FY3/27 Q2 (Interim) Financial Results Presentation

Yossix Holdings Co., Ltd.
TSE: 3221 | November 6, 2026

FY3/27 Q2

Higher sales and profit in 1H, broadly on plan

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I

Overview of FY3/27 Q2 (Interim) Results

Higher sales and profit in 1H; broadly on track against the full-year forecast

I Overview of FY3/27 Q2 Results

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1H: higher sales and profit (net sales +8.8% YoY)

Net sales (JPY mn)

13,537

YoY 108.8%

Progress vs. FY forecast 47.4%

Operating profit (JPY mn)

1,536

YoY 108.4%

Progress vs. FY forecast 49.1%

Ordinary profit (JPY mn)

1,740

YoY 108.0%

Progress vs. FY forecast 50.5%

Store count (stores)

409

10 new stores

2 closures (end-Sep 2026, incl. FC)

Interim profit attributable to owners of parent: JPY 1,126 mn (YoY 108.8%) | Interim EPS JPY 110.27 | Interim dividend JPY 16

Aiming for 500 stores and JPY 30 bn in net sales!

(JPY mn)	FY3/26 1H actual	FY3/27 1H actual	YoY change	YoY %	FY3/27 FY forecast	Progress vs. fcst
Net sales	12,441	**13,537**	+1,096	108.8%	28,549	47.4%
Operating profit	1,417 (11.4%)	**1,536 (11.4%)**	+119	108.4%	3,128 (11.0%)	49.1%
Ordinary profit	1,611 (13.0%)	**1,740 (12.9%)**	+129	108.0%	3,445 (12.1%)	50.5%
Profit*	1,035 (8.3%)	**1,126 (8.3%)**	+91	108.8%	2,359 (8.3%)	47.7%
EPS (JPY)	101.16	**110.27**	+9.11	109.0%	230.10	47.9%

* Profit attributable to owners of parent. Figures in ( ) are % of net sales.

Key points

1 10 new stores

2 closures; 409 stores at the end of 1H

2 Core format "Yatai Zushi"

8 new stores; 369 stores (90.2% of total); net sales JPY 12,253 mn

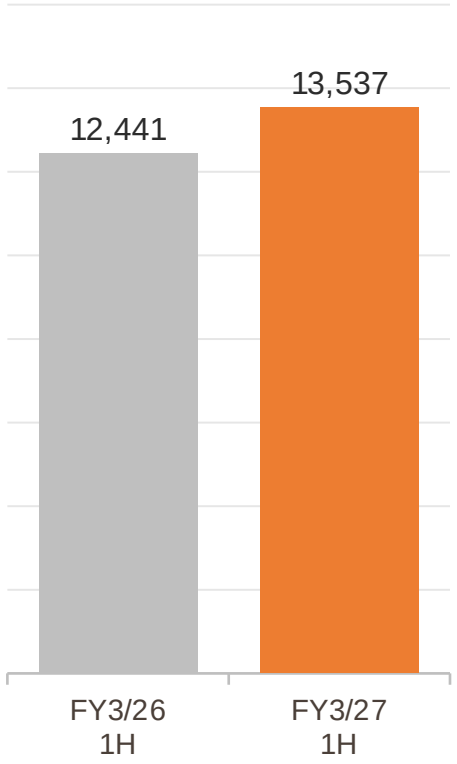
3 Full-year forecast unchanged

Performance broadly on plan; no change to the full-year forecast announced on May 8, 2026

Sales up on more stores; cost reductions lifted ordinary profit

Net sales (JPY mn, 1H)

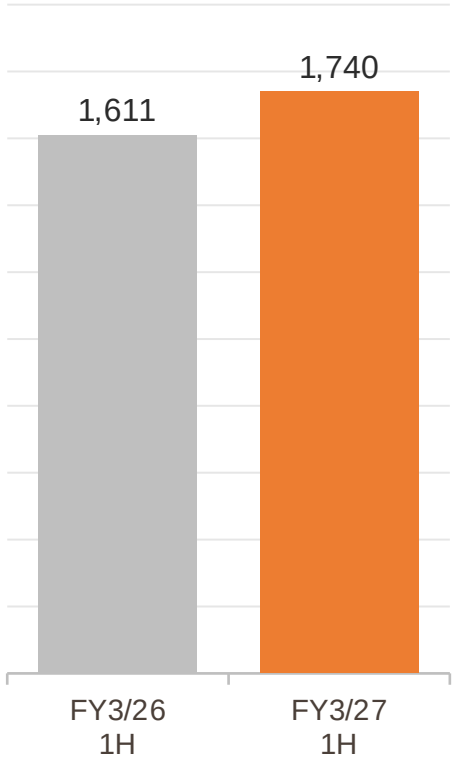
YoY 108.8%



- Net sales increased due to a higher store count from new openings
- 10 new stores, centered on "Yatai Zushi" (2 closures); 409 stores at end of 1H
- Net sales by format
  - "Yatai Zushi" JPY 12,253 mn
  - "Hitokuchi Gyoza no Itadaki" JPY 351 mn
  - "Nipachi" JPY 223 mn

Ordinary profit (JPY mn, 1H)

YoY 108.0%



- Cost of sales ratio in the restaurant business rose due to higher food and other costs
- Labor costs also rose, but we worked to reduce expenses, including credit-card-related fees
- As a result, ordinary profit increased YoY (108.0%), with the ordinary profit margin roughly flat at 12.9% (prior 1H: 13.0%)

Total assets up JPY 433 mn; equity ratio 79.2%

Consolidated balance sheet (JPY mn)

	End FY3/26	End FY3/27 1H
Current assets	12,834	**13,175**
Non-current assets	4,386	**4,478**
Property, plant & equipment	3,158	**3,274**
Intangible assets	33	**29**
Investments & other assets	1,194	**1,174**
Total assets	**17,221**	**17,654**
Liabilities	3,936	**3,673**
Current liabilities	3,192	**2,940**
Non-current liabilities	743	**733**
Net assets	13,284	**13,980**
Shareholders' equity	13,282	**13,979**
Accumulated other comprehensive income	2	**0**
Equity ratio	77.1%	**79.2%**

