

KOMERI CO., LTD.

Three months ended June 30, 2025 Financial Results

(from April 1, 2025 to June 30, 2025)



<https://www.komeri.bit.or.jp/>



July 22, 2025

Prime Market of Tokyo Stock Exchange (8218)

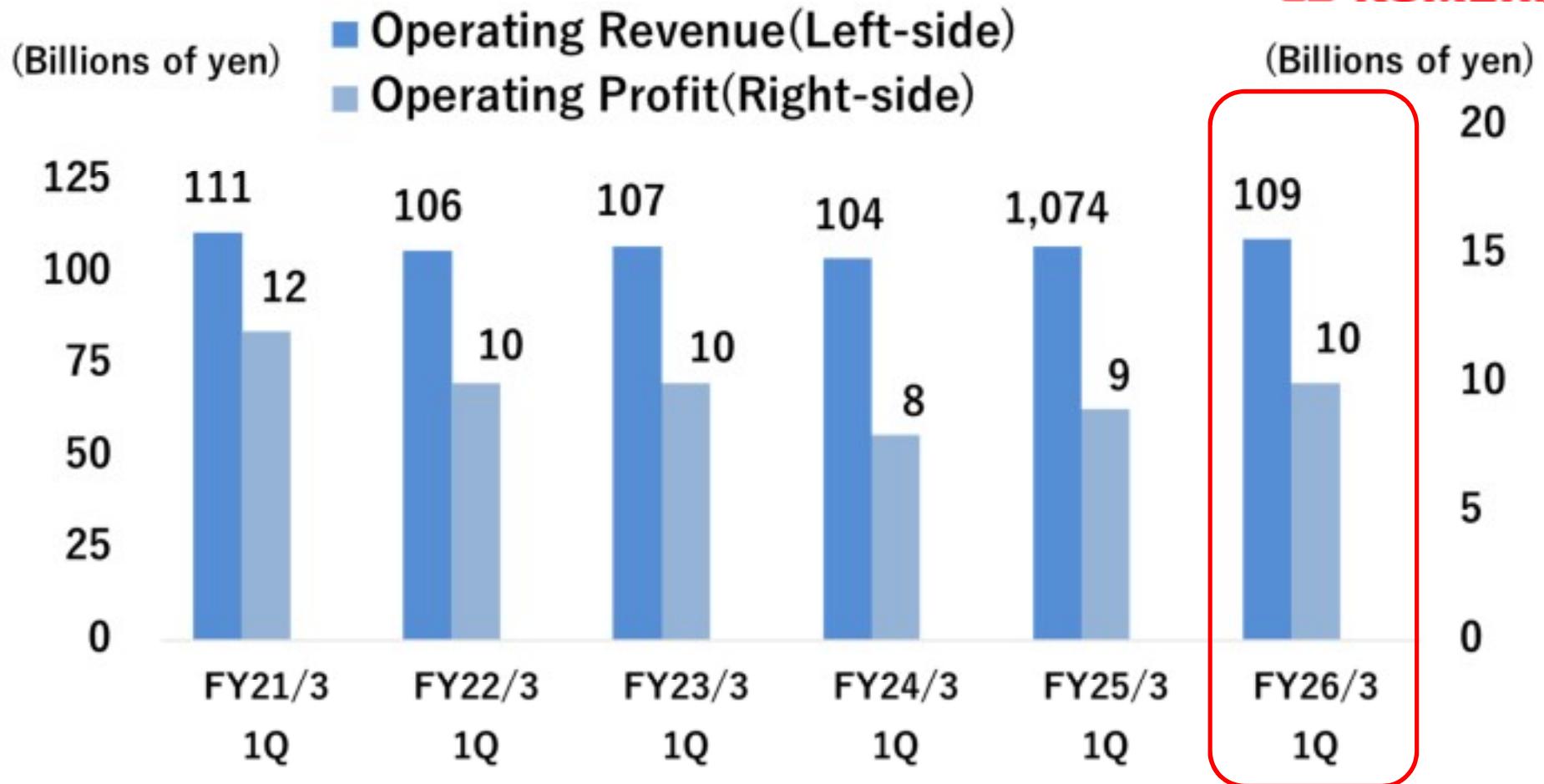
Consolidated financial results for the three months ended June 30, 2025



