



FY Ending March 2026

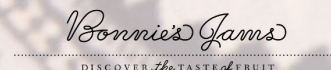
Q2 Consolidated Financial Results

November 4, 2025

St. Cousair Co., LTD (Ticker code: 2937)

愛と喜びのある 食卓をいつまでも

Lasting love and joy at your table



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Highlights

Sales

¥9,676_{MM}

YoY +5.1%

(Previous year ¥9,208
MM)

Gross Profit

¥3,476_{MM}

YoY +9.0%

(Previous year ¥3,189
MM)

Operating Profit

¥264_{MM}

YoY 12.3%

(Previous year ¥235
MM)

Quarterly Net Income

¥163_{MM}

YoY 11,130.7%

(Previous year ¥1 MM)

Revenue increased by 5.1% year-over-year, driven by solid performance in wholesale and global sales.

- Store sales (including directly operated and franchised stores) decreased by 1.7% year-over-year to ¥6,247 million. This was due to a decline in customer traffic at existing stores (94% compared to the same period last year).※1
- E-commerce (EC) sales fell by 3.5% year-over-year to ¥558 million. While gift demand remained strong, self-use demand showed a declining trend.
- Wholesale sales rose by 31.8% year-over-year, supported by a recovery in sales through major retail chains.
- Global sales increased by 19.7% year-over-year, mainly due to higher sales in the U.S. and Taiwan.

Gross profit margin improved to 35.9%, up 1.3 percentage points from the same period last year.

- This improvement was driven by promotional efforts for high-margin product categories and optimization of franchise wholesale pricing.

Operating profit margin rose to 2.7%, up 0.1 percentage points year-over-year.

- The increase in gross profit offset higher selling, general, and administrative expenses, resulting in a slight improvement in operating margin.

Net profit for the period increased by ¥162 million compared to the same period last year.

※1 In our group, stores that have been open for more than 18 months are classified as "existing stores."

Consolidated Performance Summary

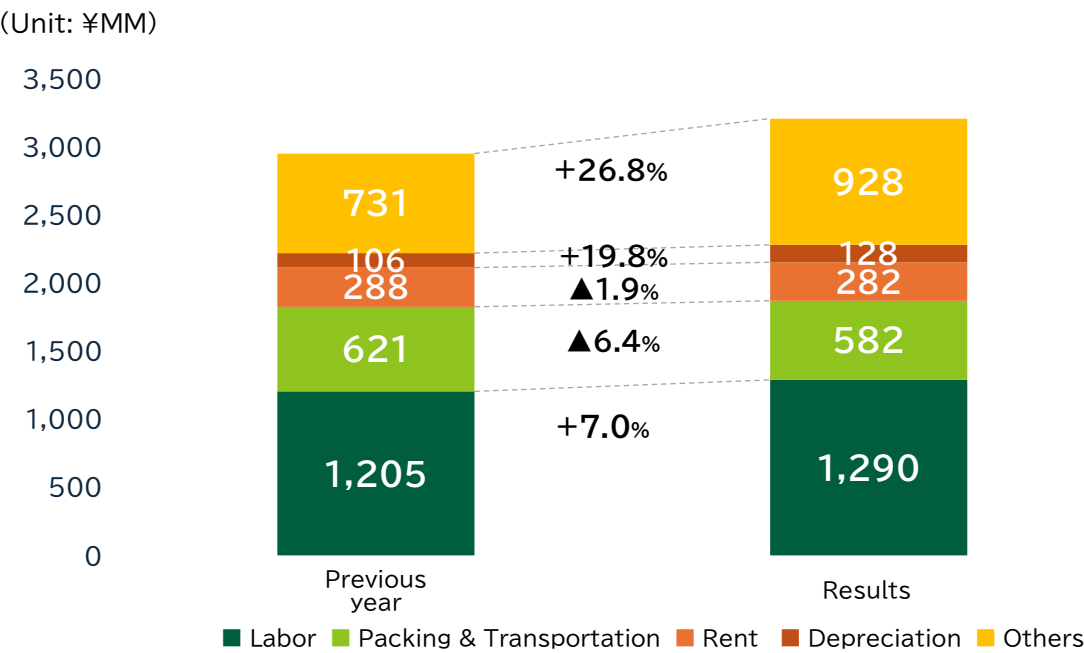
(Unit: ¥K)	2Q Cumulative Period (4/2025 – 9/2025)			2Q Accounting Period (7/2025 – 9/2025)		
		Previous Year's Results	YoY		Previous Year's Results	YoY
Sales	9,676,077	9,208,969	5.1%	4,894,879	4,611,672	6.1%
COGS	6,200,064	6,019,175	3.0%	3,150,999	3,016,070	4.5%
Gross Profit	3,476,013	3,189,793	9.0%	1,743,880	1,595,602	9.3%
Gross Profit Margin	35.9%	34.6%	+1.3pt	35.6%	34.6%	+1.0pt
SG&A Expenses	3,211,606	2,954,422	8.7%	1,618,763	1,447,532	11.8%
Operating Profit	264,406	235,371	12.3%	125,117	148,069	▲15.5%
Operating Profit Margin	2.7%	2.6%	+0.1pt	2.6%	3.2%	▲ 0.6pt
Ordinary Profit	269,451	210,353	28.1%	163,358	42,348	285.8%
Net Profit Attributable to Shareholders of Parent Company	163,625	1,456	11130.7%	135,463	▲78,182	—

Sales and Administrative Expenses

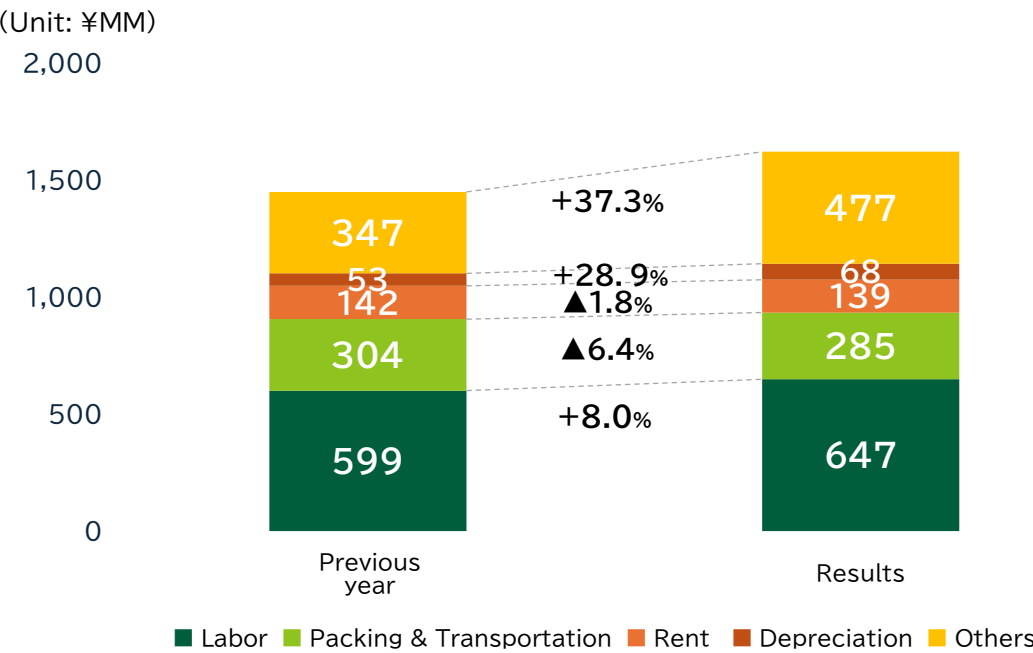
Selling, General and Administrative (SG&A) expenses increased by ¥257 million (8.7%) year-over-year.

- **Personnel expenses:** Increased by ¥84 million (7.0%) due to base salary raises and related factors.
- **Packing and transportation costs:** Decreased by ¥39 million (6.4%) as a result of revised logistics and in-house processing of product sets.
- **Depreciation expenses:** Increased by ¥21 million (19.8%) due to new directly operated store openings, renovations, and costs related to the acquisition of SCI' s business.
- **Other expenses:** Increased by ¥196 million (26.8%) primarily due to strategic promotional spending aimed at boosting global business sales.

2Q Consolidated Cumulative Period (4/2025 – 9/2025)



2Q Consolidated Accounting Period (7/2025 – 9/2025)



Consolidated Operating Profit YoY

Despite continued increases in raw material costs, the gross profit margin improved due to promotional efforts for high-margin product categories and the optimization of wholesale pricing for franchisees.

The increase in SG&A expenses, including higher personnel costs and promotional expenses associated with SCI’s revenue growth, was offset by the rise in both net sales and gross profit. As a result, operating profit increased by ¥29 million year-over-year.

