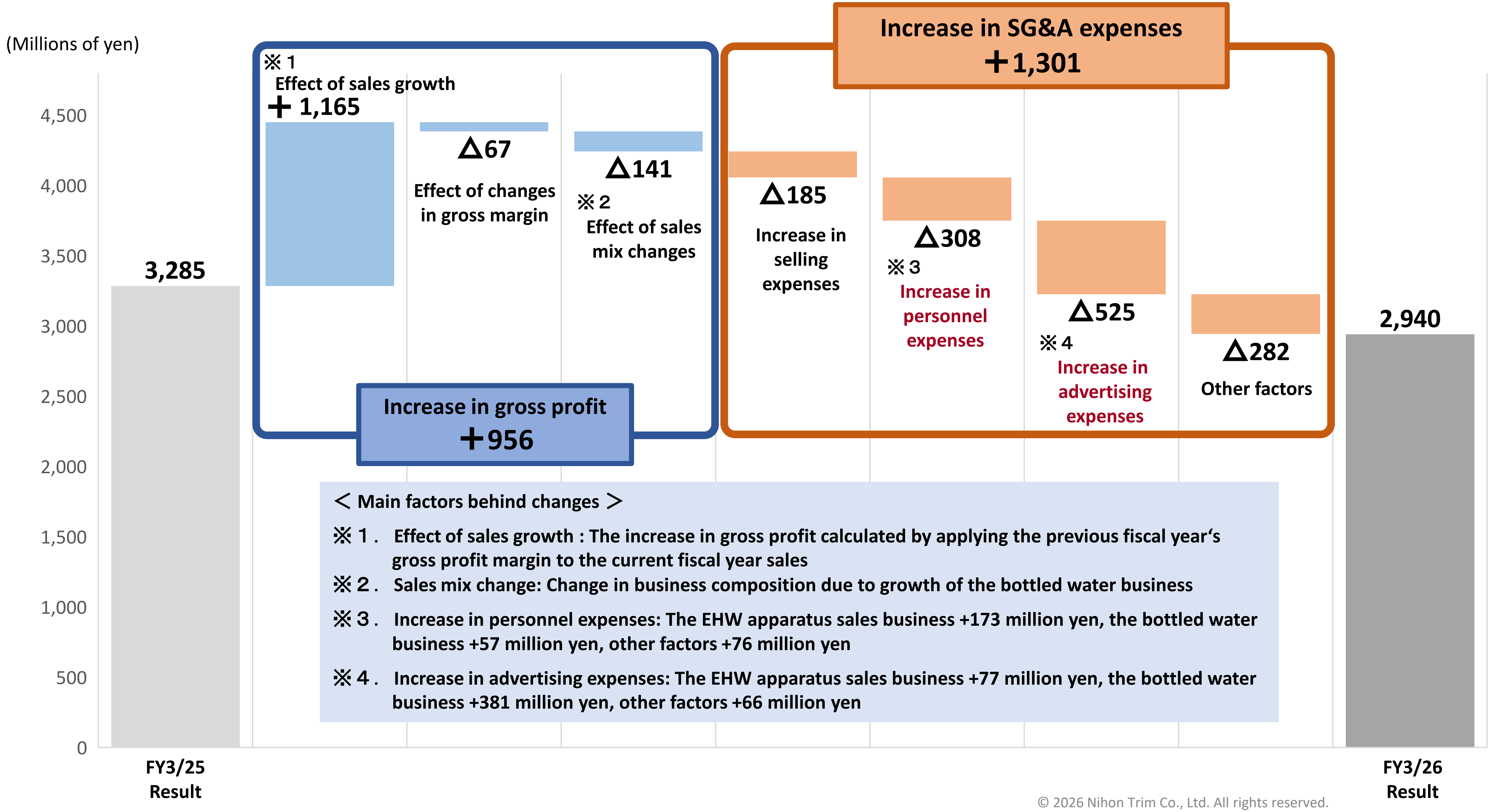
(Millions of yen) (Rounded down to nearest million yen)	Q4 FY3/25 Results		Q4 FY3/26 Results		Change (Amount)	Change (%)
	Amount	%	Amount	%		
Net sales	22,463	100.0%	**24,159**	**100.0%**	+1,695	+7.5%
Cost of sales	7,027	31.3%	**7,766**	**32.1%**	+739	+10.5%
Gross profit	15,436	68.7%	**16,392**	**67.9%**	+956	+6.2%
SG&A expenses	12,150	54.1%	**13,452**	**55.7%**	+1,301	+10.7%
Operating profit	3,285	14.6%	**2,940**	**12.2%**	(345)	(10.5)%
Non-operating income	271	1.2%	**259**	**1.1%**	(12)	(4.4)%
Non-operating expenses	21	0.1%	**52**	**0.2%**	+30	+140.5%
Ordinary profit	3,535	15.7%	**3,147**	**13.0%**	(387)	(11.0)%
Extraordinary income	149	0.7%	**0**	**0.0%**	(148)	(99.4)%
Extraordinary losses	214	1.0%	**1**	**0.0%**	(212)	(99.2)%
Profit before income taxes	3,470	15.4%	**3,146**	**13.0%**	(323)	(9.3)%
Total income taxes	917	4.1%	**873**	**3.6%**	(43)	(4.7)%
Profit attributable to non-controlling interests	311	1.4%	**242**	**1.0%**	(69)	(22.3)%
Profit attributable to owners of parent	2,241	10.0%	**2,030**	**8.4%**	(210)	(9.4)%
Net income per share (Yen)		292.41		**269.58**		(22.83)

