



**1Q FY2026 (Fiscal Year Ended April 2026)
Financial Report Supplementary Material**

September 9, 2025

Company name	BEAUTY GARAGE Inc.
Headquarters	1-34-25 Sakura-shinmachi, Setagaya Ward, Tokyo
Established	April 24, 2003
Capital	768,385,250円
Securities exchange listing	Tokyo Stock Exchange Prime Market (Securities code: 3180)
Director and CEO/COO	Hideki Nomura (CEO) /Yoshiaki Kabashima (COO)
Total Employees	566 (including 408 full-time employees) (on a consolidated basis at the end of July 2025)
Offices	<Sales offices> Sapporo / Sendai / Niigata / Kanazawa / Tokyo / Saitama / Nagoya / Osaka / Hiroshima/ Fukuoka <Other> Kashiwa DC / Amagasaki DC / Representative office in Guangzhou, China / Singapore / Malaysia / Vietnam
Group Companies	Japan: 11 companies, overseas: 3 companies

Slogan

Change the beauty industry

Mission

Contribute to the prosperity of salon business by creating new value in the beauty industry.

Vision

Be the No.1 concierge for beauty salons, providing total Support, from launch through ongoing growth and expansion.

Basic Belief

- 1. Provide pleasure and excitement to customers**
- 2. Continue to make new challenges**
- 3. Improve and evolve every day**
- 4. Value effort , ideas , and speed**
- 5. Make judgement on right or wrong, rather than profitable or not.**

The first quarter financial results for FY 2026 showed increased revenue and decreased profits on a year-on-year basis.

- Sales grew steadily in each business (three segments), but segment profits fell below the previous year.
- The main factor behind the increase in selling and administrative expenses is temporary logistics-related costs associated with the partial start of operations at the new logistics base (Kashiwa FC).

➤ Sales increased but profits decreased in Wholesale business, and new logistics bases began partial operation.

- Cosmetics/material continue to drive growth. By sales channel, the e-commerce rate is increasing further, mainly through mobile.
- Active users, loyal users, and ARPU are steadily increasing.
- The new logistics base (Kashiwa FC) has partially begun operation (currently operating in parallel with the existing base), and depreciation costs for material handling equipment, temporary personnel dispatch costs and delivery costs associated with parallel operation have increased, resulting in an increase in selling and administrative expenses.

➤ Although the store design business posted a loss in segment profit, sales were the highest ever for the first quarter.

- We were able to increase both the number of cases and the average unit price.
- Acquired many clinic projects (growing to over 30% of total).
- Segment profit was slightly in the red due to the impact of unprofitable projects such as rising material and processing costs, as well as additional construction work.

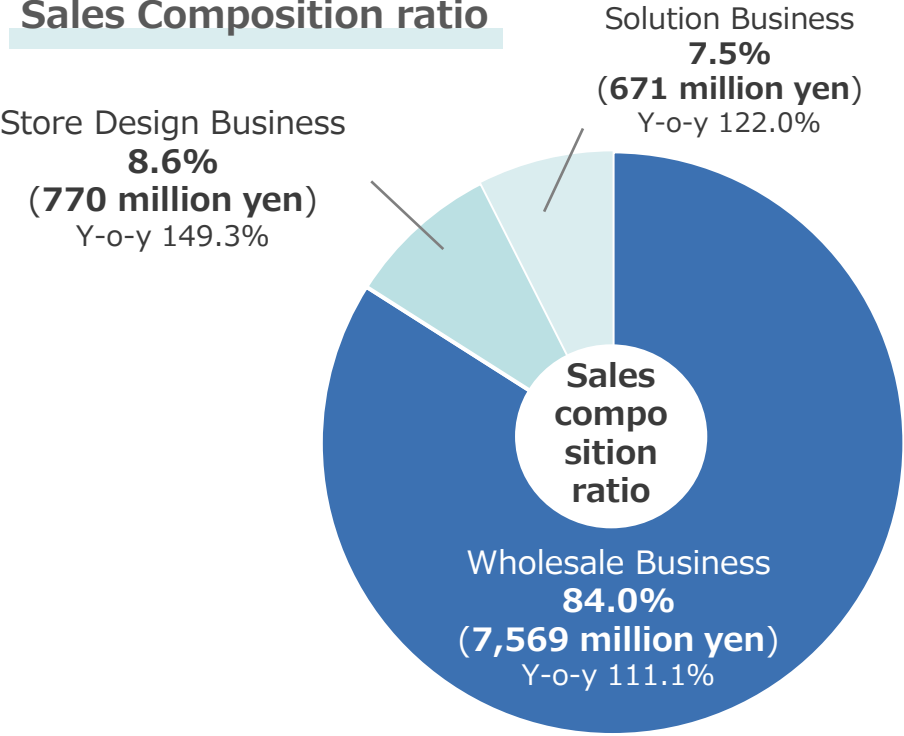
➤ The solutions business※ continues to grow at over 20%. The sales structure has been strengthened by increasing personnel.

- The business has expanded, mainly through store leasing (total of over 300 cases).
- Segment profit decreased due to an increase in personnel expenses associated with strengthening the sales structure and an increase in advertising expenses (website renovations, etc.).

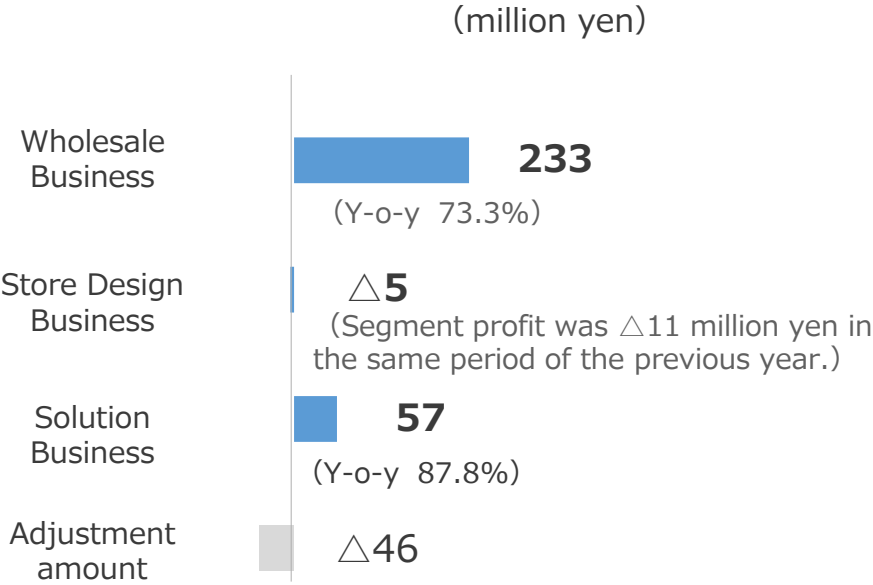
※ Starting from FY 2026, the segment name will be changed from "Other Solutions Business" to "Solutions Business."

■ Sales	9,012 million yen	Y-o-y 114.3%
■ Ordinary profit	242 million yen	Y-o-y 77.7%

Sales Composition ratio



Business segment profit composition



Overview Earnings for 1Q FY 2026 (Consolidated/Cumulative)

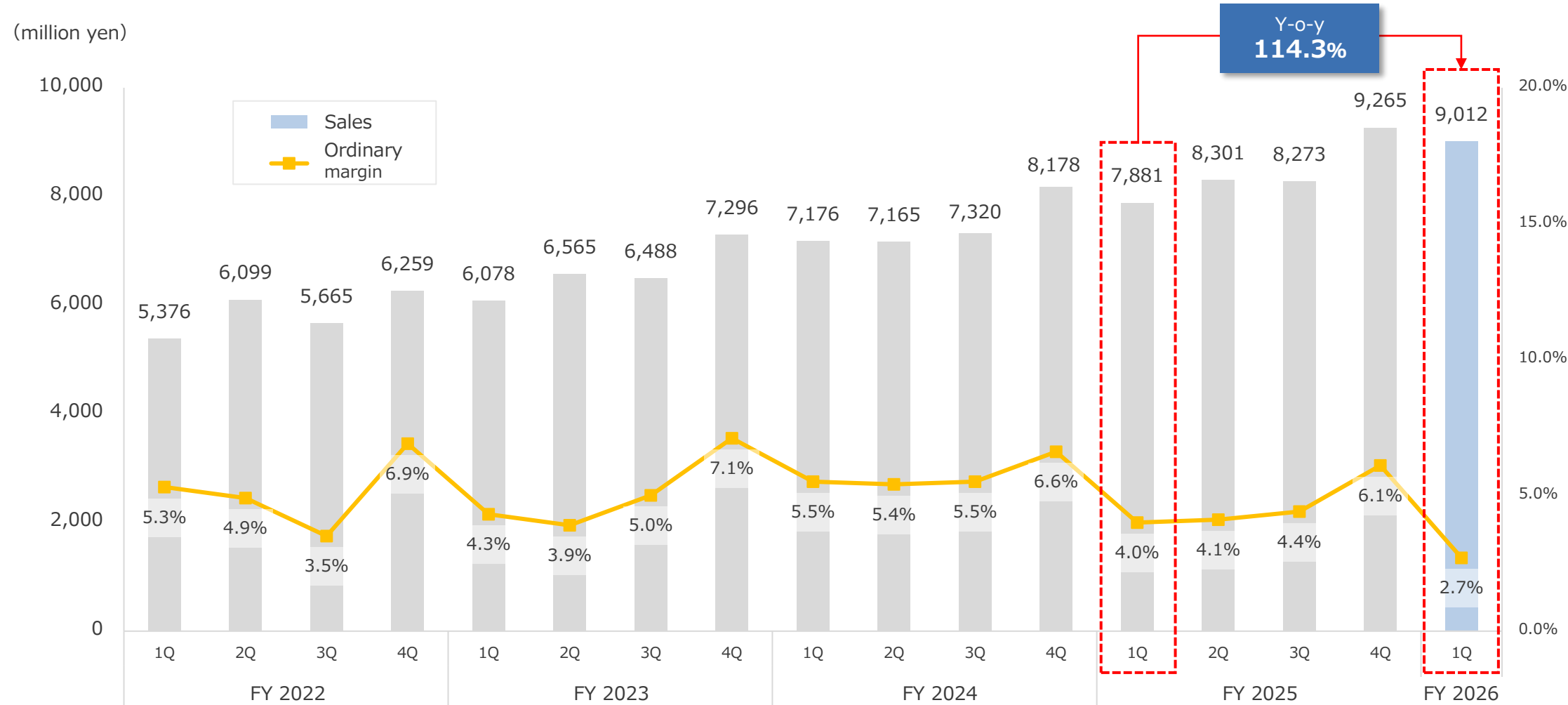
■ Although sales are steadily increasing, gross profit margins are declining while the selling and administrative expenses ratio is rising, resulting in operating profit, ordinary profit, and net profit falling below the results of the previous period.