Factors Contributing to Changes in Consolidated Operating Profit

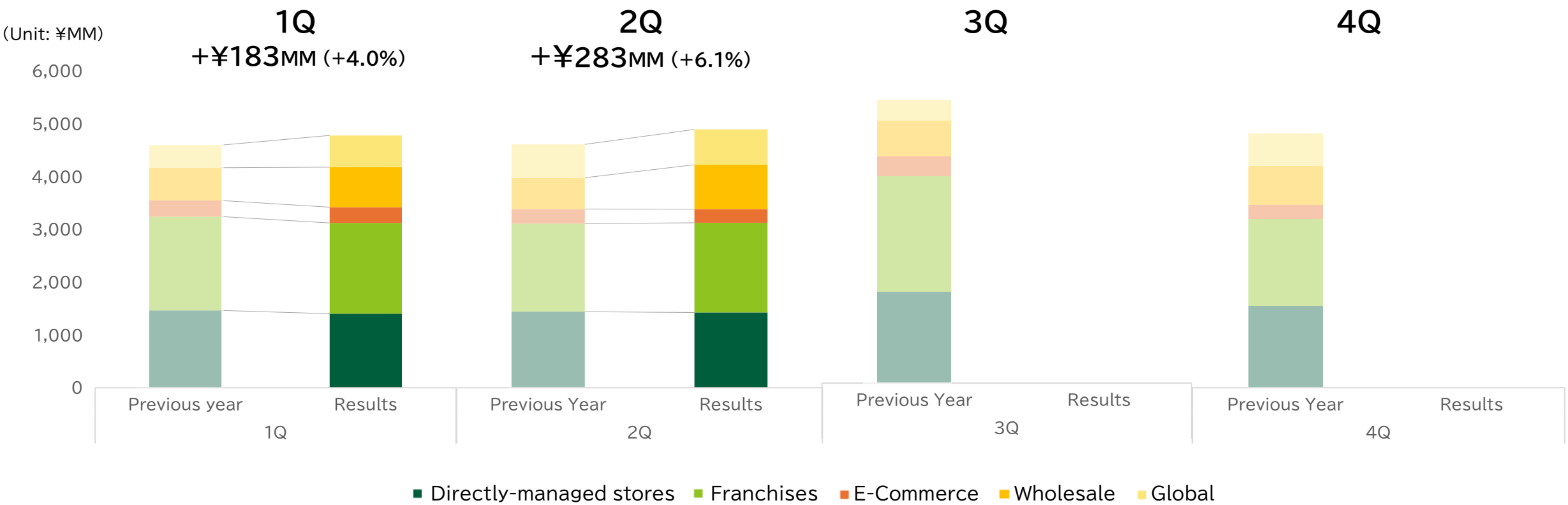


Consolidated Sales Trend

Sales increased year-over-year in both the first and second quarters.

- In both quarters, wholesale and global segments were the main drivers of overall sales growth.
- Sales from BtoC channels, including directly operated and franchised stores as well as e-commerce, showed a slight downward trend due to a decline in customer traffic.

Quarterly Performance of Consolidated Net Sales



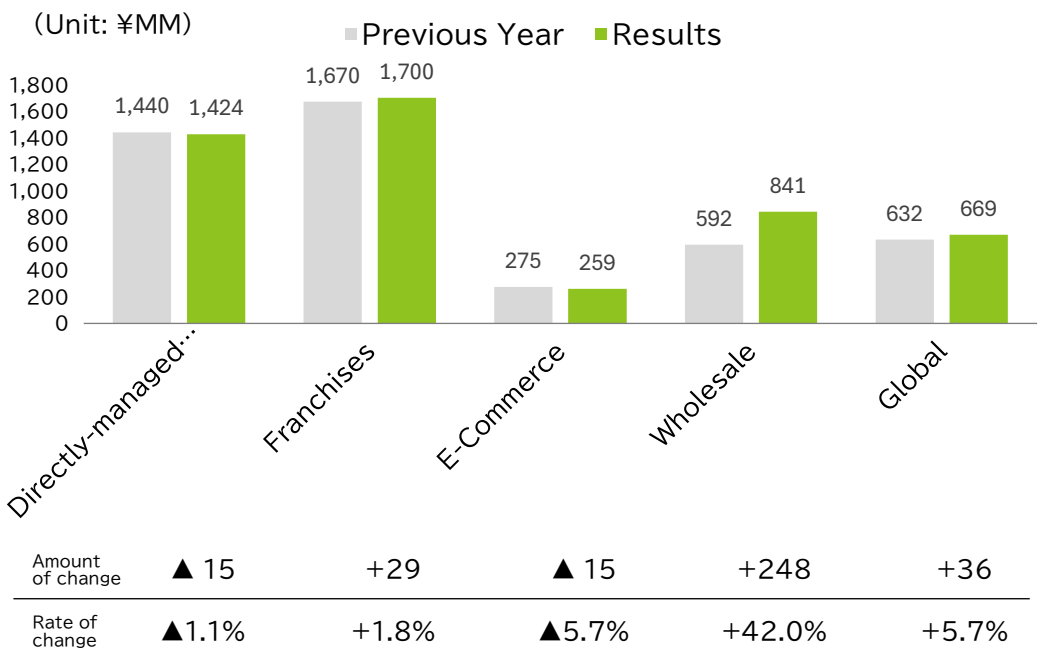
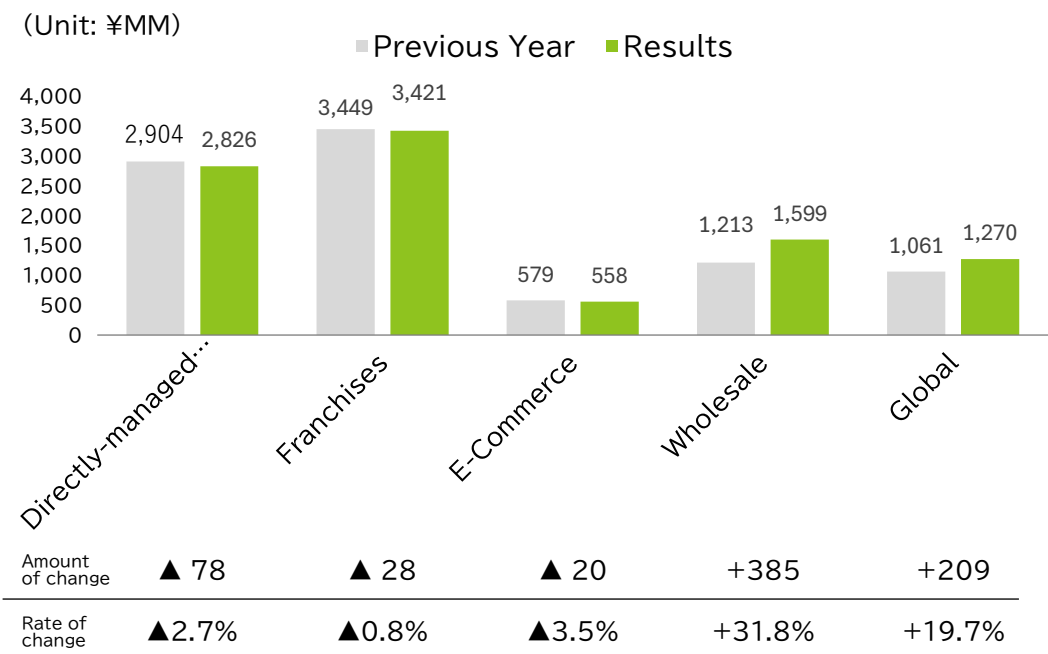
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Sales by Sales Channel

- **Stores (Directly Operated & Franchised):** Due to changes in consumer purchasing behavior and other external factors, customer traffic declined, resulting in a 1.7% year-over-year decrease in total store sales.
- **E-Commerce (EC):** While gift demand remained strong, it was not enough to offset the decline in self-use demand, leading to a 3.5% year-over-year decrease in sales.
- **Wholesale:** Sales to major retail chains recovered, driven by improvements and expansion in product lineup and customer-driven product development, achieving a 31.8% year-over-year increase.
- **Global:** Sales in the United States remained strong, contributing to a 19.7% year-over-year increase in global sales.

2Q Consolidated Cumulative Period (4/2025 – 9/2025)

2Q Consolidated Accounting Period (7/2025 – 9/2025)

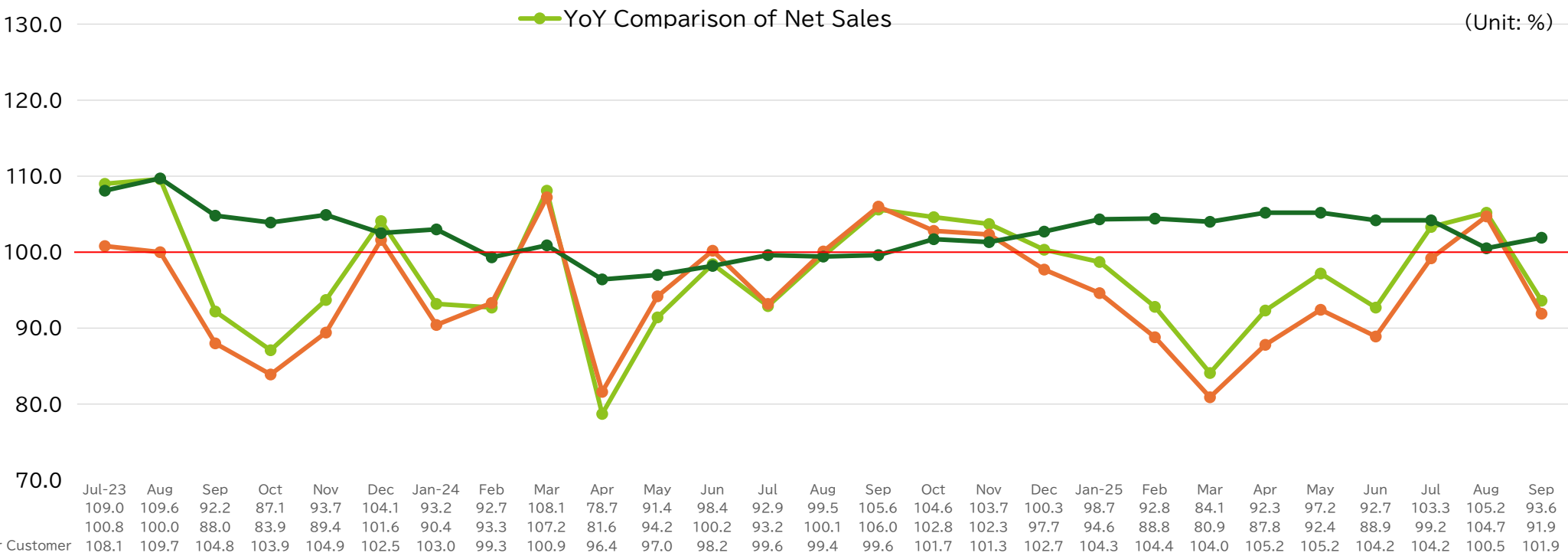


Existing Store Sales, Customer Numbers, & Average Customer Spending

Customer traffic at existing stores※1 continues to decline due to external factors such as changes in consumer purchasing behavior driven by rising food prices.