Q4 FY3/26: Sales by Business Segment

NIHON TRIM CO.,LTD.

(Millions of yen) (Rounded down to nearest million yen)	Q4 FY3/25 Results		Q4 FY3/26 Results		Change (Amount)	Change (%)
	Amount	%	Amount	%		
DS Division (workplace sales)	4,897	21.8%	**5,092**	**21.1%**	+194	+4.0%
HS Division (installation and referral sales)	1,419	6.3%	**1,361**	**5.6%**	(57)	(4.1)%
SS Division (store event sales)	549	2.4%	**537**	**2.2%**	(12)	(2.2)%
Maintenance Department	332	1.5%	**349**	**1.4%**	+17	+5.1%
Replacement Department	436	1.9%	**480**	**2.0%**	+43	+10.1%
Web-based sales	421	1.9%	**447**	**1.9%**	+26	+6.4%
MS Division (OEM and wholesale sales)	1,020	4.5%	**973**	**4.0%**	(47)	(4.6)%
EHW apparatus, total	9,077	40.4%	**9,242**	**38.3%**	**+165**	**+1.8%**
Cartridges	5,602	24.9%	**5,836**	**24.2%**	**+233**	**+4.2%**
TRIM (Guangzhou) Water & Health Co., Ltd.	147	0.7%	**124**	**0.5%**	(23)	(15.9)%
PT. SUPER WAHANA TEHNO(bottled water)	3,704	16.5%	**4,785**	**19.8%**	**+1,080**	**+29.2%**
Others	1,033	4.6%	**1,146**	**4.7%**	+112	+10.9%
Water Healthcare Business	**19,565**	**87.1%**	**21,135**	**87.5%**	+1,569	+8.0%
Regenerative medicine	2,789	12.4%	**2,921**	**12.1%**	+132	+4.7%
Electrolyzed water hemodialysis	108	0.5%	**102**	**0.4%**	(6)	(5.6)%
Medical Business	**2,898**	**12.9%**	**3,024**	**12.5%**	+126	+4.4%
Consolidated, total	**22,463**	**100.0%**	**24,159**	**100.0%**	**+1,695**	**+7.5%**

Factors behind Changes in Operating Profit for FY3/26



＜ Main factors behind changes ＞

※1. Effect of sales growth : The increase in gross profit calculated by applying the previous fiscal year's gross profit margin to the current fiscal year sales

※2. Sales mix change: Change in business composition due to growth of the bottled water business

※3. Increase in personnel expenses: The EHW apparatus sales business +173 million yen, the bottled water business +57 million yen, other factors +76 million yen

※4. Increase in advertising expenses: The EHW apparatus sales business +77 million yen, the bottled water business +381 million yen, other factors +66 million yen

Consolidated Financial Forecast for FY3/27

(Millions of yen)

	FY3/26 Results	FY3/27 Forecast	Change (%)
Net sales	24,159	27,000	+11.8%
Operating profit	2,940	3,300	+12.2%
Ordinary profit	3,147	3,500	+11.2%
Profit attributable to owners of parent	2,030	2,200	+8.3%

Key Topics Related to Sales

①Expansion of the DS Division (workplace sales)
150-person structure this fiscal year