Amounts less than JPY 1 mn are truncated

Key points

1 Current assets +JPY 341 mn

Cash and deposits +JPY 260 mn; other +JPY 126 mn

2 Non-current assets +JPY 92 mn

Buildings and structures +JPY 83 mn

3 Current liabilities -JPY 251 mn

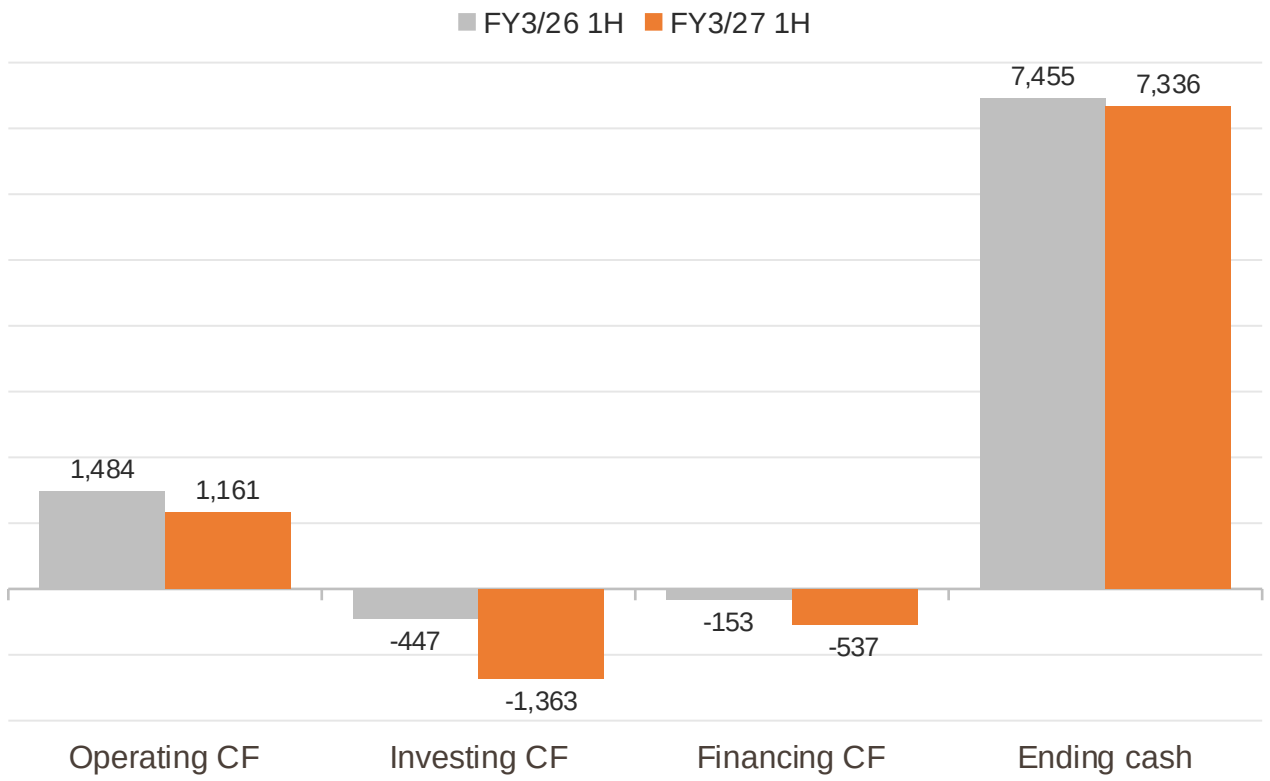
Notes and accounts payable -JPY 115 mn; other -JPY 82 mn

4 Net assets +JPY 695 mn

Retained earnings +JPY 962 mn; treasury shares +JPY 275 mn (reduces net assets)

Cash balance JPY 7,336 mn (down JPY 739 mn from FY-end)

Consolidated cash flows (JPY mn, 1H)



Key points

1 Operating CF: JPY 1,161 mn inflow

Increase from profit before income taxes of JPY 1,758 mn; decrease from income taxes paid of JPY 656 mn

2 Investing CF: JPY 1,363 mn outflow

Increase in time deposits of JPY 1,000 mn; purchase of non-current assets of JPY 344 mn

3 Financing CF: JPY 537 mn outflow

Purchase of treasury shares of JPY 373 mn; dividends paid of JPY 164 mn

Interim dividend JPY 16; annual dividend raised to JPY 32 (forecast)

Dividend per share (JPY)

	Interim	Year-end	Annual
FY3/26 (actual)	14.00	16.00	**30.00**
FY3/27 (forecast)	16.00	16.00	**32.00**

No change from the most recently announced dividend forecast. Interim dividend payment start date: November 30, 2026

Treasury shares

- Acquired 115,300 shares (JPY 373 mn) per Board resolution of June 12, 2026
- Disposed of treasury shares as restricted stock compensation on July 24, 2026 (JPY 98 mn)
- Treasury shares at end of 1H: 186,240 (end of prior FY: 104,840)