On the other hand, average spending per customer remains at a high level.

Existing Store Sales, Customer Numbers, & Average Customer Spending Compared to Last Year ※1



※1 "Existing stores" are defined as those that have been open for more than 18 months.

Number of Stores by Business Type

Six new stores were opened under the “Kuze Fuku & Co.” format(three of these stores were converted from the “St. Cousair”), while four stores under the “St. Cousair” format were closed, resulting in a net increase of two stores since the end of March 2025.

(Unit: Number of stores)

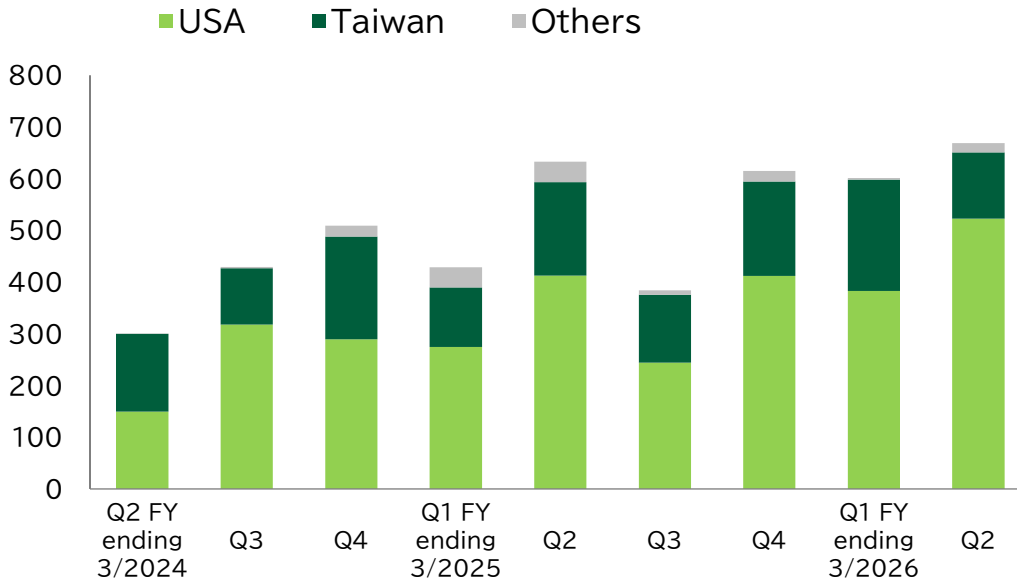
Business Name	Classification	End of March 2025	Increase	Decrease	End of Sept. 2025
St. Cousair	Directly-managed Stores	9	-	3	6
	Franchise Member Stores	3	-	1	2
	TOTAL	12	-	4	8
Kuze Fuku & Co.	Directly-managed Stores	43	4	-	47
	Franchise Member Stores	120	2	-	122
	TOTAL	163	6	-	169
Total for All Business Formats	Directly-managed Stores	52	4	3	53
	Franchise Member Stores	123	2	1	124
	TOTAL	175	6	4	177

Global Overview: Sales by Country

- **United States:** Sales increased by 26.6% year-over-year, driven by growth in KUZE FUKU & SONS and the inclusion of sales from Bonnie's Jams and KELLY'S JELLY.
- **Taiwan:** Sales declined by 29.1% year-over-year due to reduced sales to a major U.S.-based retail chain. However, cumulative sales for the period showed a 16.4% year-over-year increase.
- **Other Regions:** While transactions with Australia increased, reduced sales to South Korea led to a 53.0% year-over-year decrease in sales.

Sales Trend

(Unit: ¥MM)

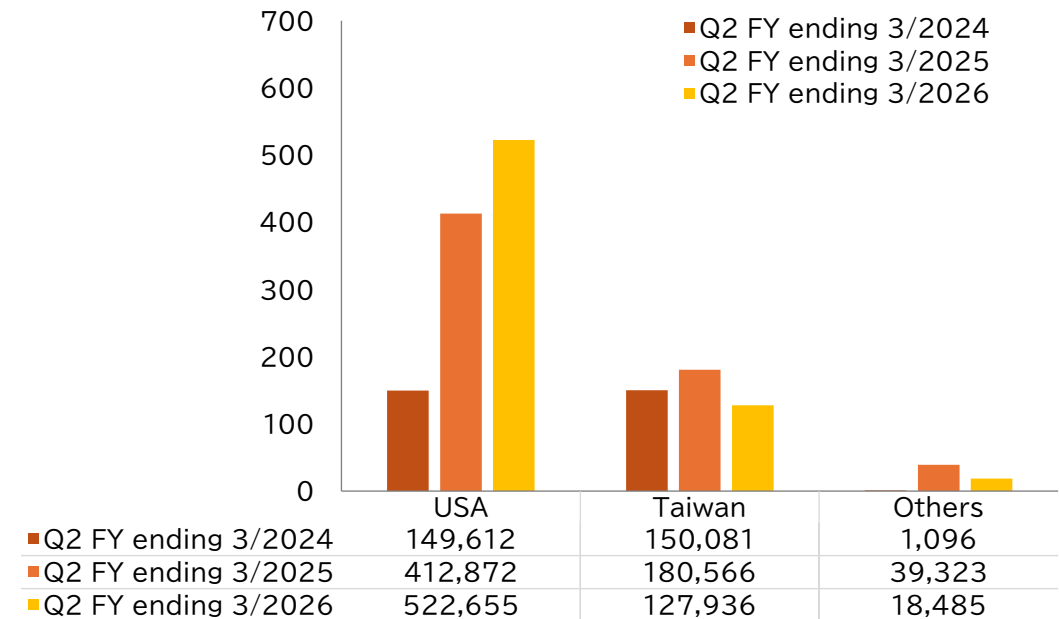


※1 Refers to the period from January to June 2025 for the U.S. subsidiary.

※2 For this consolidated fiscal year, the average exchange rate used to convert the U.S. subsidiary's profit and loss was ¥148.40per USD (compared to ¥152.36 in the same period last year).

Sales Trend by Country ※3

(Unit: ¥MM)



※3 Sales are aggregated based on the final country of sale.

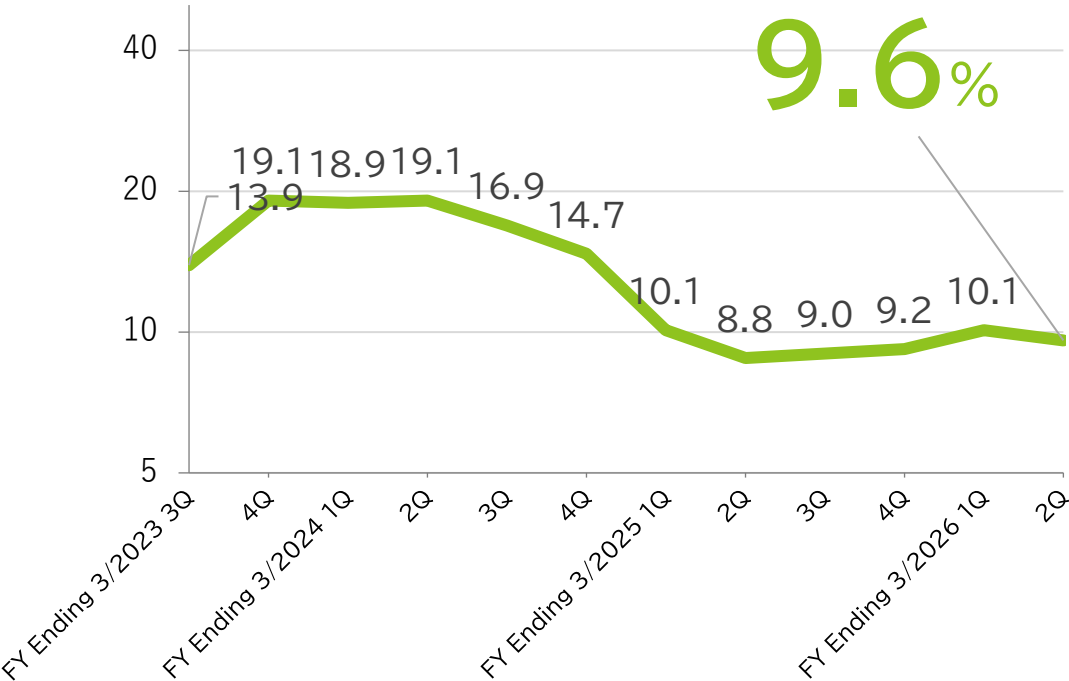
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Balance Sheet

(Unit: ¥K)	End of March 2025	End of September 2025	
			YoY
Cash and Deposits	1,936,046	2,235,006	15.4%
Accounts Receivable	1,995,898	1,647,080	▲17.4%
Inventory	2,008,426	2,034,419	1.3%
Other Current Assets	183,187	118,635	▲35.2%
Allowance for Doubtful Accounts	▲484	▲441	▲8.8%
Total Current Assets	6,123,073	6,034,700	▲1.4%
Total Non-Current Assets	3,122,255	3,475,102	11.3%
Total Assets	9,245,329	9,509,803	2.9%
Total Liabilities	4,284,156	4,868,555	13.6%
Total Net Assets	4,961,173	4,641,247	▲6.4%
Shareholders' Equity Ratio	53.6%	48.8%	▲4.8pt