②Further growth of the bottled water business **+30%**

③Ramp-up of the StemCell Singapore business
To be consolidated from this fiscal year

Key Topics Related to Profit

①Expansion of investment in human capital

②Water Healthcare Business
Expected increase in petroleum-related raw material costs

③Strengthening advertising and promotional activities in the bottled water business

④Change in gallon bottle material for the bottled water business

Consolidated Financial Forecast for FY3/27

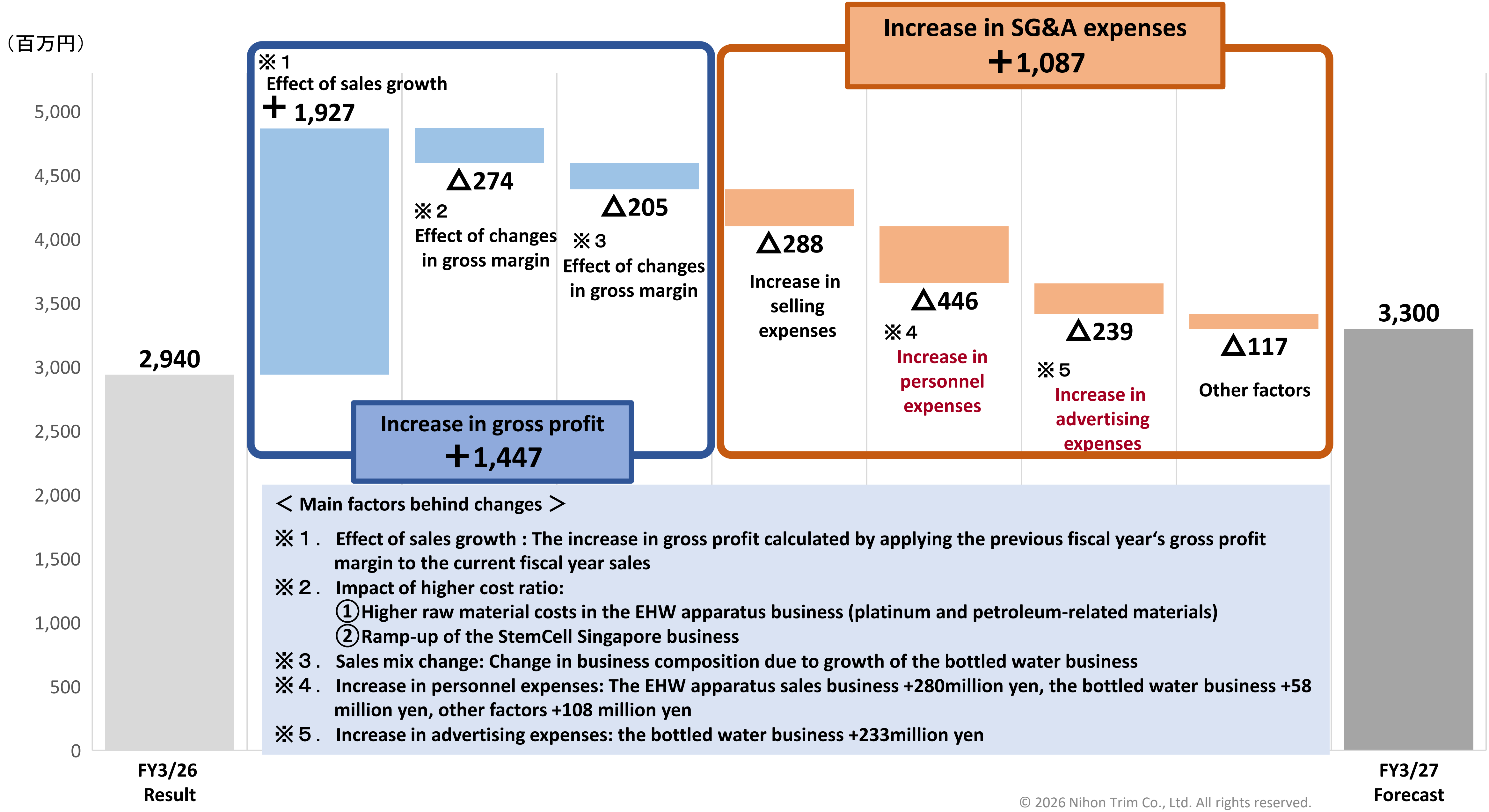
(Millions of yen) (Rounded down to nearest million yen)	FY3/26 Results		FY3/27 Forecast		Change (Amount)	Change (%)
	Amount	%	Amount	%		
Net sales	24,159	100.0%	**27,000**	**100.0%**	+2,840	+11.8%
Cost of sales	7,766	32.1%	**9,160**	**33.9%**	+1,393	+17.9%
Gross profit	16,392	67.9%	**17,840**	**66.1%**	+1,447	+8.8%
SG&A expenses	13,452	55.7%	**14,540**	**53.9%**	+1,087	+8.1%
Operating profit	2,940	12.2%	**3,300**	**12.2%**	+359	+12.2%
Non-operating income	259	1.1%	**227**	**0.8%**	(32)	(12.5)%
Non-operating expenses	52	0.2%	**27**	**0.1%**	(25)	(48.4)%
Ordinary profit	3,147	13.0%	**3,500**	**13.0%**	+352	+11.2%
Extraordinary income	0	0.0%	**—**	**—**	(0)	—
Extraordinary losses	1	0.0%	**—**	**—**	(1)	—
Profit before income taxes	3,146	13.0%	**3,500**	**13.0%**	+353	+11.2%
Total income taxes	873	3.6%	**1,015**	**3.8%**	+141	+16.2%
Profit attributable to non-controlling interests	242	1.0%	**285**	**1.1%**	+42	+17.5%
Profit attributable to owners of parent	2,030	8.4%	**2,200**	**8.1%**	+169	+8.3%
Net income per share (Yen)		269.58		**292.06**		+22.48

