

[Translation]

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Consolidated Financial Results for the Six Months Ended September 30, 2025 (Under Japanese GAAP)

November 13, 2025

Company Name HitoMile Co., Ltd.

Listing Tokyo Stock Exchange

Ticker Code 7686

URL <https://www.hitomile.co.jp/>

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Scheduled date to commence dividend payments: Dec 11th, 2025

Preparation of supplementary material on financial results: Yes

Holding of financial results briefing: Yes (For institutional investors/securities analysts)

(JPY amounts are rounded down to million, unless otherwise noted.)

1. Consolidated financial results for the Six months ended September 30, 2025

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
Six months ended	JPY million	%	JPY million	%	JPY million	%	JPY million	%
September 30, 2024	69,221	4.9	909	21.1	911	27.6	372	31.6
September 30, 2023	63,697	3.6	751	(33.6)	713	(37.3)	282	(35.3)

Note: Comprehensive income For the Six months ended September 30, 2025: JPY 382 million [35.0 %]
For the Six months ended September 30, 2024: JPY 283 million [(25.8) %]

	Basic earnings per share	Diluted earnings per share
Six months ended	JPY	JPY
September 30, 2025	12.94	12.69
September 30, 2024	9.92	9.69

(2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio
As of	JPY million	JPY million	%
September 30, 2025	37,438	4,383	11.7
March 31, 2025	36,059	4,230	11.7

Reference: Equity As of September 30, 2025 JPY 4,383 million
As of March 31, 2025 JPY 4,230 million

2. Cash dividends

	Annual dividends per share				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
Fiscal year ended	JPY	JPY	JPY	JPY	JPY
March 31, 2025	—	30.00	—	10.00	—
Fiscal year ending	—	10.00			
March 31, 2026					
Fiscal year ending			—	10.00	20.00
March 31, 2026 (Forecast)					

Note: Revisions to the most recently announced dividend forecast: None

The Company conducted a 3-for-1 share split of its common shares on October 1, 2024. For dividends prior to the second quarter of the fiscal year ending March 2025, the actual dividend amount before the stock split is shown.

3. Consolidated financial results for the fiscal year ending March 31, 2026 (Forecast)

(%Percentages indicate year-on-year changes.)

	Sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	JPY million	%	JPY million	%	JPY million	%	JPY million	%	JPY
Fiscal year ending March 31, 2026	142,000	5.6	1,440	(19.2)	1,400	(22.9)	500	(6.9)	17.20

Notes: Revisions to the most recently announced earnings forecast: None

※ Notes

(1) Significant changes in the scope of consolidation during the period: None

(2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: None

(3) Changes in accounting policies, changes in accounting estimates, and restatement

(i) Changes in accounting policies due to revisions to accounting standards and other regulations : None

(ii) Changes in accounting policies due to other reasons : None

(iii) Changes in accounting estimates : None

(iv) Restatement: None

(4) Number of issued shares (common shares)

(i) Total number of issued shares at the end of the period (including treasury shares)

As of September 30, 2025	29,070,900 shares
As of March 31, 2025	29,018,700 shares

(ii) Number of treasury shares at the end of the period

As of September 30, 2025	183,499 shares
As of March 31, 2025	300,349 shares

(iii) Average number of shares outstanding during the period

Six months ended September 30, 2025	28,755,839 shares
Six months ended September 30, 2024	28,510,072 shares

Note: The number of treasury stock at the end of the period includes the Company's shares held by the ESOP Trust Account (299,800 shares as of March 31, 2025 and 182,900 shares as of September 30, 2025).

The Company conducted a 3-for-1 share split of its common shares on October 1, 2024. The "number of shares issued at the end of the period," "number of treasury shares at the end of the period," and "average number of shares during the period" are calculated assuming that the stock split was carried out at the beginning of the previous fiscal year.

※ Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or an audit firm: None

※ Explanation of Appropriate Use of Earnings Forecasts and Other Special Instructions

The forward-looking statements, including earnings forecasts, contained in this document are based on information currently available to the Company and certain assumptions that the Company considers reasonable, and are not intended as a guarantee that they will be achieved. Actual results may differ significantly due to various factors.