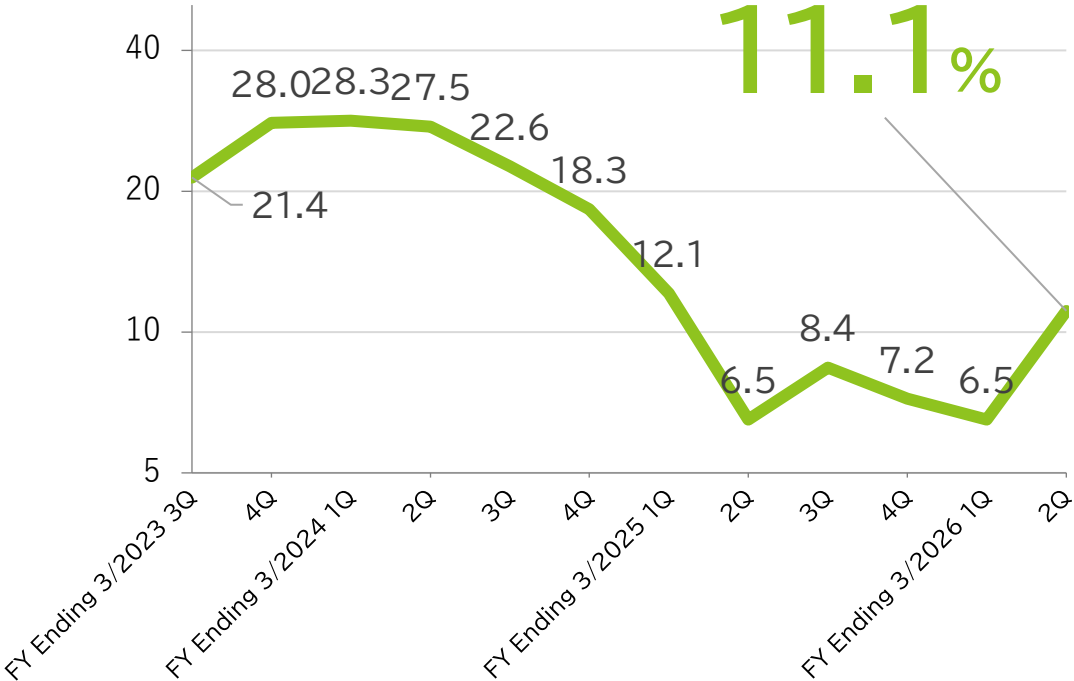
ROIC・ROE

ROIC (Last 12 months)



Formula =
$$\frac{\text{Operating Profit} \times (1 - \text{Effective Tax Rate})}{(\text{Shareholders' Equity} + \text{Interest-Bearing Debt})}$$

ROE (Last 12 months)



Formula =
$$\frac{\text{Net Income Attributable to Parent Company Shareholders}}{\text{Equity}}$$

Progress Rate Against Consolidated Earnings Forecast for FY Ending March 2026

Progress of Group Performance and Sales by Channel Against the Consolidated Earnings Forecast for the Fiscal Year Ending March 2026 is as follows.

Progress of Consolidated Business Performance

- Net Sales: Progressing steadily.
- Operating Profit: Continued improvement in gross profit margin and reduction of selling, general, and administrative expenses.
- Ordinary Profit and Net Profit Attributable to Owners of the Parent: The foreign exchange loss impact in Q1, which was ¥27 million, has been reduced to ¥3 million.

(Unit: ¥MM)	2Q (4/2025 – 9/2025)		
		Full-year Consolidated Earnings Forecast	Progress Rate
Net Sales	9,676	20,716	46.7%
Operating Profit	264	918	28.8%
Operating Profit Margin	2.7%	4.4%	
Ordinary Profit	269	916	29.4%
Net Profit Attributable to Shareholders of	163	484	33.8%

Sales Progress by Distribution Channel

- Directly Operated & Franchised Stores: Strengthening customer service and sales capabilities to increase foot traffic at existing stores. Efforts are underway to enhance the customer experience through product sampling and improvements to store layouts.
- E-Commerce (EC): Focusing on increasing brand and product awareness and acquiring new customers through digital advertising and social media.
- Wholesale: Aiming for stable growth by expanding the portfolio of business partners to diversify operational risks.
- Global: Promoting sales growth of existing U.S. brands and expanding sales channels in Asia and other regions.

(Unit: ¥MM)	2Q (4/2025 – 9/2025)		
		Full-year Consolidated Earnings Forecast	Progress Rate
Directly-managed stores	2,826	6,600	42.8%
Franchises	3,421	7,544	45.3%
E-Commerce	558	1,329	41.9%
Wholesale	1,599	2,773	57.6%
Global	1,270	2,469	51.4%
Total	9,676	20,716	46.7%

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Business Policy for the Fiscal Year Ending March 2026

Initiatives for Business Growth

- Recovery of wholesale sales
- Achieving operating profit in the SCI business
- Strengthening the SPA (Specialty Store Retailer of Private Label Apparel) model in the food manufacturing sector
- Establishing new business ventures

Initiatives to Address Challenges

- Increasing customer traffic at existing stores
- Improving gross profit margin

Business Policy for the Fiscal Year Ending March 2026

Initiatives for Business Growth

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Recovery of Wholesale Sales

Continue implementing ongoing initiatives to drive recovery in wholesale channel sales.

Monthly Sales Trend – Wholesale

■ Strengthening the Business Partner Portfolio

By engaging with multiple partners, the company expands promotional reach and connects with a broader customer base.

■ Product Development Based on Customer Needs

Promoting product improvements that respond directly to customer requests.

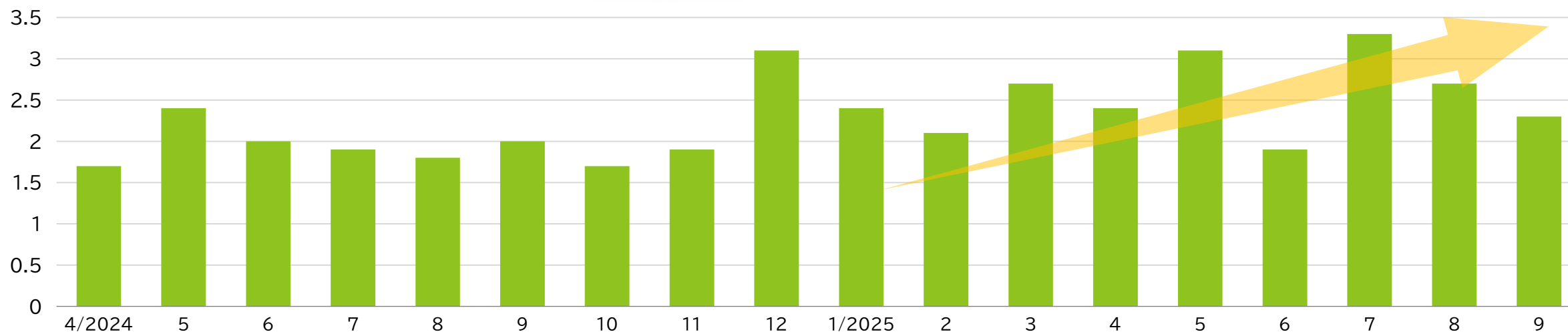


■ Enhancing the Product Portfolio

Expanding product categories to flexibly meet a wide range of customer needs.



(Unit: ¥B)

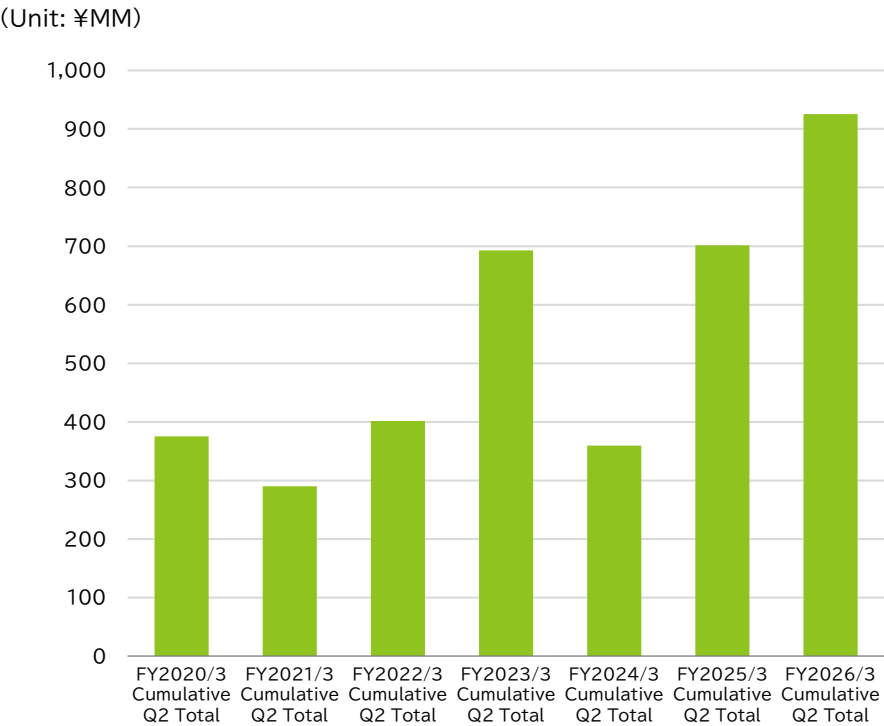


Achieving Operating Profit in the SCI Business

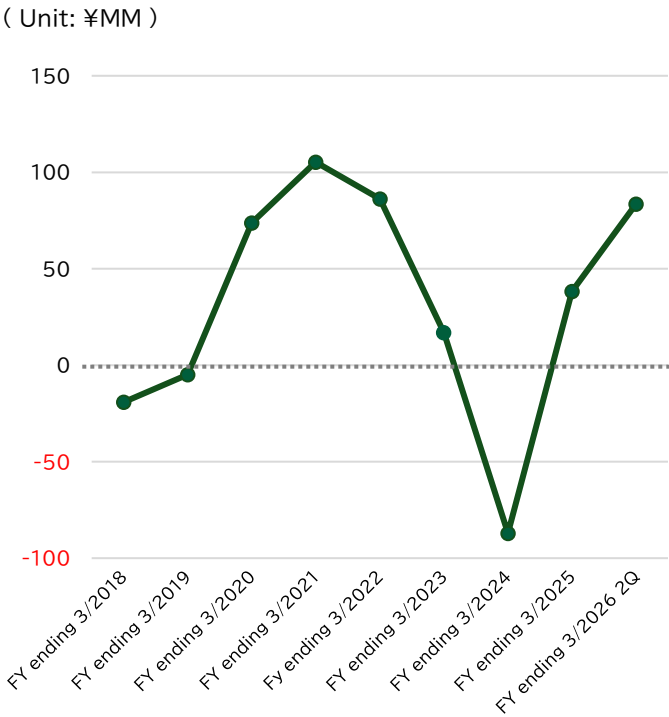
Various initiatives are being implemented to achieve profitability, with direct impact on results:

- ① Increasing sales through M&A and strengthened sales activities
- ② Improving productivity at manufacturing facilities
- ③ Enhancing control over fixed and variable costs
- ④ Improving contribution margin

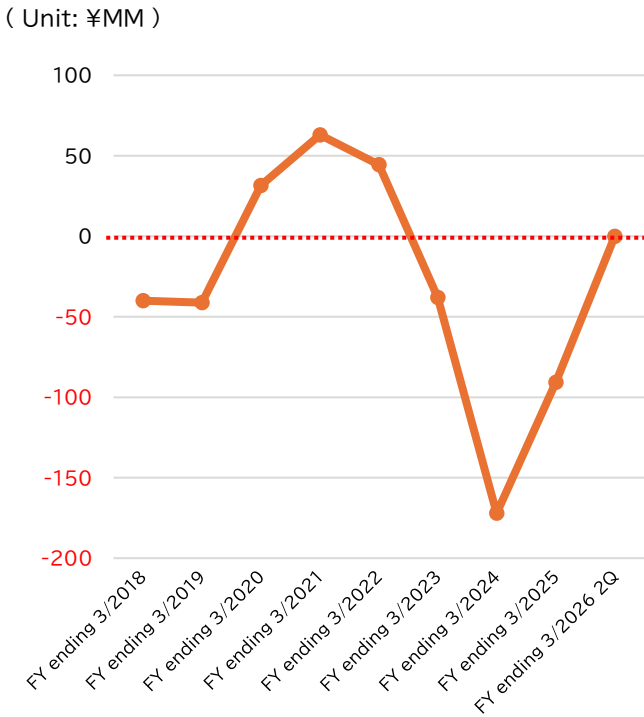
SCI Cumulative Sales Trend for Q2 Period



EBITDA Trend

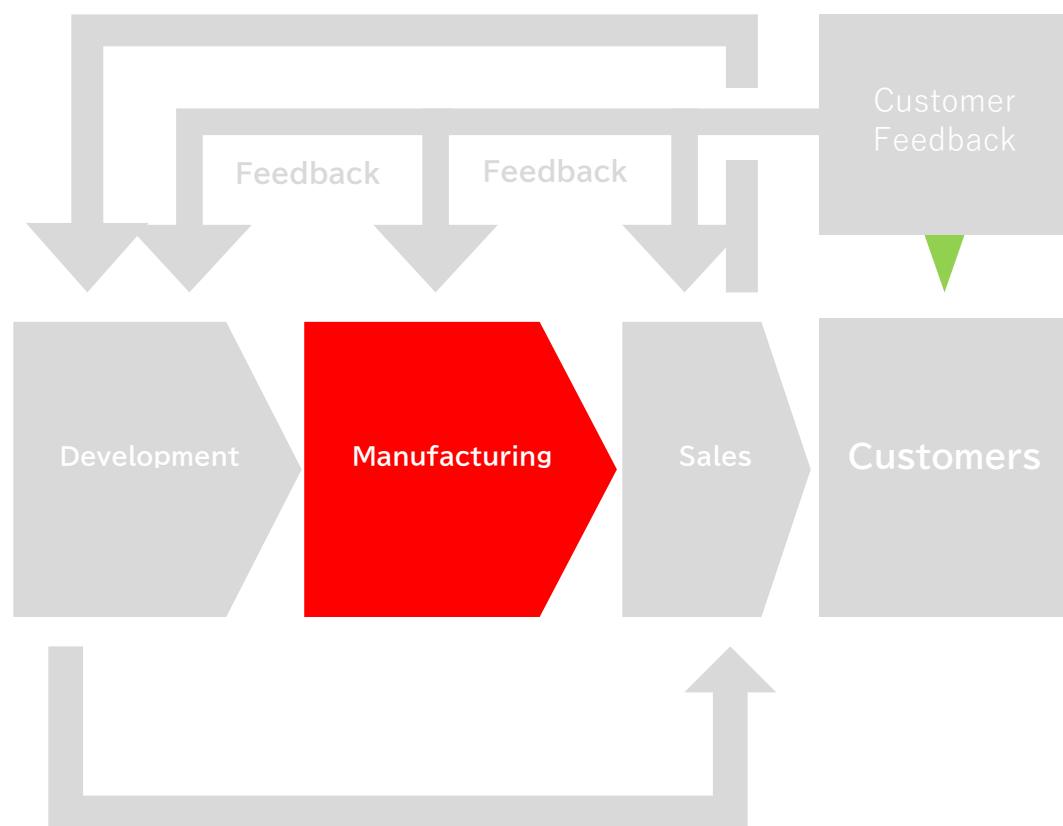


Operating Profit Trend



Strengthening the Food SPA Model in the Manufacturing Sector

To reinforce the food SPA (Specialty Store Retailer of Private Label Apparel) model, the company is promoting M&A with highly compatible businesses from the perspectives of development, manufacturing, and sales functions.



Operating Profit
Margin Improvement: **+1.0% increase** 



+20% increase

Expansion of Production
and Supply Capacity for
In-House Manufactured
Products



+25% increase

Ratio of In-House
Product Manufacturing



△50% decrease

Reduction of
Outsourcing Costs

Location: Within Nagano
City, Nagano Prefecture
Site Area: 3,958㎡
Total Floor Area of Existing
Factory: 1,442㎡
Scheduled Start of
Operations: June 2026



Establishment of New Business

A new business initiative has launched, combining regional tourism areas across Japan with the confectionery sector.

External Environment

Increase in domestic travelers

Rising demand for souvenir sweets

Challenges in business succession

Issues surrounding the revitalization of local food culture

Internal Environment

Strong brand-building capabilities

Product development expertise

Nationwide supplier network

Proven track record in regional revitalization

Creating Specialty Confectionery for Tourist Areas Nationwide



A new confectionery business acquired through M&A is scheduled to launch in July 2026 near Zenkoji Temple in Nagano City.

Business Policy for the Fiscal Year Ending March 2026

Initiatives for Business Growth

- Recovery of wholesale sales
- Achieving operating profit in the SCI business
- Strengthening the SPA (Specialty Store Retailer of Private Label Apparel) model in the food manufacturing sector
- Establishing new business ventures

Initiatives to Address Challenges

- Increasing customer traffic at existing stores
- Improving gross profit margin

Initiatives to Increase Customer Traffic at Existing Stores | ①Storefront Revamp

By creating an exciting and engaging store environment, the company aims to enhance customer satisfaction and boost foot traffic.

1

Offering experiential value through product tastings and samplings



2

Stimulating the five senses with immersive displays and presentations



3

Displays that inspire ideas for “tonight’s dinner”



4

Easy-to-grab product signage that helps customers visualize the contents



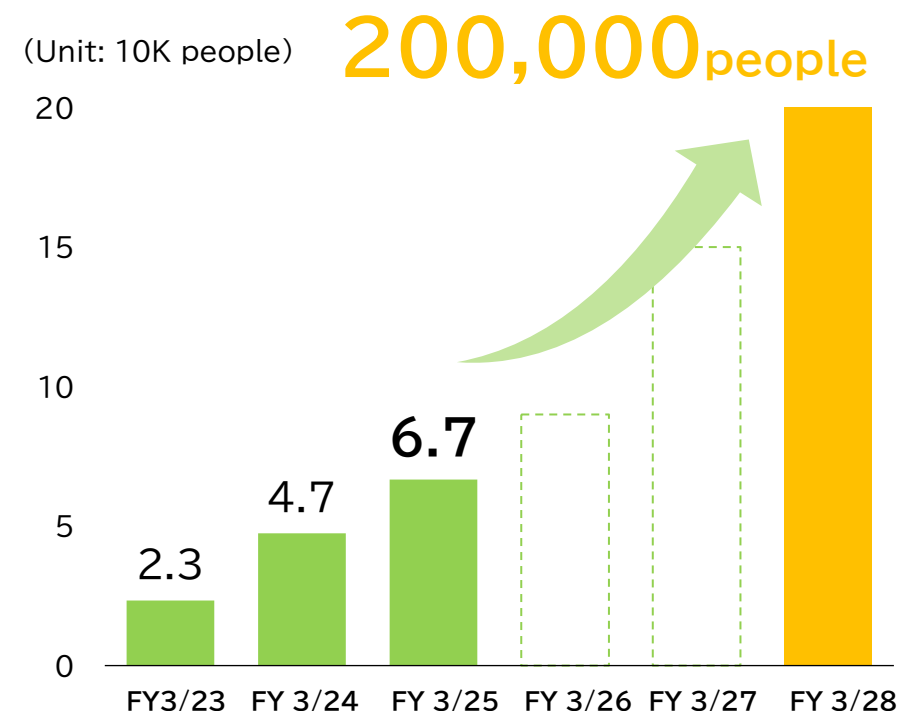
KPI for Store and E-Commerce Business

Initiatives are being implemented to address key challenges, with the goal of achieving the following within three years:

- 1.2× increase in average annual sales per existing store



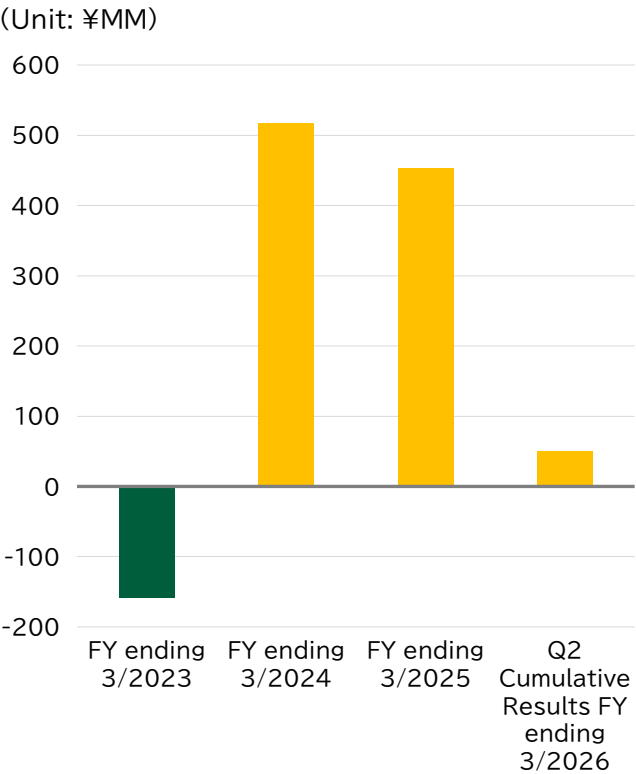
Loyal Customer Count Trend and KPI



Improving Gross Profit Margin

To enhance the gross profit margin, initiatives have been underway since the previous fiscal year to reduce manufacturing costs and optimize wholesale pricing for franchise channels.

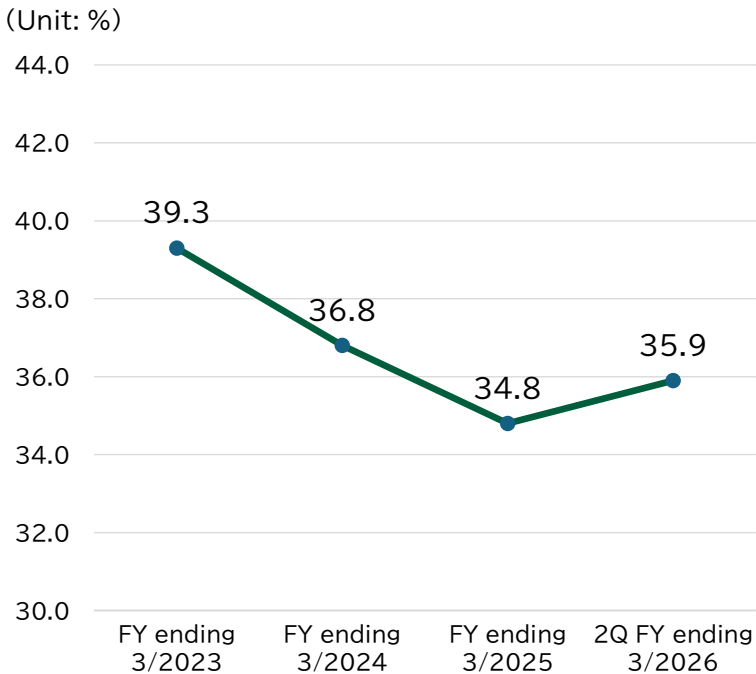
Impact of Rising Raw Material Costs



Countermeasures

- Optimization of Franchise Wholesale Pricing
 - ⇒ Implemented (7/2024-4/2025)
- Review of Retail Pricing
 - ⇒ Ongoing
- Initiatives to Reduce Manufacturing Costs
 - ⇒ Strengthened

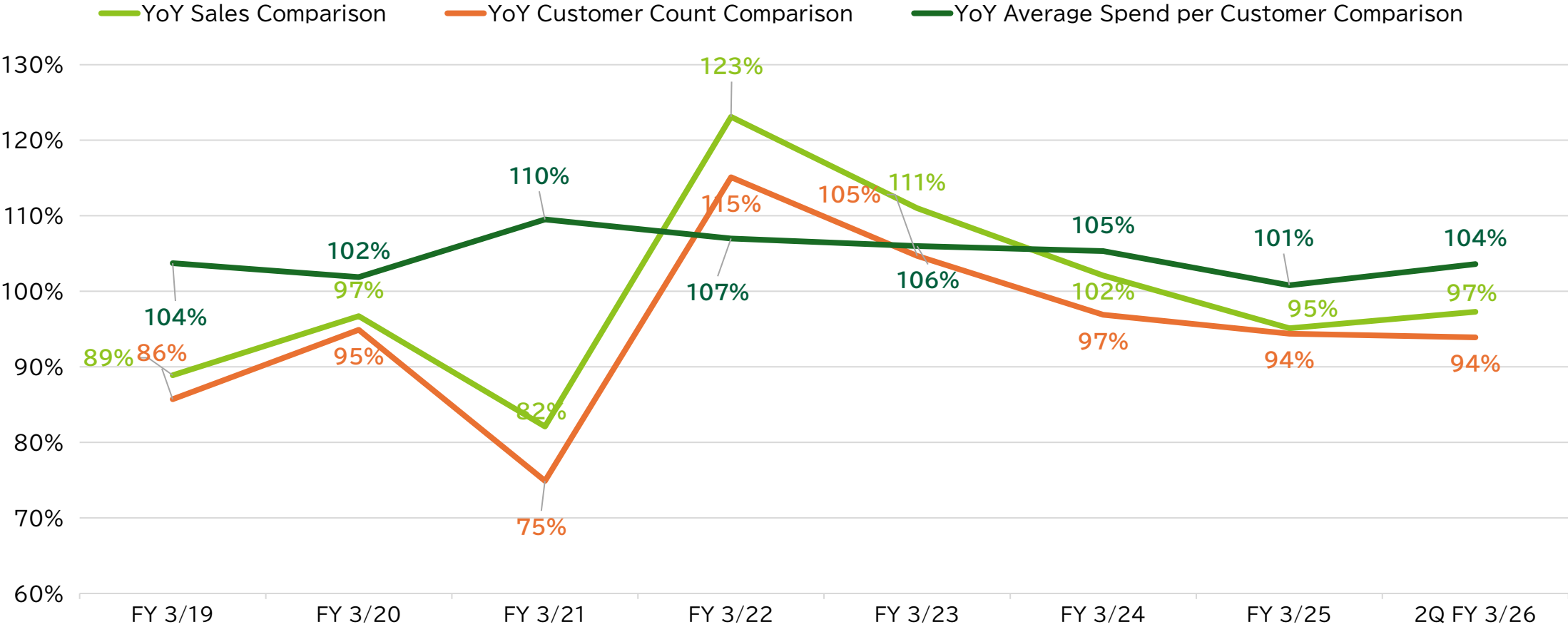
Gross Profit Margin Trend



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Trends in Sales, Number of Customers, and Average Spend per Customer at Existing Stores

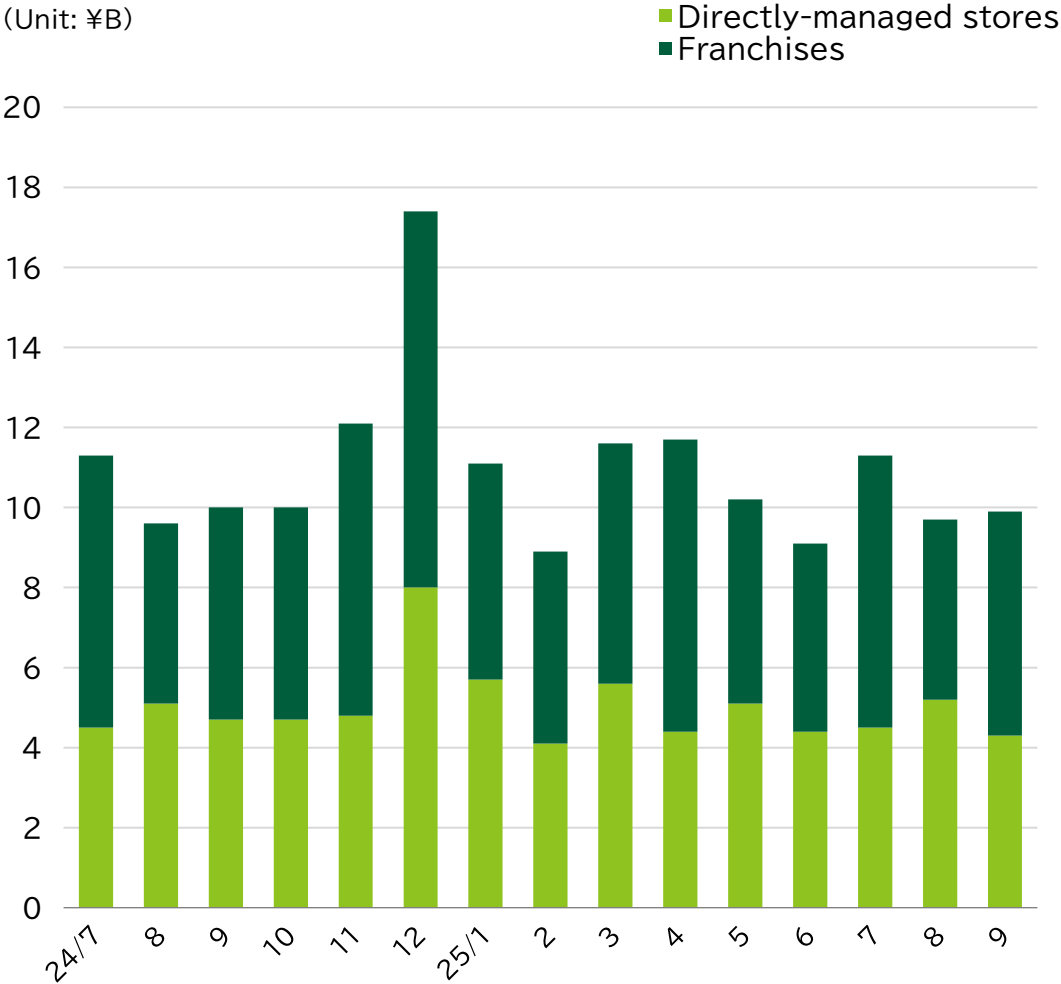
Year-on-Year Comparison of Sales, Number of Customers, and Average Spend per Customer at Existing Stores ※1,2