FY3/27 Forecast: Sales by Business Segment

NIHON TRIM CO.,LTD.

(Millions of yen) (Rounded down to nearest million yen)	FY3/26 Results		FY3/27 Forecast		Change (Amount)	Change (%)
	Amount	%	Amount	%		
DS Division (workplace sales)	5,092	21.1%	**5,644**	**20.9%**	+551	+10.8%
HS Division (installation and referral sales)	1,361	5.6%	**1,451**	**5.4%**	+89	+6.5%
SS Division (store event sales)	537	2.2%	**612**	**2.3%**	+74	+13.9%
Maintenance Department	349	1.4%	**377**	**1.4%**	+27	+7.8%
Replacement Department	480	2.0%	**383**	**1.4%**	(97)	(20.3)%
Web-based sales	447	1.9%	**453**	**1.7%**	+5	+1.1%
MS Division (OEM and wholesale sales)	973	4.0%	**1,080**	**4.0%**	+106	+11.0%
EHW apparatus, total	9,242	38.3%	**10,000**	**37.0%**	**+757**	**+8.2%**
Cartridges	5,836	24.2%	**6,061**	**22.4%**	**+224**	**+3.8%**
TRIM (Guangzhou) Water & Health Co., Ltd.	124	0.5%	**140**	**0.5%**	+15	+12.8%
PT. SUPER WAHANA TEHNO(bottled water)	4,785	19.8%	**6,200**	**23.0%**	**+1,414**	**+29.6%**
Others	1,146	4.7%	**1,159**	**4.3%**	+12	+1.1%
Water Healthcare Business	**21,135**	**87.5%**	**23,560**	**87.3%**	+2,424	+11.5%
Regenerative medicine	2,921	12.1%	**3,240**	**12.0%**	+318	+10.9%
Electrolyzed water hemodialysis	102	0.4%	**200**	**0.7%**	+97	+95.2%
Medical Business	**3,024**	**12.5%**	**3,440**	**12.7%**	+415	+13.7%
Consolidated, total	**24,159**	**100.0%**	**27,000**	**100.0%**	**+2,840**	**+11.8%**

Factors behind Changes in Operating Profit for FY3/27



＜ Main factors behind changes ＞

※１.　Effect of sales growth : The increase in gross profit calculated by applying the previous fiscal year's gross profit margin to the current fiscal year sales

※２.　Impact of higher cost ratio:
①Higher raw material costs in the EHW apparatus business (platinum and petroleum-related materials)
②Ramp-up of the StemCell Singapore business