(Million yen)

Consolidated	1Q FY 2025		1Q FY 2026		Y-o-y
	Actual	Sales ratio	Actual	Sales ratio	
Sales	7,881	100.0%	9,012	100.0%	114.3%
Gross margin	1,995	25.3%	2,171	24.1%	108.8%
Selling , General and Administrative Expenses	1,680	21.3%	1,931	21.4%	115.0%
Operating profit	315	4.0%	239	2.7%	76.1%
Ordinary profit	312	4.0%	242	2.7%	77.7%
Net profit attributable to shareholders of the parent company	244	3.1%	162	1.8%	66.7%

Trends in sales and ordinary profit margins (consolidated)

■ Sales exceeded 9 billion yen, following the fourth quarter of the previous fiscal year. Meanwhile, the ordinary profit margin temporarily fell sharply.



Selling, General and Administrative Expenses (Consolidated/Cumulative)

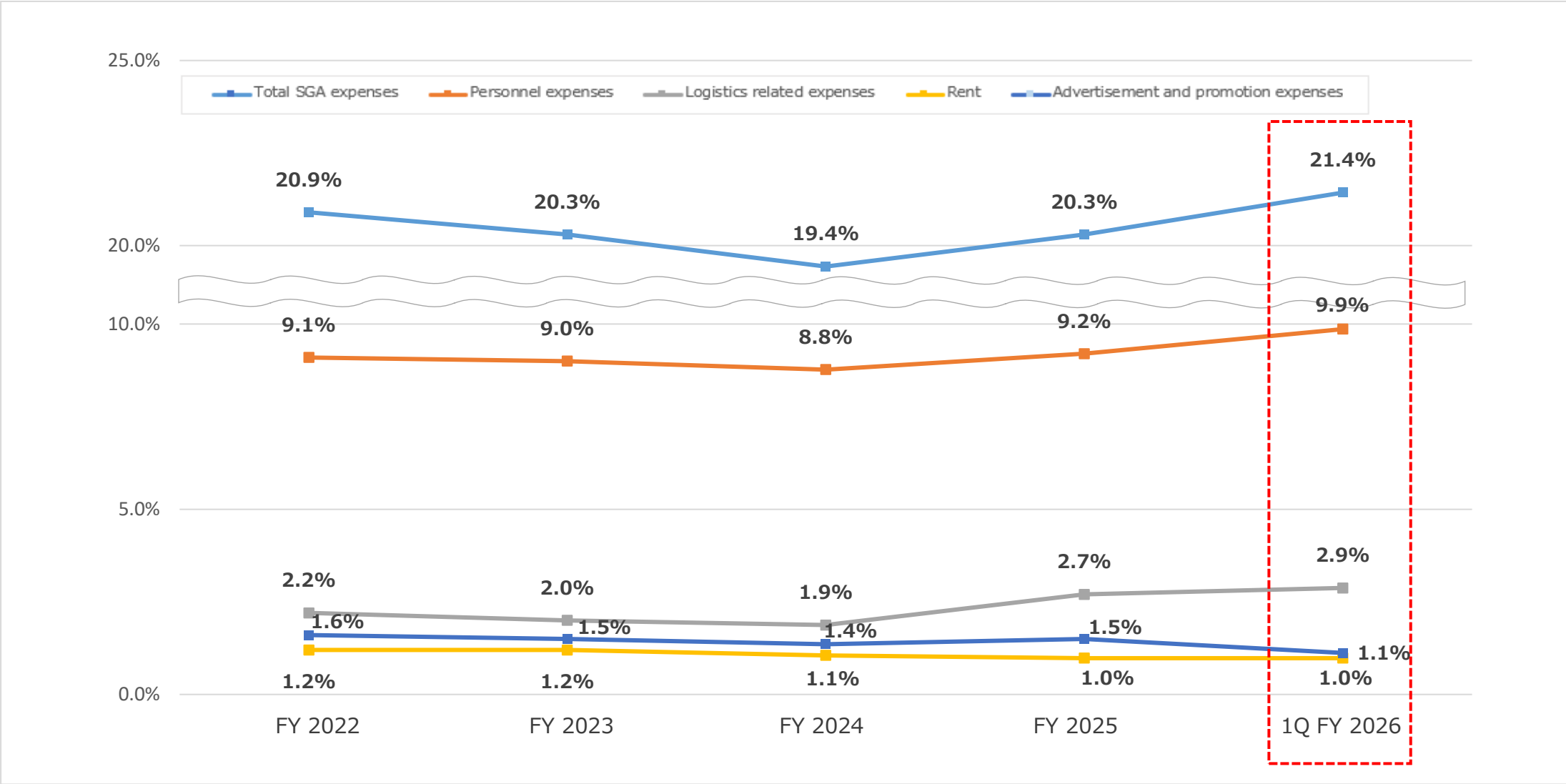
■ With the partial start of operation of the new logistics center (Kashiwa FC), there was an increase in logistics labor costs (the number of personnel required increased due to parallel operation with the existing DC), an increase in logistics center rent (only one month's rent was recorded in the previous period), and the start of recording depreciation expenses for material handling equipment, leading to an increase in selling, general and administrative expenses.

※During the second quarter of fiscal year 2025, we plan to fully operate a new automated logistics center and consolidate shipments (shipments of cosmetics and materials to the eastern Japan area), which will result in reduced SG&A expenses from the second half of the year onwards.

(million yen)

	1Q FY 2025	1Q FY 2026		Main factors
	Actual	Actual	Y-o-y	
Personnel expenses (Directors' remuneration/Salaries and allowances/Legal welfare expense/Commuting costs/Temporary staffing costs, etc.)	736	889	120.7%	<ul style="list-style-type: none"> ✓ A temporary increase in temporary staffing costs due to the partial start of operations at the new logistics center ✓ Base salary increase for employees
Logistics related expense (Storage charge/Rent for logistics center)	178	259	144.9%	<ul style="list-style-type: none"> ✓ Increased rent for new logistics base (occurred from July in the previous fiscal year)
Rent (Office/Showroom)	81	88	108.1%	
Advertisement and promotion expenses	169	100	59.7%	<ul style="list-style-type: none"> ✓ Decrease due to postponement of exhibitions (BWJ will be held in April in 2025 (expenses recorded in the previous period))
IT equipment costs/software amortization costs	113	125	109.9%	<ul style="list-style-type: none"> ✓ Increased development costs
Commission paid	163	179	109.6%	<ul style="list-style-type: none"> ✓ Increase in payment fees due to increased sales
Goodwill amortization/depreciation	33	72	220.3%	<ul style="list-style-type: none"> ✓ New depreciation expenses will be incurred as the new logistics center begins partial operation
Others	203	216	106.6%	<ul style="list-style-type: none"> ✓ Increase in recruitment-related costs due to increased hiring
Total selling and administrative expenses	1,680	1,931	115.0%	

■ The selling and administrative expenses ratio will temporarily increase significantly during the first quarter of FY 2026.



Balance Sheet Summary (Consolidated)

■ Material handling equipment installed at the new logistics base was recorded as an asset, resulting in a significant increase in fixed assets. Meanwhile, due to payments for the material handling equipment, the balance of borrowings increased, but the balance of cash and deposits decreased.

