

**WA inc.**

# **Financial Results Supplementary Materials for the First Quarter of FY 2027**



**June 12, 2026**

Tokyo Stock Exchange Prime Market  
Securities code: 7683





## Summary of financial results for the first quarter of FY 2027



# Executive Summary



**Net sales**

**4.56** billion yen

YoY **-0.22** billion yen

**Operating profit**

**-0.45** billion yen

YoY **-0.5** billion yen

- In-store sales temporarily declined due to revisions to how sales promotions are implemented.
- We recorded an operating loss due to the planned recognition of TV commercial expenses in Q1.
- We are generally progressing in line with plan, as we intend to weight both net sales and profit toward the second half of the fiscal year.

## Strategic store expansion

- We opened a store under the new “WA ORTR” banner. The store is closely integrated with the local community and primarily targets families.
- We plan to open two additional stores under the same banner in June.

## Online sales Are performing well

- Online-exclusive and year-round products performed well.
- We will continue our strategy of positioning stores as showrooms and driving customers online.

# Business Performance (Consolidated)



- We recorded an operating loss as in-store sales temporarily declined due to changes in how sales promotion is implemented and TV commercial expenses were recognized in Q1 as planned.

Consolidated (Unit: Millions of yen)	Q1 of FYE Jan. 2026		Q1 of FYE Jan. 2027		YoY		Full-year plan	
	Amount	Sales ratio	Amount	Sales ratio	Change in amount	Rate of change	Amount	Progress rate
Net sales	4,785	—	<b>4,564</b>	—	(221)	(4.6%)	24,661	18.5%
Cost of sales	1,776	37.1%	<b>1,680</b>	<b>36.8%</b>	(96)	(5.4%)	—	—
Gross profit	3,008	62.9%	<b>2,883</b>	<b>63.2%</b>	(125)	(4.2%)	—	—
Selling, general, and administrative expenses	2,960	61.9%	<b>3,340</b>	<b>73.2%</b>	+380	+12.8%	—	—
Operating profit	48	1.0%	<b>(457)</b>	<b>(10.0%)</b>	(505)	—	1,504	(30.4%)
Ordinary profit	42	0.9%	<b>(353)</b>	<b>(7.7%)</b>	(395)	—	1,496	(23.6%)
Net profit	4	0.1%	<b>(277)</b>	<b>(6.1%)</b>	(281)	—	881	(31.5%)



