FY2/27 Q1

Financial Results Presentation Materials

(March 1, 2026 - May 31, 2026)

July 10, 2026

KOHNAN SHOJI Co., Ltd.

(Securities Code: 7516 TSE Prime)

FY2/27 Q1

1

FY2/27 Q1
Financial Results Summary

Statements of Income (Consolidated)

■ Operating revenues increased primarily due to increased demand for petroleum-derived products resulting from heightened tensions in the Middle East and growth in sales of air conditioners in anticipation of regulatory changes

■ Profit at each level increased due to growth in operating revenues and improvement in gross profit margin

Item (Millions of yen)	Fiscal Year Ended February 2026 Q1	Percentage of sales	FY2/27 Q1	Percentage of sales	YoY	YoY Change
Net Sales	126,419	-	141,601	-	112.0% **(Existing stores*: 107.5%)**	15,182
Operating Income	4,369	-	4,617	-	105.7%	247
Operating Revenues	130,789	-	146,219	-	111.8%	15,430
Gross profit **(Figures in parentheses indicate YoY change in gross profit margin)**	46,763	<Gross profit margin> 36.99%	52,521	<Gross profit margin> 37.09%	112.3% (0.10pt)	5,757
Selling, general and administrative expenses	44,024	34.8%	46,987	33.2%	106.7%	2,963
Operating income	7,109	5.6%	10,151	7.2%	142.8%	3,041
Ordinary Income	6,451	5.1%	9,770	6.9%	151.5%	3,319
Profit attributable to owners of parent Quarterly net income	4,373	3.5%	6,655	4.7%	152.2%	2,282

*** Stores that have been open for 13 months or more during the current fiscal year are classified as existing stores, and their sales performance is compared with the same period of the previous year.**

Statements of Income (Consolidated) Selling, General and Administrative Expenses

- Although SG&A expenses increased, they remained within the planned range, and combined with growth in operating revenues, the SG&A ratio decreased

  SG&A ratio (consolidated): Previous period 34.8% → Current period 33.2% (YoY ▲1.6 pt)

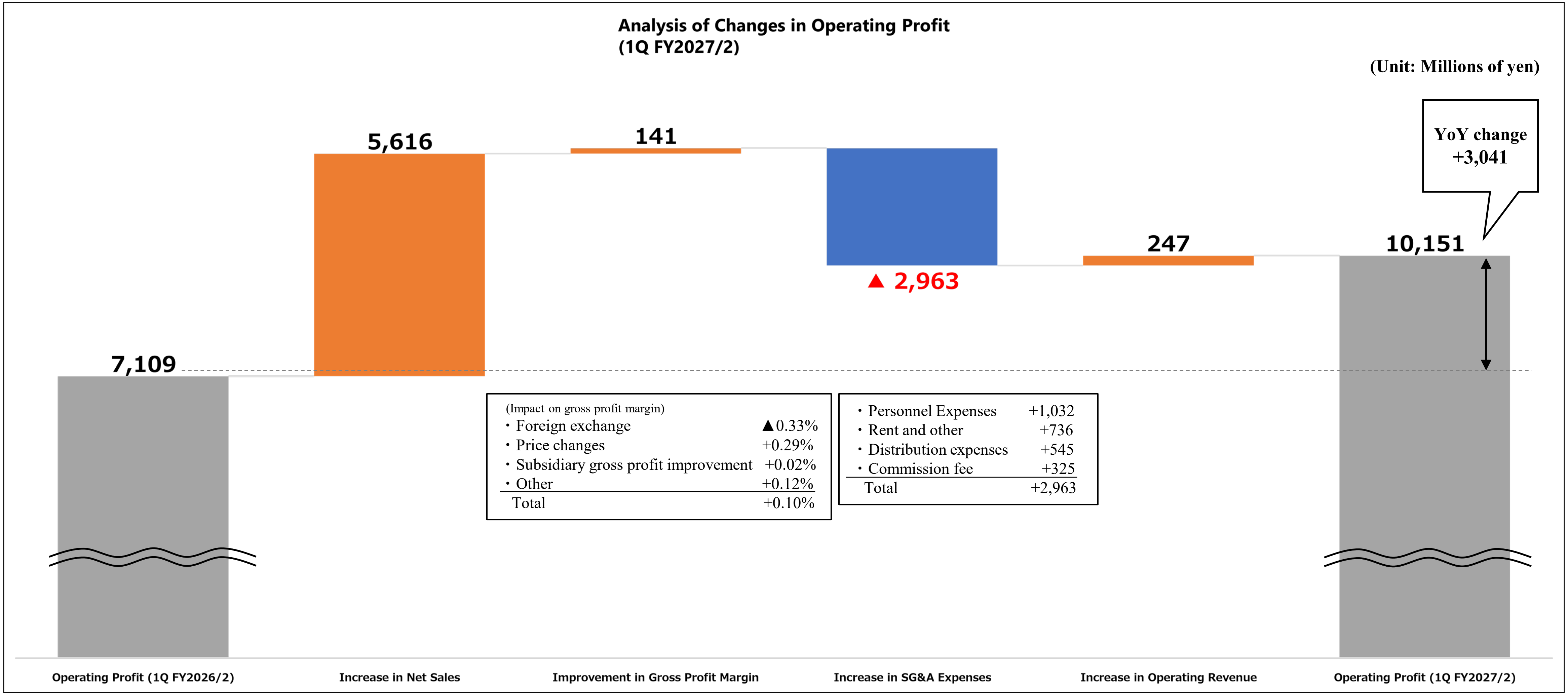
[Reference] Changes in SG&A expenses for Kohnan (Non-consolidated) (Store basis)