(million yen)

	FY 2025		1Q FY 2026			Key change factors (Compared to the end of the previous fiscal year)	
	Actual	Composition ratio	Actual	Composition ratio	Compared with the end of the previous fiscal year		
Assets	16,257	100.0%	16,393	100.0%	100.8%		
Current assets	13,093	80.5%	11,519	70.3%	88.0%	✓ Decrease in cash and deposits due to material handling payments ✓ Decrease in accounts receivable ✓ Decrease in product inventory	▲863 ▲450 ▲277
Fixed assets	3,164	19.5%	4,874	29.7%	154.0%	✓ Increase in machinery and auxiliary equipment (material handling, etc.)	+1,675
Liabilities	8,392	51.6%	8,459	51.6%	100.8%		
Current liabilities	6,407	39.4%	5,687	34.7%	88.8%	✓ Payment of corporate tax and consumption tax ✓ Decrease in trade payables	▲524 ▲357
Fixed liabilities	1,984	12.2%	2,771	16.9%	139.6%	✓ Increase in long-term borrowings	+724
Net assets	7,865	48.4%	7,934	48.4%	100.9%	✓ net income	+162
Equity ratio	46.9%		46.9%				
Current ratio	204.3%		202.5%				

1Q FY 2026 Wholesaling Business①

【 Changes in sales/gross profit margin ratio 】

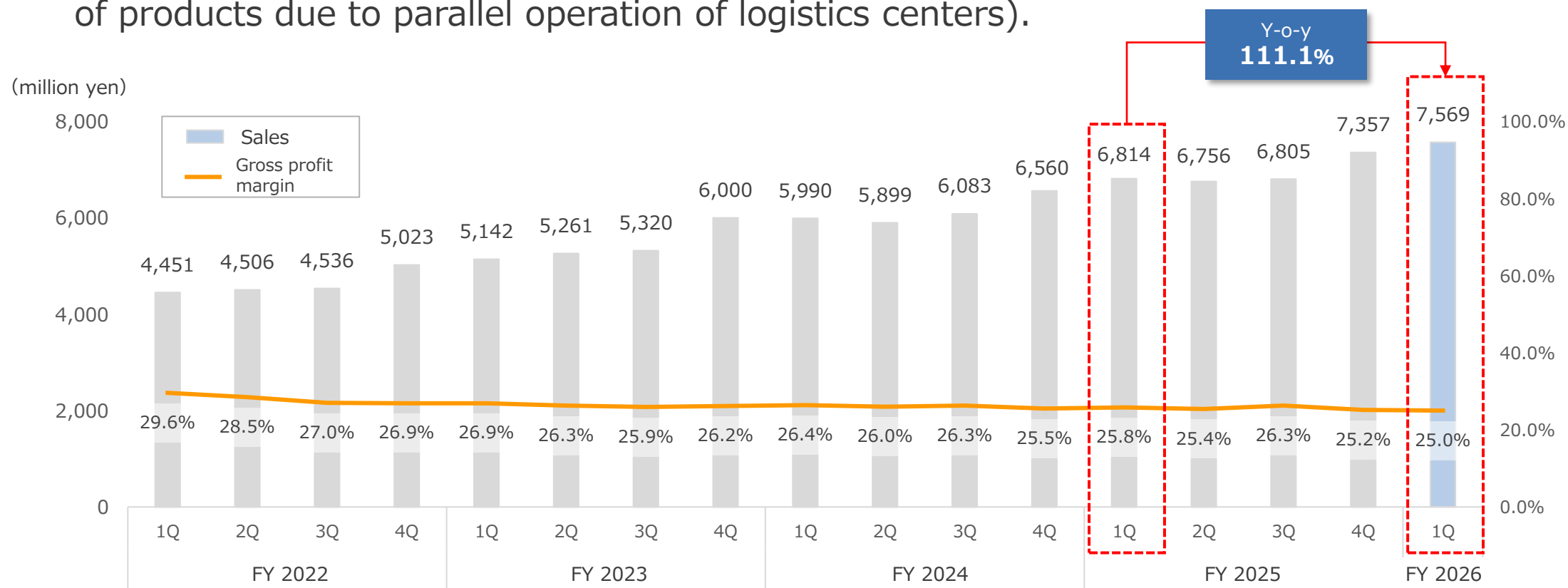
■ Sales

7,569 million yen (Y-o-y 111.1%)

■ Segment Profit

233 million yen (Y-o-y 73.3%)

■ Although sales have continued to grow at double-digit rates, gross profit margins have declined due to the impact of increased shipping costs (increased split shipments of products due to parallel operation of logistics centers).



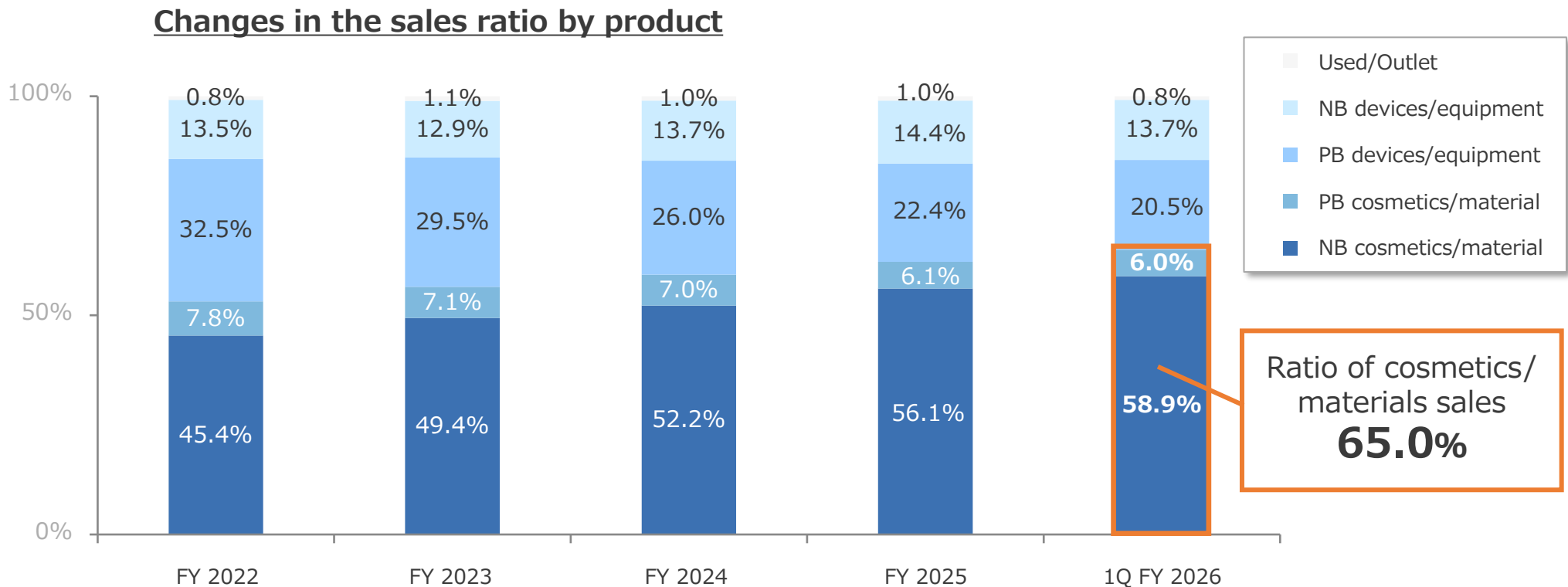
1Q FY 2026 Wholesaling Business②

【 Sales by Product 】

■ **Devices/equipment sales** **2,652** million yen (Y-o-y 102.7%)

■ **Cosmetics/material sales** **4,916** million yen (Y-o-y 116.2%)

■ The NB cosmetics/material category continues to grow rapidly, and its sales composition ratio has increased to approximately two-thirds of total sales.



1Q FY 2026 Wholesaling Business③

【 Sales by Channel 】

■ EC sales

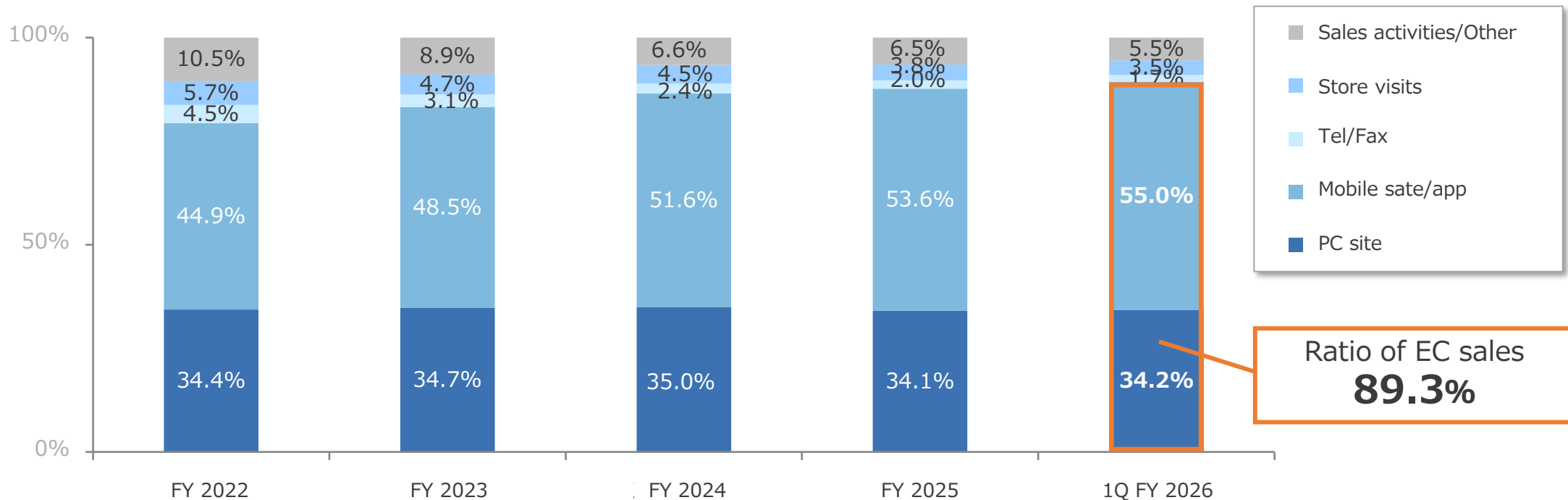
6,756 million yen (Y-o-y 113.2%)

■ Non-EC sales

813 million yen (Y-o-y 95.9%)

■ As orders are increasingly concentrated online (including face-to-face negotiations), the proportion of EC sales has risen to nearly 90%.

