



KURASHICOM

Summary of Results for the Six Months Ended January 31, 2026

March 16, 2026 Kurashicom Inc.

(TOKYO GROWTH MARKET : 7110)

HIGHLIGHTS



Consolidated
Net sales

2.84b

YoY+23.8%
Record high

Consolidated
EBITDA

0.56b

YoY +28.0%
Record high

Kurashicom
Net sales

2.76b

YoY+24.3%
Record high

Purchasers[※]

120k

YoY+13.9%
Record high

- Consolidated sales continued to perform well in 2Q, growing by 23.8%, reaching a record high of 2.84 billion yen for the quarter.
- Strong sales growth resulted in a 28.0% increase in consolidated EBITDA, reaching a record high of 562 million yen for the quarter.
- "Hokuoh Kurashi no Douguten" achieves highly efficient user acquisition through marketing investment.
- Kurashicom sales grew by 24.3%, reaching 2.76 billion yen, a new quarterly record. The number of purchasers also increased by 13.9%, reaching a record high of 120,000.

Both consolidated sales and consolidated EBITDA reached record highs.

Driven by "Hokuoh Kurashi no Douguten" consolidated sales grew by 23.8% to 2.84 billion yen.

Due to an improvement in the ratio of SG&A expenses to sales, consolidated EBITDA increased by 28.0% to 562 million yen, and the EBITDA margin also remained at a high level of 19.8%.

[¥Million]

	2Q Rssults FY Jul.26	2Q Results FY Jul.25	Change	Change[%]
Net Sales	2,844	2,297	+547	+23.8%
Cost of sales	1,539	1,237	+301	+24.4%
Gross Profit	1,305	1,060	+245	+23.1%
Gross profit ratio	45.9%	46.1%	-	-
SG&A	760	638	+121	+19.1%
Operating profit	545	421	+123	+29.3%
Operating profit ratio	19.2%	18.4%	-	-
Ordinary profit	552	426	+126	+29.6%
Ordinary profit ratio	19.4%	18.6%	-	-
Profit attributable to owners of parent	366	276	+90	+32.6%
EBITDA	562	439	+123	+28.0%
EBITDA margin	19.8%	19.1%	-	-

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

"Hokuoh Kurashi no Douguten" has seen strong results from its marketing investments, resulting in record-high sales and EBITDA. While fofou 2Q sales grew by 10.3%, falling short of expectations, it achieved strong growth of over 70% in the first half of the year.

[¥Million]

		2Q Results FY Jul.26	2Q Results FY Jul.25	Change	Change[%]
Hokuoh Kurashi no Douguten Segment	Net Sales	2,764	2,224	+539	+24.3%
	EBITDA	556	434	+121	+27.9%
	EBITDA margin	20.1%	19.5%	-	-
fofou Segment	Net Sales	80	72	+7	+10.3%
	EBITDA	△1	5	△7	-
	EBITDA margin	△2.4%	7.0%	-	-
elimination	Net Sales	△0	△0		
	EBITDA	△0	-		
Consolidated	Net Sales	2,844	2,297	+547	+23.8%
	EBITDA	562	439	+123	+28.0%
	EBITDA margin	19.8%	19.1%	-	-



Progress is on track against earnings forecasts.

At the end of 1H of the fiscal year, sales reached 51.7%, roughly in line with expectations, and are progressing smoothly.

Each profit figure is slightly above expectations, with operating profit and below reaching approximately 60% of their target.

[¥Million]

	1H Results FY Jul. 2026	FY Jul. 2026 Forecasts	Progress rate[%] to the Forecasts
Net Sales	5,278	10,200	51.7%
Gross Profit	2,361	4,508	52.4%
Operating Profit	869	1,453	59.8%
Ordinary Profit	884	1,473	60.1%
Profit attributable to owners of parent	586	964	60.9%
EBITDA	904	1,530	59.1%
EBITDA margin	17.1%	15.0%	-

Progress of Business Forecasts by segment for FY7/2026

"Hokuoh Kurashi no Douguten" is progressing smoothly.

While "foufou" has not met expectations, it is expected to maintain a high growth rate in 2H of the year, similar to 1H.

[¥Million]

		1H Results FY Jul. 2026	FY Jul. 2026 Forecasts	Progress rate[%] to the Forecasts
Hokuoh Kurashi no Douguten Segment	Net Sales	5,112	9,786	52.2%
	EBITDA	891	1,488	59.9%
	EBITDA margin	17.4%	15.2%	-
foufou Segment	Net Sales	195	460	42.6%
	EBITDA	13	41	32.0%
	EBITDA margin	6.7%	9.0%	-
Consolidated	Net Sales	5,278	10,200	51.7%
	EBITDA	904	1,530	59.1%
	EBITDA margin	17.1%	15.0%	-

Balance Sheets at 2Q of FY7/2026 vs. at the end of the Previous FY

While cash and deposits have decreased slightly due to dividend payments, funding from operating activities remains strong, resulting in a sufficient net cash level of 4.57 billion yen. The equity ratio remains healthy at 82.7%.

The number of products is increasing due to the expansion of the business, and there are also seasonal fluctuations due to seasonal inventory levels. QonQ was -210 million yen, indicating that seasonal inventory is being controlled appropriately.

[百万円]

	As of Jan. 31, 2026	As of Jul. 31, 2025	Change	Main Reason for change
Total Assets	6,709	6,296	+412	
Current Assets	6,094	5,654	+439	Accounts receivable increase +207M
Cash and deposits	4,664	4,728	△63	<ul style="list-style-type: none"> Operating cash flow +313M Dividend payment △353M
Merchandise	848	547	+300	Hokuoh Kurashi no Douguten +266M
Non-current assets	614	642	△27	
Goodwill	161	172	△10	Amortization
Liabilities	1,159	979	+179	
Borrowings	86	103	△16	Repayment
Other	1,072	876	+196	<ul style="list-style-type: none"> Increase in accounts payable - trade and accounts payable - other +111M Increase in income taxes payable +97M
Net Assets	5,550	5,317	+233	<ul style="list-style-type: none"> Profit +586M Dividend payment △353M