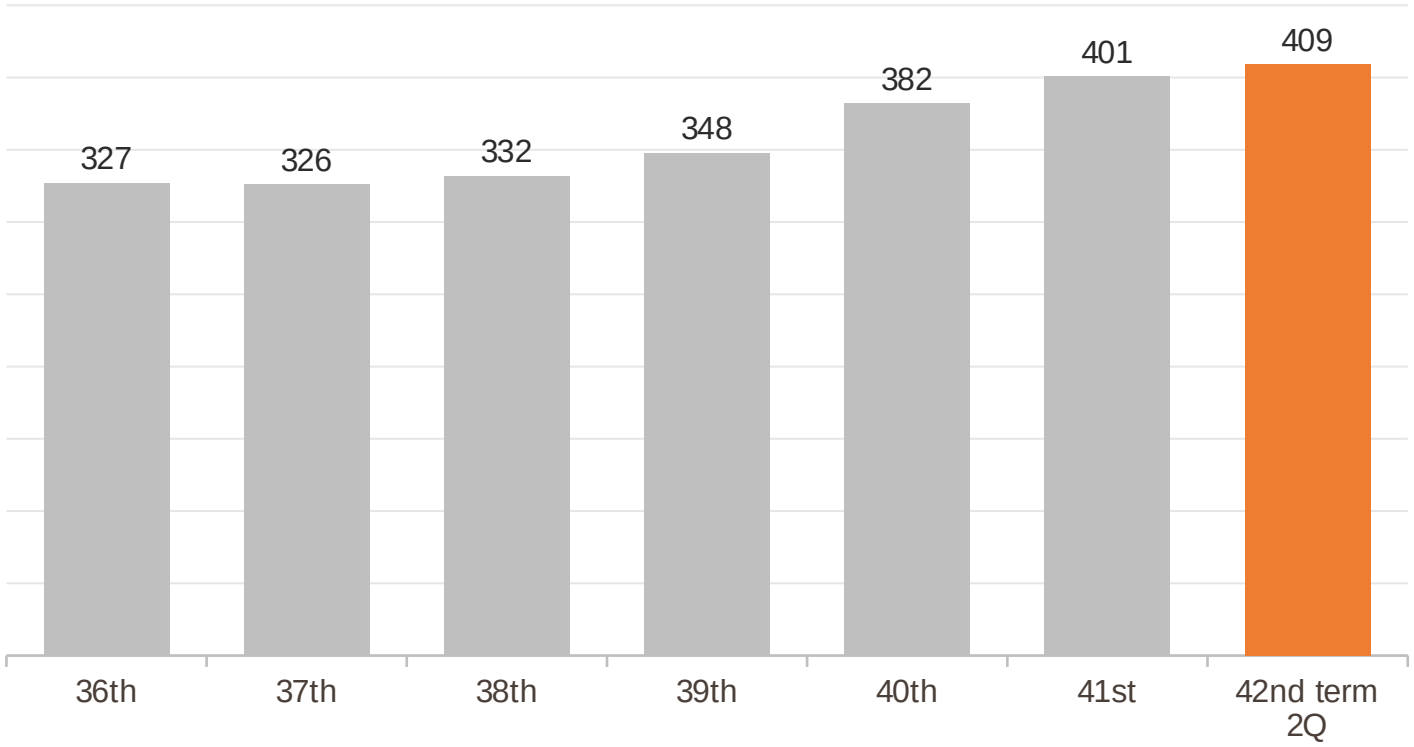
Annual dividend (forecast)

32 JPY

Up JPY 2 from JPY 30 in the prior year

409 stores, with 10 new openings

Store count (stores)



Note: From the 40th term, includes stores of Wonder Food Innovation Co., Ltd. (40th: 4; 41st: 5). Includes franchise stores.

New stores: 10 (1H cumulative)

"Yatai Zushi": 8 stores

Q2: Hachinohe Mikkamachi Cho (1st in Aomori), Asahikawa Sanjo-dori Cho (2nd in Hokkaido), Minami-Ibaraki Ekimae Cho

"Hitokuchi Gyoza no Itadaki": 2 stores

Hyotanyama (Osaka), Yamato-Yagi Station South (Nara)

Format conversion: 1 store ("Ninki Manryo")

Closures: 2 stores

42nd term: toward our medium-term goals through "stores customers want to revisit" and steady openings

42nd term slogan **"The power to notice drives sales!" — Stores where customers feel value only people can create**

Pursue "stores customers want to revisit"

Focus on existing stores and repeat customers

Acquire new skills

Each employee sets concrete skill goals, starting with sushi making and gyoza grilling

Read and ride the waves of change

Stay alert to formats, opening hours and work styles, and keep changing and evolving as needed

Store opening strategy

Reliable new openings by re-examining properties in existing areas and developing new areas

Yossix Group medium-term goals

Realize the 500-store plan

Achieve JPY 30 bn in net sales

Maintain an ordinary profit margin above 10%

Achieving the 42nd-term profit and store opening plans is the first step

II

Topics

First overseas store, new formats and new stores

Ⅰ Overview of FY3/27 Q2 Results

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First overseas store "Yatai Zushi Zhongshan North Cho" opens in Taipei, Taiwan



Opened July 2026
Yatai Zushi Zhongshan North Cho

Zhongshan District, Taipei, Taiwan
The Group's first overseas store
(opened by our Taiwan subsidiary)

1 Expansion into overseas markets

Prepared overseas expansion to further grow our core restaurant business and enhance Group corporate value

2 Taiwan selected as first market

Our Overseas Strategy Preparation Office gathered information and chose Taiwan for its strong affinity with Japanese food and culture and the presence of several Japanese restaurant companies

3 Location: Zhongshan District, Taipei

The area was chosen after careful consideration, including the surrounding environment

New premium format "Tamahagane" opens in Nagoya





A step-up premium format

- Serves business entertainment demand
- Serves inbound tourist demand

- Japanese swords displayed in-store (for inbound guests)
- Some plates by Living National Treasure Kakiemon XIII

"Ebidote Shokudo" now operating as a Group store

















1 **A rare fried-shrimp specialty restaurant**

Over 10 years of history; operated by the Group since July 1, 2025

2 **"Ebidote," a new Nagoya specialty**

"Ebidote" — fried shrimp dipped in doteni miso, which also gives the restaurant its name — is loved by many as a new Nagoya specialty found nowhere else

3 **"Tokudai Ebi Furya," one of Japan's largest at 35 cm**

Widely featured in the media and famous among both domestic and inbound customers

"Kushikatsu Sakaba Ninki Manryo" opens in Fujimino, Saitama

Opened July 29, 2026 in Fujimino, Saitama













1 Light, crispy, hand-made kushikatsu

House-made kushikatsu fried with our own batter and oil — crispy outside, juicy inside. A light texture you can keep eating and good-value pricing appeal to a wide range of customers

2 Extensive izakaya menu and easy to use

Beyond kushikatsu, a full menu from dishes that pair with drinks to closing dishes. Serves diverse needs, from a quick drink to family meals and parties

III

Our Strengths & Growth Strategy

Inaka Senryaku, Shinise Riron, and room to grow toward 3,000 stores

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We aim to become

Japan's No. 1 izakaya chain,
with 3,000 stores and JPY 180 bn in sales.