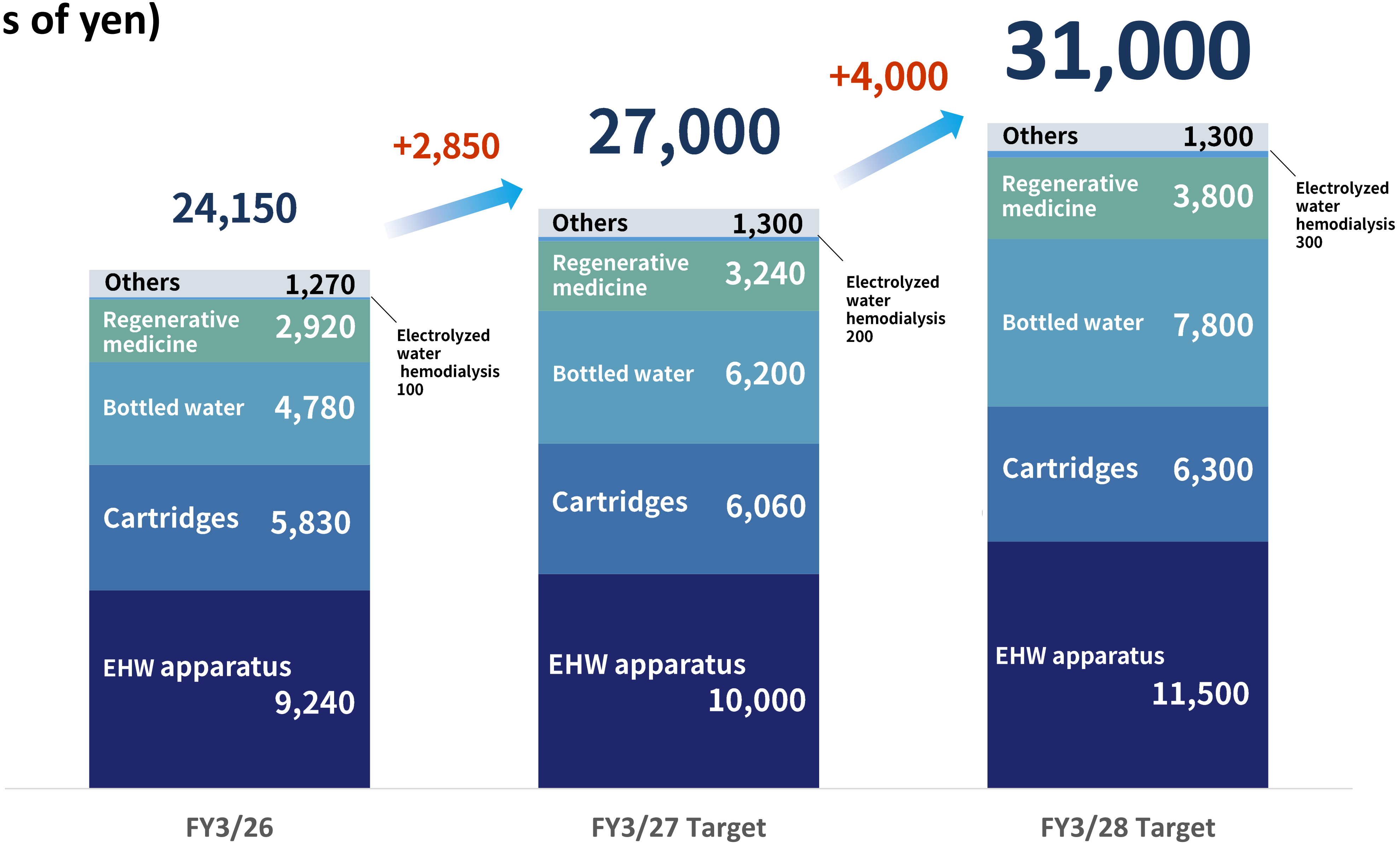
※３.　Sales mix change: Change in business composition due to growth of the bottled water business

※４.　Increase in personnel expenses: The EHW apparatus sales business +280million yen, the bottled water business +58 million yen, other factors +108 million yen

※５.　Increase in advertising expenses: the bottled water business +233million yen

Medium-term Management Plan for FY3/28

(Millions of yen)