Changes in the sales ratio by channel



※All sales of Adachi Factory Inc., group companies, fell into the sales activities/other channel.

1Q FY 2026 Wholesaling Business④

【 KPI Highlights 】

■ Active users (YAU)

Users who made one or more purchases in the past year

196,513
accounts

Y-o-y 109.2%

■ Loyal users

Users who made six or more purchases in the past year

87,333
accounts

Y-o-y 113.0%

■ Yearly ARPU

ARPU is the abbreviation for “Average Revenue Per User”

145,214 Yen

Y-o-y 101.8%

■ Contracts of purchasing customers

559,145
contracts

Y-o-y 114.9%

■ Average spending per order

12,617 Yen

Y-o-y 98.2%

■ “Salon.EC” Number of application salons

3,177
applications

Y-o-y 118.4%

■ Number of new member registrations via Air ID linking

Collaboration begins at the end of September 2024

1,308
accounts

Y-o-y - %

※The above KPI figures do not include the sales of group companies other than Beauty Garage and Eyelash Garage.

※Annual ARPU does not reflect sales from users within one year after registration of membership.

1Q FY 2026 Store Design Business①

【 Changes in sales/gross profit margin ratio 】

■ Sales

770 million yen

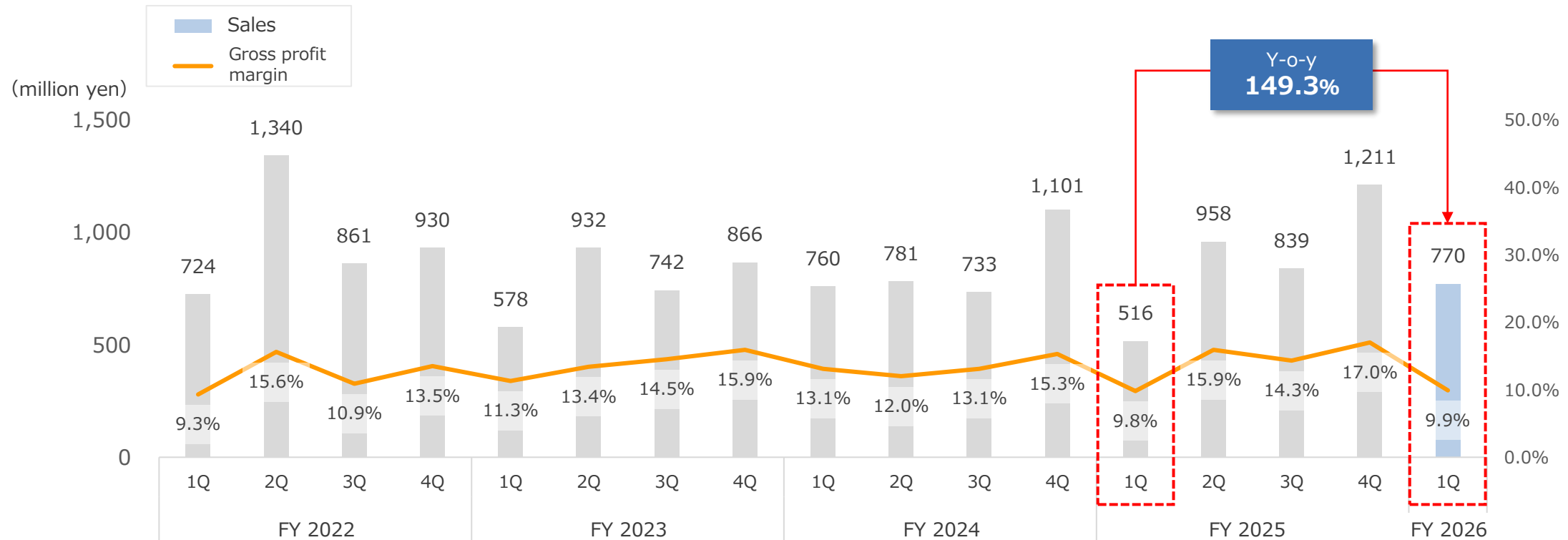
(Y-o-y 149.3%)

■ Segment Profit

△5 million yen

(Segment profit was △11million yen in the same period of the previous year.)

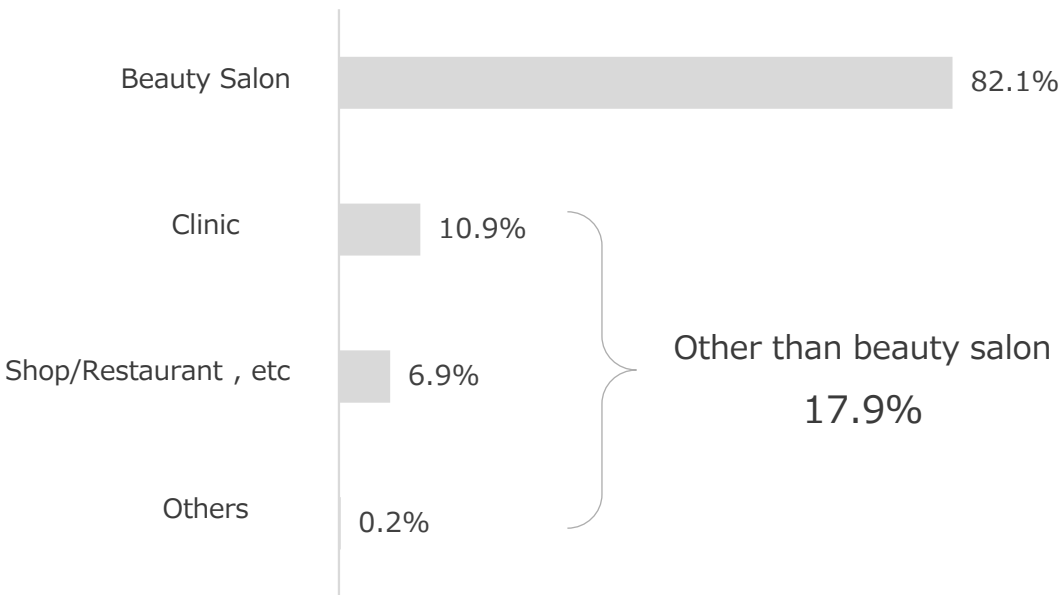
■ As the company continued to acquire new clinic projects, both the number of projects and unit price increased, resulting in a significant increase in sales compared to the previous period. However, due to the impact of unprofitable projects, the gross profit margin was sluggish, resulting in a slight loss in segment profit.



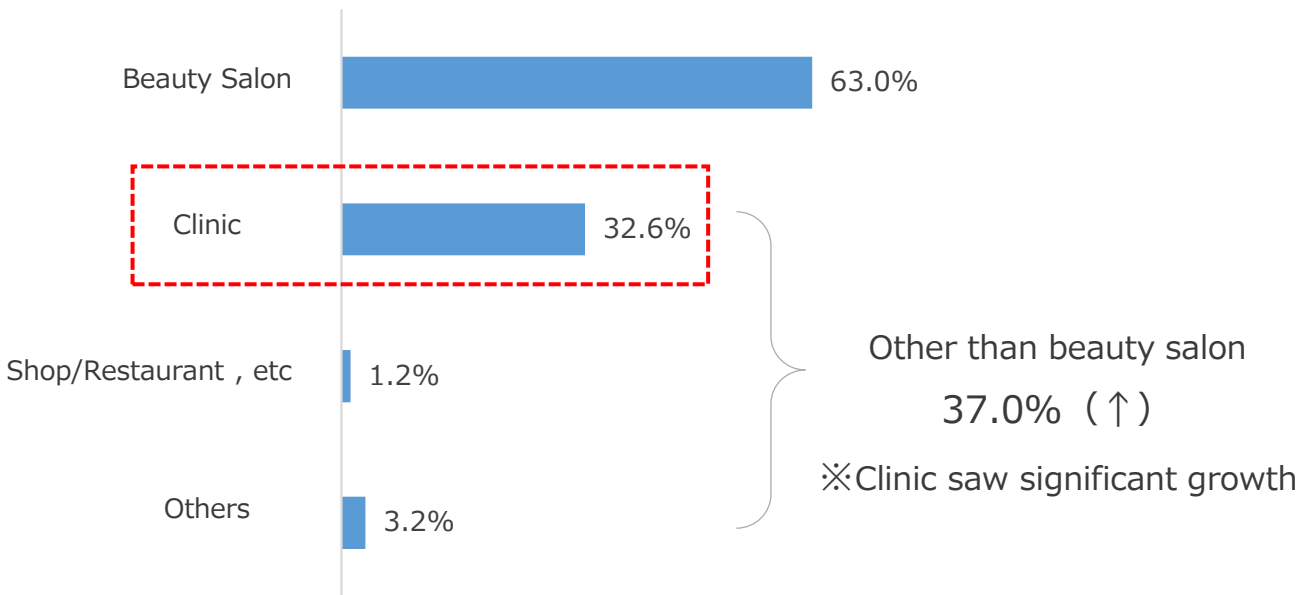
1Q FY 2026 Store Design Business②

【 Sales composition ratio by project category 】

1Q FY2025



1Q FY2026



Case example



Beauty Salon



Clinic



Shop
/Restaurant , etc



Others

Entrusted contracts

(those with sales of 1 million yen or more)

