

Financial Results Q1 FY2027

(Three months ended June 30, 2026)

August 3, 2026



(TSE Code:8283)

Net Sales

¥ 326.9 bn

Change in YoY Q1 (Apr - Jun)

+ ¥ 10.8 bn (+ 3.4 %)

Operating Profit

¥ 6.1 bn

Change in YoY Q1 (Apr - Jun)

- ¥ 1.4 bn (- 19.5 %)

【YoY】 Net sales increased, while operating profit fell below the previous year's level

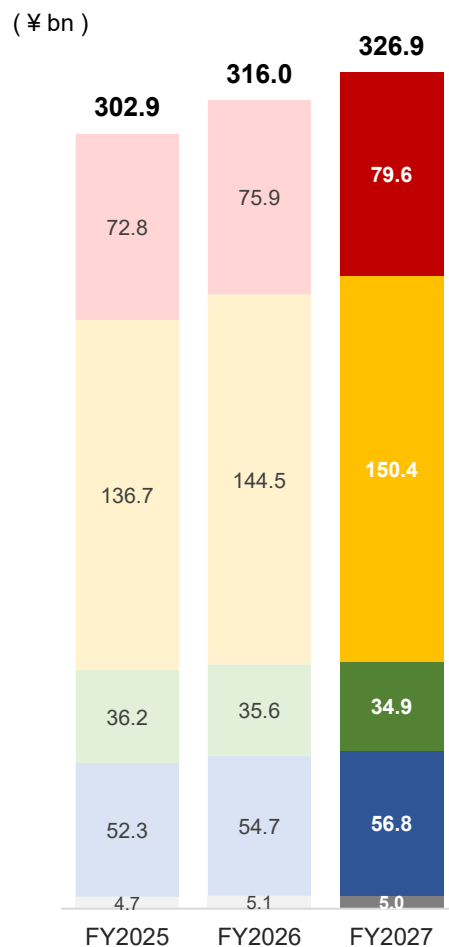
- Increase in sales driven by an expanded designated wholesaler portfolio, in addition to higher product unit prices from an expanded lineup of newly handled products and high value-added products
- By product category, net sales increased due to strong sales of products related to inbound tourism and outings, as well as health foods benefiting from growing health consciousness
- Operating profit fell below the previous year's level, due to higher rebates and center fees, as well as increased logistics costs such as personnel and delivery expenses and costs associated with the operation of externally leased distribution centers

Lower profit despite higher net sales,
due to a decline in gross profit and higher SG&A expenses

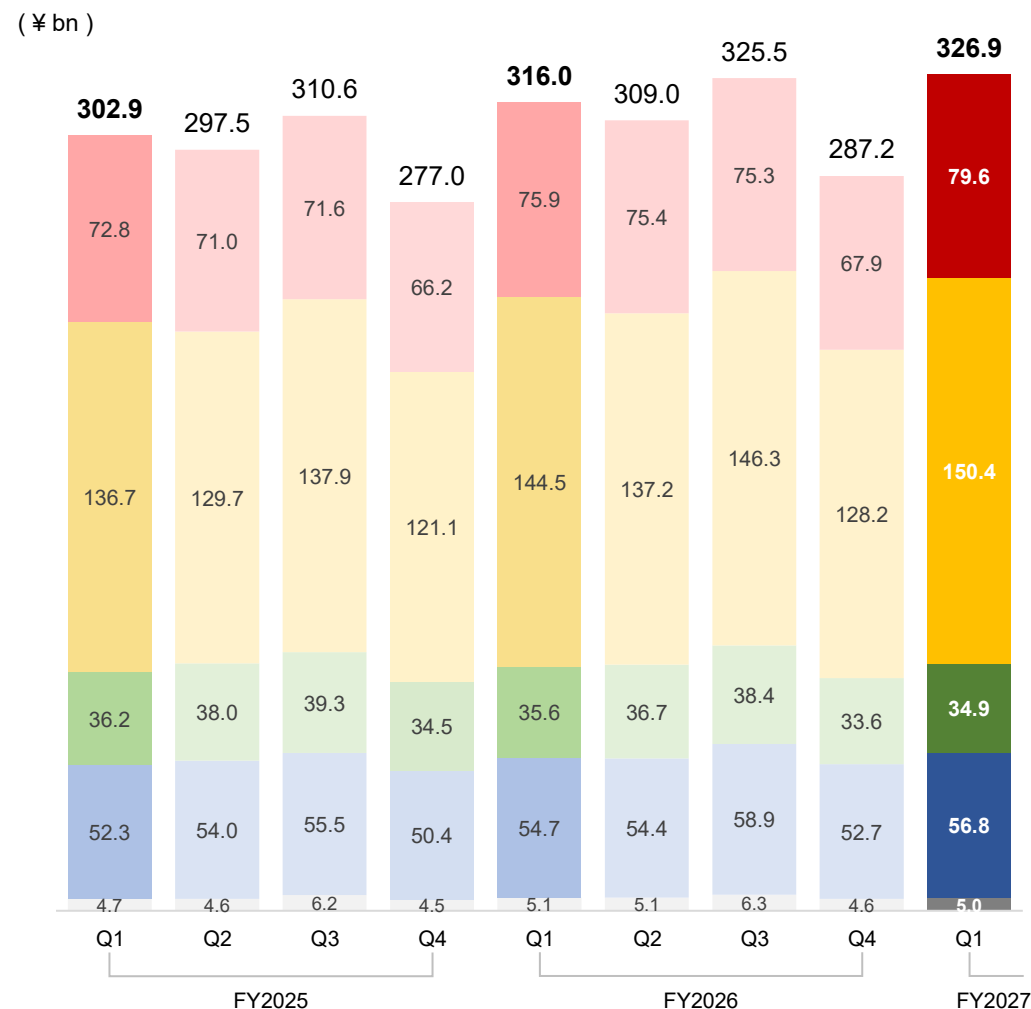
¥ billion (ratio of net sales: %)	Q1 FY2026	Q1 FY2027	Difference	
Net Sales	316.0	326.9	+10.8	+3.4%
Gross Profit	23.6 (7.49)	23.5 (7.19)	-0.1 (-0.30)	-0.8%
SG&A Expenses	16.0 (5.08)	17.3 (5.31)	+1.3 (+0.23)	+8.1%
Operating Profit	7.6 (2.41)	6.1 (1.88)	-1.4 (-0.53)	-19.5%
Ordinary Profit	8.5 (2.70)	7.1 (2.19)	-1.3 (-0.51)	-16.0%
Profit	6.2 (1.97)	4.7 (1.46)	-1.4 (-0.51)	-23.3%

