



HitoMile Co., Ltd.

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

November 13, 2025

TSE Code: 7686

FY2025 2nd Quarter Consolidated Financial Results For the Six-Month Period Ended September 30, 2025

FY2025 2nd Quarter Results Summary:

- Consolidated Sales: JPY 69,221 million (+4.9% YoY)
 - Quick Delivery: JPY 41,032 million (+6.4% YoY)
 - Route Delivery: JPY 20,131 million (+7.0% YoY)
 - Store Sales: JPY 7,092 million (-8.6% YoY)
- Gross Profit: JPY 16,603 million (+9.3% YoY)
- Operating Profit: JPY 909 million (+21.1% YoY)

Excerpted Consolidated Profit Performance

The mainstay B2B business was the primary driver of sales growth, supported by customer acquisition. Operating profit improved due to price increases, expanded sales of private brand (PB) products.

Gross profit margin increased partly due to changes in cost recognition, in addition to the factors that improved operating profit.

(JPY in million)	Q1-Q2 FY2025	Q1-Q2 FY2024	Change	
Sales	69,221	65,959	3262	4.9%
Gross Profit	16,603	15,189	1414	9.3%
SGA Expenses	15,693	14,437	1256	8.7%
Operating Profit	909	751	158	21.1%
Recurring Profit	911	713	197	27.6%
Net Profit	372	282	89	31.6%
<i>Gross Margin</i>	24.0%	23.0%	—	—
<i>Operating Margin</i>	1.3%	1.1%	—	—

SGA Expenses Breakdown

(JPY in million)	Q1-Q2 FY2025	Q1-Q2 FY2024	Change	
Personnel Cost	8,901	8,772	129	1.5%
Advertising & Sales Promotions	228	263	-35	-13.3%
Others	6,563	5,401	1162	21.5%
SGA Expenses in Total	15,693	14,437	1256	8.7%

The increase in “Others” expenses was mainly due to higher system development outsourcing costs for business restructuring, increased delivery expenses from using sole proprietors within the group, higher rental costs from logistics center expansion, and increased repair costs from planned store maintenance.

Excerpted Balance Sheet

(JPY in million)	End of '25 September	End of '25 March	Change	(JPY in million)	End of '25 September	End of '25 March	Change
Current Assets	22,262	22,248	14	Liabilities	33,054	31,829	1,225
Cash	3,383	2,837	545	A/P	17,393	17,721	-328
A/R	9,919	10,390	-471	Debt	10,320	9,190	1,130
Inventory	5,572	6,247	-674	Others	5,340	4,917	423
Others	3,388	2,774	614				
Non-current Assets	15,175	13,811	1,364	Net Assets	4,383	4,230	153
Total	37,438	36,059	1,378	Total	37,438	36,059	1,378

Segment Breakdown

(JPY in billion)	Q1-Q2 FY25	Q1-Q2 FY24	Change	
Sales	69,221	65,959	3,262	4.9%
Quick Delivery	41,032	38,578	2,453	6.4%
Route Delivery	20,131	18,814	1,317	7.0%
Store Sales	7,092	7,764	-671	-8.6%
Others	964	802	162	20.2%
Operating Profit	909	751	158	21.1%
Quick Delivery	658	1,101	—	—
Route Delivery	247	370	—	—
Store Sales	472	38	—	—
Others	164	92	—	—
Adjustments	-633	-851	—	—

➤ 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

- There was a positive impact from stockpiled rice sales in July and August, but customer traffic declined due to store closures.

➤ Adjustment

- Includes expenses related to shared assets unattributable to specific segments.

FY2025 Full Year Earning Forecasts

(JPY in billion)	Q1-Q2 FY2025 Results	Q2 FY2025 Full-Year Guidance	Progress
Sales	69,221	142,000	48.7%
Operating Profit	909	1,440	63.1%
Recurring Profit	911	1,400	65.1%
Net Profit	372	500	74.4%

Disclaimer

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