Medium-term goals: 500 stores, JPY 30 bn, margin above 10%

500
stores

300
JPY bn (net sales)

>10%
Ordinary profit margin

Growth mechanisms

- Establish business divisions
- Thoroughly execute "Inaka Senryaku," "Shinise Riron" and "Chiiki Risk Hedge"
- Maintain existing-store sales at 100%

Profitability mechanisms

- Keep rent at around 7% of sales
- Spend where it matters; cut unnecessary costs
- Make full use of our Group construction company

Inaka Senryaku: low-cost small and mid-size stores near regional stations

Where

Areas with stable izakaya demand above a certain level throughout the year

Which locations

Secondary rather than prime locations
Near stations with 6,000+ daily passengers,
where staff can be hired

What kind of store

Directly operated small and mid-size stores of about 30–40 tsubo, based on "Shinise Riron," opened at low cost

Become the No. 1 store in each area without competing with local stores or chains

Contribute to regional development and revitalization through our business

Shinise Riron: the best of independent stores and chains

Strengths of local independent / small stores (stable, community-based profit)

Adopt

- Comfortable atmosphere
- Hand-made taste and warmth
- Small and mid-size stores that fill seats easily
- Local hiring and local sourcing

Avoid

Individual or family management /Vague pricing; running tabs

Strengths of chains / large stores (efficiency and scale)

Adopt

- Clear, reasonable pricing for casual visits
- Corporate-level systems and controls
- Training systems

Avoid

Central kitchens /Scripted service /Ever-larger stores

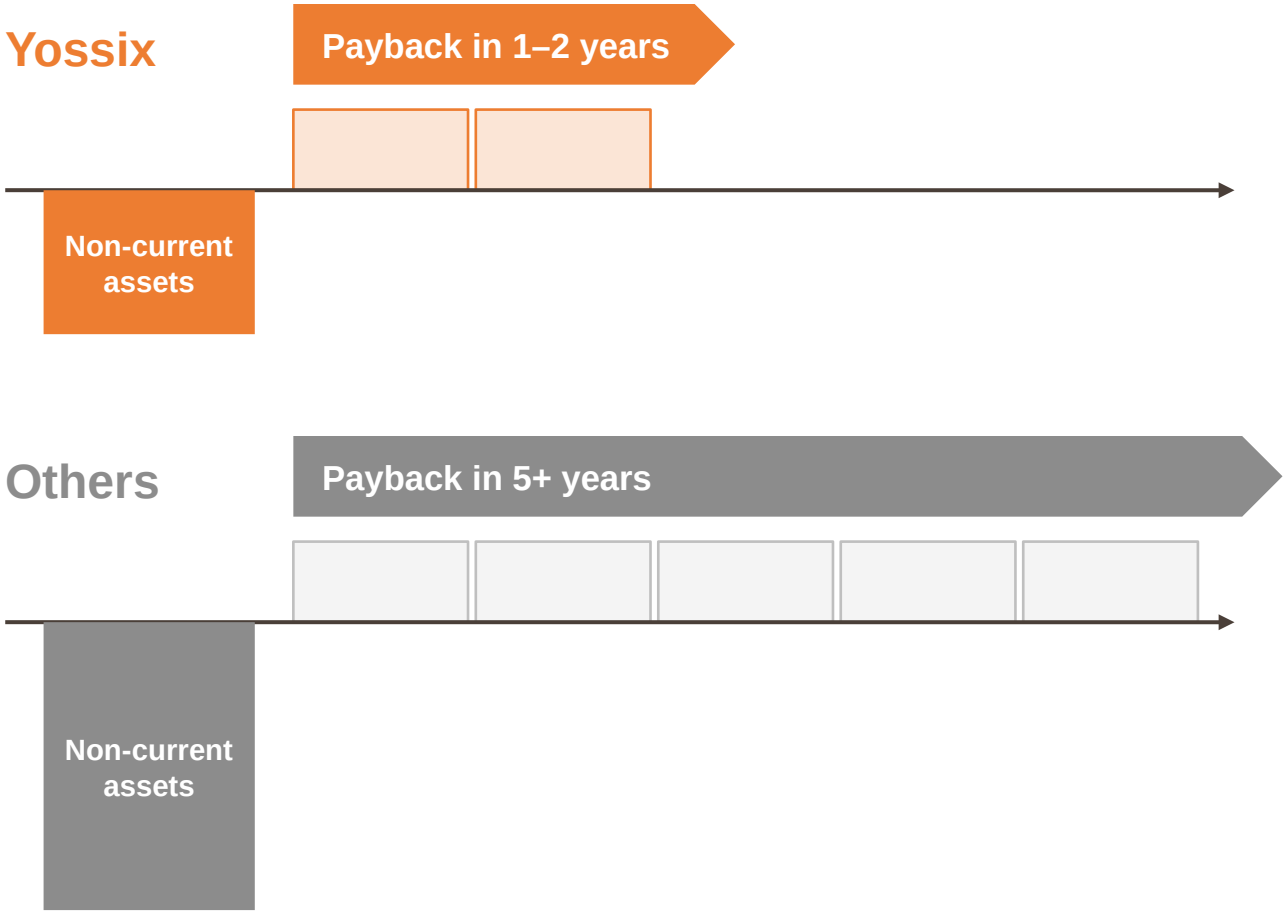
Fill the gap where neither competes, and bring vitality back to communities