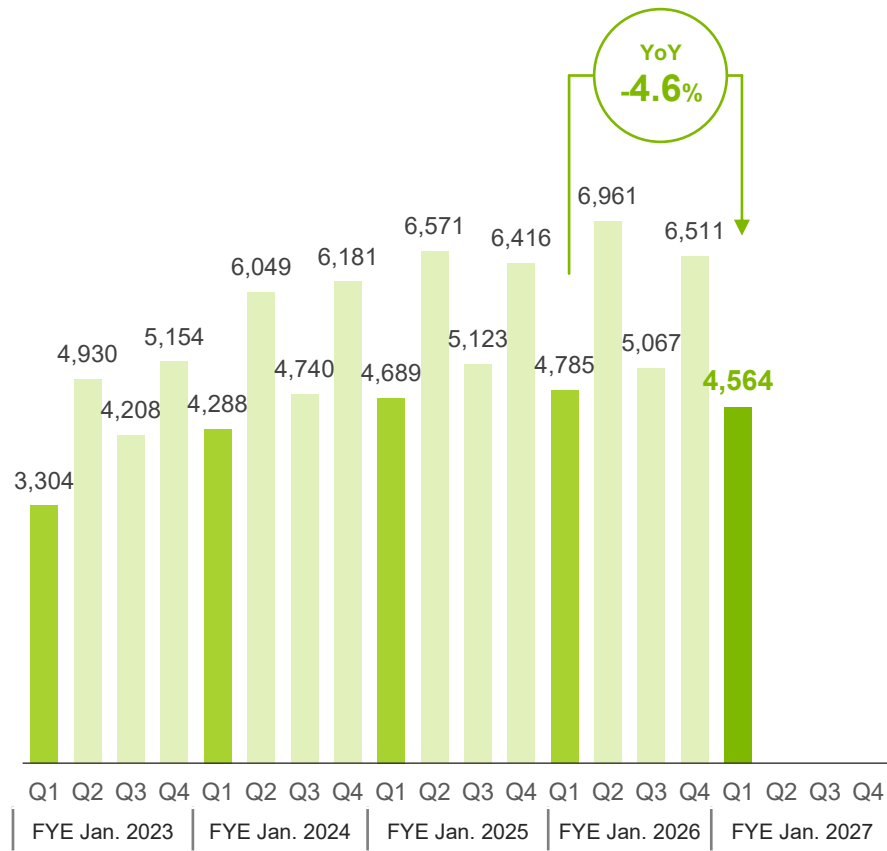
# Quarterly Trends



- We revised our store sales promotions in Q1, the quarter of the full fiscal year with the lowest net sales.
- We recorded an operating loss because expenses for TV commercials aimed at future expansion of brand recognition and driving of customer traffic were recognized in Q1 as an upfront investment, as planned.

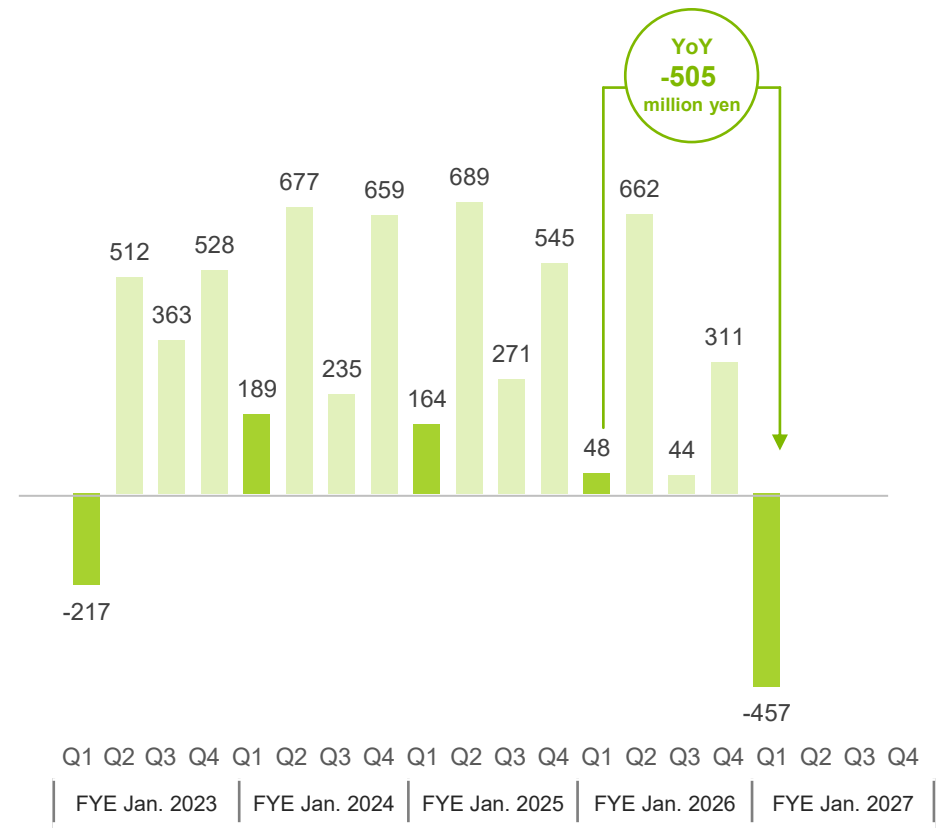
## Net sales

(Unit: Millions of yen)



## Operating profit

(Unit: Millions of yen)



