HitoMile Co., Ltd.

August 14, 2026
TSE Code: 7686

FY2026 1st Quarter Consolidated Financial Results
For the Three-Month Period Ended June 30, 2026

FY2026 1st Quarter Results Summary:

- Consolidated Sales: JPY 35,021 million (+2.0% YoY)
  - Seller : JPY 34,946 million (+1.9% YoY)
  - Platform : JPY 806 million (+27.2% YoY)

- Gross Profit : JPY 8,408 million (+ 0.8% YoY)
- Operating Profit: JPY 269 million (-57.0% YoY)

Excerpted Consolidated Profit Performance

The mainstay B2B business was the primary driver of sales growth.

Operating profit declined due to restructuring costs that were not incurred in the first quarter of the previous fiscal year.

(JPY in million)	FY26 Q1	FY25 Q1	Change	
Sales	35,021	34,349	671	2.0%
Gross Profit	8,408	8,339	69	0.8%
SGA Expenses	8,138	7,711	427	5.5%
Operating Profit	269	628	-358	-57.0%
Recurring Profit	319	640	-321	-50.2%
Net Profit	206	302	-95	-31.7%
Gross Margin	24.0%	24.3%	–	–
Operating Margin	0.8%	1.8%	–	–

SGA Expenses Breakdown

(JPY in million)	FY26 Q1	FY25 Q1	Change	
Personnel Cost	4,527	4,471	56	1.3%
Advertising & Sales Promotions	97	110	-13	-11.8%
Others	3,513	3,130	383	12.2%
SGA Expenses in Total	8,138	7,711	427	5.5%

Others: Costs increased as a result of software development and an increase in recruitment costs.

Excerpted Balance Sheet

(JPY in million)	End of '26 June	End of '26 March	Change
Current Assets	22,214	21,973	240
Cash	2,861	2,936	-75
A/R	10,657	10,719	-62
Inventory	5,585	5,677	-91
Others	3,111	2,641	470
Non-current Assets	16,974	16,392	581
Total	39,188	38,366	821

(JPY in million)	End of '26 June	End of '26 March	Change
Liabilities	34,213	33,364	848
A/P	17,635	16,921	714
Debt	10,773	10,255	517
Others	5,803	6,187	-383
Net Assets	4,975	5,002	-26
Total	39,188	38,366	821

Segment Breakdown

(JPY in billion)	FY26 Q1	FY25 Q1	Change	
Sales	35,021	34,349	671	2.0%
Seller	34,946	34,282	664	1.9%
Platform	806	634	172	27.2%
Adjustments	-732	-566	-165	–
Operating Profit	269	628	-358	-57.0%
Seller	429	638	-209	-32.8%
Platform	-159	-10	-148	–

- **Seller**
  - The Seller Segment is a business engaged in the sales and marketing of owned products, such as liquor and daily necessities.
  - The B2B business continues to perform solidly.
- **Platform**
  - The Platform Segment is a business that consolidates the logistics business and the marketplace business for third-party products, which is scheduled to fully launch in the second half of the fiscal year.
- **Adjustment**
  - Inter-segment transactions occurring between the Platform Segment and the Seller Segment are eliminated.

FY2026 Full Year Earning Forcasts

(JPY in billion)	FY26 Q1 Results	FY26 Full-Year Guidance	Progress
Sales	35,021	145,000	24.2%
Operating Profit	269	2,100	12.8%
Recurring Profit	319	1,950	16.4%
Net Profit	206	650	31.7%

Disclaimer

This material contains forward-looking statements about HitoMile Co., Ltd. and its consolidated subsidiaries ("Kakuyasu") 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.