Item (Millions of yen)	Change	Of which, new stores	Of which, existing stores
Selling, general and administrative expenses	**+1,060**	**+982**	**+78**
Of which, personnel expenses	+701	+336	+365
Of which, rent expenses	+372	+286	+86

Item (Millions of yen)	Fiscal Year Ended February 2026 Q1	Percentage of sales	FY2/27 Q1	Percentage of sales	Previous year YoY	YoY Change
Personnel Expenses	15,274	12.1%	16,307	11.5%	106.8%	1,032
Rent expenses	13,741	10.9%	14,195	10.0%	103.3%	453
Depreciation Costs, etc.	4,240	3.4%	4,523	3.2%	106.7%	283
Other SG&A expenses	10,766	8.5%	11,961	8.4%	111.1%	1,194
Of which, utilities expenses	1,218	1.0%	1,175	0.8%	96.5%	△42
Of which, commission fee	1,513	1.2%	1,839	1.3%	121.5%	325
Of which, distribution expenses	1,439	1.1%	1,985	1.4%	137.9%	545
Total SG&A expenses	44,024	34.8%	46,987	33.2%	106.7%	2,963

Statements of Income (Consolidated) Factors Contributing to Changes in Operating Income

■ Operating income increased as growth in operating revenues combined with improved gross profit margin due to restrained markdown sales amid special demand outweighed the increase in SG&A expenses

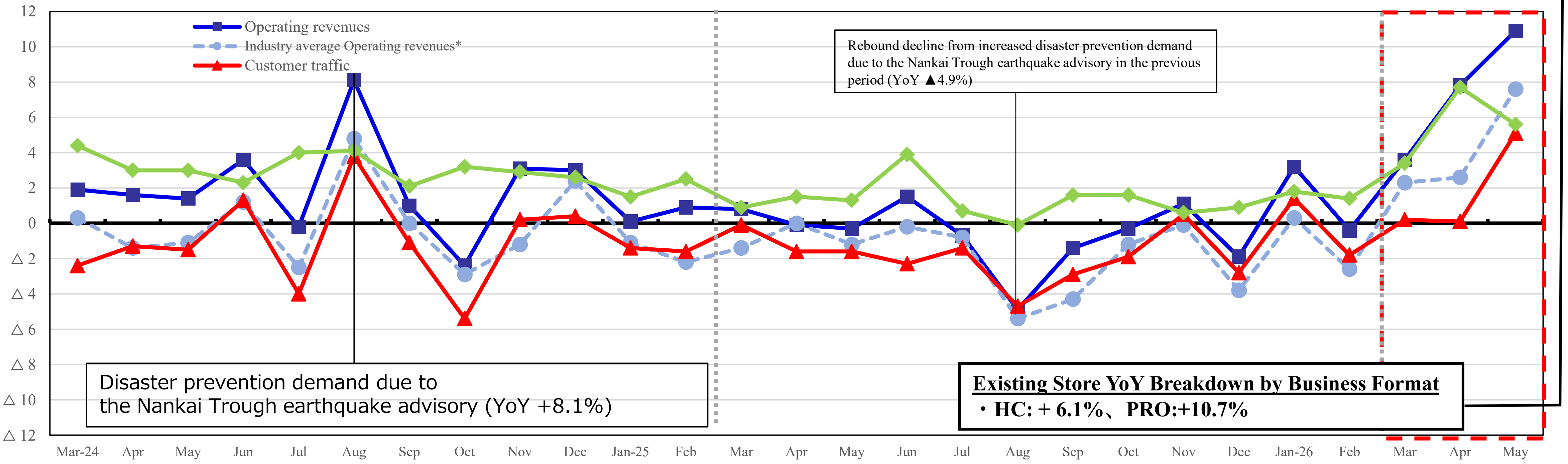


Existing Store YoY (Consolidated) Net Sales, Customer Traffic, Average Purchase Amount

- **Existing store operating revenues: Increased 7.5% YoY due to expanded demand for petroleum-derived products and air conditioners. The PRO format in particular grew 10.7% YoY, and compared to competitors exceeded the industry average due to a higher sales composition ratio**
- **Existing store customer traffic: Exceeded the previous year's results in all months. Particularly in May, in addition to expanded demand driven by the Middle East situation, favorable weather and rising temperatures contributed to the increase**
- **Existing store average purchase amount: Due to increased bulk buying demand and restrained markdown sales as customer traffic increased in response to special demand, increased**

Q1 Cumulative YoY
・Operating revenues: +7.5%
(Industry average*: +4.2%)
・Customer traffic: +1.9%
・Average purchase amount: +5.5%

(Unit: %)



* Industry average is the average of same-store sales from 9 listed home center companies

Performance by Business Format (Sales, Gross Profit Margin, Operating Income Margin) Consolidated/Kohnan Non-consolidated

- HC format: Operating revenues increased due to increased demand for petroleum-derived products and air conditioners, as well as strong growth in bicycle regulatory compliance-related products, seasonal items due to favorable weather and high temperatures, and outdoor products. Operating income margin increased 1.4pt YoY due to growth in operating revenues and improvement in gross profit margin
- PRO format: Operating revenues grew significantly by responding to strong demand for petroleum-derived industrial products, air conditioners, and wiring materials through enhanced product assortment. Operating income margin Although gross profit margin declined due to Kohnan PRO 25th anniversary promotions, etc., the significant growth in gross profit amount resulted in a 1.7pt YoY increase in operating income margin

(Unit: Millions of yen)	Business format	FY2/27 Q1	Operating revenues YoY	Gross profit margin	Gross profit margin Same period of previous year	Gross profit margin YoY change	Operating income margin	Operating income margin YoY change
Consolidated	HC※1	93,140	108.3%	38.70%	38.61%	0.09pt	8.2%	1.4pt
	PRO※1	42,737	116.2%	33.79%	33.95%	△0.16pt	8.3%	1.7pt
Kohnan (Non-consolidated)	HC※1	87,249	107.1%	39.10%	39.03%	0.07pt	8.7%	1.5pt
	PRO※1	27,752	117.3%	34.81%	35.22%	△0.41pt	8.9%	1.4pt

*1 Figures for each business format are at the store level.