# Progress Rate of Q1 vs. Full-Year Earnings Forecast

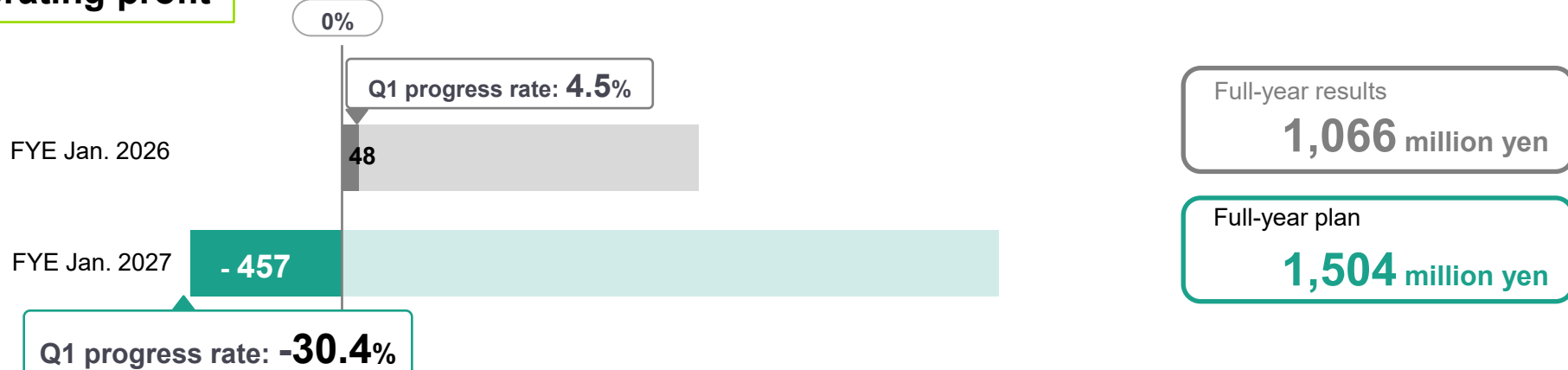


- Progress was generally in line with plan, despite a YoY decrease in net sales due to the impact of revisions to how and when sales promotions are implemented.
- Although we recorded an operating loss due to the recognition of TV commercial expenses in Q1, the full-year outlook remains generally in line with plan.