76 per year
(Y-o-y 135.7%)

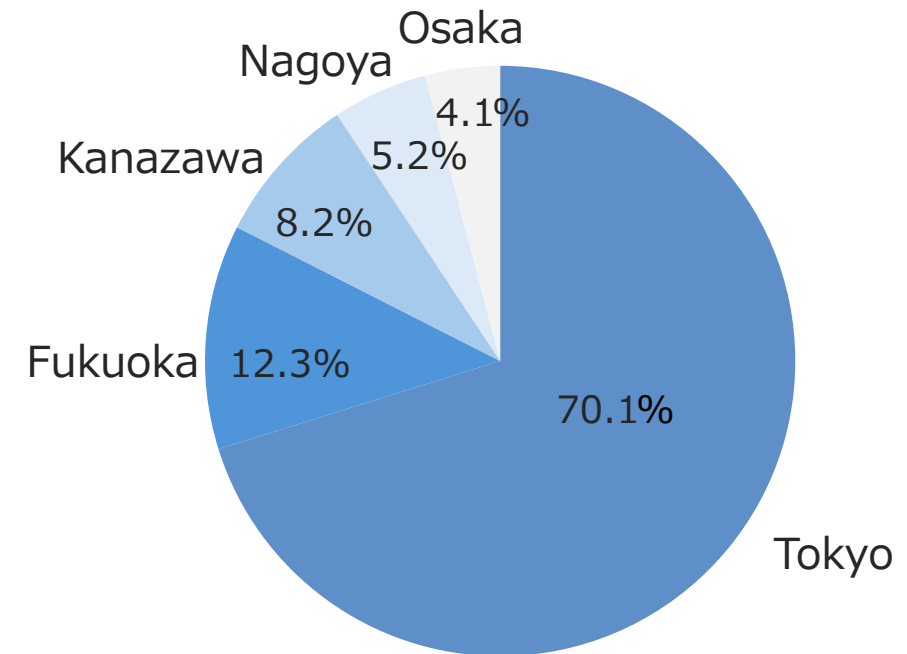
※Entrusted contracts total 229 when including those with sales of less than 1 million yen.(Y-o-y 111.7%)

Average unit price of contracts

(those with sales of 1 million yen or more)

@9,927 thousand yen
(Y-o-y 104.5%)

Sales composition by base



1Q FY 2026 Other Solution Business①

【 Changes in sales/gross profit margin ratio 】

■ Sales

671 million yen

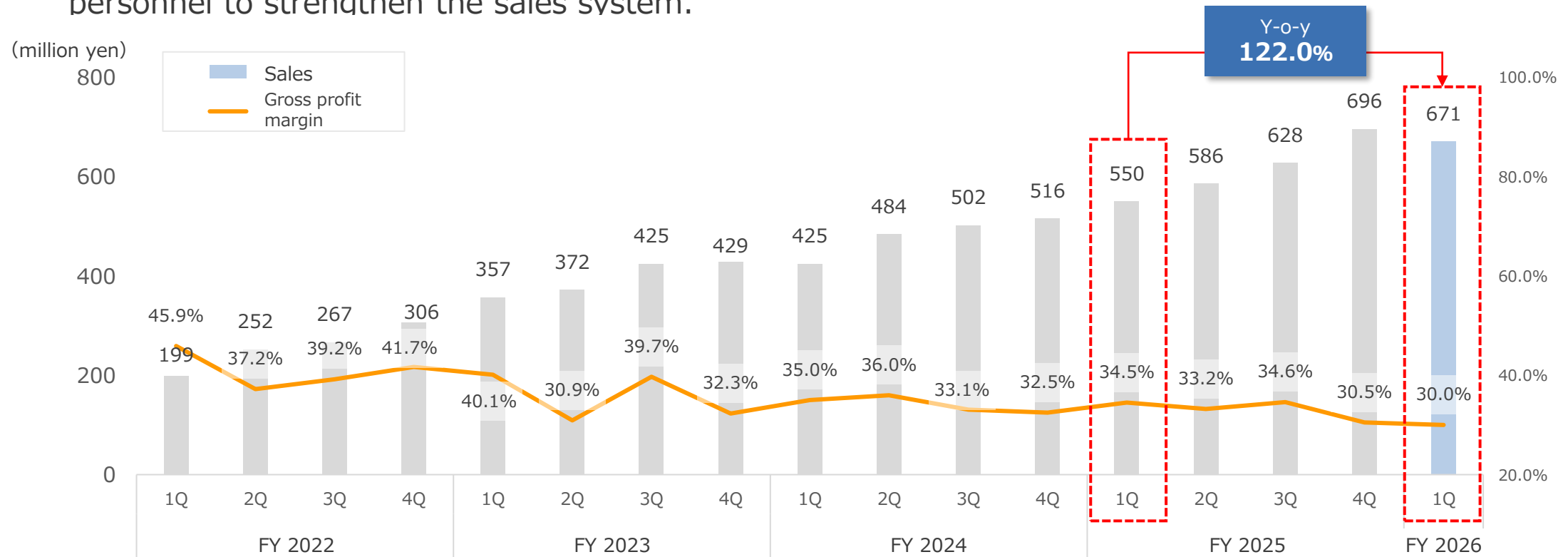
(Y-o-y 122.0%)

■ Segment Profit

57 million yen

(Y-o-y 87.8%)

■ Contracts for stock-type services are steadily increasing, and sales continue to grow by over 20% compared to the previous period. However, gross profit margins are on a slight downward trend due to the high growth of store leasing. In addition, segment profits decreased due to an increase in personnel to strengthen the sales system.



1Q FY 2026 Other Solution Business②

【 KPI Highlights 】

■ Number of store lease / sublease contracts	300 contracts	Y-o-y	122.0%
■ Number of salon insurance contracts	13,715 contracts	Y-o-y	119.3%
■ Number of affiliated business cards issued (Salon Professional Card)	6,389 cards	Y-o-y	123.1%
■ Number of card payment terminal contracts	1,997 contracts	Y-o-y	111.6%
■ Number of contracts for various infrastructure services (Electricity, Optical line, USEN, POS, e-book)	2,679 contracts	Y-o-y	122.9%

※All of the above figures are basically cumulative and are values currently held.

■ There are no changes to the earnings forecast.

(million yen)

	Sales	Operating profit	Ordinary profit	Net profit
FY 2025 (Actual)	33,721	1,594	1,584	1,019
FY 2026 (Forecasts)	38,080	1,841	1,830	1,291
	—	Operating profit ratio 4.8%	Ordinary profit ratio 4.8%	Net profit ratio 3.4%
Y-o-y	112.9%	115.5%	115.5%	126.7%

Reference: Towards compliance with the Tokyo Stock Exchange Prime Listing Maintenance Standards

■ In July 2025, we disclosed our "Plan for Compliance with Listing Maintenance Standards (Entering Improvement Period)."

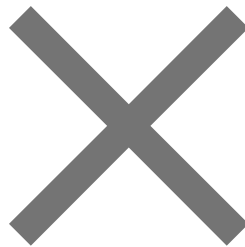
As of July 31, 2025, when the closing price of our shares is 1,709 yen, our total market capitalization of tradable shares will be approximately 12 billion yen (estimated by our company), which satisfies the criteria for maintaining listing (market capitalization of tradable shares of 10 billion yen or more). However, in preparation for the risk of future stock price fluctuations, we will strive to further improve our corporate value through the following initiatives (1) to (4).

**①Steady implementation of the midterm management plan
will result in growth potential in business performance**

The "MidTerm Management Plan 2025-2029" was announced on June 9, 2025. The company aims to achieve its numerical plans and target KPIs by steadily implementing its growth strategies and various measures.

**②Increasing the number of tradable shares to improve the
tradable share ratio**

An off-floor stock sale will be conducted on July 18, 2025, increasing the ratio of shares outstanding by more than 3.9 points.