Effects of Inaka Senryaku & Shinise Riron: high profit margins

Other companies	P&L structure	Yossix
Cost of ingredients is cut sharply to cover high rent	Net sales	Savings on rent are invested in ingredients, using quality products to raise value for money
	Cost of sales	
	Gross profit	
	…	
Often open large and mid-size stores in high-rent areas, with fixed rent exceeding 10% of sales	>10% **Rent** ~7%	Strategically open small and mid-size stores in secondary locations, keeping fixed rent at around 7% of sales
	…	
	SG&A	
Low margin: Weaker customer appeal lowers sales per tsubo, making efficient profit difficult	**Operating profit**	**High margin: Attracting customers with highly satisfying food raises sales per tsubo and generates profit efficiently**

Each row on the left and right corresponds to the P&L item in the center (cost of sales, rent, operating profit).

Our Group construction company enables payback in 1–2 years



Make full use of our Group construction company

Know-how in low-cost store openings enables short payback periods

→ Faster decisions on openings and closures

Outsourced construction

Outsourcing construction raises investment costs and lengthens payback

→ Slower decisions on openings and closures

Inaka Senryaku potential market: JPY 278.4 bn

	Kanto	Chubu	Kansai	Chugoku/ Shikoku	Kyushu	Total
Stations with ~6,000+ daily passengers	1,405	210	709	64	123	**2,511**
① Possible stores	3,025	288	1,101	75	149	**4,638**
Max. potential sales (①×②)	**JPY 181.5 bn**	**JPY 17.3 bn**	**JPY 66.1 bn**	**JPY 4.5 bn**	**JPY 9.0 bn**	**JPY 278.4 bn**
③ Stores at FY3/27 Q2	146	60	85	62	51	**404**
Room for new stores (①−③)	**2,879**	**228**	**1,016**	**13**	**98**	**4,234**

② Estimated at average annual sales of JPY 60 mn per store. Potential market (company estimates), as of end of September 2026

500-store plan (by division)

	Kanto 1	Kanto 2	Shizuoka	Chubu	Kansai	Chugoku/ Shikoku	Kyushu	Total
Store plan	75	65	25	75	125	65	70	**500**
Sales target	JPY 4.5 bn	JPY 3.9 bn	JPY 1.5 bn	JPY 4.5 bn	JPY 7.5 bn	JPY 3.9 bn	JPY 4.2 bn	**JPY 30.0 bn**
Future openings planned								**96**

Maintaining our two-branch structure to build a 500-store organization

FY3/26

28 new stores

Two-branch structure

East Japan Branch	West Japan Branch
• Kanto 1st Division • Kanto 2nd Division • Shizuoka Division	• Chubu Division • Kansai Division • Chugoku/Shikoku Division • Kyushu Division

Maintaining the two-branch structure

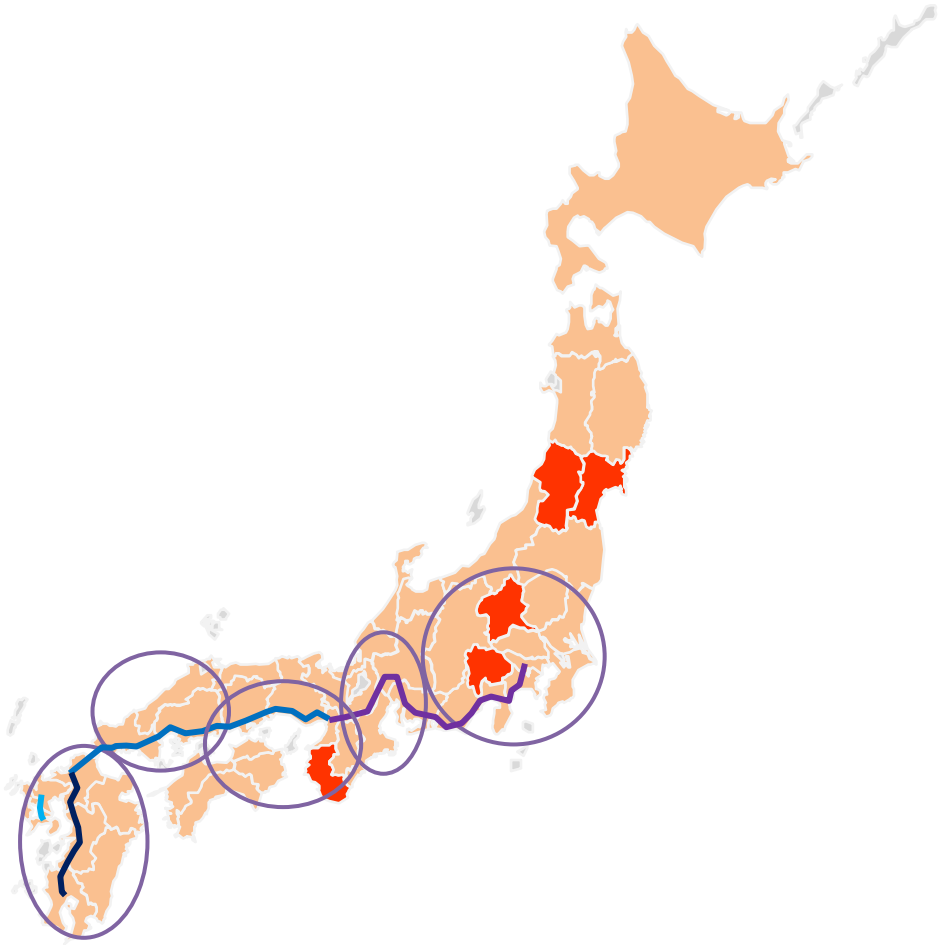
FY3/27

35 new stores planned

Two-branch structure

East Japan Branch	West Japan Branch
• Kanto 1st Division • Kanto 2nd Division • Shizuoka Division	• Chubu Division • Kansai Division • Chugoku/Shikoku Division • Kyushu Division