## Net sales



## Operating profit



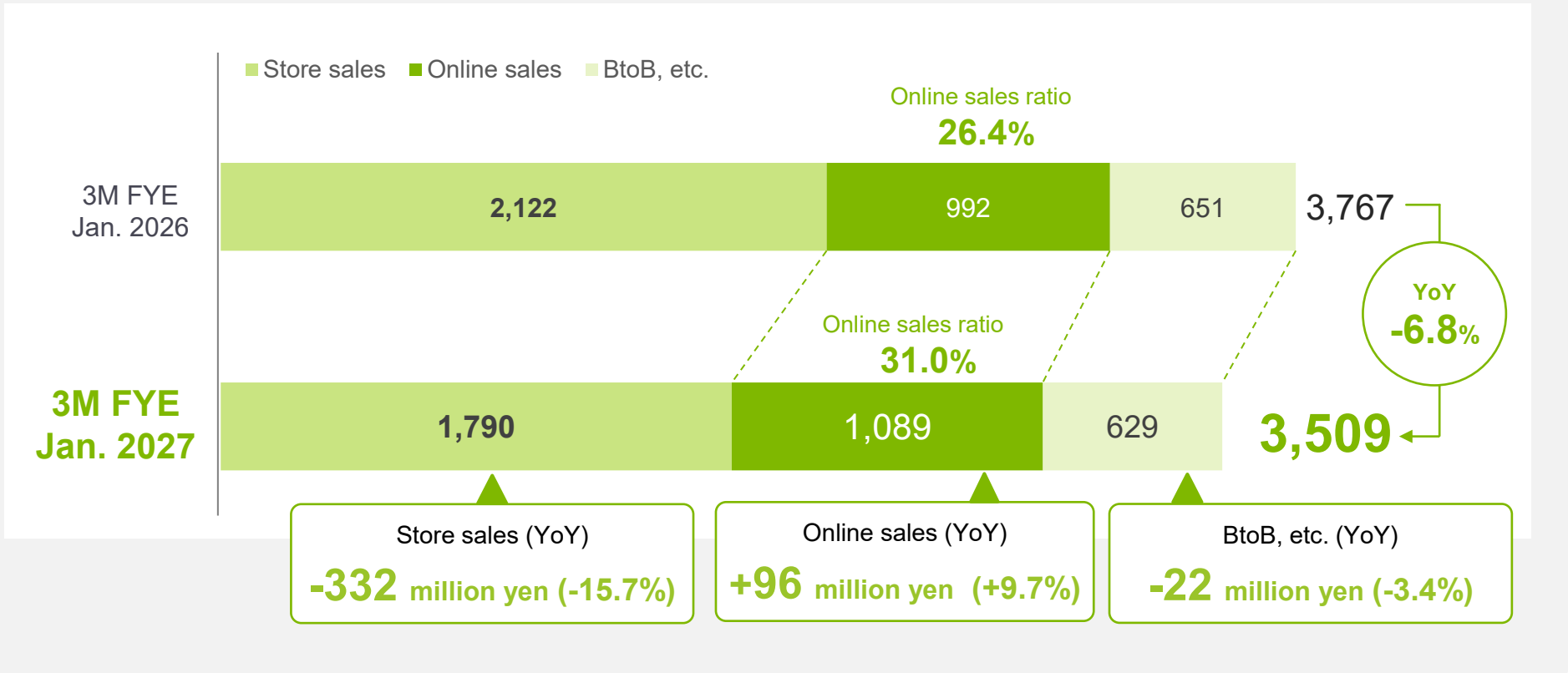


# WA inc. (Non-Consolidated) Breakdown of Net Sales by Sales Channel

- Store sales temporarily declined due to revisions to how and when store sales promotions are implemented.
- Online sales continued to perform steadily.

## WA inc. (non-consolidated) net sales

(Unit: Millions of yen)



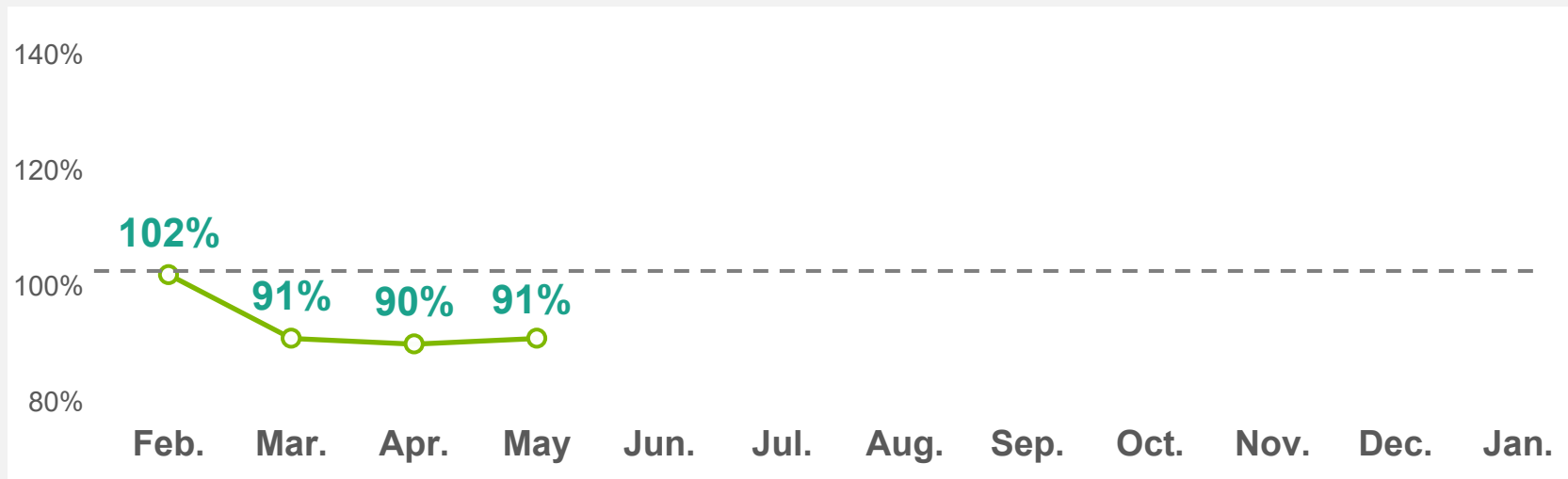


# WA inc. (Non-Consolidated) Monthly Net Sales Trend



- The decrease in store sales was mainly due to the impact of revisions to store sales promotions.
- Performance was generally in line with plan, as the methods and timing of store sales promotions are being revised strategically.