<Company total>

(Unit: Millions of yen)		FY2/27 Q1	Operating revenues YoY	Gross profit margin	Gross profit margin Same period of previous year	Gross profit margin YoY change	Operating income margin	Operating income margin YoY change
Consolidated	Company total*2	141,601	112.0%	37.09%	36.99%	0.10pt	7.2%	1.6pt
Kohnan (Non-consolidated)	Company total*2	117,731	109.2%	37.53%	37.45%	0.08pt	8.0%	1.7pt

*2 Company total includes other sales (E-commerce, product supply to other companies, etc.).

Performance by Subsidiary (Net Sales, Gross Profit Margin)

- Ken Depot: Operating revenues increased due to expanded demand for petroleum-derived industrial products and sales contribution from new stores opened since the previous period. Gross profit margin increased due to cost improvement and the effect of expanding PB product sales
- HOME IMPROVEMENT HIROSE: Operating revenues increased due to expanded demand for petroleum-derived products and air conditioners. Gross profit margin declined due to increased composition ratio of daily necessities and home appliances
- Home Center Mitsuwa: PB product sales composition ratio rose to over 10%. Expecting improvement in gross profit margin going forward
- KOHNAN VIETNAM: Operating revenues increased due to accumulation from new stores, etc. Gross profit margin declined due to increased composition ratio of NB products
- I'nT Holdings: Operating revenues steadily increased while maintaining high gross profit margin. Also promoting expansion of sales channels for both parties through collaboration with Kohnan

(Unit: Millions of yen)	Main business formats	FY2/27 Q1	Operating revenues YoY	Gross profit margin	Gross profit margin YoY change	PB sales Percentage of total*
Ken Depot	PRO	15,280	112.2%	31.28%	0.48pt	22.9%
HOME IMPROVEMENT HIROSE	HC, PRO, Food	6,331	104.4%	29.68%	△0.42pt	28.0%
	(Of which HC, PRO)	3,938	108.2%	33.01%	△0.95pt	-
Home Center Mitsuwa	HC	1,202	-	24.04%	-	10.2%
KOHNAN VIETNAM	HC	1,149	113.5%	35.31%	△1.00pt	16.3%
I'nT Holdings	EC	1,963	-	50.17%	-	-

* For PB sales composition ratio, the sales composition ratio by division is calculated excluding renovation, 100-yen shops, food, alcoholic beverages, etc.

Sales by Product Category (Consolidated)

Product Category (Millions of yen) (Unit: Millions of yen)	Consolidated		
	FY2/27 Q1	YoY	Proportion of sales
Home Improvement **(DIY Products, PRO Products, Gardening, Renovation)**	69,536	109.9%	49.1%
Housekeeping **(Household Products)**	44,942	119.7%	31.8%
Pet & Leisure **(Pet & Leisure Products)**	18,420	104.2%	13.0%
Food **(Food & Alcoholic Beverages)**	4,287	109.4%	3.0%
Other **(100-yen Shop, Kerosene, Vending Machines)**	4,413	110.6%	3.1%
Total	141,601	112.0%	100.0%

■Home Improvement ... Lumber/Building Materials, Tools, Hardware/Plumbing, Paints/Work Supplies, Gardening Supplies, Garden Plants, Materials/Exterior, Housing Equipment, Renovation

■Housekeeping ... Dining Supplies, Interior, Electrical Materials/Lighting, Daily Necessities, Storage Supplies, Pharmaceuticals, Footwear/Clothing, Household Goods, Home Appliances, Nursing Care Products

■Pet & Leisure ... Automotive Supplies, Pet Supplies, Stationery/Office Supplies, Cycling/Leisure Supplies

Sales by Product Category (Details: Kohnan Non-consolidated)

Product Category (Millions of yen) (Unit: Millions of yen)	Kohnan Non-consolidated		
	FY2/27 Q1	YoY	Proportion of sales
Home Improvement (HC)	15,594	106.6%	13.2%
Home Improvement (PRO)	21,540	114.1%	18.3%
Gardening	13,813	106.6%	11.7%
Renovation	3,984	102.5%	3.4%
Daily Sundries & Household Products	24,879	110.4%	21.1%
Interior, Storage, Home Appliances & Stationery	17,273	114.5%	14.7%
Pet, Automotive & Leisure	14,563	103.6%	12.4%
Other (100-yen Shop, Kerosene, Vending Machines)	6,081	104.6%	5.2%
Total	117,731	109.2%	100.0%

Home Improvement (HC/PRO) ... Lumber & Building Materials, Tools, Hardware & Plumbing, Paints & Work Supplies

Gardening Supplies, Garden Plants, Materials & Exterior

Housing Equipment, Renovation Work, Storage Sheds

Dining Supplies, Daily Necessities, Pharmaceuticals, Footwear & Clothing, Household Goods, Nursing Care Products, Food, Alcoholic Beverages

