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Consolidated Financial Results for the Fiscal Year Ended March 31, 2026 **(Under Japanese GAAP)**

May 15, 2026

Company Name HitoMile Co., Ltd.

Listing Tokyo Stock Exchange

Ticker Code 7686

URL <https://www.hitomile.co.jp/>

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Scheduled date of annual general meeting of shareholders: June 24, 2026

Scheduled date to commence dividend payments: June 10, 2026

Scheduled date to file annual securities report: June 23, 2026

Preparation of supplementary material on financial results: Yes

Holding of financial results briefing: Yes (For institutional investors and securities analysts)

(JPY amounts are rounded down to million, unless otherwise noted.)

1. Consolidated financial results for the Fiscal year ended March 31, 2026

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
Fiscal year ended	JPY million	%	JPY million	%	JPY million	%	JPY million	%
March 31, 2026	139,837	4.0	1,971	10.7	1,943	7.1	1,175	119.0
March 31, 2025	134,514	3.9	1,781	(37.9)	1,815	(36.9)	536	(66.4)

Note: Comprehensive income For the Fiscal year ended March 31, 2026: JPY 1,181 million [119.3%]

For the Fiscal year ended March 31, 2025: JPY 538 million [(66.7)%]

	Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to net sales
Fiscal year ended	JPY	JPY	%	%	%
March 31, 2026	40.69	39.96	25.5	5.2	1.4
March 31, 2025	18.79	18.36	12.9	5.2	1.3

Reference: Share of profit (loss) of entities accounted for using equity method

For the fiscal year ended March 31, 2026 2 million

For the fiscal year ended March 31, 2025 — million

Note: The Company conducted a 3-for-1 share split of its common shares on October 1, 2024. The "Basic earnings per share" and "Diluted earnings per share" are calculated assuming that the stock split was carried out in the previous consolidated fiscal year.

(2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net asset per share
As of	JPY million	JPY million	%	JPY
March 31, 2026	38,366	5,002	13.0	171.34
March 31, 2025	36,059	4,230	11.7	147.29

Reference: Equity As of March 31, 2026 JPY 4,994 million

As of March 31, 2025 JPY 4,230 million

(3) Consolidated cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at the end of period
Fiscal year ended	JPY million	JPY million	JPY million	JPY million
March 31, 2026	2,604	(3,197)	643	2,859
March 31, 2025	2,585	(3,002)	74	2,809

2. Cash dividends

	Annual dividends per share					Total cash dividends (Total)	Payout ratio (Consolidated)	Ratio of dividends to net assets (Consolidated)
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total			
	JPY	JPY	JPY	JPY	JPY	JPY million	%	%
Fiscal year ended March 31, 2025	—	30.00	—	10.00	—	580	106.4	13.7
Fiscal year ending March 31, 2026	—	10.00	—	10.00	20.00	582	49.2	12.6
Fiscal year ending March 31, 2027 (Forecast)	—	10.00	—	10.00	20.00		90.2	

Note: 1. "Total cash dividends" includes the dividend paid to The Employee Stock Ownership Plan Trust (4 million yen for the fiscal year ending March 2026).

Note: 2 The Company conducted a 3-for-1 share split of its common shares on October 1, 2024. The Fiscal year-end dividend per share is the amount after taking into account the stock split. The total annual dividend is not stated because it is not possible to simply add up the second quarter end dividend and the fiscal year-end dividend. If the stock split is not taken into account, the final dividend per share for the fiscal year ending March 2025 will be 10.00 yen, and the total annual dividend will be 20.00 yen.

3. Consolidated financial results for the fiscal year ending March 31, 2027 (Forecast)

(Percentages indicate year-on-year changes.)

	Sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	JPY million	%	JPY million	%	JPY million	%	JPY million	%	JPY
Fiscal year ending March 31, 2027	145,000	3.7	2,100	6.5	1,950	0.3	650	(44.7)	22.17

※ Notes

(1) Significant changes in the scope of consolidation during the period: None

(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 : Yes
- (iv) Restatement: None

(3) Number of issued shares (common shares)

(i) Total number of issued shares at the end of the period (including treasury shares)

As of March 31, 2026	29,146,200 shares
As of March 31, 2025	29,018,700 shares

(ii) Number of treasury shares at the end of the period

As of March 31, 2026	549 shares
As of March 31, 2025	300,349 shares

(iii) Average number of shares outstanding during the period

Fiscal year ended March 31, 2026	28,885,791 shares
Fiscal year ended March 31, 2025	28,570,548 shares

Note: The number of treasury stock at the end of the period includes the Company's shares held by the ESOP Trust Account (299,800 shares as of March 31, 2025 and — shares as of March 31, 2026).

The Company conducted a 3-for-1 share split of its common shares on October 1, 2024. The "number of shares issued at the end of the period," "number of treasury shares at the end of the period," and "average number of

shares during the period" are calculated assuming that the stock split was carried out at the beginning of the previous fiscal year.