Performance Trends

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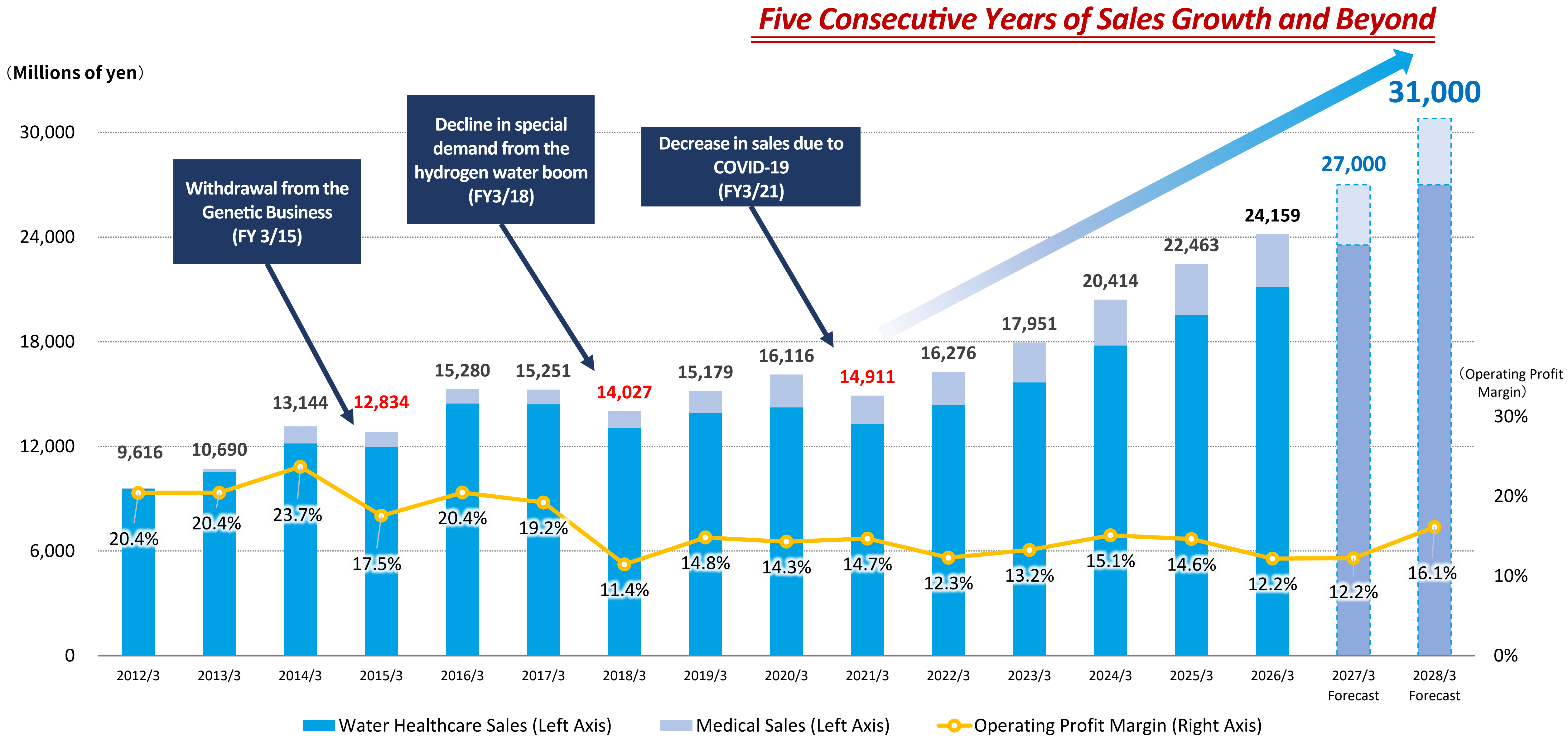


Initiatives to Achieve Management with Awareness of Capital Cost and Stock Price

NIHON TRIM CO.,LTD.

Basic Capital Policy	Aim for a sustainable increase in shareholder value by achieving a solid balance of capital efficiency, shareholder returns and financial soundness

●Capital efficiency

ROE for FY3/26 **8.5 %**

- Consistently achieving returns above the 8.0% cost of capital
- Driving business performance improvement with a target ROE of 10% or above
- Investment in human capital aimed at expanding business areas
- Actively promoting research and development activities

●Shareholder returns

DOE-based policy **4 %**

- Implementing progressive dividends based on a DOE target of 4%
- Committed to stable and continuous shareholder returns
- Repurchased 250,000 shares of treasury stock in FY2026/3