Interior Products, Storage Supplies, Electrical Materials & Lighting, Home

Pet Supplies, Automotive Supplies, Cycling & Leisure Products Appliances, Stationery & Office Supplies

Private Brand Sales by Product Category (Consolidated/Kohnan Non-consolidated)

	Product Category (Millions of yen) (Unit: Millions of yen)	FY2/2026 Q1		FY2/2027 Q1		
		PB Operating revenues	PB sales Percentage of total*	PB Operating revenues	PB sales Percentage of total*	Percentage of total YoY change
Consolidated	Home Improvement (DIY Products, PRO Products, Gardening)	19,143	32.9%	21,991	34.2%	1.3pt
	Housekeeping (Household Products)	12,925	34.7%	14,475	34.0%	△0.7pt
	Pet & Leisure (Pet & Leisure Products)	6,878	40.1%	7,195	40.3%	0.2pt
	Total	38,946	34.6%	43,663	35.0%	0.4pt
Kohnan Non-consolidated	Home Improvement (DIY Products, PRO Products, Gardening)	16,486	35.5%	18,635	36.6%	1.1pt
	Housekeeping (Household Products)	12,190	36.9%	13,595	36.5%	△0.4pt
	Pet & Leisure (Pet & Leisure Products)	6,676	40.9%	6,960	41.1%	0.2pt
	Total	35,353	36.9%	39,191	37.3%	0.4pt

* Composition ratio is calculated excluding Renovation, 100-yen Shop, Food & Alcoholic Beverages, etc.

Balance Sheet (Consolidated)

Item (Millions of yen)	FYE Feb. 2026	FY2/27 Q1	Change	Factors for Change
Total current assets	**189,346**	**202,922**	**13,575**	
Cash and deposits	15,518	16,268	749	
Accounts receivable-trade	18,058	25,703	7,645	Increase in sales and cashless payment ratio (Kohnan Non-consolidated: 57.2%)
Merchandise and finished products	145,955	148,692	2,736	Increased due to new store openings, but the rate of increase has slowed
Total noncurrent assets	**315,446**	334,139	18,692	
Property, plant and equipment	215,952	216,740	787	
Intangible assets	28,391	27,800	△591	
Total assets	**504,793**	537,061	32,268	Increase in investment securities (17,905 million yen) Mainly Alleanza Holdings shares

Item (Millions of yen)	FYE Feb. 2026	FY2/27 Q1	Change	Factors for Change
Total current liabilities	**142,403**	**158,926**	**16,523**	
Accounts payable-trade	49,962	60,767	10,804	Increase in purchases due to sales increase
SHORT-TERM BORROWINGS	28,200	29,420	1,220	
Current portion of long-term debt	34,830	36,147	1,317	
Total noncurrent liabilities	**188,541**	199,463	10,922	
LONG-TERM DEBT	118,240	128,632	10,391	Financing for M&A-related funds
Total Equity	**173,849**	178,671	4,822	Equity ratio 33.2%
Total liabilities and net assets	**504,793**	537,061	32,268	

Number of Stores (FY2/27 Q1)

■As of end of May 2026: Total 677 stores (Q1 results: 8 openings/2 closures)

	Number of stores	Home center		PRO		Home center + Food +PRO
Domestic	658	ホームセンター コーナン	ホームセンター みつわ	コーナン PRO	Ken Depot pro	HI ヒロセ
		367※1	4	158	95 (including 3 FC)	34 (including 3 PRO)
	8 openings 2 closures	3 openings 2 closures	0 openings 0 closures	4 openings 0 closures	1 openings 0 closures	0 openings 0 closures

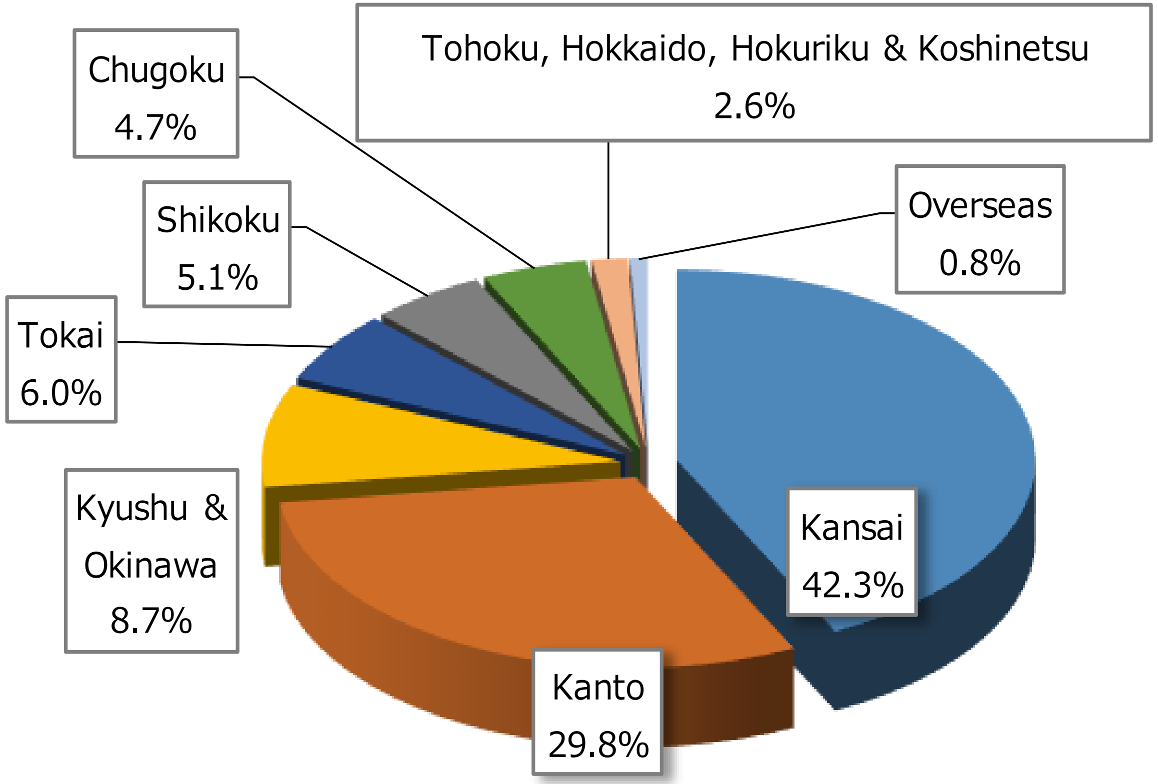
	Number of stores	Home center	
Overseas	19	KOHNAN VIETNAM CO.,LTD.	KOHNAN (CAMBODIA) CO.,LTD. (Unconsolidated)
		16※2	3
	0 openings 0 closures	0 openings 0 closures	0 openings 0 closures