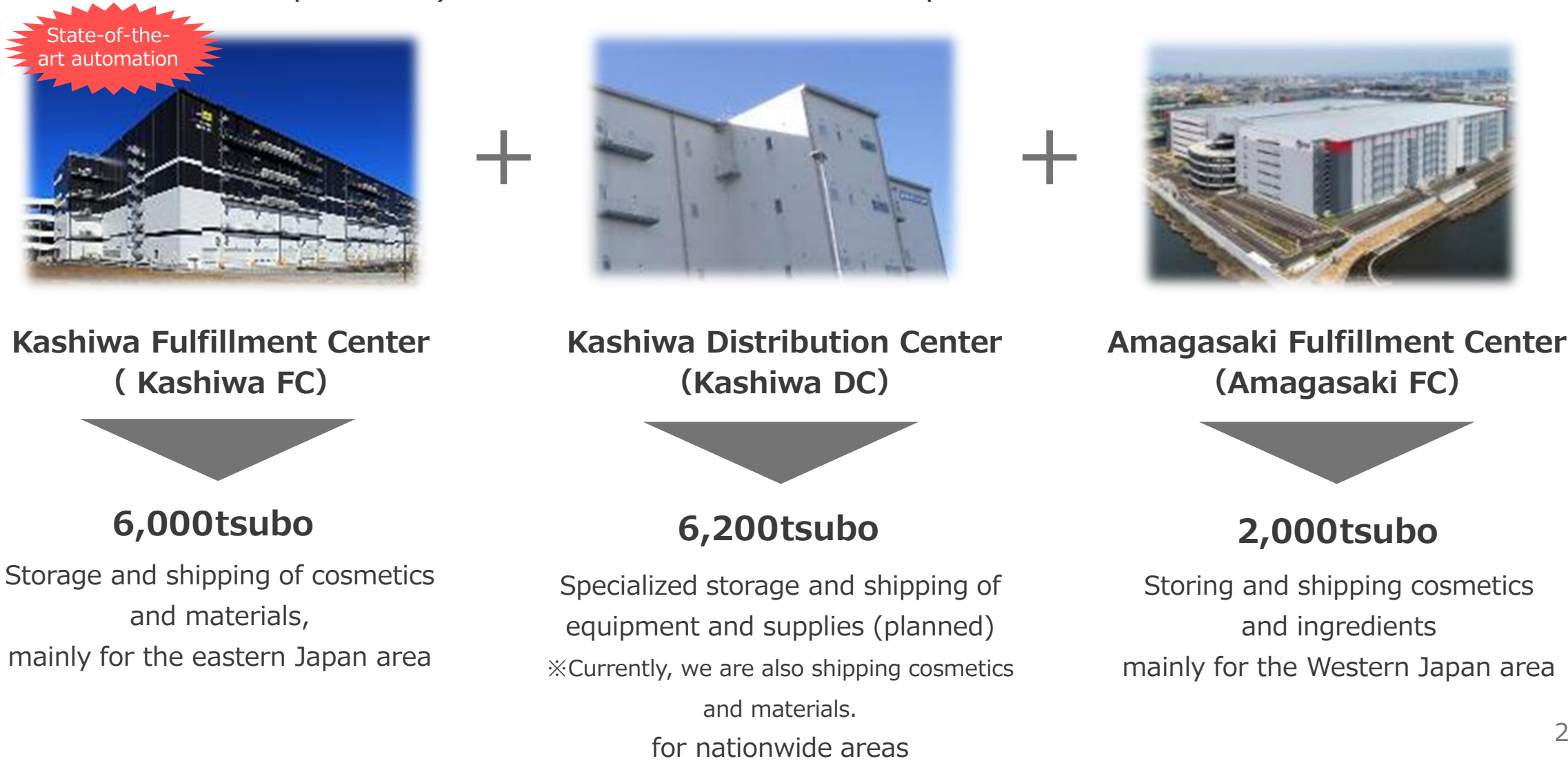
③Improvement of IR

Plans to increase staff to strengthen information dissemination to investors. Hosted tours of new logistics center for analysts and institutional investors.

**④ Promoting efforts to realize management that takes into
account capital costs and stock prices**

Disclosed in the supplementary financial results materials on June 9, 2025.

- With the partial start of operations of our new logistics base (Kashiwa FC), our company now has three logistics bases in the east and west.
- ※ Full-scale operation of Kashiwa FC (centralization of shipments of cosmetics and ingredients to the eastern Japan area) is scheduled for the second quarter.



Reference: Charity haircut event for elementary and junior high school students

■ In August 2025, as part of our social contribution efforts through beauty, we held a "Summer Vacation Charity Haircut" event for elementary and junior high school students.

※ All proceeds from this event were donated to a children's support organization.



主催：株式会社ビューティガレッジ 事務局：株式会社セイフアート お問い合わせ先：[email] 03-5464-1496



On the day, hairdressers who volunteered from several famous salons offered haircuts for elementary and junior high school children for 500 yen, and also helped children with their independent research projects as "hair professionals" in an event called "Summer Vacation Independent Research Project." The children learned about the wonders of hair and the work of a hairdresser.

■ The "Hair Color Container Collection Project," which began in June 2022, reached a total of 3 million containers collected in August 2025 (weighing approximately 30 tons, provided to 3,616 salons). The total number of trees planted through donations from the profits earned has exceeded 200 (267 trees as of August 2025).

Activity overview



①Collect colorant containers, recycle collected containers, and donate the proceeds

We collect used color containers from member salons at our showrooms, stores, and distribution centers (reducing waste). We recycle the aluminum contained in the containers as a resource. (Proceeds are donated to tree planting activities.)



②Tree planting carried out by the Environmental Relations Institute (Present Tree in Fuefuki Ashigawa)

As of August 2025, donations have been made to over 200 tree planting activities (267 trees).

Appendix

Business Model

Beauty Garage is a corporate group operating businesses for beauty salons such as hair salons, esthetic salons, nail salons and eyelash salons, (i) B to B wholesale business of beauty products, (ii) store design business and (iii) opening/management solution business, with a combination of IT and real.

Corporate Philosophy/Slogan

Change the beauty industry

Beauty Garage aims to change the old-fashioned beauty industry bound with vested interests and old business practices by creating new value.

Business description

**Wholesaling
Business**
of beauty products
for professionals

**Store Design
Business**

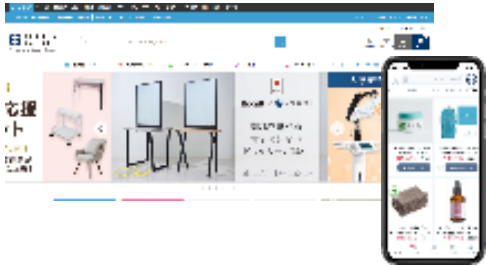
**Solution
Business**

Fund procurement, leases,
property introduction,
customer attraction support,
POS, insurance, etc.

Sales channels

ONLINE (Digital)

EC site & app



×

OFFLINE (Face to face)

Showroom & Store



+

Corporate
sales



Main
customers

Barbers
Beauty salons

Esthetic salons

Massage
Relaxation

Nail salons

Eyelash salons

Acupuncture and
osteopathic clinic

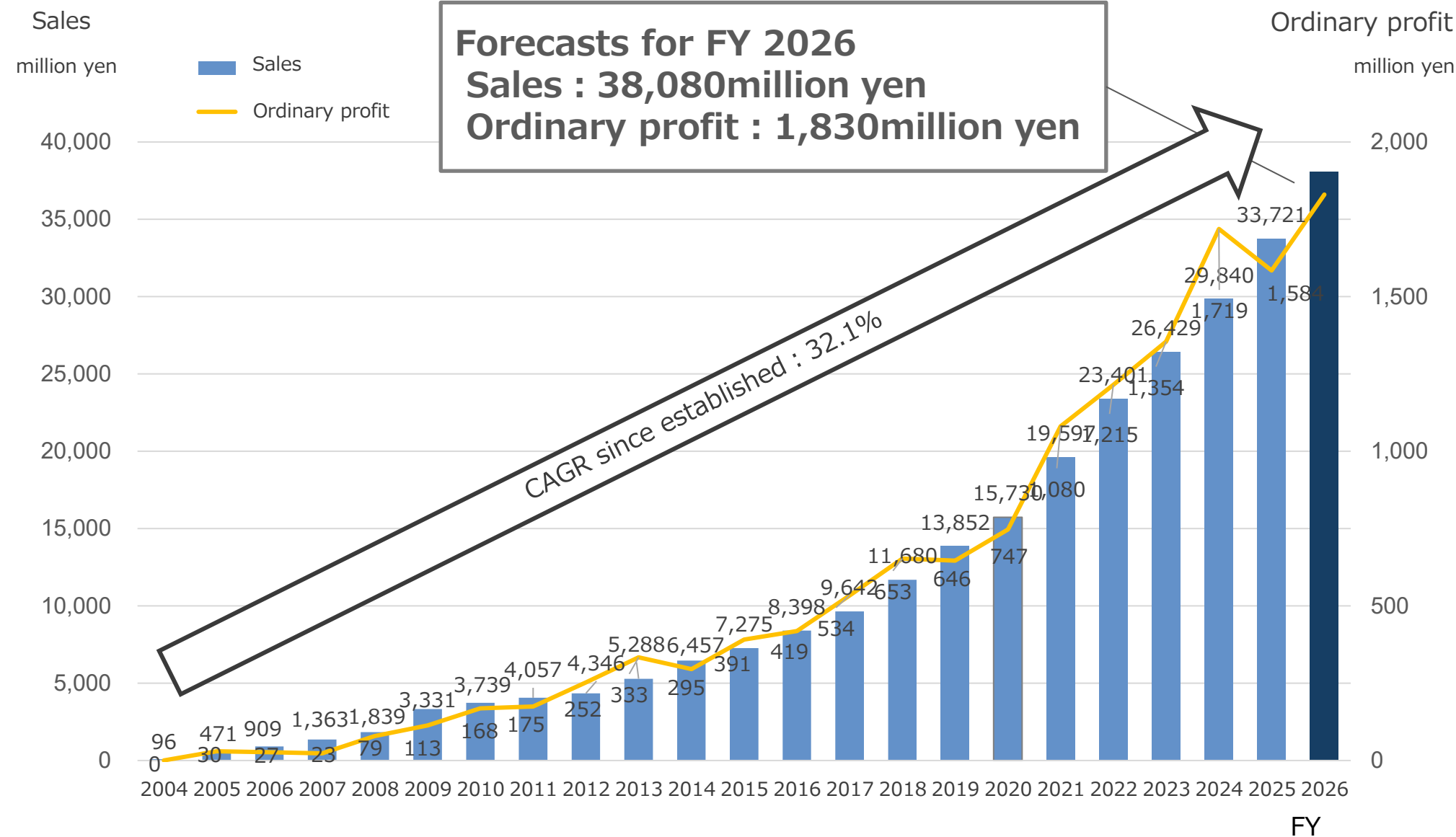
Fitness
Sports Gym

Major Group Companies

Group companies total 15 companies,
including 12 Japanese companies and 3 overseas companies.