(Millions of yen)

	Three months ended June 30, 2025 Operating results	Operating revenue ratio	Year-on-year
Operating revenue	109,253	100.0%	101.7%
Operating gross profit	37,195	34.0%	102.9%
Selling, general and administrative expenses	27,188	24.9%	101.8%
Operating profit	10,007	9.2%	105.8%
Ordinary profit	10,110	9.3%	104.7%
Profit attributable to owners of parent	6,882	6.3%	104.9%

Trends in Operating revenue and Operating profit



- Sales of agricultural materials, which is our main category , remained strong.
- Sales of air conditioners and light-shielding products remained strong due to the record high average temperatures in June.
- We achieved operating revenue comparable to the special demand during the COVID-19 pandemic.

Results by product category



	Three months ended June 30, 2025				
	Net sales	Year-on-year	Operating revenue ratio	Gross profit ratio	Year-on-year
Tools, Hardware and Working supplies	18,669	102.5%	17.1%	42.3%	(0.5)
Remodeling and Exterior materials	15,251	99.3%	14.0%	29.2%	+0.3
Gardening, agriculture, and pet supplies	42,300	101.1%	38.7%	29.8%	+0.8
Commodities, home appliances, car supplies, and leisure goods	18,369	102.8%	16.8%	25.2%	+0.3
Interior goods, household goods, and office supplies	8,277	98.9%	7.6%	39.9%	+0.4
Fuel, etc.	1,506	135.3%	1.3%	9.6%	(0.6)
Other	3,838	106.1%	3.5%	100.0%	-
Home Center business total	108,214	101.7%	99.0%	34.1%	+0.4

- Sales of products for construction companies such as work sheets and electrical materials remained strong.
- Sales of fan-equipped clothing, etc. were strong due to the mandatory measures to prevent heatstroke.
- Sales of weed control-related products such as herbicides, brush cutters, and weed control sheets remained strong.
 - Car supplies PB brand "CRUZARD" remained strong.