*1 Includes 8 CAMP DEPOT stores and gardens umekita store.

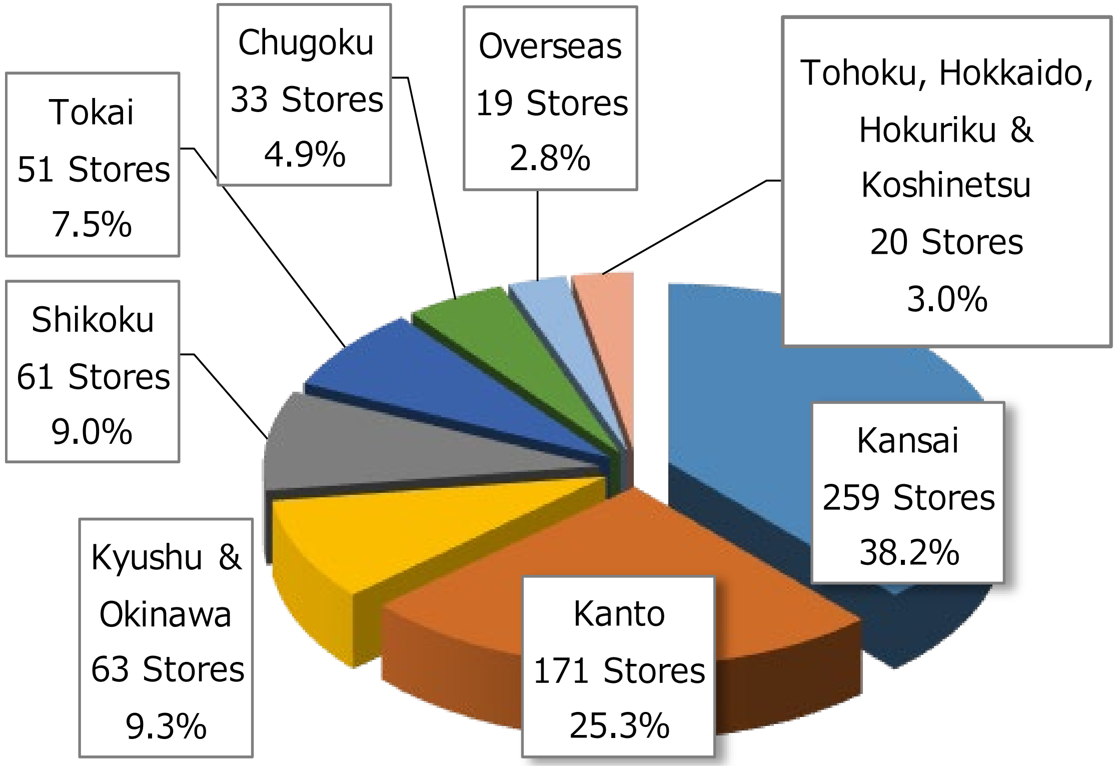
*2 The number of stores represents stores opened during our fiscal year (March-February), not KOHNAN VIETNAM fiscal year (January-December).

Sales and Store Count by Region

Sales Mix (as of May 31, 2026)



Store Count Mix (as of May 31, 2026)



Total stores: 677
(As of end of May 2026)

FY2/27 Store Opening Plan

■FY2/27 Store Opening Plan (Q2 onwards): 24 stores (planned)

	Number of stores	Home center		PRO		
		ホームセンターコーナン	ホームセンターみつわ	コーナンPRO	Ken Depot pro	HIヒロセ
Domestic	21	4	0	9	8	0
Overseas	3	KOHNAN VIETNAM CO.,LTD.		KOHNAN (CAMBODIA) CO.,LTD (Unconsolidated)		
		3※		0		

■As of end of February 2027: Total 701 stores (planned)

	Number of stores	Home center		PRO		HC Food PRO
		ホームセンターコーナン	ホームセンターみつわ	コーナンPRO	Ken Depot pro	HIヒロセ
Domestic	679	371	4	167	103 (including 3 FC)	34 (including 3 PRO)
Overseas	22	KOHNAN VIETNAM CO.,LTD.		KOHNAN (CAMBODIA) CO.,LTD (Unconsolidated)		
		19※		3		

