KURASHICOM

Summary of Results for the Nine Months Ended April 30, 2026

June 15, 2026 Kurashicom Inc.

(TOKYO GROWTH MARKET : 7110)

HIGHLIGHTS

Consolidated Net sales
2.68b
YoY+17.0%

Consolidated EBITDA
0.48b
YoY +43.3%

Kurashicom Net sales
2.60b
YoY+16.2%

Purchasers※
113k
YoY+16.0%

- Consolidated sales performed strongly, growing by 17.0%, reaching a record high for 3Q of 2.68 billion yen
- Due to strong sales growth, consolidated EBITDA also increased by 43.3%, reaching a record high for 3Q of 480 million yen
- "Hokuoh Kurashi no Douguten" has made progress in internalizing its advertising production, and in 3Q, the number of app downloads reached a record high for a single quarter.
- Kurashicom sales grew by 16.2% to 2.6 billion yen, the highest ever for 3Q. The number of purchasers also increased by 16.0%.

※Number of purchasers of the “Hokuoh Kurashi no Douguten” segment in the quarter under review

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Consolidated

Statements of Income for 3Q of FY7/2026 vs. 3Q of the Previous Year

Both consolidated sales and consolidated EBITDA reached record highs for 3Q.
The gross profit margin has improved, partly due to the increased proportion of original products in "Hokuoh Kurashi no Douguten".
With improvements in the ratio of selling, general and administrative expenses to sales, consolidated EBITDA increased by 43.3% to 480 million yen, and the EBITDA margin also remained at a high level of 18.2%.

[¥Million]

	3Q Rssults FY Jul.26	3Q Results FY Jul.25	Change	Change[%]
Net Sales	**2,680**	2,291	+388	+17.0%
Cost of sales	**1,438**	1,258	+180	+14.3%
Gross Profit	**1,241**	1,033	+208	+20.2%
Gross profit ratio	**46.3%**	45.1%	-	-
SG&A	**770**	710	+60	+8.5%
Operating profit	**471**	323	+147	+45.8%
Operating profit ratio	**17.6%**	14.1%	-	-
Ordinary profit	**481**	330	+151	+46.0%
Ordinary profit ratio	**18.0%**	14.4%	-	-
Profit attributable to owners of parent	**326**	214	+112	+52.5%
EBITDA	**488**	341	+147	+43.3%
EBITDA margin	**18.2%**	14.9%	-	-

※ EBITDA =Operating Profit + Depreciation and amortization ＋Goodwill amortization

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By Segment

Results by segment for 3Q of FY7/2026 vs. 3Q of the Previous Year

"Hokuoh Kurashi no Douguten" saw strong marketing investments, sales and EBITDA reached in record-high for 3Q.
"foufou" reported 60.3% sales growth in the third quarter. Although this fell short of its ambitious performance forecast, it achieved 66.8% growth for 3Q cumulative period.

[¥Million]

		3Q Rssults FY Jul.26	3Q Results FY Jul.25	Change	Change[%]
Hokuoh Kurashi no Douguten Segment	Net Sales	**2,600**	2,236	+363	+16.2%
	EBITDA	**492**	344	+147	+42.9%
	EBITDA margin	**18.9%**	15.4%	-	-
foufou Segment	Net Sales	**96**	60	+36	+60.3%
	EBITDA	**△0**	△2	+1	-
	EBITDA margin	**△1.0%**	△3.5%	-	-
elimination	Net Sales	**△16**	△5		
	EBITDA	**△2**	△1		
Consolidated	Net Sales	**2,680**	2,291	+388	+17.0%
	EBITDA	**488**	341	+147	+43.3%
	EBITDA margin	**18.2%**	14.9%	-	-

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Consolidated

Progress of Business Forecasts for FY7/2026

Progress is on track against earnings forecasts.

At the end of 3Q, sales were almost in line with expectations at 78.0%, while profit figures were slightly above expectations.

Orders and other necessary preparations for 4Q sales have already been completed, and the impact of the global situation on this fiscal year's performance is expected to be minor, therefore, there is no change to the earnings forecast.

[¥Million]

	Results Cumulative total for 3Q	FY Jul. 2026 Forecasts	Progress rate[%] to the Forecasts
Net Sales	**7,958**	10,200	78.0%
Gross Profit	**3,603**	4,508	79.9%
Operating Profit	**1,340**	1,453	92.3%
Ordinary Profit	**1,366**	1,473	92.8%
Profit attributable to owners of parent	**913**	964	94.7%
EBITDA	**1,392**	1,530	91.0%
EBITDA margin	**17.5%**	15.0%	-

※ EBITDA =Operating Profit + Depreciation and amortization ＋Goodwill amortization

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By Segment

Progress of Business Forecasts by segment for FY7/2026

"Hokuoh Kurashi no Douguten" is progressing smoothly.

While "foufou" hasn't met forecast, it is projected to achieve strong sales growth this fiscal year.

[¥Million]

		Results Cumulative total for 3Q	FY Jul. 2026 Forecasts	Progress rate[%] to the Forecasts
Hokuoh Kurashi no Douguten Segment	Net Sales	**7,713**	9,786	78.8%
	EBITDA	**1,384**	1,488	93.0%
	EBITDA margin	**17.9%**	15.2%	-
foufou Segment	Net Sales	**292**	460	63.6%
	EBITDA	**12**	41	29.7%
	EBITDA margin	**4.2%**	9.0%	-
Consolidated	Net Sales	**7,958**	10,200	78.0%
	EBITDA	**1,392**	1,530	91.0%
	EBITDA margin	**17.5%**	15.0%	-

※ EBITDA =Operating Profit + Depreciation and amortization ＋Goodwill amortization

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Consolidated

Balance Sheets at 3Q of FY7/2026 vs. at the end of the Previous FY

Cash and cash equivalents increased due to cash flow from operating activities, and net cash stood at a sufficient level of 4.89 billion yen. The equity ratio remains healthy at 82.7%.
Merchandise have increased by 465 million yen since the end of the previous fiscal year, due to business expansion and seasonal fluctuations in inventory levels, but the inventory is still healthy.

[¥Million]

	As of Apr. 30, 2026	As of Jul. 31, 2025	Change	Main Reason for change
Total Assets	**7,106**	6,296	+809	
Current Assets	**6,510**	5,654	+855	Accounts receivable increase +153百万円
Cash and deposits	**4,971**	4,728	+242	・Operating cash flow +633M ・Dividend payment △353M
Merchandise	**1,012**	547	+465	
Non-current assets	**596**	642	△45	
Goodwill	**156**	172	△16	Amortization
Liabilities	**1,229**	979	+250	
Borrowings	**73**	103	△29	Repayment
Other	**1,156**	876	+280	・Increase in accounts payable and accrued expenses+192M ・Increase in income taxes payable +58M
Net Assets	**5,876**	5,317	+559	・Profit +913M ・Dividend payment △353M

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