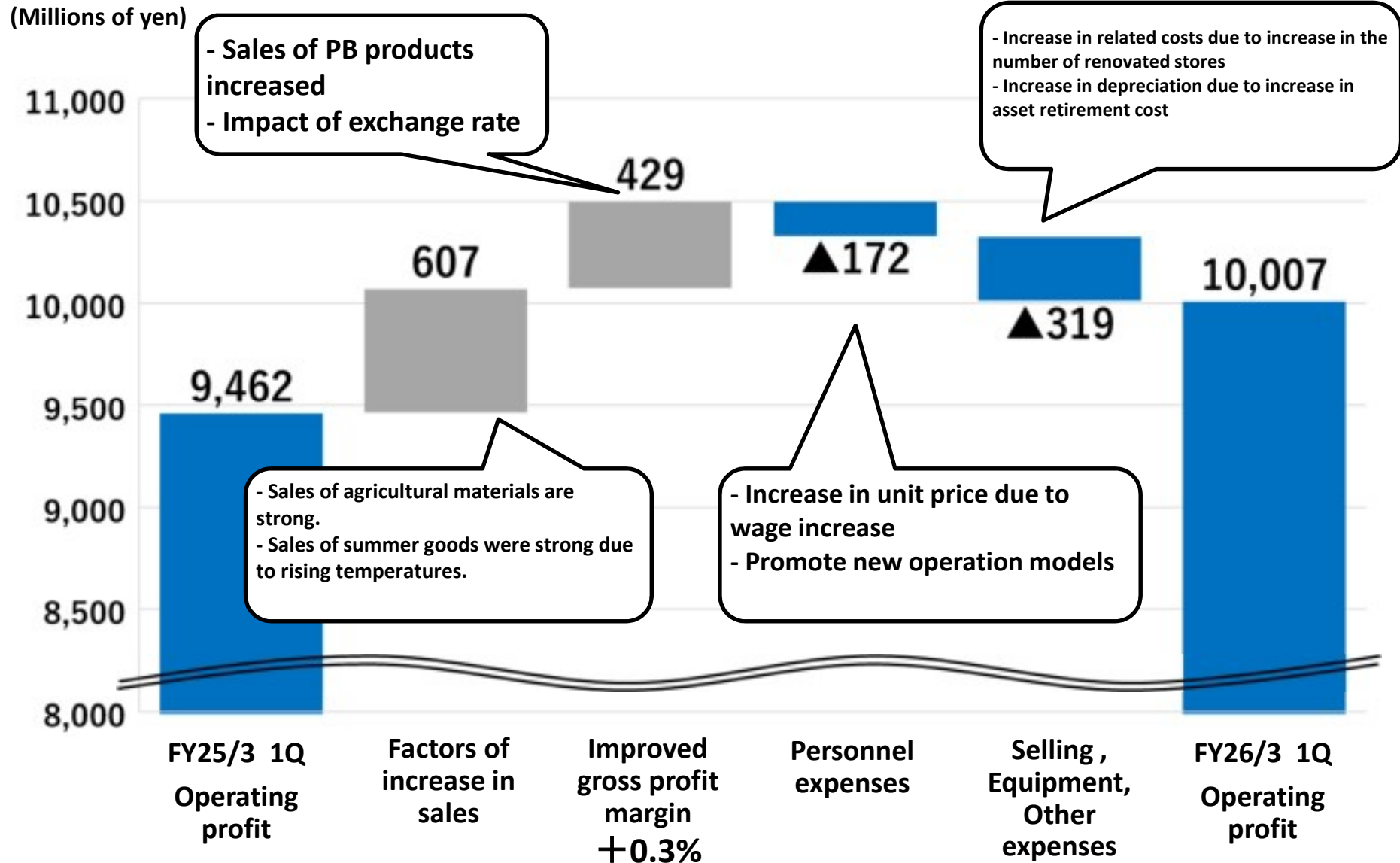
Results by store format



	Three months ended June 30, 2024		Three months ended June 30, 2025	
	Net sales year-on-year	Net sales ratio to existing	Net sales year-on-year	Net sales ratio to existing
Power	104.2%	102.5%	102.8%	100.6%
PRO	136.3%	109.2%	135.1%	108.1%
Hard & Green	102.4%	101.8%	100.2%	100.2%
Total	103.4%	102.1%	101.6%	100.5%

- In Power format, sales of summer products such as air conditioners remained strong.
- In PRO format, sales of consumable materials such as work sheets and electrical materials, as well as fan-equipped clothing due to the mandatory measures against heat stroke, were strong.
- In Hard & Green format, farmers' purchases increased, mainly for paddy rice materials.

Operating profit increase/decrease factors



Selling, general and administrative expenses



(Millions of yen)

	Three months ended June 30, 2025		
	Operating results	Year-on-year comparison	Year-on-year difference
Personnel expenses	12,025	101.5%	+172
Selling expenses	3,325	99.7%	(8)
Equipment expenses	8,873	101.7%	+149
Other expenses	2,962	106.4%	+178
Total	27,188	101.8%	+491

The new operation model suppressed the increase in personnel costs.
As the number of renovated stores increased, related costs also rose.

Consolidated balance sheets



(Millions of yen)

	Category	As of June 30, 2025	As of March 31, 2025	Increase/decrease from the previous fiscal year-end	As of June 30, 2024	Increase/decrease Year-on-year
Assets	Current assets	183,173	181,484	+1,688	182,618	+554
	Cash and deposits	16,704	16,342	+362	19,357	(2,652)
	Products	124,184	130,419	(6,235)	124,719	(534)
	Non-current assets	206,308	205,176	+1,131	195,871	+10,437
	Property, plant and equipment	179,150	178,258	+892	168,001	+11,148
	Intangible assets	9,155	9,120	+34	9,259	(104)
	Total assets	389,482	386,661	+2,820	378,490	+10,992
Liabilities	Current liabilities	100,384	105,740	(5,355)	106,399	(6,014)
	Short-term interest-bearing liabilities	16,505	22,613	(6,108)	17,929	(1,423)
	Non-current liabilities	37,065	34,604	+2,460	32,518	+4,547
	Long-term interest-bearing liabilities	14,017	11,530	+2,487	14,228	(210)
	Total liabilities	137,450	140,345	(2,894)	138,917	(1,467)
	Total net assets	252,032	246,316	+5,715	239,572	+12,459
	Total liabilities and Total net assets	389,482	386,661	+2,820	378,490	+10,992