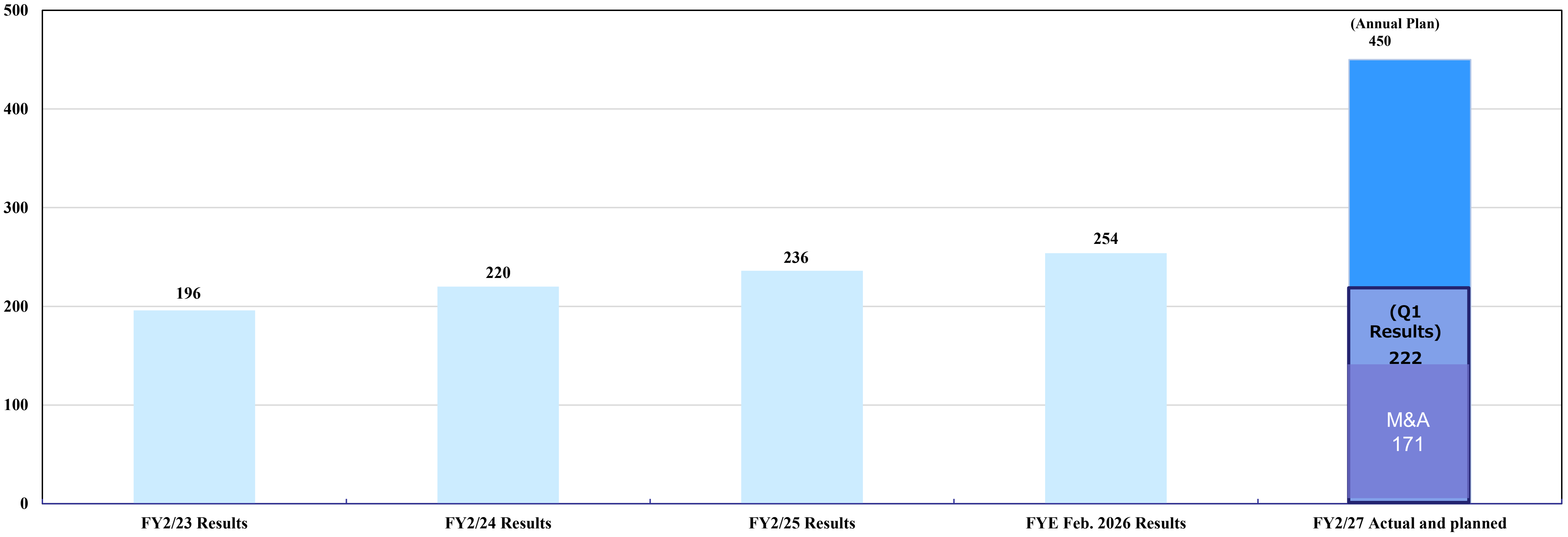
* The number of Kohnan Vietnam stores is displayed based on our fiscal year (March-February), not KOHNAN VIETNAM fiscal year (January-December).
Displayed based on our fiscal year (March-February).

Investment Results and Plans

- Investment results: Approximately 22.2 billion yen (Progress against annual plan: Approximately 49.3%)
- Main breakdown: M&A investment related to Alleanza Holdings (until end of May) was approximately 17.1 billion yen, with the majority of other investments being new store and renovation costs