Expanding our store area based on "Chiiki Risk Hedge"



Branch	Division	FY3/26	Medium term
East Japan Branch	Kanto 1st Division	70	**75**
	Kanto 2nd Division	52	**65**
	Shizuoka Division	21	**25**
West Japan Branch	Chubu Division	60	**75**
	Kansai Division	82	**125**
	Chugoku/Shikoku Division	61	**65**
	Kyushu Division	50	**70**

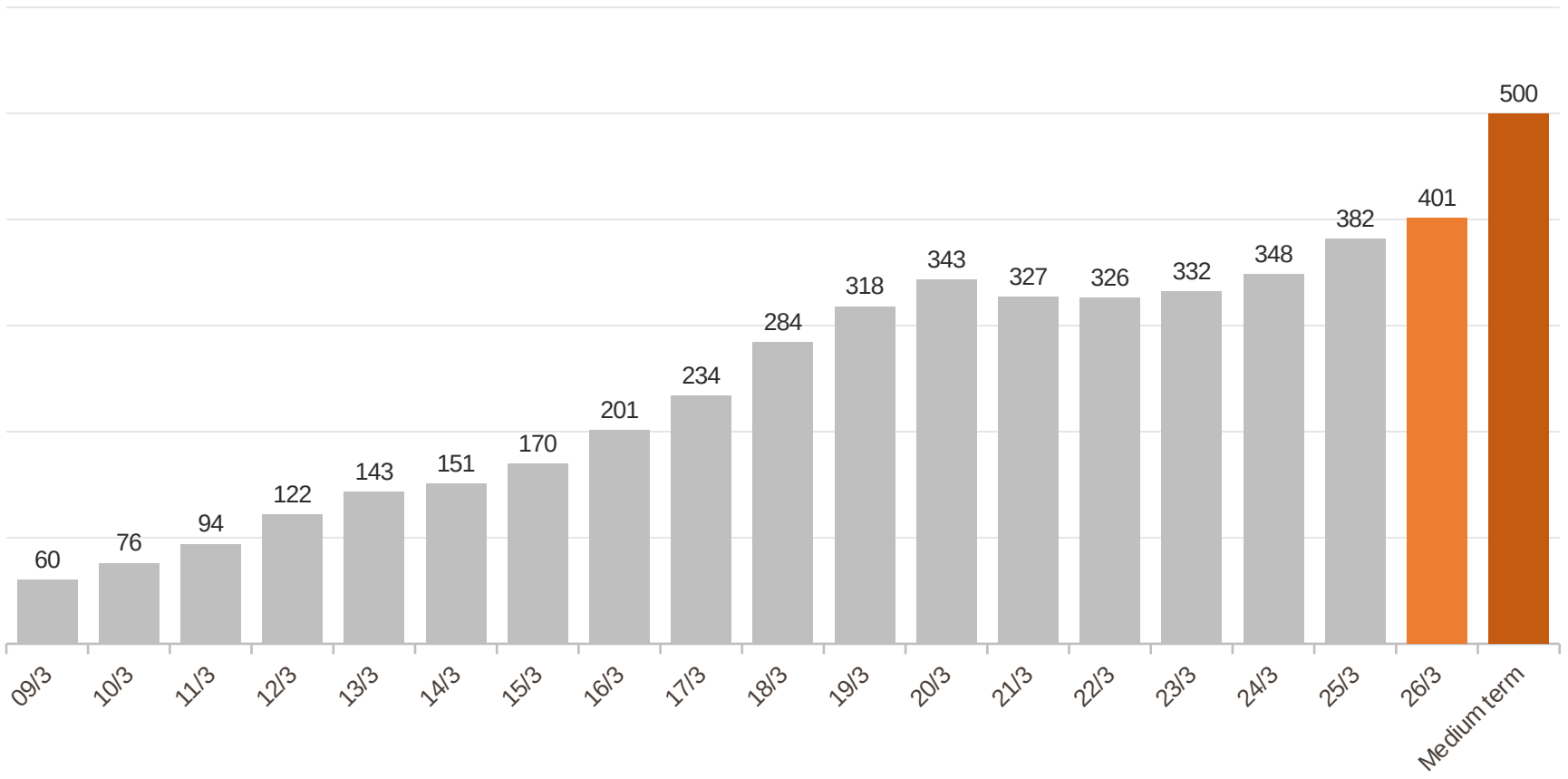
First store
Aomori

- **Expand store areas based on "Chiiki Risk Hedge"**
- **Strengthen core formats and develop new formats**

Areas with existing stores

Planned areas (Gunma, Yamanashi, Wakayama, Miyagi, Yamagata)

Medium-term goal of 500 stores; long-term goal of 3,000 stores



Medium-term goal

500 stores

Long-term goal

3,000 stores

Note: Store count at fiscal year-end. From the 40th term (FY3/25), includes stores of Wonder Food Innovation Co., Ltd.

IV

Appendix

Company profile, operating companies, history, etc.