Growth Base Investment — Investment plan —



	FY2026/3 Plan	>>	FY2026/3 1Q results
New store opening	35 stores 13,000 million yen	>>	1 store 350 million yen
Renovation of existing stores, etc.	Over 10% of sales floor area 3,000 million yen	>>	21 stores 300 million yen
Logistics Center (Non-store)	Establishment of new centers Expansion of existing center functions 12,000 million yen	>>	Establishment of new center Expansion of existing center functions 40 million yen
Various system investment	2,000 million yen	>>	400 million yen
Total	30,000 million yen	>>	1,100 million yen



Status of store openings



■ Store opening Total number of stores 1,229 stores (As of June 30, 2025)

Opening stores	Total	Power	PRO	H & G
FY2026/3 Plan	35	8	8	19
FY2026/3 1Q Results	1	0	1	0

■ Renovation

Renovation	Number of stores	Renovated scale
FY2026/3 1Q Results	21	About 26,400 m ²
FY2026/3 Plan	About 150	Over 10% of the total sales floor area

- Horizontal expansion of H&G prototypes
- Keep Young

After renovation

Net sales increased by about **10%**

Strengthening logistics



■ Strengthening store expansion and improving delivery efficiency in the Kansai area

- Relocated and expanded New Kansai Center → It will be our largest logistics hub.
- Of the 12 billion yen investment, 7.2 billion yen has already been paid.



< New Kansai logistics Center Scheduled to start operation in spring 2026 >

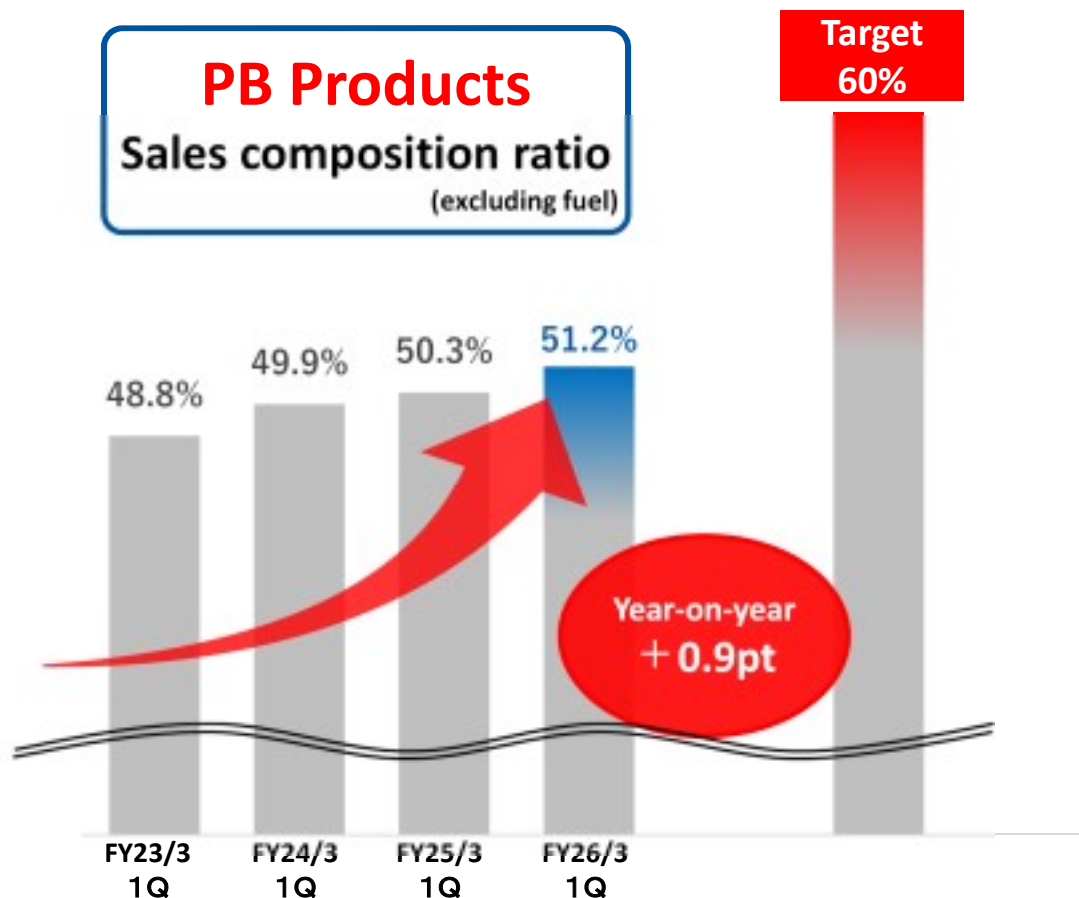
Development of Products that Protect and Nurture Lives