	Name of company	Business description
	Tough Design Product Inc.	Store design/construction
	Eyelash Garage Inc.	Services for eyelash salons
	BG Partners Inc.	Store lease/financial support
	Adachi Factory Inc.	Manufacturing and selling of meatal devices/equipment
	MATSUKAZE CO., LTD.	Manufacture and sale of professional eyelash extensions
	BG Reuse, Inc.	Sales of used hairdressing equipment
	GYM GARAGE, Inc.	Sales of used fitness equipment
	BG Ventures, Inc.	Investment business/operation of investment partnerships
	HAIR MODE Inc.	Publishing magazines, books, video content, and e-books for hairdressers



Japan's No. 1 BtoBplatform for purchasing beauty products for professionals

BEAUTY GARAGE ONLINE SHOP

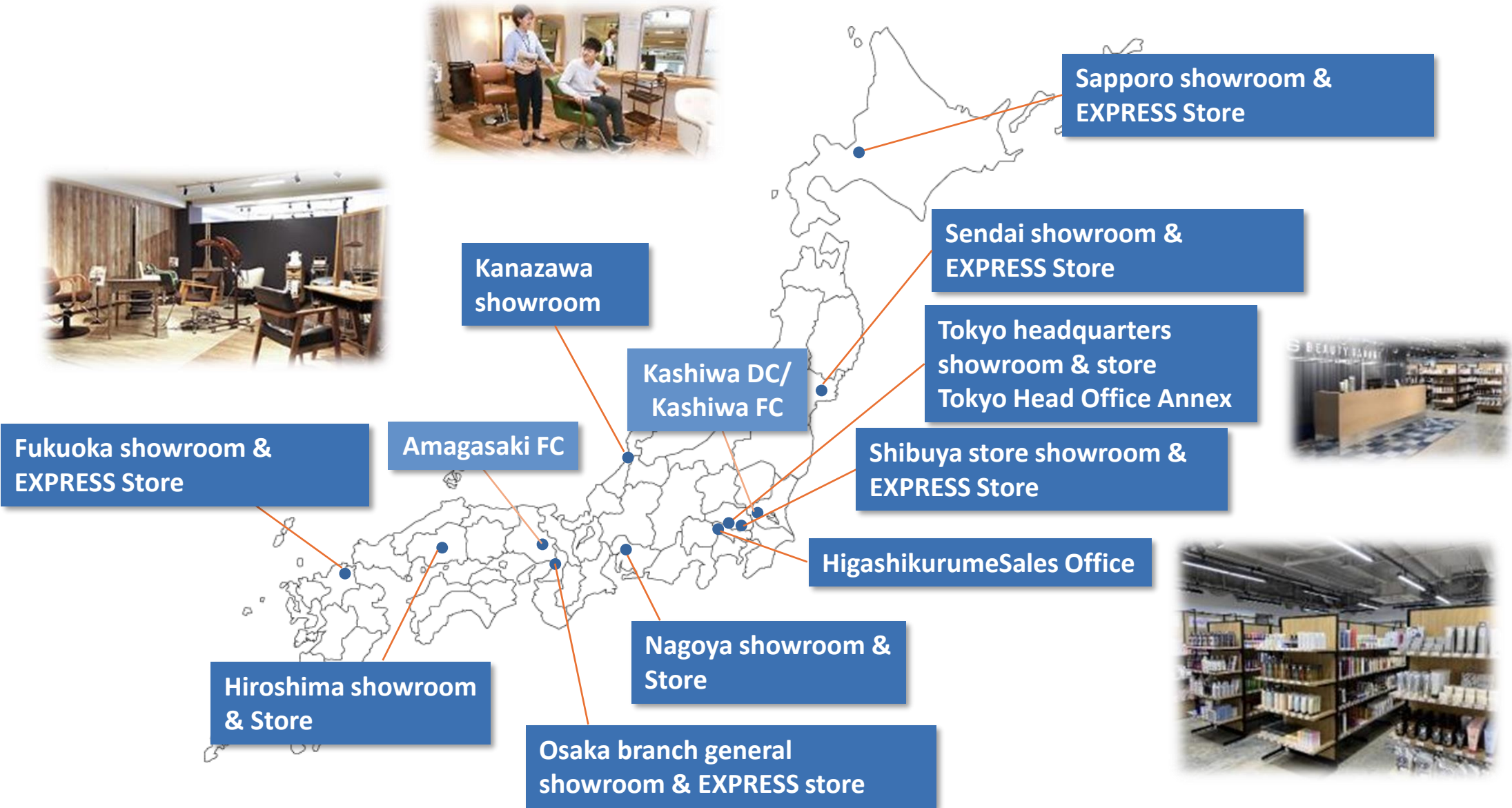


ONLINE × OFFLINE
Omni-channel approach



Showroom · store / Corporate sales

Our advantage② Real bases covering major cities nationwide



Our advantage③ A product lineup with “everything you need for your salon”



Product Category Total number of products sold : over 3.25 million※ ※As of the end of July 2025

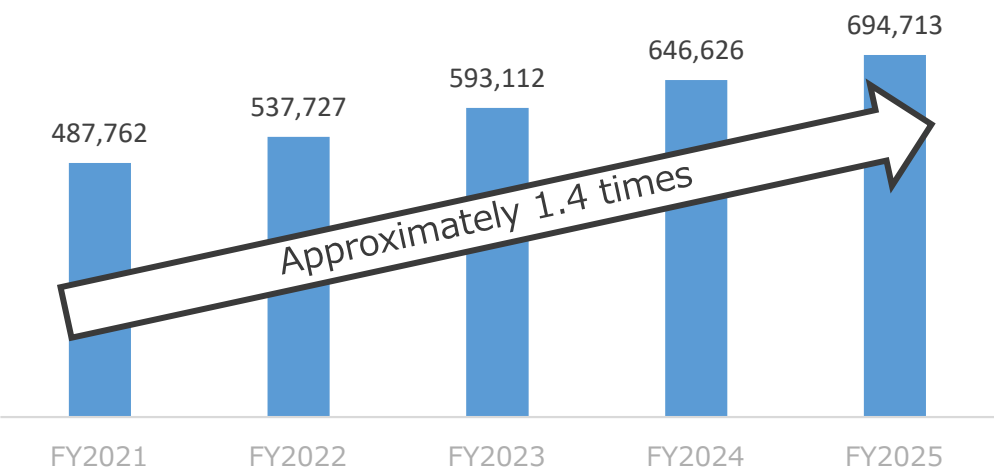
Beauty salons equipment	Esthetic equipment	Nail furniture	Eye beauty equipment	Fitness equipment
Beauty cosmetics	Esthetic cosmetics	nail materials	Eye beauty materials	Fitness supplies
Acupuncture and osteopathic supplies				

Main brands handled Total number of manufacturers/brands handled : 1,808 Companies※
(Cosmetics/material : 1,345※ companies)

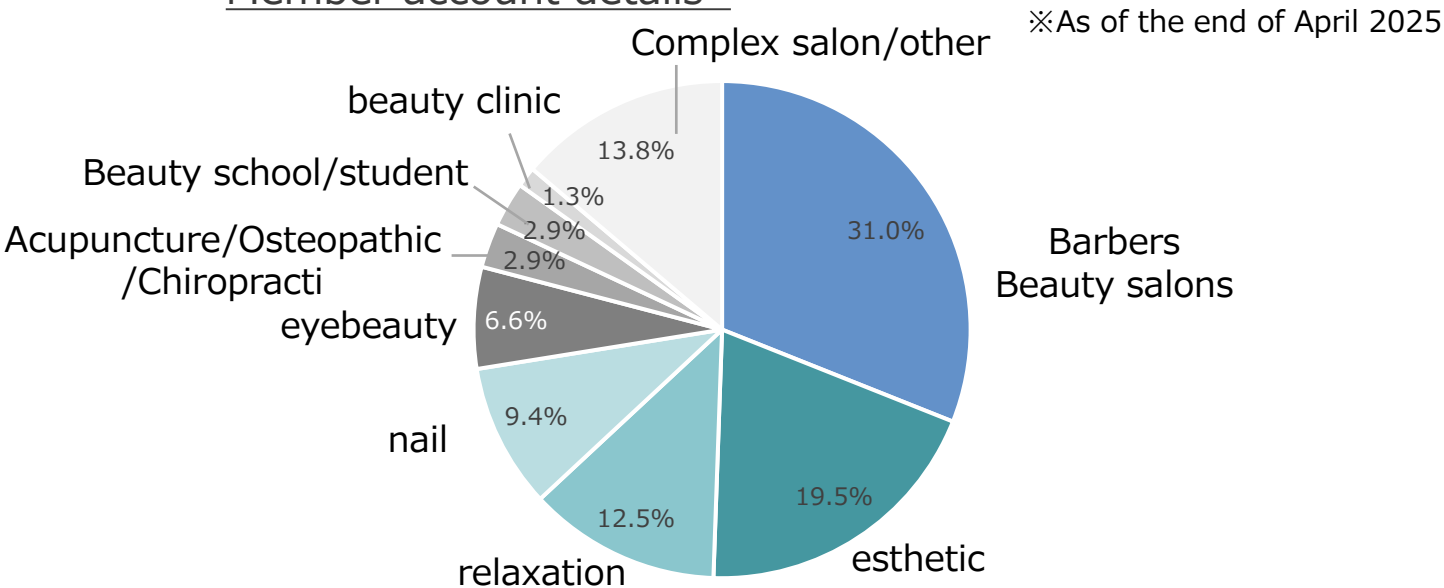


Our advantage④ Japan's No. 1 overwhelming member base of beauty business operators