※ Financial results reports are exempt from audit conducted by certified public accountants or an audit corporation.

※ Explanation of Appropriate Use of Earnings Forecasts and Other Special Instructions

The forward-looking statements, including earnings forecasts, contained in this document are based on information currently available to the Company and certain assumptions that the Company considers reasonable, and are not intended as a guarantee that they will be achieved. Actual results may differ significantly due to various factors.

4. Consolidated Financial Statements and Major Notes

(1) Quarterly consolidated balance sheets

(JPY million)

	As of March 31, 2025	As of March 31, 2026
Assets		
Current assets		
Cash and deposits	2,837	2,936
Notes and accounts receivable - trade	10,390	10,719
Merchandise	6,247	5,677
Accounts receivable - others	1,515	1,340
Others	1,340	1,385
Allowance for doubtful accounts	(81)	(85)
Total current assets	22,248	21,973
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	4,334	5,007
Tools, furniture and fixtures, net	367	353
Land	2,720	2,570
Leased assets, net	78	60
Construction in progress	332	—
Others, net	16	3
Total property, plant and equipment	7,848	7,995
Intangible assets		
Goodwill	978	800
Software	785	1,359
Software development in progress	756	1,074
Others	2	7
Total intangible assets	2,523	3,241
Investments and other assets		
Investment securities	380	539
Shares of subsidiaries and associates	—	878
Deferred tax assets	492	1,231
Leasehold and guarantee deposits	2,397	2,404
Others	262	177
Allowance for doubtful accounts	(94)	(75)
Total investments and other assets	3,438	5,155
Total non-current assets	13,811	16,392
Total assets	36,059	38,366

(JPY million)

	As of March 31, 2025	As of March 31, 2026
Liabilities		
Current liabilities		
Accounts payable - trade	17,721	16,921
Short-term borrowings	6,021	4,877
Lease liabilities	19	19
Income taxes payable	255	751
Provision for bonuses	535	726
Provision for shareholder benefit program	—	6
Asset retirement obligations	—	43
Others	2,449	2,815
Total current liabilities	27,003	26,162
Non-current liabilities		
Long-term borrowings	3,081	5,311
Lease liabilities	67	47
Deferred tax liabilities	116	98
Asset retirement obligations	1,479	1,700
Others	80	44
Total non-current liabilities	4,825	7,202
Total liabilities	31,829	33,364
Net assets		
Shareholders' equity		
Share capital	70	85
Capital surplus	3,578	3,592
Retained earnings	567	1,161
Treasury shares	(135)	(0)
Total shareholders' equity	4,081	4,839
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	148	154
Total accumulated other comprehensive income	148	154
Share acquisition rights	—	8
Total net assets	4,230	5,002
Total liabilities and net assets	36,059	38,366

(2) Consolidated Statements of Income and Comprehensive Income

(JPY million)

	Fiscal year ended March 31, 2025	Fiscal year ended March 31, 2026
Sales	134,514	139,837
Cost of sales	103,449	105,830
Gross profit	31,065	34,007
Selling, general and administrative expenses	29,283	32,035
Operating profit (loss)	1,781	1,971
Non-operating income		
Commission income	6	6
Insurance claim income	16	18
Guarantee commission income	28	4
Contract penalty income	74	37
Gain on reversal of written-off receivables	—	11
Share of profit of entities accounted for using equity method	—	2
Subsidy income	—	13
Others	21	35
Total non-operating income	148	130
Non-operating expenses		
Interest expenses	65	108
Loss on store closings	29	35
Others	19	13
Total non-operating expenses	114	157
Recurring profit (loss)	1,815	1,943
Extraordinary income		
Gain on sale of investment securities	0	—
Gain on sale of non-current assets	0	50
Total extraordinary income	0	50
Extraordinary losses		
Impairment losses	611	654
Others	4	21
Total extraordinary losses	616	676
Profit (loss) before income taxes	1,199	1,318
Income taxes - current	341	902
Income taxes - deferred	321	(759)
Total income taxes	663	142
Profit (loss)	536	1,175
Profit (loss) attributable to owners of parent	536	1,175

(Interim Consolidated Statements of Comprehensive Income)

(JPY million)

	Fiscal year ended March 31, 2025	Fiscal year ended March 31, 2026
Profit (loss)	536	1,175
Other comprehensive income		
Valuation difference on available-for-sale securities	1	5
Total other comprehensive income	1	5
Comprehensive income	538	1,181
(Comprehensive income attributable to)		
Comprehensive income attributable to owners of parent	538	1,181
Comprehensive income attributable to non-controlling interests	—	—

3. Consolidated Statement of Changes in Equity

Previous consolidated fiscal year (April 1, 2024 to March 31, 2025)