Product development capabilities created by over 1,200 stores

- Cheaper than anywhere else for the same product
- Better quality than anywhere else at the same price

➡ **Realization by mass**



Can be sourced from
the world's best
sources

Possession of overseas consolidation
capabilities
12 logistics centers in Japan

Strengthening each category brand.



■ Establish the brand image by utilizing TV commercials, SNS, etc.

PB Products Net sales 103.1% Year-on-year



*Reference example of new products for three months ended June 30, 2025

Remodeling business



■ Chain remodeling system taking advantage of over 1,200 stores

- Sales of remodeling business : 100.8% year on year
- Sales of "Jyukyuban Installation" and "Jyukyuban Service" : 109.0% year on year
- The acquisition rate for Remodeling Meister Level 2 : 81.4%. (As of the end of June 2025)

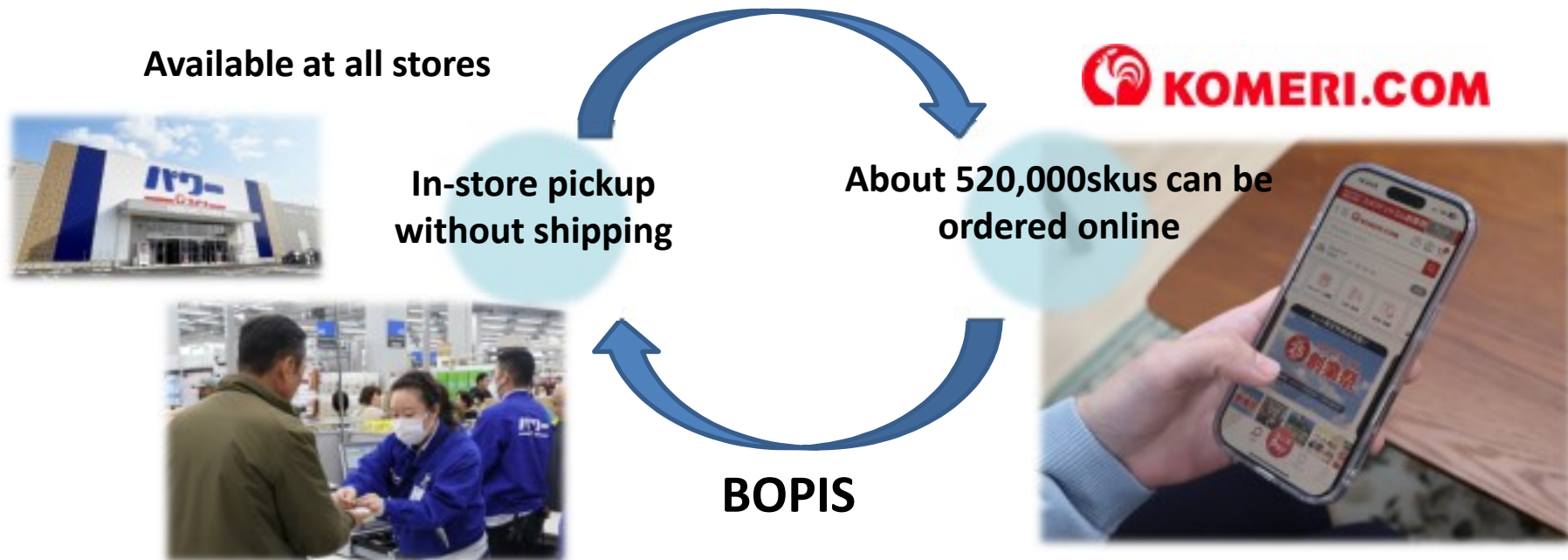


E-commerce business



■ Integration of the Internet and physical stores

- Utilizing the strength of over 1,200 stores
- EC sales: 115.8% year on year, - EC sales ratio: 6.7% (up 0.7% year on year)
- Ratio of in-store pickups for EC order products: Over 80%