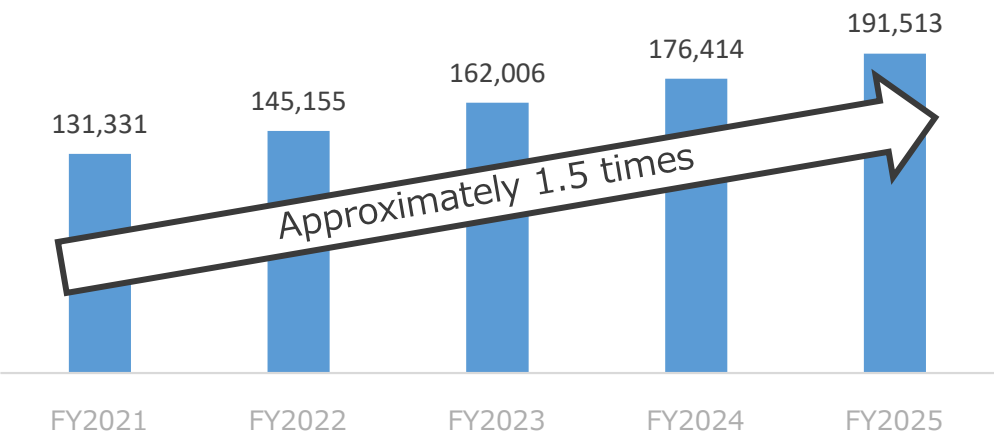
Changes in the number of Cumulative member accounts



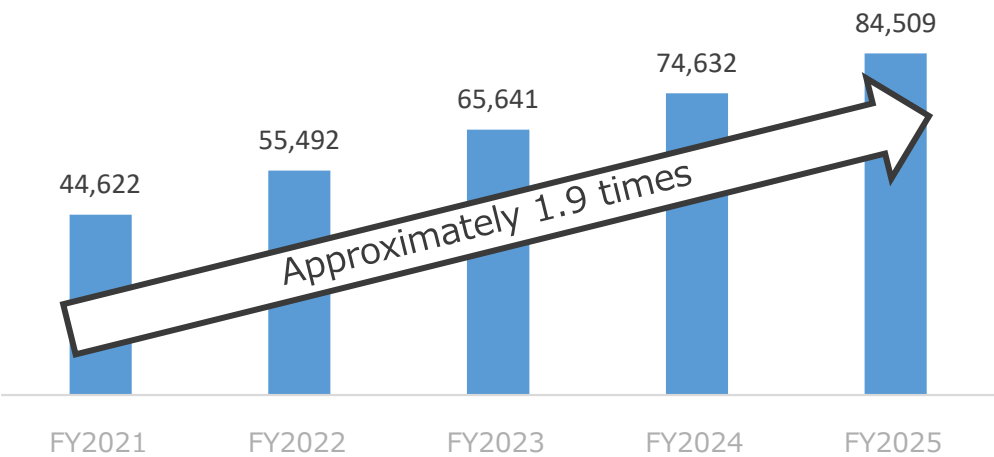
Member account details※



Changes in the number of active users



Changes in the Number of loyal users



Our advantage⑤ A logistics platform system that supports the beauty industry



■ Product flow in the BtoB beauty industry that we are involved in

In addition to delivering manufacturer products to salons, we also handle shipping from salons to general consumers.



Next day delivery available areas



Amagasaki FC



Kashiwa DC + Kashiwa FC

※九州地区(一部の離島および山間部を除く)は12時までにご注文をいただいた場合に限りです。



■ Part of the latest material handling equipment installed at Kashiwa FC

Achieving significant productivity improvement (cost reduction) through promotion of automation

①High-performance, space-saving storage and retrieval system "Multi-Shuttle"



②Tray-type vertical storage system "Modula"



③DPS (Digital picking system)



④Intelligent conveyor system "Ecoloveya"





- Many up-and-coming young designers including first-class/second-class architects are enrolled
- The industry's largest number of contracts and sales
- Covering a wide area with 5 bases nationwide: Tokyo/Osaka/Nagoya/Fukuoka/Kanazawa



01
HAIR SALON



02
NAIL / EYELASH
ESTHE SALON



03
BARBER



04
CLINIC



05
SHOP



06
HOUSE
RENOVATION



Opening support service

By capturing latent demand for independent openings and new store openings, we aim to promote comprehensive orders centered on equipment and interiors.



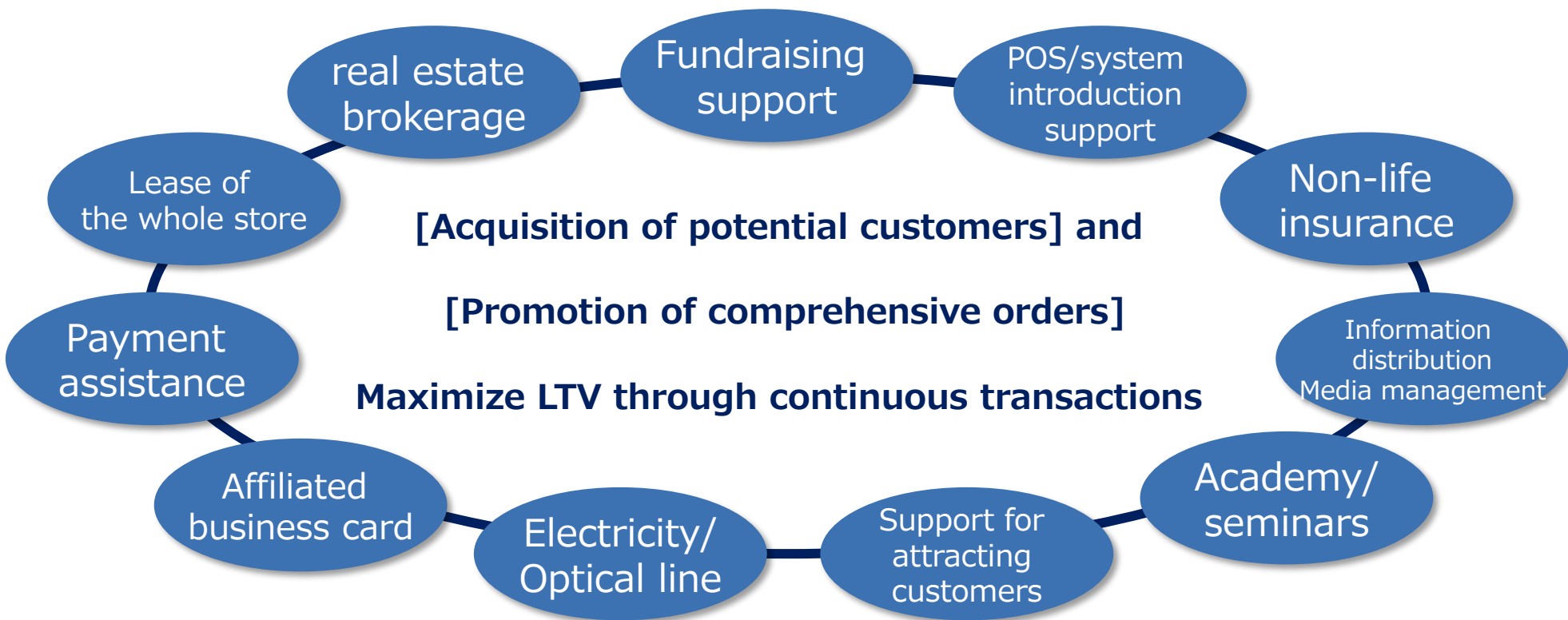
**Flow-type
revenue**

Management support service

Continue to accumulate orders for materials such as consumables and cosmetics by strengthening prosperity support services for existing stores and customers after opening.



**stock-type
revenue**



We will continue to expand our services with a focus on solutions, and also strive to expand our target customer base by expanding into neighboring markets and overseas.

Expanding the range
of products
and services offered



Expanding target customer areas

※Figures are estimates based on Yano Research Institute's "Beauty Salon Marketing Directory 2022 Edition" and "Aesthetic Salon Marketing Directory 2022 Edition," the Japan Nail Technician Association's "Nail White Paper 2020," Nihon Jitsugyo Publishing's "The Latest Beauty Salon Opening Guide Without Failure," articles in the Eye Beauty Journal, materials from the Japanese Society of Aesthetic Plastic Surgery (JSAPS), and the Ministry of Health, Labor and Welfare's "2018 Medical Facility [Dynamics] Survey."