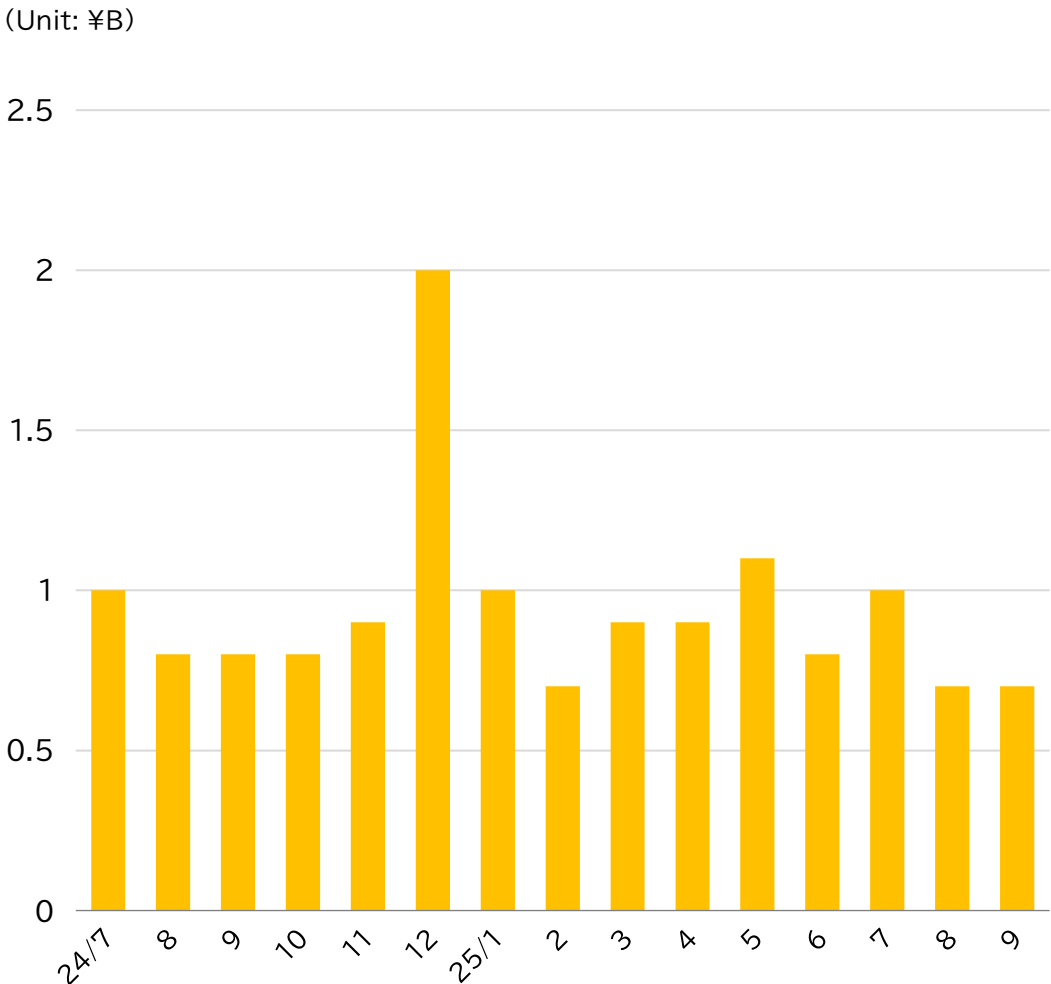
※1 Our group defines “existing stores” as those that have been open for more than 18 months. ※2 Year-on-year comparisons of sales, customer numbers, and average spend are calculated based on stores that have been open for more than 18 months as of the beginning of each fiscal year.

Performance by sales channel (Stores/E-Commerce)

Monthly Sales (Stores)



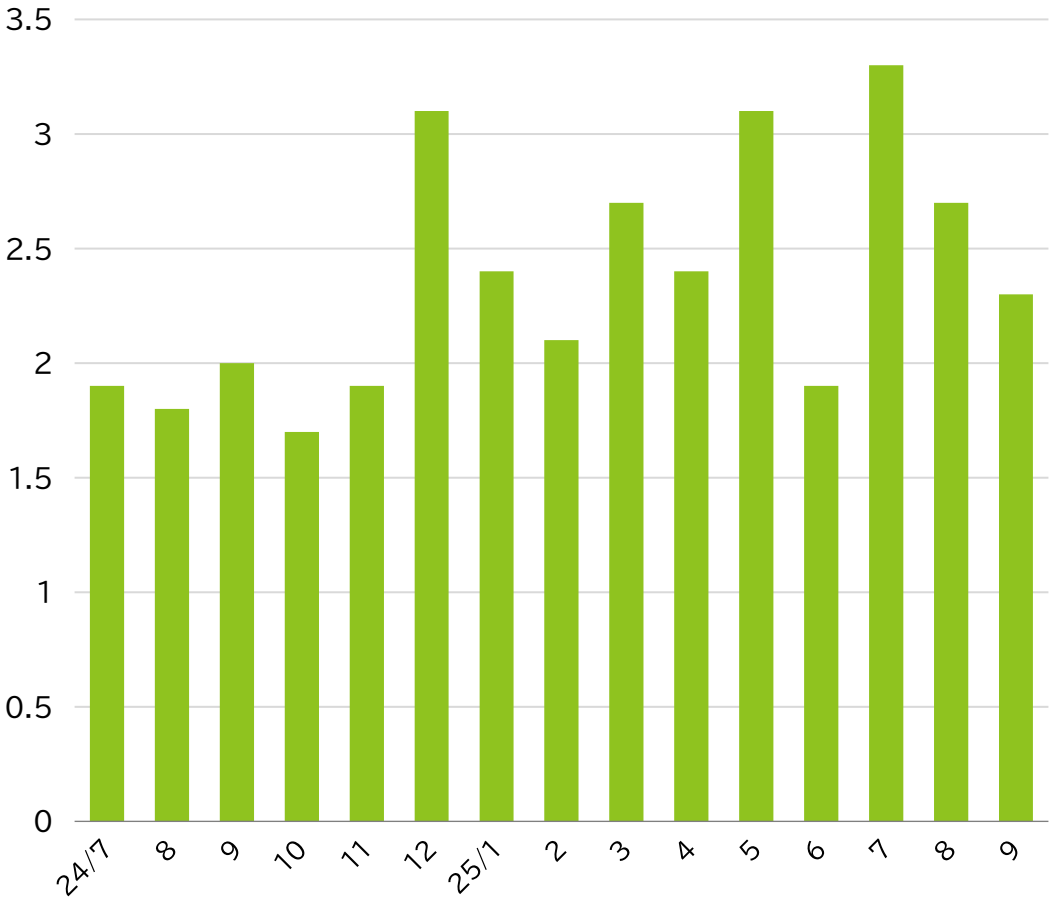
Monthly Sales (E-Commerce)



Performance by sales channel (Wholesale/Global)

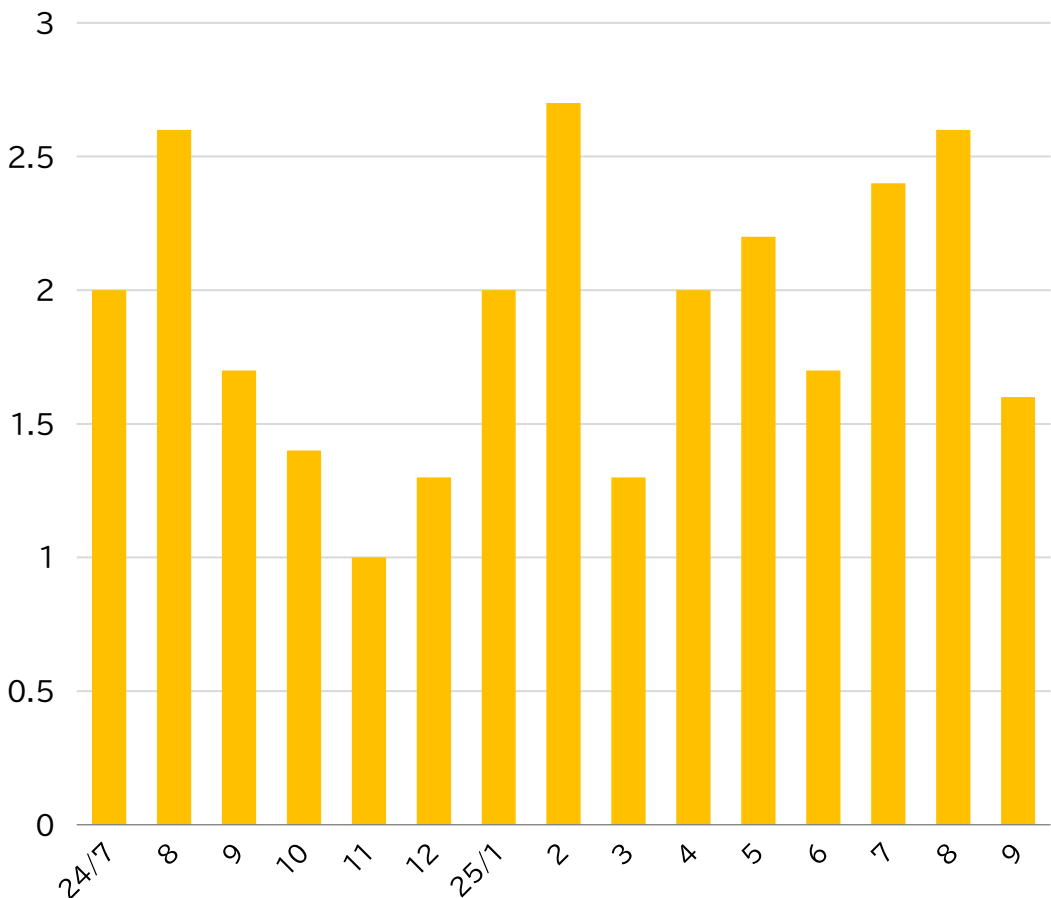
Monthly Sales (Wholesale)