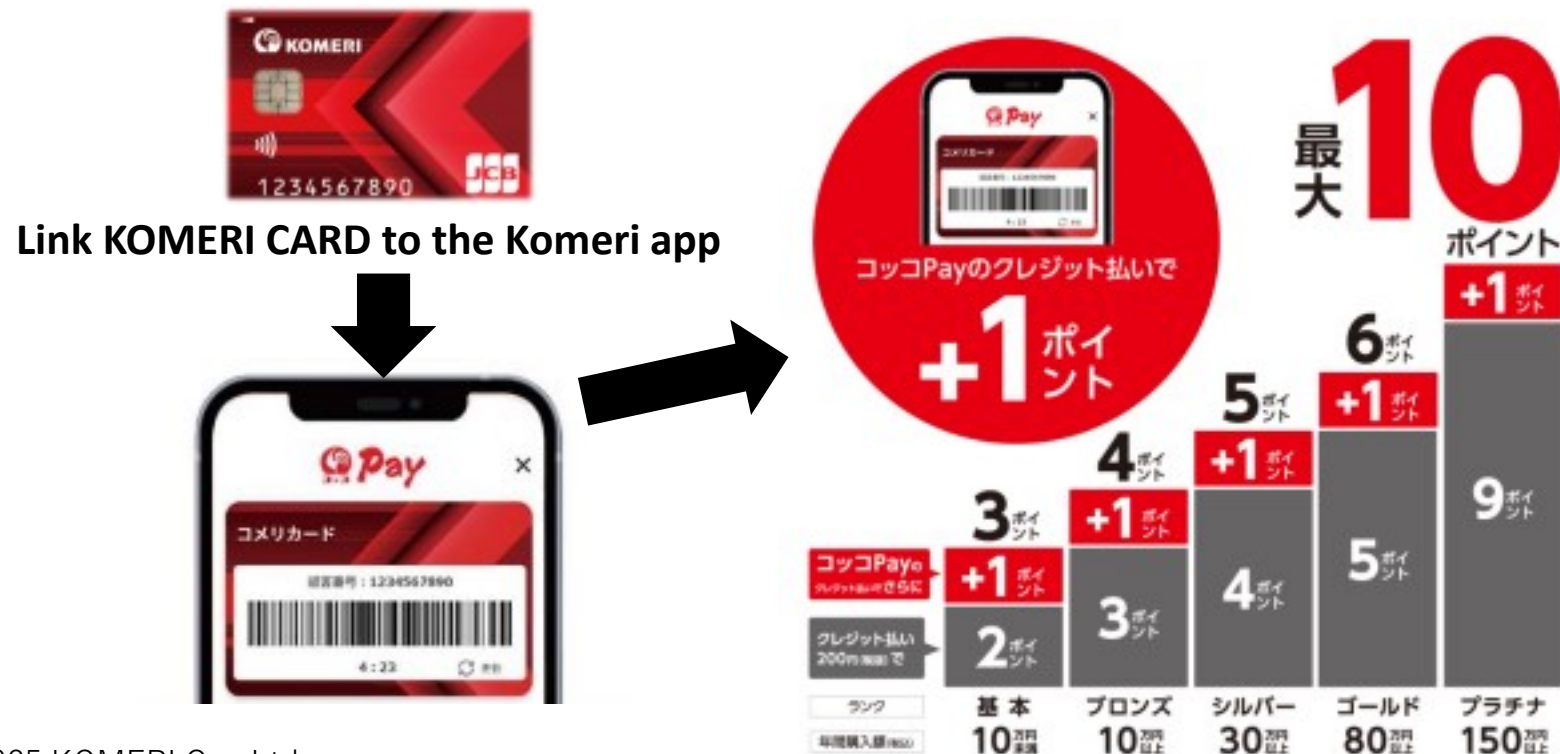
Card business



■ Issue of 6 types of cards that can meet various payment needs

- Number of cardholders exceeded 5.37 million (up 140,000 year-on-year)
- Implementation of an FSP (Frequent Shopper Program) system that offers preferential point rates based on annual purchase amounts

FSP system will be upgraded from October 1, 2025



DX initiatives



■ Expansion of low-cost operations

- The number of stores with self-checkout registers has expanded to 130 stores (As of the end of June 2025)
- Various code payment services will be introduced, from June 2025



< Expansion of self-checkout registers >



< Digital Signage >



< Various code payment services >

Initiatives in the agricultural sector



■ Improved convenience for agricultural business operators

- Collaboration with 6JA as of the end of June 2025 - The number of stores that carry JA products has expanded to 39 stores.
- Newly launched early reservation service for agricultural supplies in autumn.



