



HitoMile Co., Ltd.

Former company name: Kakuyasu Group Co., Ltd., changed on 1 July 2025.

August 14, 2025

TSE Code: 7686

FY2025 1st Quarter Consolidated Financial Results For the Three-Month Period Ended June 30, 2025

FY2025 1st Quarter Results Summary:

- Consolidated Sales: JPY 34,349 million (+4.0% YoY)
 - Quick Delivery: JPY 20,276 million (+5.2% YoY)
 - Route Delivery: JPY 10,060 million (+7.0% YoY)
 - Store Sales: JPY 3,567 million (-10.6% YoY)
- Gross Profit: JPY 8,339 million (+9.0% YoY)
- Operating Profit: JPY 628 million (+30.1% YoY)

Excerpted Consolidated Profit Performance

The mainstay B2B business was the primary driver of sales growth. Operating profit increased due to price hikes and expanded sales of private brand(PB) products.

Gross profit improved partly as a result of price increases and PB product sales, and partly due to changes in cost recognition.

(JPY in million)	FY25 Q1	FY24 Q1	Change	
Sales	34,349	33,036	1313	4.0%
Gross Profit	8,339	7,650	689	9.0%
SGA Expenses	7,711	7,167	543	7.6%
Operating Profit	628	482	145	30.1%
Recurring Profit	640	456	183	40.2%
Net Profit	302	252	49	19.8%
Gross Margin	24.3%	23.2%	—	—
Operating Margin	1.8%	1.5%	—	—

SGA Expenses Breakdown

(JPY in million)	FY25 Q1	FY24 Q1	Change	
Personnel Cost	4,471	4,402	68	1.6%
Advertising & Sales Promotions	110	148	-38	-26.0%
Others	3,130	2,616	513	19.6%
SGA Expenses in Total	7,711	7,167	543	7.6%

Others: Cost increased due to software development and changes in cost recognition of Heiwajima logistic center.

Excerpted Balance Sheet

(JPY in million)	End of '25 June	End of '25 March	Change
Current Assets	22,563	22,248	315
Cash	3,419	2,837	581
A/R	10,150	10,390	-240
Inventory	5,785	6,247	-461
Others	3,209	2,774	435
Non-current Assets	14,299	13,811	488
Total	36,863	36,059	803

(JPY in million)	End of '25 June	End of '25 March	Change
Liabilities	32,594	31,829	765
A/P	17,510	17,721	-211
Debt	9,441	9,190	251
Others	5,642	4,917	724
Net Assets	4,268	4,230	38
Total	36,863	36,059	803

Segment Breakdown

(JPY in billion)	FY25 Q1	FY24 Q1	Change
Sales	34,349	33,036	1,313 4.0%
Quick Delivery	20,276	19,266	1,009 5.2%
Route Delivery	10,060	9,400	660 7.0%
Store Sales	3,567	3,990	-423 -10.6%
Others	445	379	66 17.6%
Operating Profit	628	482	145 30.1%
Quick Delivery	280	583	— —
Route Delivery	198	227	— —
Store Sales	231	30	— —
Others	77	43	— —
Adjustments	-159	-402	— —

- **Quick Delivery**
 - A rapid delivery system for liquor and goods, using small vehicles or non-vehicle methods, on a demand basis from small warehouses or stores.
 - Strong sales performance continues.
- **Route Delivery**
 - A scheduled delivery system for liquor and goods, using vehicles to predetermined locations on specific dates, times, and routes from distribution
 - Sales has been growing steadily.
- **Store Sales**
 - Sales declined for 2 reasons, a reactionary drop following the pre-price increase buying and the cooling of last year's temporary boom driven by a local government-led cashless campaign.
- **Adjustment**
 - Includes expenses related to management and shared assets unattributable to specific segments.

FY2025 Full Year Earning Forecasts

(JPY in billion)	FY25 Q1 Results	FY25 Full-Year Guidance	Progress
Sales	34,349	142,000	24.2%
Operating Profit	628	1,440	43.6%
Recurring Profit	640	1,400	45.7%
Net Profit	302	500	60.4%

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.