



HitoMile Co., Ltd.

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

February 13, 2026

TSE Code: 7686

FY2025 3rd Quarter Consolidated Financial Results For the Nine-Month Period Ended December 31, 2025

FY2025 3rd Quarter Results Summary:

- Consolidated Sales: JPY 106,756 million (+4.6% YoY)
 - Quick Delivery: JPY 63,299 million (+6.0% YoY)
 - Route Delivery: JPY 31,048 million (+6.8% YoY)
 - Store Sales: JPY 11,004 million (-8.7% YoY)
- Gross Profit: JPY 25,888 million (+9.0% YoY)
- Operating Profit: JPY 2,052 million (+19.0% YoY)
- Upward Revision to Earnings Forecast Announced

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-Q3 FY2025	Q1-Q3 FY2024	Change	
Sales	106,756	102,085	4670	4.6%
Gross Profit	25,888	23,740	2147	9.0%
SGA Expenses	23,835	22,015	1820	8.3%
Operating Profit	2,052	1,724	327	19.0%
Recurring Profit	2,057	1,722	335	19.5%
Net Profit	782	669	113	16.9%
<i>Gross Margin</i>	24.2%	23.3%	—	—
<i>Operating Margin</i>	1.9%	1.7%	—	—

SGA Expenses Breakdown

(JPY in million)	Q1-Q3 FY2025	Q1-Q3 FY2024	Change	
Personnel Costs	13,361	13,266	95	0.7%
Advertising & Sales Promotions	338	481	-143	-29.7%
Others	10,119	8,267	1852	22.4%
SGA Expenses in Total	23,820	22,015	1805	8.2%

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 December	End of '25 March	Change
Current Assets	27,001	22,248	4,752
Cash	3,161	2,837	323
A/R	12,533	10,390	2,143
Inventory	7,017	6,247	770
Others	4,290	2,774	1,516
Non-current Assets	15,318	13,811	1,507
Total	42,320	36,059	6,260

(JPY in million)	End of '25 December	End of '25 March	Change
Liabilities	37,776	31,829	5,947
A/P	21,628	17,721	3,906
Debt	10,337	9,190	1,147
Others	5,811	4,917	893
Net Assets	4,543	4,230	313
Total	42,320	36,059	6,260

Segment Breakdown

(JPY in billion)	Q1-Q3 FY25	Q1-Q3 FY24	Change	
Sales	106,756	102,085	4,670	4.6%
Quick Delivery	63,299	59,725	3,573	6.0%
Route Delivery	31,048	29,072	1,975	6.8%
Store Sales	11,004	12,053	-1,048	-8.7%
Others	1,403	1,234	169	13.8%
Operating Profit	2,052	1,724	327	19.0%
Quick Delivery	1,492	1,595	—	—
Route Delivery	493	700	—	—
Store Sales	803	442	—	—
Others	250	116	—	—
Adjustments	-987	-1,130	—	—

- **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**
 - The decline in customer traffic due to store closures continues.
- **Others**
 - Includes the e-commerce business, wholesale operations to other retailers, and logistics services.
- **Adjustment**
 - Includes expenses related to shared assets unattributable to specific segments.

FY2025 Forecast Revision

(JPY in billion)	Revised Forecast	Previous Forecast	Change (Amount)	Change (%)
Sales	140,000	142,000	-2,000	-1.4%
Operating Profit	1,600	1,440	160	11.1%
Recurring Profit	1,570	1,400	170	12.1%
Net Profit	550	500	50	10.0%

Full-year net sales are expected to exceed the previous year but fall slightly short of the initial forecast. Meanwhile, gross profit is increasing due to price increases, and operating profit is expected to exceed the initial forecast as system-related expenses for the planned business restructuring have decreased due to a delay in the system launch. Accordingly, we have revised our full-year consolidated earnings forecast as stated above.

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.