Ceremony to start collaboration with JA Yamanashi mirai June 1, 2025



Started accepting reservations for agricultural supplies in autumn

Development of environmentally friendly products



< Certified materials such as Akita cedar coniferous plywood >



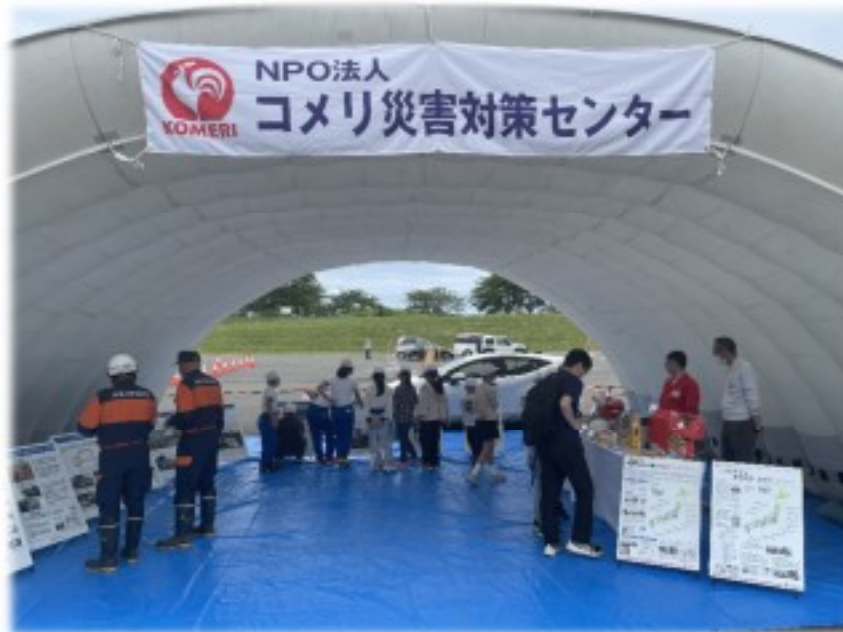
< Examples of products using certified materials >

- Expansion of sales of products using domestic timber
- Promotion of development of certified materials and products that use certified materials

Social contribution activities



KOMERI Disaster Management Center (Non-profit Organization)



< Participated in the Himekawa and Sekikawa comprehensive flood defense drills (May 31, 2025 / Itoigawa City, Niigata Prefecture) >

20 years since the establishment of the Disaster Management Center

- Signed agreements with 1,168 organizations to provide supplies (As of the end of June 2013)
- We will continue to strive to improve the awareness of "disaster prevention and mitigation" in local governments.

Forecast of consolidated financial results for the fiscal year ending March 31, 2026



(Millions of yen)

	FY26/3 1Q Operating results	Year-on-year	FY26/3 2Q Forecasts	Year-on-year	FY26/3 Forecasts	Year-on-year
Operating revenue	109,253	101.7%	204,000	102.6%	391,000	103.1%
Operating profit	10,007	105.8%	15,100	101.9%	23,500	104.9%
Ordinary profit	10,110	104.7%	15,300	105.1%	23,700	106.5%
Profit attributable to owners of parent	6,882	104.9%	10,200	106.7%	14,600	106.4%

Regarding the consolidated financial results forecasts, there are no changes to the consolidated financial results forecasts for the fiscal year ending March 2026 announced on April 22, 2025.



[Notes to outlook]

Some of the information disclosed by the Company may contain forward-looking statements. These statements are based on assumptions made based on information currently available to the Company, and involve various risks, uncertainties, and uncertainties. Therefore, actual financial results may be different from the Company's forecasts.