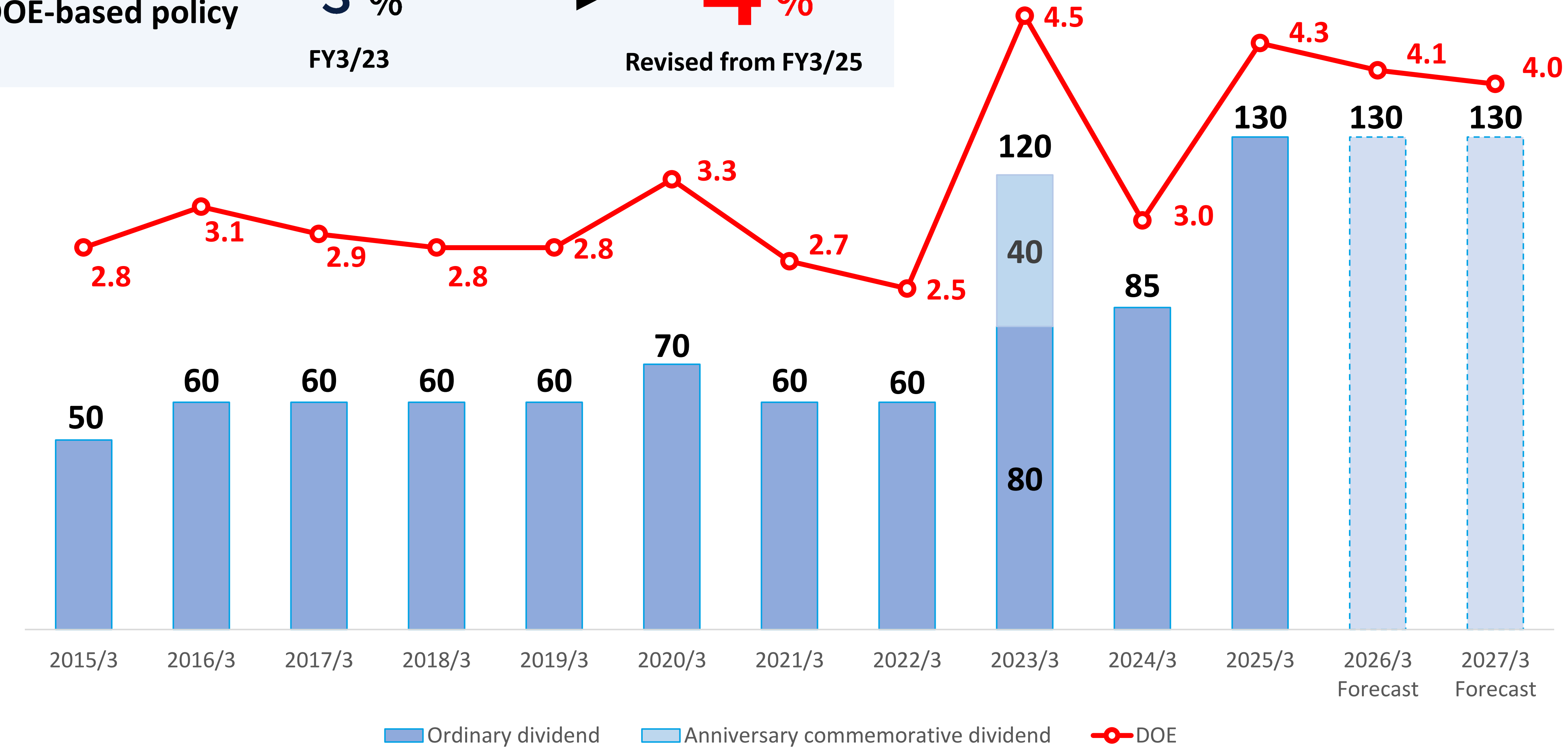
●Enhancing shareholder value

PBR for FY3/26 **1.34 x**

- Efforts to enhance PBR over the medium to long term
- Achievement of the FY2028/3 medium-term management plan
- Enhancing IR activities and promoting dialogue with shareholders
- Investment in new businesses through M&A

Trends in Dividend Amounts

DOE-based policy	3 % FY3/23	→	4 % Revised from FY3/25



Disclaimer Regarding Forward-Looking Statements

The earnings forecasts and forward-looking statements described in this document are based on information currently available to the Company, and involve potential risks and uncertainties. Accordingly, the Company cautions you that actual results may differ materially from those discussed in the forward-looking statements as a result of changes in various factors.