



**KURASHICOM**

## **Summary of Results for the Three Months Ended October 31, 2025**

December 15, 2025 Kurashicom Inc.

(TOKYO GROWTH MARKET : 7110)

# HIGHLIGHTS



Consolidated  
Net sales

**2.43<sub>b</sub>**

YoY+28.4%  
Record high

Consolidated  
EBITDA

**0.34<sub>b</sub>**

YoY 2.4 times

Kurashicom  
Net sales

**2.34<sub>b</sub>**

YoY+26.6%  
Record high

Purchasers<sup>※</sup>

**117<sub>k</sub>**

YoY+17.2%  
Record high

- The sales of “Hokuoh Kurashi no Douguten” and “foufou” were strong, Consolidated sales grew 28.4% to a quarterly record high of 2.43 billion yen.
- Due to strong sales growth, consolidated EBITDA increased 2.4 times from the previous 1Q to 340 million yen.
- “Hokuoh Kurashi no Douguten” continues to grow at a high rate attribute to the synergistic effects of marketing investment and product planning.
- Sales grew 26.6% to 2.34 billion yen, a new quarterly record. The number of purchasers also increased 17.2% to a record high of 117,000.

# Statements of Income for 1Q of FY7/2026 vs. 1Q of the Previous Year

Both “Hokuoh Kurashi no Douguten” and "foufou" achieved strong growth, with sales increasing 28.4% to 2.43 billion yen. Marketing investments and other costs were slightly lower than expected and were under control, limiting the increase in selling and administrative expenses to 7%.

As a result, EBITDA increased 2.4 times, and each profit also increased significantly from the previous fiscal year. EBITDA margin also improved significantly from the previous 1Q to 14.0%.

[¥Million]

	1Q Results FY Jul.26	1Q Results FY Jul.25	Change	Change
Net Sales	2,433	1,895	+537	+28.4%
Cost of sales	1,378	1,085	+292	+26.9%
Gross Profit	1,055	810	+245	+30.3%
Gross profit ratio	43.4%	42.7%	-	-
SG&A	731	683	+47	+7.0%
Operating profit	323	126	+197	2.6 times
Operating profit ratio	13.3%	6.7%	-	-
Ordinary profit	332	130	+201	2.5 times
Ordinary profit ratio	13.7%	6.9%	-	-
Profit attributable to owners of parent	219	78	+141	2.8 times
EBITDA	341	144	+196	2.4 times
EBITDA margin	14.0%	7.6%	-	-

※ EBITDA = Operating Profit + Depreciation and amortization + Goodwill amortization

## Results by segment for 1Q of FY7/2026 vs. 1Q of the Previous Year

“Hokuoh Kurashi no Douguten” continues to grow at a high rate as expected, with sales increasing by 26.6% attribute to the synergistic effect of marketing investment and product planning. EBITDA was slightly higher than the assumptions in the earnings forecast, as costs such as marketing investments were slightly lower than expected.

Sales of "foufou" increased 2.7 times. Even after deducting sales that will be eliminated from consolidated results, sales are approximately doubled. Targeted growth achieved by preparing inventory in line with demand.

[¥Million]

		1Q Results FY Jul.26	1Q Results FY Jul.25	Change	Change
Hokuoh Kurashi no Douguten Segment	Net Sales	2,348	1,854	+493	+26.6%
	EBITDA	335	155	+180	2.2 times
	EBITDA margin	14.3%	8.4%	-	-
foufou Segment	Net Sales	115	42	+73	2.7 times
	EBITDA	15	△10	+25	-
	EBITDA margin	13.1%	△25.6%	-	-
elimination	Net Sales	△30	△0		
	EBITDA	△9	-		
Consolidated	Net Sales	2,433	1,895	+537	+28.4%
	EBITDA	341	144	+196	2.4 times
	EBITDA margin	14.0%	7.6%	-	-

※ EBITDA =Operating Profit + Depreciation and amortization +Goodwill amortization



### Steady progress against business forecasts

Sales are seasonal for apparel, and in recent years sales have increased in 2Q and 3Q, which has led to a corresponding increase in profits. As of 1Q, the progress rate for sales and profits is just under 25%, but sales are roughly in line with expectations and profits are slightly above expectations, so progress is steady.

[¥Million]

	1Q Results FY Jul.2026	FY Jul. 2026 Forecasts	Progress rate[%] to the Forecasts
Net Sales	2,433	10,200	23.9%
Gross Profit	1,055	4,508	23.4%
Operating Profit	323	1,453	22.3%
Ordinary Profit	332	1,473	22.6%
Profit attributable to owners of parent	219	964	22.8%
EBITDA	341	1,530	22.3%
EBITDA margin	14.0%	15.0%	-

※ EBITDA =Operating Profit + Depreciation and amortization +Goodwill amortization

# Progress of Business Forecasts by segment for FY7/2026



Both “Hokuoh Kurashi no Douguten” and "foufou" are progressing smoothly

EBITDA in both segments has been trending at a level slightly above the assumptions underlying the business forecasts.

[¥Million]

		1Q Results FY Jul.2026	FY Jul. 2026 Forecasts	Progress rate[%] to the Forecasts
Hokuoh Kurashi no Douguten Segment	Net Sales	2,348	9,786	24.0%
	EBITDA	335	1,488	22.5%
	EBITDA margin	14.3%	15.2%	-
foufou Segment	Net Sales	115	460	25.1%
	EBITDA	15	41	36.6%
	EBITDA margin	13.1%	9.0%	-
Consolidated	Net Sales	2,433	10,200	23.9%
	EBITDA	341	1,530	22.3%
	EBITDA margin	14.0%	15.0%	-

※ EBITDA =Operating Profit + Depreciation and amortization +Goodwill amortization

# Balance Sheets at 1Q of FY7/2026 vs. at the end of the Previous FY



Cash and deposits decreased due to payments of corporate taxes and dividends, but net cash remained at a sufficient level of 3.98 billion yen. The equity ratio remains healthy at 81.7%.

Merchandise is intentionally increased, aiming for sales growth due to seasonality and increased preparations.

[¥Million]

	As of Oct. 31, 2025	As of Jul. 31, 2025	Change	Main Reason for change
Total Assets	6,348	6,296	+51	
Current Assets	5,716	5,654	+61	
Cash and deposits	4,074	4,728	△653	<ul style="list-style-type: none"> <li>• Corporate tax payment △200M</li> <li>• Dividend payment △353M</li> </ul>
Merchandise	1,063	547	+515	<ul style="list-style-type: none"> <li>• Hokuoh Kurashi no Douguten +490M</li> <li>Preparation of fall/winter products</li> </ul>
Non-current assets	632	642	△9	
Goodwill	166	172	△5	Amortization
Liabilities	1,164	979	+185	
Borrowings	93	103	△9	Repayment
Other	1,071	876	+195	<ul style="list-style-type: none"> <li>• Increase of accounts payable</li> <li>• Decrease in income taxes payable</li> </ul>
Net Assets	5,183	5,317	△133	<ul style="list-style-type: none"> <li>• Profit +219M</li> <li>• Dividend payment △353M</li> </ul>