WA inc. (non-consolidated) monthly net sales versus same month of the previous year



WA inc. (non-consolidated)	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.
Total	102%	91%	90%	91%								
Stores	95%	78%	83%	79%								
Online	113%	106%	119%	110%								
Other (BtoB, etc.)	103%	120%	70%	113%								

# Store Openings and Closings



## In Japan

### WA inc. (non-consolidated)



- Net increase of 3 stores
- 4 store openings, 1 store closure

### Himiko

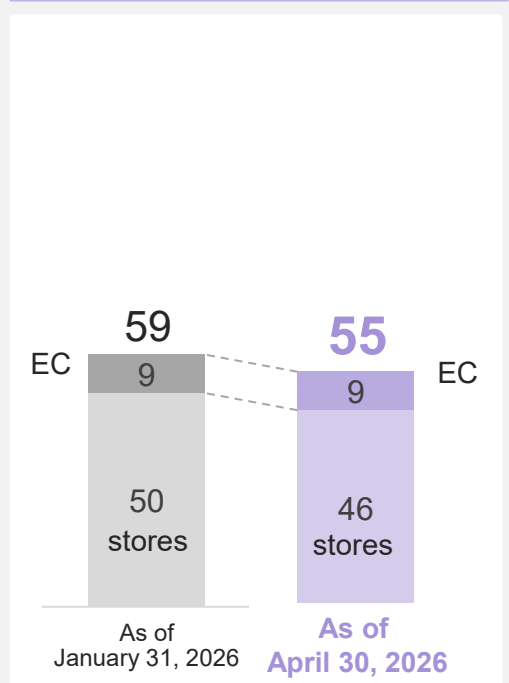


- Net decrease of 4 stores
- 0 store openings, 4 store closures

### WA inc. (non-consolidated)



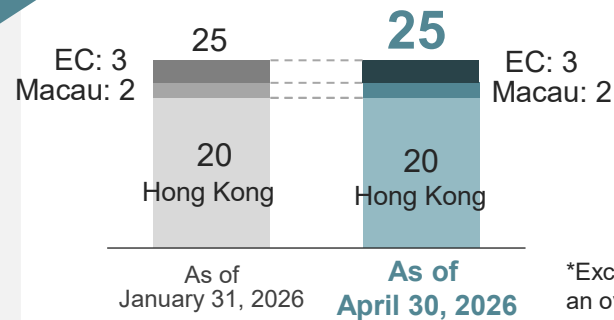
### Himiko



## Overseas



- Net increase/decrease of 0 stores (0 store openings, 0 store closure)



\*Excluding stores in Taiwan operated under an overseas sales license agreement



# Financial Position



(Unit: Millions of yen)

	As of January 31,2026	As of April 30, 2026	Change
<b>Current assets</b>	<b>9,951</b>	<b>9,613</b>	<b>(337)</b>
Cash and deposits	2,623	2,198	(425)
Notes and accounts receivable - trade	1,969	1,323	(646)
Inventories	4,994	5,583	+589
Other	364	509	+144
<b>Non-current assets</b>	<b>3,506</b>	<b>3,615</b>	<b>+109</b>
Property, plant and equipment	1,484	1,490	+5
Intangible assets	18	15	(3)
Investments and other assets	2,002	2,109	+107
<b>Total assets</b>	<b>13,457</b>	<b>13,229</b>	<b>(227)</b>
<b>Total liabilities</b>	<b>2,393</b>	<b>2,594</b>	<b>+201</b>
Current liabilities	1,830	2,022	+192
Non-current liabilities	562	571	+9
<b>Total net assets</b>	<b>11,063</b>	<b>10,634</b>	<b>(429)</b>
<b>Total liabilities and net assets</b>	<b>13,457</b>	<b>13,229</b>	<b>(227)</b>
<b>Equity ratio</b>	<b>82.2%</b>	<b>80.4%</b>	<b>(1.8pt)</b>