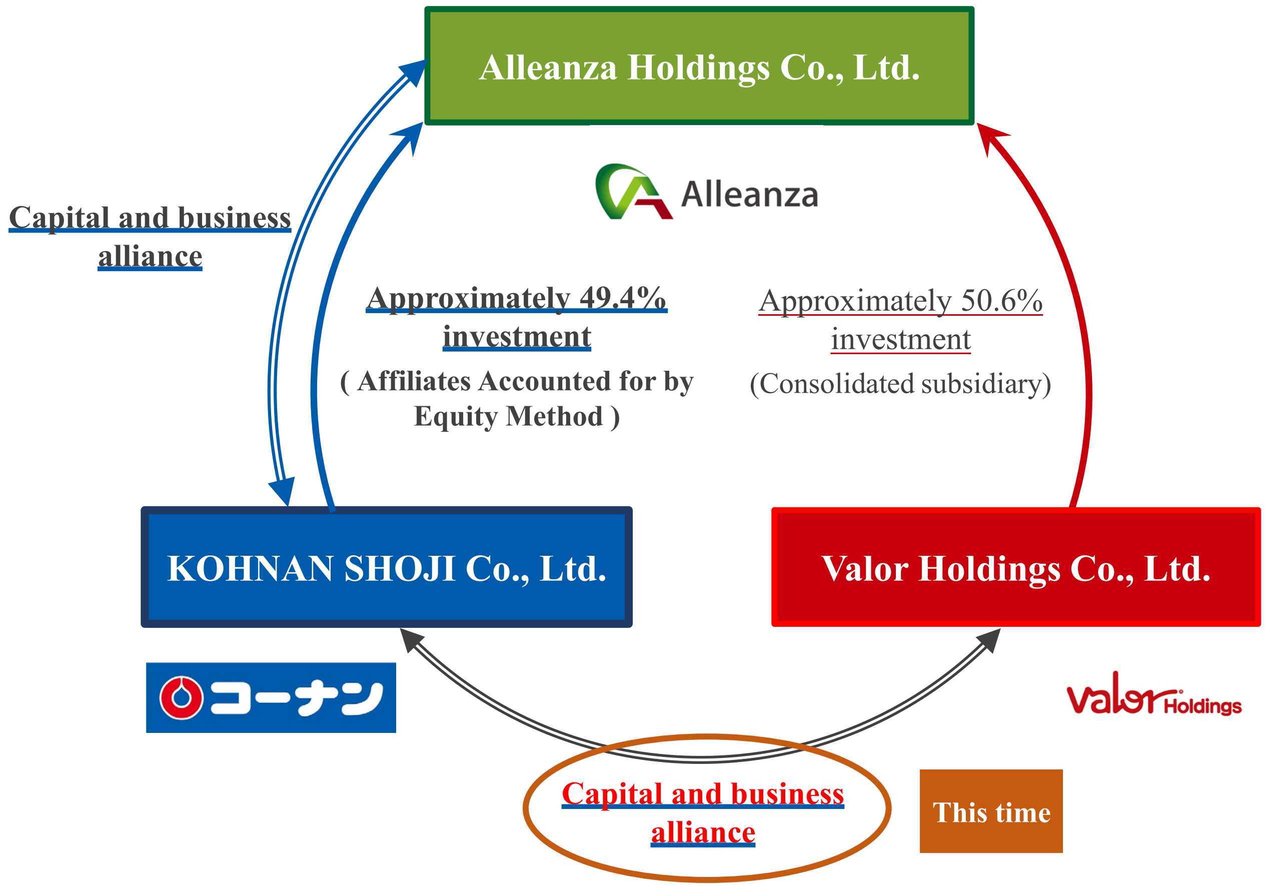
Capital Expenditures Results and Plans

(Unit: Billions of yen)



Capital and Business Alliance with Valor Holdings Co., Ltd.

On June 30, 2026, we announced the execution of a capital and business alliance agreement with Valor Holdings Co., Ltd. and the mutual holding of shares



●Main Details of the Capital and Business Alliance

[Details of the Business Alliance]

- **Enhance the corporate value of Alleanza Holdings through joint management**
- **Promotion of business alliance on the following matters**

(a) Mutual supply of private brand products between our Group and Valor Holdings

(b) Collaboration in store development primarily in the Kansai and Kanto regions

(c) Joint research and sharing of know-how on logistics operations, store development & facility management, operational efficiency & sales promotion, and human resource development

[Details of the Capital Alliance]

	Acquisition method	Total acquisition amount
Our company	Acquisition of Valor HD common shares through ToSTNeT-1, the off-auction trading platform of the Tokyo Stock Exchange	Approximately 3.0 billion yen
Valor HD	Acquisition of a portion of our treasury shares through third-party allotment	Approximately 3.0 billion yen

2

FY2/27
Results Outlook

FY2/27 Results Outlook (Consolidated)

■ Revision of results outlook: None

Item (Millions of yen)	FY2/27 Q1	Previous year YoY	First half plan Progress rate	Q2 plan (First half plan - Q1 results)	Previous year YoY	First half plan	Previous year YoY	Full year plan	Previous year YoY
Operating Revenues	146,219	111.8%	52.8%	130,880	49.4%	277,100	104.5%	543,500	104.6%
Net Sales	141,601	112.0%	52.8%	126,398	49.3%	268,000	104.6%	525,000	104.6%
(Of which Same-store sales)	-	107.5%	-	-	-	-	-	-	100.6%
Gross Profit	52,521	112.3%	52.5%	47,528	50.2%	100,050	105.6% (0.38pt)	196,000	105.6% (0.38pt)
Operating Income	4,617	105.7%	50.7%	4,482	51.2%	9,100	104.0%	18,500	104.4%
Selling, general and administrative expenses	46,987	106.7%	49.9%	47,212	53.2%	94,200	106.1%	191,500	105.9%
Operating Income	10,151	142.8%	67.9%	4,798	32.6%	14,950	101.7%	23,000	102.7%
Ordinary Income	9,770	151.5%	70.0%	4,179	30.4%	13,950	101.6%	21,000	101.2%
Profit attributable to owners of parent Net Income	6,655	152.2%	76.1%	2,094	24.0%	8,750	100.3%	12,500	101.9%

* Reflects the impact of expected profit/loss from Alleanza Holdings Co., Ltd. becoming an equity method affiliate.

FY2/27 Q1

Supplementary Materials

(FY2/25 Q1 - FY2/27 Q1)

01. Consolidated Statements of Income

Item (Millions of yen)	FY2/25 Q1			FY2/26 Q1			FY2/27 Q1		
	Results	YoY	Percentage of sales	Results	YoY	Percentage of sales	Results	YoY	Percentage of sales
Net Sales	121,345	109.2% (Same-stores*: 101.6%)	-	126,419	104.2% (Same-stores *: 100.1%)	-	141,601	112.0% (Same-stores *: 107.5%)	-
Operating Income	4,160	104.2%	-	4,369	105.0%	-	4,617	105.7%	-
Operating Revenues	125,505	109.1%	-	130,789	104.2%	-	146,219	111.8%	-
Gross Profit	45,224	106.3%	37.27%	46,763	103.4%	36.99%	52,521	112.3%	37.09%
Selling, general and administrative expenses	41,557	108.3%	34.2%	44,024	105.9%	34.8%	46,987	106.7%	33.2%
Operating Income	7,827	95.5%	6.5%	7,109	90.8%	5.6%	10,151	142.8%	7.2%
Non-operating income/expenses	△537	-	-	△657	-	-	△380	-	-
Ordinary Income	7,290	94.6%	6.0%	6,451	88.5%	5.1%	9,770	151.5%	6.9%
Extraordinary gain/loss	1	-	-	△12	-	-	△20	-	-
Profit attributable to owners of parent Quarterly Net income	4,764	86.3%	3.9%	4,373	91.8%	3.5%	6,655	152.2%	4.7%

* Stores that have been open for 13 months or more during each fiscal year are classified as existing stores, and their sales performance is compared with the same period of the previous year.