4. Interim Consolidated Financial Statements and Major Notes

(1) Interim consolidated balance sheets

(JPY million)

	As of March 31, 2025	As of September 30, 2025
Assets		
Current assets		
Cash and deposits	2,837	3,383
Notes and accounts receivable - trade	10,390	9,919
Merchandise	6,247	5,572
Accounts receivable - others	1,515	2,053
Others	1,340	1,439
Allowance for doubtful accounts	(81)	(105)
Total current assets	22,248	22,262
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	4,334	4,372
Tools, furniture and fixtures, net	367	368
Land	2,720	2,563
Lease assets, net	78	69
Construction in progress	332	589
Others, net	16	10
Total property, plant and equipment	7,848	7,974
Intangible assets		
Goodwill	978	889
Software	785	780
Software development in progress	756	1,271
Others	2	6
Total intangible assets	2,523	2,947
Investments and other assets		
Investment securities	380	395
Shares of subsidiaries and associates	—	882
Deferred tax assets	492	433
Leasehold and guarantee deposits	2,397	2,410
Others	262	201
Allowance for doubtful accounts	(94)	(70)
Total investments and other assets	3,438	4,253
Total non-current assets	13,811	15,175
Total assets	36,059	37,438

(JPY million)

	As of March 31, 2025	As of June 30, 2025
Liabilities		
Current liabilities		
Accounts payable - trade	17,721	17,393
Short-term borrowings	6,021	5,170
Lease liabilities	19	20
Income taxes payable	255	437
Provision for bonuses	535	642
Asset retirement obligations	—	71
Others	2,449	2,535
Total current liabilities	27,003	26,271
Non-current liabilities		
Long-term borrowings	3,081	5,072
Lease liabilities	67	57
Deferred tax liabilities	116	114
Asset retirement obligations	1,479	1,483
Others	80	54
Total non-current liabilities	4,825	6,783
Total liabilities	31,829	33,054
Net assets		
Shareholders' equity		
Share capital	70	75
Capital surplus	3,578	3,582
Retained earnings	567	649
Treasury shares	(135)	(82)
Total shareholders' equity	4,081	4,224
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	148	158
Total accumulated other comprehensive income	148	158
Total net assets	4,230	4,383
Total liabilities and net assets	36,059	37,438

(2) Interim Consolidated Statements of Income and Comprehensive Income

(JPY million)

	Six months ended September 30, 2024	Six months ended September 30, 2025
Sales	65,959	69,221
Cost of sales	50,770	52,618
Gross profit	15,189	16,603
Selling, general and administrative expenses	14,437	15,693
Operating profit (loss)	751	909
Non-operating income		
Insurance claim income	3	10
Guarantee commission income	9	4
Penalty income	—	19
Recovery of Written-off Receivables	—	13
Subsidy income	—	13
Others	9	13
Total non-operating income	22	74
Non-operating expenses		
Interest expenses	24	47
Loss on store closings	27	17
Others	8	7
Total non-operating expenses	60	72
Recurring profit (loss)	713	911
Extraordinary income		
Gain on sale of non-current assets	—	49
Gain on sale of investment securities	0	—
Total extraordinary income	0	49
Extraordinary losses		
Impairment losses	77	98
Others	4	11
Total extraordinary losses	81	110
Profit (loss) before income taxes	632	850
Income taxes - current	88	425
Income taxes - deferred	261	52
Total income taxes	349	477
Profit (loss)	282	372
Profit (loss) attributable to owners of parent	282	372

(Interim Consolidated Statements of Comprehensive Income)

(JPY million)

	Six months ended September 30, 2024	Six months ended September 30, 2025
Profit (loss)	282	372
Other comprehensive income		
Valuation difference on available-for-sale securities	0	10
Total other comprehensive income	0	10
Comprehensive income	283	382
(Comprehensive income attributable to)		
Comprehensive income attributable to owners of parent	283	382
Comprehensive income attributable to non-controlling interests	—	—