



KURASHICOM

Results for the Fiscal Year Ended July 31, 2025

September 12, 2025 Kurashicom Inc.

(TOKYO GROWTH MARKET : 7110)

HIGHLIGHTS



“Hokuoh Kurashi no Douguten”
Sales Growth Ratio

YoY **+23.8%**

8.26b Record high

Consolidated
Sales Growth Ratio

YoY **+21.1%**

8.49b Record high

Consolidated
EBITDA

YoY **+1.3%**

1.16b Record high

Annual dividend
per share

48yen

Record high

- The sales of “Hokuoh Kurashi no Douguten” achieved a re-acceleration of growth that far exceeded initial expectations, enough to reach a record high of 8.26 billion yen in this segment and grew at a high rate of 23.8% YoY.
- The consolidated sales also grew 21.1% to a record 8.49 billion yen.
- Despite an increase in advertising and other costs, sales were stronger than expected, and consolidated EBITDA reached a record high of 1.16 billion yen.
- Dividend also reached a record high of 48 yen per share.

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

Marketing investments have borne fruit early, Consolidated net sales grew 26.3%, reaching a record high of 8.49 billion yen and achieved higher-than-expected growth.

Improvements in cost of goods sold and logistics costs, which are recorded as cost of sales, have led to a 1.1% increase in gross profit margin.

Marketing costs increased, but other fixed costs were kept down, resulting in high profits despite the upfront investment period.

[¥ Million]

	Results FY Jul. 25	Results FY Jul. 24	Change	Change[%]
Net Sales	8,490	7,012	+1,477	+21.1
Cost of sales	4,678	3,940	+738	+18.7
Gross Profit	3,812	3,072	+739	+24.1
Gross profit ratio	44.9%	43.8%	-	-
SG&A	2,721	1,988	+732	+36.8
Operating profit	1,090	1,083	+7	+0.7
Operating profit ratio	12.8%	15.5%	-	-
Ordinary profit	1,111	1,150	△39	△3.4
Ordinary profit ratio	13.1%	16.4%	-	-
Profit attributable to owners of parent	716	785	△69	△8.9
EBITDA	1,163	1,148	+14	+1.3
EBITDA margin	13.7%	16.4%	-	-

YoY Sales
Growth Ratio

+21.1%

EBITDA
margin

13.7%

Results by segment for FY7/2025 vs. the Previous Year

"Hokuoh Kurashi no Douguten" achieved a sales growth of 23.8%, significantly exceeding the previous fiscal year's growth rate of 10.2% and representing a 2.3x increase.

The sales of "foufou" decreased as a result of reduced order volume following a decline in demand from the second half of the previous fiscal year, and was unable to recover fixed costs, resulting in lower revenue and profits.

Since the 2H of FY7/2025, inventory consumption rate have improved, confirming a recovery in demand.

[¥ Million]

		Results FY Jul. 25	Results FY Jul. 24	Change	Change[%]
Hokuoh Kurashi no Douguten Segment	Net Sales	8,269	6,677	+1,592	+23.8%
	EBITDA	1,179	1,108	+70	+6.4%
	EBITDA margin	14.3%	16.6%	-	-
foufou Segment	Net Sales	227	335	△107	△32.1%
	EBITDA	△15	40	△56	-
	EBITDA margin	△6.8%	12.1%	-	-
Consolidated	Net Sales	8,490	7,012	+1,477	+21.1%
	EBITDA	1,163	1,148	+14	+1.3%
	EBITDA margin	13.7%	16.4%	-	-

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



Steady business progress has led to an increase in cash and deposits, and net cash is at a sufficient level of 4.62 billion yen.

The equity ratio remains healthy at 84.4%.

Sales remained strong even during the midsummer season. Increase in trade receivables and payables for inventory preparation after August.

[¥ Million]

	As of July 31, 2025	As of July 31, 2024	Change	Main Reason for change
Total Assets	6,296	5,596	+700	
Current Assets	5,654	4,890	+764	
Cash and deposits	4,728	4,195	+532	<ul style="list-style-type: none"> • Cash provided by operating activities+1,127M • Corporate tax payment△415M、Dividend payment△125M
Merchandise	547	423	+124	Hokuoh Kurashi no Douguten +141M
Other	378	271	+107	Increase of accounts receivable
Non-current assets	642	706	△64	Amortization, fufou store closure
Liabilities	979	869	+109	
Borrowings	103	152	△49	Repayment
Other	876	717	+158	<ul style="list-style-type: none"> • Increase of accounts payable • Decrease in income taxes payable etc.
Net Assets	5,317	4,726	+590	<ul style="list-style-type: none"> • Profit +716M • Dividend payment △125M



Expects to achieve its targets of ¥10 billion in sales and an EBITDA margin of approximately 15% for FY7/2027, one year ahead of schedule.

Sales are expected to maintain a high growth rate of approximately 20% for FY7/2026, and the EBITDA margin is also expected to recover.

[¥ Million]

	FY Jul.26 Forecast	FY Jul.25 Results	Change[%]
Net Sales	10,200	8,490	+20.1%
Gross Profit	4,508	3,812	+18.2%
Operating Profit	1,453	1,090	+33.2%
Ordinary Profit	1,473	1,111	+32.5%
Profit attributable to owners of parent	964	716	+34.6%
EBITDA	1,530	1,163	+31.5%
EBITDA margin	15.0%	13.7%	-

Forecasts by Segment for FY7/2026



"Hokuoh Kurashi no Douguten" expects sales to continue growing by nearly 20% through marketing investments and appropriate inventory preparation.

"foufou" will shift to an aggressive growth plan for FY7/2026, aiming to roughly double sales to 460 million yen and transition to a structure capable of generating solid profits.

[¥ Million]

		FY Jul.26 Forecast	FY Jul.25 Results	Change[%]
Hokuoh Kurashi no Douguten Segment	Net Sales	9,786	8,269	+18.3%
	EBITDA	1,488	1,179	+26.3%
	EBITDA margin	15.2%	14.3%	-
foufou Segment	Net Sales	460	227	+101.9%
	EBITDA	41	△15	(+56)
	EBITDA margin	9.0%	△6.8%	-
Consolidated	Net Sales	10,200	8,490	+20.1%
	EBITDA	1,530	1,163	+31.5%
	EBITDA margin	15.0%	13.7%	-