Ⅰ Overview of FY3/27 Q2 Results

Ⅱ Topics

Ⅲ Our Strengths & Growth Strategy

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Company profile

Company name	Yossix Holdings Co., Ltd.
Established	April 1, 1985
Head office	1-9-30 Tokugawa, Higashi-ku, Nagoya, Aichi, Japan
Representatives	Masanari Yoshioka, Chairman & CEO Masato Segawa, President & COO
Capital	JPY 361,315,000 (as of September 30, 2026)
Listing	Tokyo Stock Exchange Prime Market / Nagoya Stock Exchange Premier Market (code: 3221)
Group companies	Yossix Foods Co., Ltd. (restaurants) Yoshioka Kenso Co., Ltd. (store construction) Yossix Capital Co., Ltd. (investment) Wonder Food Innovation Co., Ltd. (restaurants)
Store count	409 stores (as of September 30, 2026) Yossix Foods: 402 directly operated, 2 franchise (employee independence program) Wonder Food Innovation: 5 directly operated

Corporate philosophy, motto and guiding principle

Corporate philosophy

Creating heart, food and comfort that everyone, from babies to grandparents, can enjoy

Heart: A company with a heart-warming presence
Food: A company whose guests take home energy
Comfort: A company that provides and creates comfort

Motto

Do the basics as a matter of course

Energetic voices / cleanliness / service with a smile

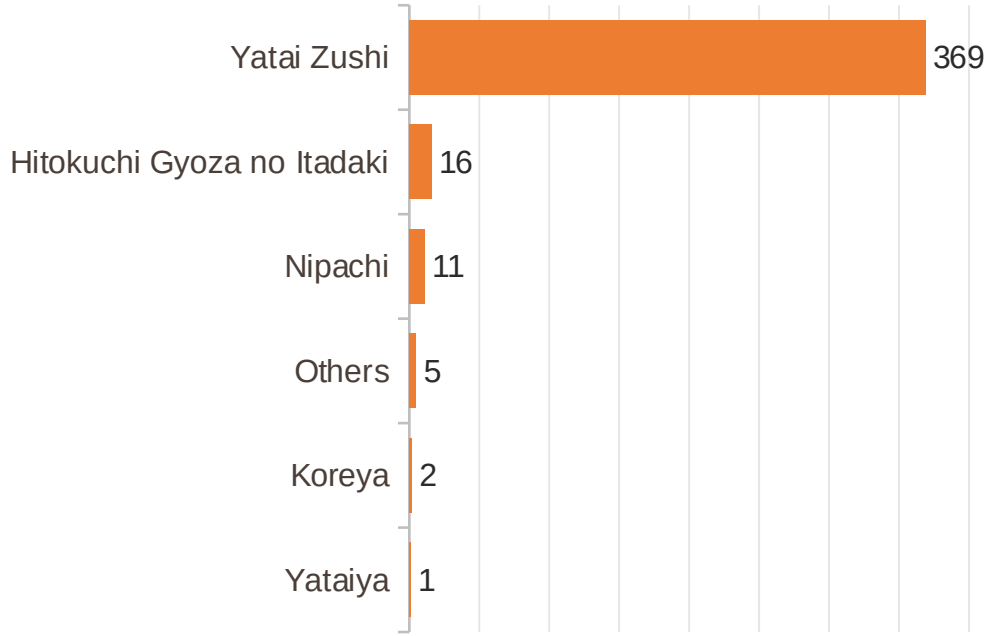
Yataiya Group guiding principle

Stores that send guests home full of energy

Through the restaurant business, the Yataiya Group always considers its role in society

Yossix Foods: 404 stores, centered on "Yatai Zushi"

Stores by format (end of FY3/27 1H)



- 404 izakaya stores, mainly directly operated, from Hokkaido to Kyushu
- Delivery via Uber Eats and Demae-can
- "Yatai Zushi" also focuses on takeout



Yatai Zushi: 369 stores

Sushi izakaya with skilled sushi chefs (incl. 2 FC stores)



Nipachi: 11 stores



Hitokuchi Gyoza no Itadaki: 16 stores

Made fresh in-store daily



Koreya: 2 stores

Osaka-style kushikatsu izakaya



Yataiya: 1 store

Okonomiyaki and teppanyaki izakaya

Others: 5 stores

Sento / Teppan / Tamahagane / Ebidote Shokudo / Ninki Manryo

Wonder Food Innovation: "HANAHANA," specializing in jinenjo yam cuisine







HANAHANA
5 stores in Midori, Moriyama and Minato wards of Nagoya, Nagakute and Anjo

1 Specialty restaurant centered on jinenjo (wild yam)
A highly nutritious ingredient popular with a wide age range, including seniors

2 Can open outside station areas
Can open at roadside sites, shopping malls and commercial buildings

3 Sales not dependent on alcohol
As a Japanese restaurant, lunchtime-centered sales are expected

Policy: leverage distinctive strengths not found in the Group's existing formats to expand our business domain as a restaurant chain and enhance Group corporate value

Yoshioka Kenso: everything needed to build a store, at low cost

Speedy openings & conversions

Low-cost openings

Diverse and flexible format development

Unrivaled agility — "turning problems into solutions!"

- Comprehensively provides everything needed to build a store, at low cost
- Construction business centered on store design and construction management for restaurants, offices and more
- Extensive design and construction track record for Group company Yossix Foods
- Actively accepts orders from companies outside the Group

飲食店舗
設計施工
株式会社
ヨシオカ建装
東区 徳川町
932-8441

Examples







Strengthening Group management for sustainable growth

Yossix Holdings Co., Ltd.

- Planning Group strategy
- Management guidance for Group companies
- Entering and creating new businesses
- Group expansion through new companies and M&A

Yossix Foods Co., Ltd.

- Operating restaurants centered on "Yatai Zushi"
- Planning restaurant businesses
- Developing new formats

Wonder Food Innovation Co., Ltd.

- Operating restaurants centered on "HANAHANA"
- Planning restaurant businesses

Yoshioka Kenso Co., Ltd.

- Interior construction design and construction management
- Planning construction businesses
- Management guidance for Shiba Sangyo Co., Ltd.

Yossix Capital Co., Ltd.