(JPY million)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	64	3,572	561	(230)	3,969
Changes during period					
Issuance of new shares	5	5	—	—	11
Dividends of surplus	—	—	(531)	—	(531)
Purchase of treasury shares	—	—	—	(0)	(0)
Disposal of treasury shares	—	—	—	94	94
Profit (loss) attributable to owners of parent	—	—	536	—	536
Net changes in items other than shareholders' equity	—	—	—	—	—
Total changes during period	5	5	5	94	112
Balance at end of period	70	3,578	567	(135)	4,081

	Accumulated other comprehensive income		Total net assets
	Valuation difference on available-for-sale securities	Total accumulated other comprehensive income	
Balance at beginning of period	146	146	4,116
Changes during period			
Issuance of new shares	—	—	11
Dividends of surplus	—	—	(531)
Purchase of treasury shares	—	—	(0)
Disposal of treasury shares	—	—	94
Profit (loss) attributable to owners of parent	—	—	536
Net changes in items other than shareholders' equity	1	1	1
Total changes during period	1	1	114
Balance at end of period	148	148	4,230

Current consolidated fiscal year (April 1, 2025 to March 31, 2026)

(JPY million)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	70	3,578	567	(135)	4,081
Changes during period					
Issuance of new shares	14	14	—	—	29
Dividends of surplus	—	—	(580)	—	(580)
Purchase of treasury shares	—	—	—	(29)	(29)
Disposal of treasury shares	—	(1)	—	164	163
Profit (loss) attributable to owners of parent	—	—	1,175	—	1,175
Net changes in items other than shareholders' equity	—	—	—	—	—
Total changes during period	14	13	594	135	758
Balance at end of period	85	3,592	1,161	(0)	4,839

	Accumulated other comprehensive income		Share acquisition rights	Total net assets
	Valuation difference on available-for-sale securities	Total accumulated other comprehensive income		
Balance at beginning of period	148	148	—	4,230
Changes during period				
Issuance of new shares	—	—	—	29
Dividends of surplus	—	—	—	(580)
Purchase of treasury shares	—	—	—	(29)
Disposal of treasury shares	—	—	—	163
Profit (loss) attributable to owners of parent	—	—	—	1,175
Net changes in items other than shareholders' equity	5	5	8	13
Total changes during period	5	5	8	772
Balance at end of period	154	154	8	5,002

4. Consolidated statement of cash flows

(JPY million)

	Fiscal year ended March 31, 2025	Fiscal year ended March 31, 2026
Cash flows from operating activities		
Profit (loss) before income taxes	1,199	1,318
Depreciation	892	938
Amortization of goodwill	163	178
Impairment losses	611	654
Share-based payment expenses	—	21
Loss (gain) on sale of investment securities	(0)	—
Loss (gain) on sale of non-current assets	(0)	(50)
Increase (decrease) in allowance for doubtful accounts	(33)	(15)
Increase (decrease) in provision for bonuses	(5)	191
Interest expenses	65	108
Decrease (increase) in trade receivables	(547)	(329)
Decrease (increase) in inventories	(591)	570
Decrease (increase) in accounts receivable - other	25	175
Increase (decrease) in trade payables	1,759	(797)
Increase (decrease) in accounts payable - other	(252)	165
Increase (decrease) in accrued consumption taxes	(305)	79
Others, net	25	(122)
Subtotal	3,007	3,086
Interest and dividends received	5	7
Interest paid	(65)	(108)
Income taxes paid	(361)	(381)
Net cash provided by (used in) operating activities	2,585	2,604
Cash flows from investing activities		
Purchase of non-current assets	(2,531)	(2,326)
Proceeds from sale of non-current assets	0	210
Purchase of investment securities	(0)	(150)
Proceeds from sale of investment securities	0	—
Purchase of shares of subsidiaries and associates	—	(882)
Payments of leasehold and guarantee deposits	(289)	(113)
Proceeds from refund of leasehold and guarantee deposits	114	107
Payments for asset retirement obligations	(120)	(66)
Payments of acquisition of subsidiary	(156)	—
Others, net	(19)	23
Net cash provided by (used in) investing activities	(3,002)	(3,197)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	(677)	(1,694)
Proceeds from long-term borrowings	2,670	4,417
Repayments of long-term borrowings	(1,520)	(1,636)
Purchase of treasury shares	—	(29)
Proceeds from disposal of treasury shares	94	135
Proceeds from issuance of shares resulting from exercise of share acquisition rights	11	28
Proceeds from issuance of share acquisition rights	—	8
Dividends paid	(501)	(563)
Others, net	(3)	(19)
Net cash provided by (used in) financing activities	74	643
Net increase (decrease) in cash and cash equivalents	(341)	50
Cash and cash equivalents at beginning of period	3,151	2,809
Cash and cash equivalents at end of period	2,809	2,859

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