

[Translation]

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Consolidated Financial Results for the Nine Months Ended December 31, 2025
(Under Japanese GAAP)

February 13, 2026

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 Listing Tokyo Stock Exchange
 Ticker Code 7686
 URL <https://www.hitomile.co.jp/>
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 Scheduled date to commence dividend payments: —
 Preparation of supplementary material on financial results: Yes
 Holding of financial results briefing: No

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

1. Consolidated financial results for the Nine months ended December 31, 2025

(1) Consolidated operating results (cumulative) (Percentages indicate year-on-year changes.)

	Sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	JPY million	%	JPY million	%	JPY million	%	JPY million	%
Nine months ended December 31, 2025	106,756	4.6	2,052	19.0	2,057	19.5	782	16.9
December 31, 2024	102,085	3.5	1,724	(28.9)	1,722	(29.5)	669	(46.4)

Note: Comprehensive income For the Nine months ended December 31, 2025: JPY 791 million [15.9 %]
 For the Nine months ended December 31, 2024: JPY 683 million [(46.7) %]

	Basic earnings per share	Diluted earnings per share
Nine months ended December 31, 2025	JPY 27.15	JPY 26.66
December 31, 2024	23.45	22.92

(2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio
As of	JPY million	JPY million	%
December 31, 2025	42,320	4,543	10.7
March 31, 2025	36,059	4,230	11.7

Reference: Equity As of December 31, 2025 JPY 4,543 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 March 31, 2025	JPY —	JPY 30.00	JPY —	JPY 10.00	JPY —
Fiscal year ending March 31, 2026	JPY —	JPY 10.00	JPY —	JPY 10.00	JPY 20.00
Fiscal year ending March 31, 2026 (Forecast)	JPY —	JPY —	JPY —	JPY 10.00	JPY 20.00

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	140,000	4.1	1,600	(10.2)	1,570	(13.5)	550	2.4	19.06

Notes: Revisions to the most recently announced earnings forecast: Yes

Regarding revision of consolidated financial results forecast, please refer to the "Notice of Earnings Forecast Revision for FY2025" released today (February 13, 2026).

※ 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 December 31, 2025	29,093,700 shares
As of March 31, 2025	29,018,700 shares

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

As of December 31, 2025	101,849 shares
As of March 31, 2025	300,349 shares

(iii) Average number of shares outstanding during the period

Nine months ended December 31, 2025	28,826,764 shares
Nine months ended December 31, 2024	28,537,516 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 101,300 shares as of December 31, 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: Yes (voluntary)

※ 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 December 31, 2025
Assets		
Current assets		
Cash and deposits	2,837	3,161
Notes and accounts receivable - trade	10,390	12,533
Merchandise	6,247	7,017
Accounts receivable - others	1,515	2,895
Others	1,340	1,514
Allowance for doubtful accounts	(81)	(121)
Total current assets	<u>22,248</u>	<u>27,001</u>
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	4,334	4,840
Tools, furniture and fixtures, net	367	306
Land	2,720	2,570
Lease assets, net	78	64
Construction in progress	332	—
Others, net	16	7
Total property, plant and equipment	<u>7,848</u>	<u>7,789</u>
Intangible assets		
Goodwill	978	844
Software	785	1,445
Software development in progress	756	803
Others	2	5
Total intangible assets	<u>2,523</u>	<u>3,099</u>
Investments and other assets		
Investment securities	380	544
Shares of subsidiaries and associates	—	886
Deferred tax assets	492	464
Leasehold and guarantee deposits	2,397	2,423
Others	262	180
Allowance for doubtful accounts	(94)	(71)
Total investments and other assets	<u>3,438</u>	<u>4,428</u>
Total non-current assets	<u>13,811</u>	<u>15,318</u>
Total assets	<u>36,059</u>	<u>42,320</u>

(JPY million)

	As of March 31, 2025	As of December 31, 2025
Liabilities		
Current liabilities		
Accounts payable - trade	17,721	21,628
Short-term borrowings	6,021	5,643
Lease liabilities	19	20
Income taxes payable	255	696
Provision for bonuses	535	357
Asset retirement obligations	—	57
Others	2,449	3,036
Total current liabilities	<u>27,003</u>	<u>31,440</u>
Non-current liabilities		
Long-term borrowings	3,081	4,621
Lease liabilities	67	52
Deferred tax liabilities	116	122
Asset retirement obligations	1,479	1,487
Others	80	52
Total non-current liabilities	<u>4,825</u>	<u>6,336</u>
Total liabilities	<u>31,829</u>	<u>37,776</u>
Net assets		
Shareholders' equity		
Share capital	70	77
Capital surplus	3,578	3,584
Retained earnings	567	769
Treasury shares	(135)	(45)
Total shareholders' equity	<u>4,081</u>	<u>4,385</u>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	148	158
Total accumulated other comprehensive income	<u>148</u>	<u>158</u>
Total net assets	<u>4,230</u>	<u>4,543</u>
Total liabilities and net assets	<u>36,059</u>	<u>42,320</u>

(2) Interim Consolidated Statements of Income and Comprehensive Income

(JPY million)

	Nine months ended December 31, 2024	Nine months ended December 31, 2025
Sales	102,085	106,756
Cost of sales	78,345	80,868
Gross profit	23,740	25,888
Selling, general and administrative expenses	22,015	25,835
Operating profit (loss)	1,724	2,052
Non-operating income		
Commission income	5	5
Insurance claim income	7	16
Guarantee commission income	13	4
Penalty income	44	38
Recovery of Written-off Receivables	—	13
Subsidy income	—	13
Equity in earnings of affiliates	—	10
Others	12	17
Total non-operating income	83	120
Non-operating expenses		
Interest expenses	42	74
Loss on store closings	29	27
Others	13	12
Total non-operating expenses	85	114
Recurring profit (loss)	1,722	2,057
Extraordinary income		
Gain on sale of non-current assets	0	49
Gain on sale of investment securities	0	—
Total extraordinary income	0	49
Extraordinary losses		
Impairment losses	478	432
Others	4	15
Total extraordinary losses	483	448
Profit (loss) before income taxes	1,239	1,659
Income taxes - current	219	847
Income taxes - deferred	350	28
Total income taxes	570	876
Profit (loss)	669	782
Profit (loss) attributable to owners of parent	669	782

(Interim Consolidated Statements of Comprehensive Income)

(JPY million)

	Nine months ended December 31, 2024	Nine months ended December 31, 2025
Profit (loss)	669	782
Other comprehensive income		
Valuation difference on available-for-sale securities	14	9
Total other comprehensive income	14	9
Comprehensive income	683	791
(Comprehensive income attributable to)		
Comprehensive income attributable to owners of parent	683	791
Comprehensive income attributable to non-controlling interests	—	—