- CVC (corporate venture capital)
- M&A advisory

Our history (1) Milestones

1980	Founded Yoshioka Kenso; started construction business
1983	Incorporated Yoshioka Kenso Ltd. (yugen kaisha)
1985	Established Ten-Gallon Kid Co., Ltd. Renamed Best Food Co., Ltd. in the same year
1990	Renamed Yossix Co., Ltd.
1998	1st Yataiya store (Oshikiri, Nagoya)
2000	1st Yatai Zushi store (Aoi, Nagoya)
2007	Merged Yoshioka Kenso Co., Ltd.
2014	Listed on the TSE JASDAQ market
2015	Moved to TSE Second Section
2016	Designated to TSE First Section
2021	Renamed Yossix Holdings Co., Ltd.; moved to a holding company structure
2022	Moved to TSE Prime Market under market restructuring
2023	Established Wonder Food Innovation Co., Ltd.
2026	Expanded overseas (established Yossix Taiwan Co., Ltd.)



Yoshioka Kenso



1st Yataiya (Oshikiri)



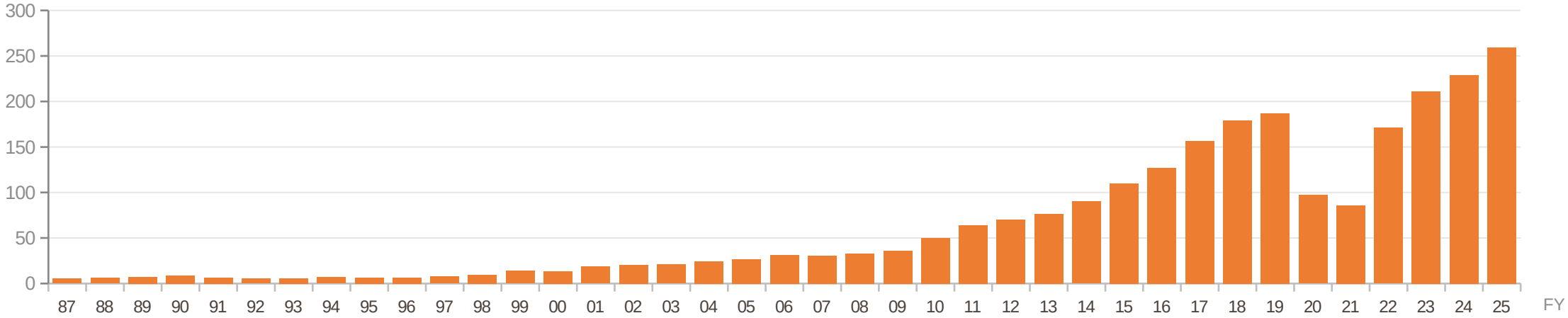
1st Yatai Zushi (Aoi)

社是
"あたりまえを当前に"

Motto

Our history (2) Net sales and the economic backdrop

Net sales (JPY 100 mn)



Format			Yataiya & Yatai Zushi		Nipachi	Yatai Zushi	
Era	Bubble boom	Bubble burst	Deflation & price competition		Lehman & earthquake	Abenomics & inbound boom	COVID-19	Shift to inflation

Events

- '89 Consumption tax 3%; Nikkei record high
- '95 Great Hanshin-Awaji Earthquake
- '97 Consumption tax 5%; financial crisis
- '01 BSE found in Japan
- '02 Tougher drunk-driving penalties
- '08 Lehman shock
- '11 Great East Japan Earthquake
- '13 Washoku named UNESCO heritage
- '14 Consumption tax 8%
- '19 Consumption tax 10%
- '20 COVID-19 (shorter hours, alcohol limits)
- '24 Nikkei tops bubble-era high
- '25– Foreign visitors exceed 40 mn

New stores opened / planned from FY3/27 Q3

Yossix Foods

Store name (incl. tentative)	Address	Opening date (planned)
Hitokuchi Gyoza no Itadaki Tenmonkan	10-15 Higashi-Sengoku-cho, Kagoshima	**Oct 8, 2026 (Opened)**
Yatai Zushi Fukaya Ekimae Cho	3-9-1 Nishijima-cho, Fukaya, Saitama	**Oct 17, 2026 (Opened)**
Yatai Zushi Kofu Chuo Cho	1-12-45 Chuo, Kofu, Yamanashi	**Nov 6, 2026 (Opened)**
Yatai Zushi Higashimurayama Ekimae Cho	2-3-71 Honcho, Higashimurayama, Tokyo	Nov 27, 2026 (planned)
Yatai Zushi Izumoshi Ekimae Cho No. 2	1271-8 Imaichi-cho, Izumo, Shimane	Nov 27, 2026 (planned)
Yatai Zushi Keikyu-Kurihama Ekimae Cho	4-7-2 Kurihama, Yokosuka, Kanagawa	Dec 2, 2026 (planned)
Yatai Zushi Karatsu Cho	1513-8 Gofuku-machi, Karatsu, Saga	Dec 4, 2026 (planned)
Yatai Zushi Hara Ekimae Cho	1-206 Hara, Tempaku-ku, Nagoya, Aichi	Dec 18, 2026 (planned)
Yatai Zushi Tarumi Ekimae Cho	4-8 Miyamoto-cho, Tarumi-ku, Kobe, Hyogo	Dec 25, 2026 (planned)
Yatai Zushi Yatsuka Ekimae Cho	549 Yatsuka-cho, Soka, Saitama	Dec 2026 or later
Yatai Zushi Okubo Ekiminamiguchi Cho	1-2-2-102 Yurinokidori, Okubo-cho, Akashi, Hyogo	Jan 2027 or later
Yatai Zushi Hiragishi Cho	2-6-2-18 Hiragishi, Toyohira-ku, Sapporo, Hokkaido	Jan 2027 or later
Yatai Zushi Kami-Suwa Ekimae Cho	1-2 Suehiro, Suwa, Nagano	Feb 2027 or later

Note: Lists properties for which contracts have been signed, in order of (planned) opening date.

Disclaimer & contact

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