

# KURASHICOM

Summary of Results for the Nine Months Ended April 30, 2025

June 13, 2025 Kurashicom Inc.

(TOKYO GROWTH MARKET: 7110)

#### HIGHLIGHTS

"Hokuoh Kurashi no Douguten" Sales Growth Ratio

 $_{\text{YoY}} + 27.4\%$ 

2.23b Record high

Consolidated Sales Growth Ratio

 $y_{0}y + 26.3\%$ 

2.29b Record high level

Consolidated EBITDA margin

14.9%

Upward Revision

of Earnings forecast and Dividend

- The sales of "Hokuoh Kurashi no Douguten" were strong, enough to reach a record high of 2.23 billion yen in this segment and grew at a high rate of 27.4% YoY.
- The consolidated sales also grew 26.3% to a record 2.29 billion yen, almost the same as in 2Q.
- Despite an increase in advertising and other costs, consolidated EBITDA for the 3Q was 341 million yen and EBITDA margin was 14.9%.
- Revised the business forecasts and dividend upward as each profits exceeds 100% of the previous forecast.

### Statements of Income for 3Q of FY7/2025 vs. 3Q of the Previous Year



Consolidated net sales grew 26.3%, reaching a record high level of 2.29 billion yen following 2Q.

EBITDA slightly declined due to an increase in SG&A expenses, but 341 million yen was recorded and EBITDA margin was sufficient at 14.9%.

Both sales and profits significantly exceeded the business forecast disclosed in December.

[¥Million]

	3Q Results FY Jul.25	3Q Results FY Jul.24	Change	Change[%]	
Net Sales	2,291	1,814	+476	+26.3	
Cost of sales	1,258	985	+272	+27.6	
Gross Profit	1,033	829	+204	+24.6	
Gross profit ratio	45.1%	45.7%	-	-	
SG&A	710	486	+224	+46.1	
Operating profit	323	343	△20	△5.9	
Operating profit ratio	14.1%	18.9%	-	-	
Ordinary profit	330	346	△16	△4.8	
Ordinary profit ratio	14.4%	19.1%	-	-	
Profit attributable to owners of parent	214	230	△16	△7.0	
EBITDA	341	360	△19	△5.4	
EBITDA margin	14.9%	19.9%	-	-	

YoY Sales **Growth Ratio** 

+26.3%

**EBITDA** margin

14.9%

#### Results by segment for 3Q of FY7/2025 vs. 3Q of the Previous Year



The "Hokuoh Kurashi no Douguten" sales grew 27.4% to a record high.

Number of purchasers grew 29.0% overall due to an increase in new purchasers from marketing investments as well as continuations and revivals.

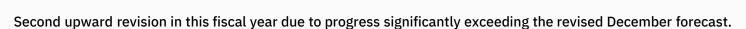
"foufou" achieved YoY sales growth for the first time since joining the group, a trend expected to continue from 4Q onward. Pop-up and other events were also successful.

[¥Million]

		3Q Results FY Jul. 25	3Q Results FY Jul. 24	Change	Change[%]
Hokuoh Kurashi no Douguten Segment	Net Sales	2,236	1,756	+480	+27.4%
	EBITDA	344	359	△14	△4.0%
	EBITDA margin	15.4%	20.4%	-	-
foufou Segment	Net Sales	60	58	+1	+3.0%
	EBITDA	△2	1	△3	△243.6%
	EBITDA margin	△3.5%	2.5%	-	-
Consolidated	Net Sales	2,291	1,814	+476	+26.3%
	EBITDA	341	360	△19	△5.4%
	EBITDA margin	14.9%	19.9%	-	-



#### **Revised Business Forecasts for FY7/2025**



Sales of "Hokuoh Kurashi no Douguten" continue to grow faster than expected.

Cost rate improved. Each profits increased significantly from the previous forecast due to fixed cost reductions.

[¥Million]

	FY Jul. 2025 Revised Forecasts	FY Jul. 2025 Revised forecasts in December	Change[%] to Revised forecasts in December
Net Sales	8,420	8,200	+2.7%
Gross Profit	3,740	3,570	+4.8%
Operating Profit	980	760	+28.9%
Ordinary Profit	1,000	780	+28.2%
Profit attributable to owners of parent	650	500	+30.0%
EBITDA	1,050	830	+26.5%
EBITDA margin	12.5%	10.1%	-

## **Revised Business Forecasts for FY7/2025**

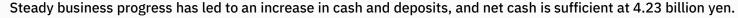
Upwardly revised "Hokuoh Kurashi no Douguten" due to better-than-expected progress in both sales and EBITDA. No change in "foufou" due to steady progress.

[¥Million]

		FY Jul. 2025 Revised Forecasts	FY Jul. 2025 Revised forecasts in December	Change[%] to Revised forecasts in December
Hokuoh Kurashi no Douguten Segment	Net Sales	8,150	7,930	+2.8%
	EBITDA	1,045	825	+26.7%
	EBITDA margin	12.8%	10.4%	-
foufou Segment	Net Sales	270	270	±0
	EBITDA	5	5	±0
	EBITDA margin	1.9%	1.9%	-
Consolidated	Net Sales	8,420	8,200	+2.7%
	EBITDA	1,050	830	+26.5%
	EBITDA margin	12.5%	10.1%	-



#### Balance Sheets at 3Q of FY7/2025



Equity ratio remains healthy at 83.2%.

Merchandise increased from the end of the previous fiscal year due to seasonality and the amount of reserves needed to support

sales growth. [¥Million]

	As of Apr. 30, 2025	As of Jul. 31, 2024	Change	Main Reason for change
Total Assets	6,213	5,596	+616	
Current Assets	5,557	4,890	+666	
Cash and deposits	4,336	4,195	+141	<ul> <li>Cash from operating activities +725M (Subtotal of CF from Operations)</li> <li>Corporate tax payment △415M、Dividend payment △125M</li> </ul>
Merchandise	603	423	+180	Hokuoh Kurashi no Douguten +196M
Other	616	271	+345	Increase of accounts receivable
Non-current assets	656	706	△50	Amortization, foufou store closure
Liabilities	1,042	869	+172	
Borrowings	113	152	△39	Repayment
Other	929	717	+212	<ul><li>Increase of accounts payable</li><li>Decrease in income taxes payable etc.</li></ul>
Net Assets	5,170	4,726	+443	<ul> <li>Profit +569M</li> <li>Dividend payment △125M</li> <li>Copyright 2025 Kurashicom Inc. All Rights Reserved.</li> </ul>