



HitoMile Co., Ltd.

Former company name: Kakuyasu Group Co., Ltd., changed on 1 July 2025.

May 15, 2026
TSE Code: 7686

FY2025 Consolidated Financial Results

For the Fiscal year Ended March 31, 2026

FY2025 Annual Results Summary:

- Consolidated Sales: JPY 139,837 million (+4.0% YoY)
 - Quick Delivery: JPY 82,939 million (+5.0% YoY)
 - Route Delivery: JPY 41,014 million (+6.8% YoY)
 - Store Sales: JPY 14,104 million (-9.2% YoY)
- Gross Profit: JPY 34,007 million (+9.5% YoY)
- Operating Profit: JPY 1,971 million (+10.7% YoY)

Excerpted Consolidated Profit Performance

The mainstay B2B business was the primary driver of sales growth, supported by customer acquisition. Operating profit improved due to price increases, expanded sales of private brand (PB) products.

Gross profit margin increased partly due to changes in cost recognition, in addition to the factors that improved operating profit.

(JPY in million)	FY2025	FY2024	Change	
Sales	139,837	134,514	5,322	4.0%
Gross Profit	34,007	31,065	2,942	9.5%
SGA Expenses	32,035	29,283	2,752	9.4%
Operating Profit	1,971	1,781	189	10.7%
Recurring Profit	1,943	1,815	128	7.1%
Net Profit	1,175	536	638	119.0%
<i>Gross Margin</i>	24.3%	23.1%	—	—
<i>Operating Margin</i>	1.4%	1.3%	—	—

SGA Expenses Breakdown

(JPY in million)	FY2025	FY2024	Change	
Personnel Cost	17,812	17,548	264	1.5%
Advertising & Sales Promotions	516	703	-187	-26.6%
Others	13,705	11,031	2,674	24.2%
SGA Expenses in Total	32,035	29,283	2,752	9.4%

The increase in “Others” expenses was mainly due to higher system development outsourcing costs for business restructuring, increased delivery expenses from using sole proprietors within the group, higher rental costs from logistics center expansion, and increased repair costs from planned store maintenance.

Excerpted Balance Sheet

(JPY in million)	End of '26 March	End of '25 March	Change
Current Assets	21,973	22,248	-274
Cash	2,936	2,837	99
A/R	10,719	10,390	329
Inventory	5,677	6,247	-569
Others	2,641	2,774	-133
Non-current Assets	16,392	13,811	2,581
Total	38,366	36,059	2,307

(JPY in million)	End of '26 March	End of '25 March	Change
Liabilities	33,364	31,829	1,535
A/P	16,921	17,721	-800
Debt	10,554	9,190	1,364
Others	5,888	4,917	970
Net Assets	5,002	4,230	772
Total	38,366	36,059	2,307

Segment Breakdown

(JPY in billion)	FY2025	FY2024	Change	
Sales	139,837	134,514	5,322	4.0%
Quick Delivery	82,939	78,986	3,953	5.0%
Route Delivery	41,014	38,385	2,628	6.8%
Store Sales	14,104	15,526	-1,422	-9.2%
Others	1,779	1,615	163	10.1%
Operating Profit	1,971	1,781	189	10.7%
Quick Delivery	1,604	1,646	-	-
Route Delivery	482	857	-	-
Store Sales	905	644	-	-
Others	285	171	-	-
Adjustments	-1,307	-1,538	-	-

- **Quick Delivery**
 - A rapid delivery system for liquor and goods, using small vehicles or non-vehicle methods, on a demand basis from small warehouses or stores.
 - Strong sales performance continues.
- **Route Delivery**
 - A scheduled delivery system for liquor and goods, using vehicles to predetermined locations on specific dates, times, and routes from distribution.
 - Sales has been growing steadily.
- **Store Sales**
 - The decline in customer traffic due to store closures continues.
- **Others**
 - Includes the e-commerce business, wholesale operations to other retailers, and logistics services.
- **Adjustment**
 - Includes expenses related to shared assets unattributable to specific segments.

FY2026 Full Year Earning Forecasts

(JPY in billion)	FY2025 Results	FY2026 Forecast	Change
Sales	139,837	145,000	3.7%
Operating Profit	1,971	2,100	6.5%
Recurring Profit	1,943	1,950	0.4%
Net Profit	1,175	650	-44.7%

Profit attributable to owners of parent for FY2025 includes the impact of the recording of income taxes-deferred (gain) following the application of tax effect accounting.

Disclaimer

This material contains forward-looking statements about HitoMile Co., Ltd. and its consolidated subsidiaries (including Kakuyasu Co., Ltd.) that speak only as of this date.

Hitomile disclaims any obligation to update these statements. Forward-looking statements may include, but are not limited to, statements regarding future financial results, long-term value creation goals, productivity, operating efficiency, liquor or goods prices and so on. Many risks, contingencies and uncertainties could cause actual results to differ materially from Hitomile's forward-looking statements.

Additional information concerning these and other factors can be found in Hitomile's filings with the Financial Services Agency and the Tokyo Stock Exchange, including the most recent annual report and quarterly reports.