Sales Composition by Product Category YoY Q1 FY2027

- Comparison of Q1 Results -



- Quarterly Results -



YoY Q1 (Apr - Jun)

Cosmetics

+ ¥ 3.7 bn / + 5.0 %

Composition ratio : 24.4 % (+ 0.4 %)

Daily necessities

+ ¥ 5.8 bn / + 4.1 %

Composition ratio : 46.0 % (+ 0.3 %)

OTC pharmaceuticals

- ¥ 0.6 bn / - 2.0 %

Composition ratio : 10.7 % (- 0.6 %)

Health and sanitary related products

+ ¥ 2.0 bn / + 3.8 %

Composition ratio : 17.4 % (+ 0.1 %)

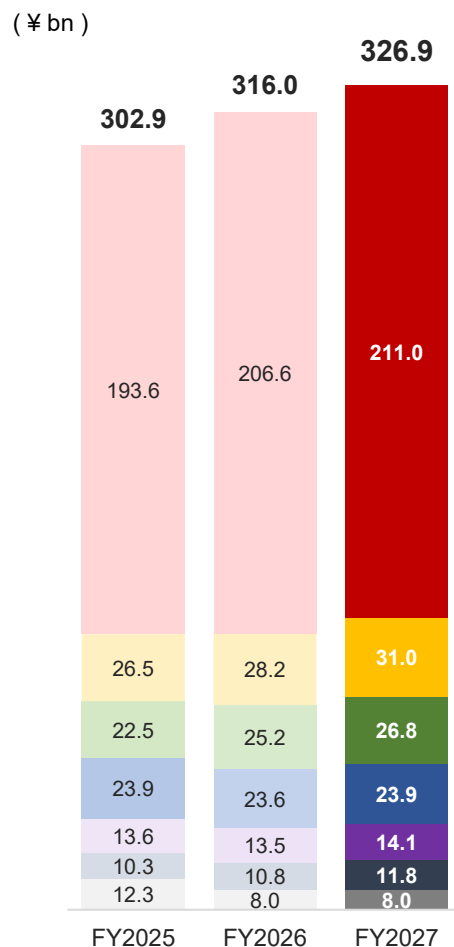
Others

- ¥ 0.1 bn / - 2.2 %

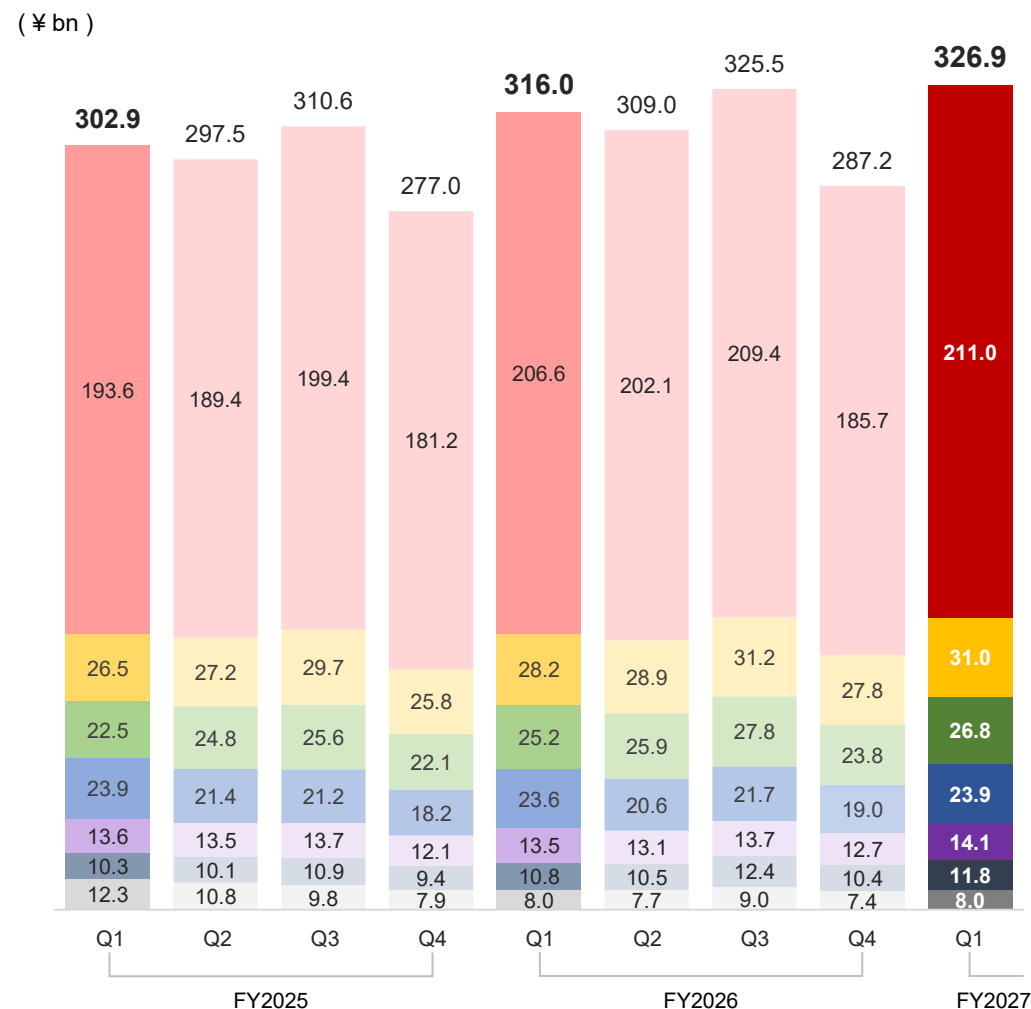
Composition ratio : 1.5 % (- 0.1 %)

Sales Composition by Customer Category YoY Q1 FY2027

- Comparison of Q1 Results -



- Quarterly Results -



YoY Q1 (Apr - Jun)

Drugstores

+ ¥ 4.4 bn / + 2.2 %
Composition ratio : 64.6 % (- 0.8 %)

Discount Stores

+ ¥ 2.8 bn / + 9.9 %
Composition ratio : 9.5 % (+ 0.6 %)

Convenience Stores

+ ¥ 1.6 bn / + 6.4 %
Composition ratio : 8.2 % (+ 0.2 %)

Home Center

+ ¥ 0.3 bn / + 1.4 %
Composition ratio : 7.3 % (- 0.2 %)

Super Market

+ ¥ 0.6 bn / + 4.5 %
Composition ratio : 4.3 % (0.0 %)

GMS*

+ ¥ 1.0 bn / + 9.5 %
Composition ratio : 3.6 % (+ 0.2 %)

Others

+ ¥ 0.0 bn / + 0.3 %
Composition ratio : 2.5 % (0.0 %)

* GMS stands for General Merchandising Store

- ◆ The tender offer for the Company shares by MEDIPAL HOLDINGS CORPORATION has been completed
- ◆ The schedule leading to the delisting and going private of the Company shares through a Demand for Share Cash-Out is as follows

Schedule

August 7, 2026 (Fri.)	Last trading day of the Company shares
August 10, 2026 (Mon.)	Delisting date (Prime Market, Tokyo Stock Exchange)
August 13, 2026 (Thu.)	Effective date of the Demand for Share Cash-Out



This material has been prepared based on information deemed reliable by the Company;
however, the Company does not guarantee the accuracy or completeness of such information.