(Unit: ¥B)



Monthly Sales (Global)

(Unit: ¥B)



Previous Quarterly Consolidated Results

FY Ending March 2026								
(Unit: ¥K)	1Q		2Q		3Q		4Q	
		Composition Ratio		Composition Ratio		Composition Ratio		Composition Ratio
Sales	4,781,198	100.0%	4,894,879	100.0%				
Gross Profit	1,732,132	36.2%	1,743,880	35.6%				
Operating Profit	139,289	2.9%	125,117	2.6%				
FY Ending March 2025								
(Unit: ¥K)	1Q		2Q		3Q		4Q	
		Composition Ratio		Composition Ratio		Composition Ratio		Composition Ratio
Sales	4,597,296	100.0%	4,611,672	100.0%	5,439,383	100.0%	4,818,907	100.0%
Gross Profit	1,594,191	34.7%	1,595,602	34.6%	1,922,276	35.3%	1,667,573	34.6%
Operating Profit	87,301	1.9%	148,069	3.2%	379,328	7.0%	221,295	4.6%
FY Ending March 2024								
(Unit: ¥K)	1Q		2Q		3Q		4Q	
		Composition Ratio		Composition Ratio		Composition Ratio		Composition Ratio
Sales	4,806,138	100.0%	4,212,860	100.0%	5,285,263	100.0%	4,858,655	100.0%
Gross Profit	1,933,554	40.2%	1,621,506	38.5%	1,885,250	35.7%	1,613,436	33.2%
Operating Profit	502,632	10.5%	243,836	5.8%	341,528	6.5%	201,194	4.1%

Consolidated Financial Results for Fiscal Year Ending March 2026 – Sales by Distribution Channel

(Unit: ¥K)	Cumulative 2nd Quarter Period (4/2025/~9/2025)					Accounting 2nd Quarter Period (7/2025/~9/2025)				
			Previous Year's Result		YoY			Previous Year's Result		YoY
		Composition ratio		Composition ratio			Composition ratio		Composition ratio	
Directly-managed stores	2,826,280	29.2%	2,904,825	31.5%	▲2.7%	1,424,759	29.1%	1,440,413	31.2%	▲1.1%
Franchises	3,421,186	35.4%	3,449,832	37.5%	▲0.8%	1,700,421	34.7%	1,670,744	36.2%	1.8%
E-Commerce	558,667	5.8%	579,047	6.3%	▲3.5%	259,505	5.3%	275,224	6.0%	▲5.7%
Wholesale	1,599,283	16.5%	1,213,790	13.2%	31.8%	841,114	17.2%	592,526	12.8%	42.0%
Global	1,270,659	13.1%	1,061,473	11.5%	19.7%	669,078	13.7%	632,762	13.7%	5.7%
TOTAL	9,676,077	100.0%	9,208,969	100.0%	5.1%	4,894,879	100.0%	4,611,672	100.0%	6.1%

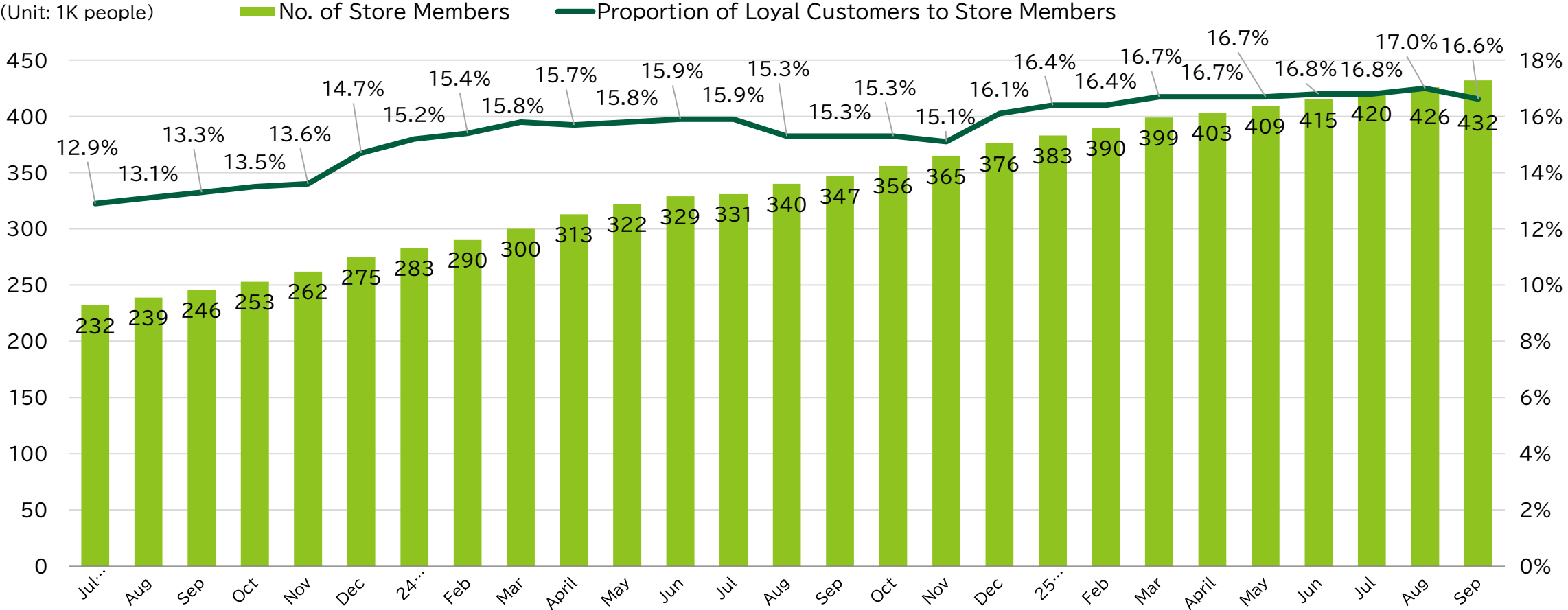
Note: The figures for the previous four quarters have not been subject to a quarterly review by an external auditing firm.

SG&A Status – Fiscal Year Ending March 2026

(Unit: ¥K)	Cumulative 2nd Quarter Period (4/2025/~9/2025)						Accounting 2nd Quarter Period (7/2025/~9/2025)					
	Compo- sition ratio		Previous Year's Result		YoY change		Compo- sition ratio		Previous Year's Result		YoY change	
Personnel Expenses	1,290,062	13.3%	1,205,893	13.1%	84,169	7.0%	647,756	13.2%	599,645	13.0%	48,111	8.0%
Packing and Transportation Costs	582,339	6.0%	621,885	6.8%	▲39,546	▲6.4%	285,126	5.8%	304,658	6.6%	▲19,532	▲6.4%
Rental Fees	282,678	2.9%	288,019	3.1%	▲5,341	▲1.9%	139,681	2.9%	142,275	3.1%	▲2,594	▲1.8%
Depreciation Expenses	128,159	1.3%	106,938	1.2%	21,221	19.8%	68,576	1.4%	53,194	1.2%	15,382	28.9%
Others	928,366	9.6%	731,686	7.9%	196,680	26.8%	477,621	9.8%	347,758	7.5%	129,863	37.3%
TOTAL	3,211,606	33.2%	2,954,422	32.1%	257,184	8.7%	1,618,763	33.1%	1,447,532	31.4%	171,230	11.8%

Number of Store Members and Ratio of Loyal Customers

Trend in Number of Store Members and Ratio of Loyal Customers ※1,2



*1. The above graph shows the number of store members who use our stores, excluding EC members. *2. Among the customers registered in our official app, those whose total purchase amount exceeds the standard amount set by our company within seven months from the reference date (end of each month) are defined as "loyal customers."

New Product Information for 2Q of FY Ending March 2026 | Kuze Fuku & Co.



Specialty food from Okayama

Various types of Amazake
(4 types)

Scheduled
for release
9/2025

Available
Year-
Round

https://kuzefuku.com/?page_id=13&eci_product=fsh02944



Tartar sauce with a nice smoky aroma

Iburigakko Tartar Sauce

Scheduled
for release
9/2025

Renewal

https://kuzefuku.com/?page_id=13&eci_product=fsh02944

New Product Information for 2Q of FY Ending March 2026 | Kuze Fuku & Co.



Pporo Chocolat - Matcha flavor

Scheduled
for release
9/2025

https://kuzefuku.com/?page_id=13&eci_product=fsh00299



With fragrant Shinshu Miso

Roasted Sesame Furikake

Scheduled
for release
9/2025

<https://kuzefuku.com/?p=79403>

New Product Information for 2Q of FY Ending March 2026 | St. Cousair



**Shinshu Fruit Harvest Jam
Plum and Peach**

Scheduled
for release
Aug-Sept 2025

Nagano
Limited
Item

https://kuzefuku.com/?page_id=13&eci_product=W00826



Autumn limited edition jam
**Mont Blanc cream
(and 2 other types)**

Scheduled
for release
9/2025

Seasonal
Item

Renewal

https://kuzefuku.com/?page_id=13&eci_product=J02250

※ Summer Jam Detailed Description ⇒ <https://kuzefuku.com/?p=82485>