02. Selling, General and Administrative Expenses (Consolidated), etc.

Item (Millions of yen)	FY2/25 Q1			FY2/26 Q1			FY2/27 Q1		
	Results	YoY*	Percentage of sales	Results	YoY	Percentage of sales	Results	YoY	Percentage of sales
Personnel Expenses	14,348	109.6%	11.8%	15,274	106.5%	12.1%	16,307	106.8%	11.5%
Rent expenses	13,055	105.8%	10.8%	13,741	105.3%	10.9%	14,195	103.3%	10.0%
Depreciation and amortization (including amortization of goodwill)	4,051	110.9%	3.3%	4,240	104.7%	3.4%	4,523	106.7%	3.2%
Other SG&A expenses	10,102	108.9%	8.3%	10,766	106.6%	8.5%	11,961	111.1%	8.4%
Total	41,557	108.3%	34.2%	44,024	105.9%	34.8%	46,987	106.7%	33.2%

Item (Millions of yen)	FY2/25 Q1		FY2/26 Q1		FY2/27 Q1	
	Results	YoY	Results	YoY	Results	YoY
Equity Ratio	33.5%	△0.8pt	33.8%	0.3pt	33.2%	△0.6pt
Interest-bearing debt	202,947	107.8%	210,095	103.5%	233,158	111.0%
D/E Ratio	1.27x	-	1.25x	-	1.30x	-

03. Consolidated Balance Sheets

Item (Millions of yen)	FY2/25	Change	FY2/26	Change	FY2/27 Q1	Change
Total current assets	**170,496**	**11,040**	**189,346**	**18,850**	**202,922**	**13,575**
Cash and deposits	10,842	△881	15,518	4,676	16,268	749
Accounts receivable-trade	17,893	2,094	18,058	164	25,703	7,645
Merchandise and finished products	131,973	10,215	145,955	13,981	148,692	2,736
Total noncurrent assets	**308,510**	**9,408**	**315,446**	**6,936**	**334,139**	**18,692**
Property, plant and equipment	216,101	9,314	215,952	△148	216,740	787
Intangible assets	25,148	△1,711	28,391	3,242	27,800	△591
Total assets	**479,006**	**20,449**	**504,793**	**25,786**	**537,061**	**32,268**

Total current liabilities	**123,480**	**△1,551**	**142,403**	**18,923**	**158,926**	**16,523**
Accounts payable-trade	47,272	2,448	49,962	2,690	60,767	10,804
SHORT-TERM BORROWINGS	17,100	△6,900	28,200	11,100	29,420	1,220
Current portion of long-term loans payable	31,178	3,504	34,830	3,651	36,147	1,317
Total noncurrent liabilities	**189,734**	**13,466**	**188,541**	**△1,192**	**199,463**	**10,922**
LONG-TERM DEBT	118,774	10,636	118,240	△534	128,632	10,391
Total Equity	**165,792**	**8,534**	**173,849**	**8,056**	**178,671**	**4,822**
Total liabilities and net assets	**479,006**	**20,449**	**504,793**	**25,786**	**537,061**	**32,268**

04.Net Sales by Product Category (Consolidated/Kohnan Non-consolidated)

■ Consolidated

Product Category (Millions of yen)	FY2/25 Q1		FY2/26 Q1		FY2/27 Q1	
	Operating revenues	YoY	Operating revenues	YoY	Operating revenues	YoY
Home Improvement (DIY Products, PRO Products, Gardening)	60,489	106.1%	63,274	104.6%	69,536	109.9%
Housekeeping (Household Products)	36,441	110.0%	37,561	103.1%	44,942	119.7%
Pet & Leisure (Pet & Leisure Products)	17,469	107.6%	17,672	101.2%	18,420	104.2%
Food (Food & Alcoholic Beverages)	3,284	-	3,920	119.3%	4,287	109.4%
Other (100-yen shops, kerosene, vending machines, etc.)	3,659	104.5%	3,990	109.0%	4,413	110.6%
Total	121,345	109.2%	126,419	104.2%	141,601	112.0%

■ Kohnan Non-consolidated

Product Category (Millions of yen)	FY2/25 Q1			FY2/26 Q1			FY2/27 Q1		
	Operating revenues	YoY	Gross profit margin	Operating revenues	YoY	Gross profit margin	Operating revenues	YoY	Gross profit margin
Home Improvement	48,036	103.7%	38.92%	50,354	104.8%	38.68%	54,933	109.1%	38.51%
Housekeeping	33,693	104.6%	36.83%	34,949	103.7%	36.37%	39,404	112.7%	36.41%
Pet & Leisure	16,521	102.0%	40.93%	16,711	101.1%	40.83%	17,311	103.6%	41.52%
Other	5,327	113.0%	23.68%	5,812	109.1%	23.64%	6,081	104.6%	24.69%
Total	103,579	104.2%	37.78%	107,828	104.1%	37.45%	117,731	109.2%	37.53%

05.Private Brand Sales by Product Category (Consolidated/Kohnan Non-consolidated)

■Consolidated

Product Category (Millions of yen)	FY2/25 Q1			FY2/26 Q1			FY2/27 Q1		
	PB Net sales	Private Brand Sales Composition*	YoY Change in Composition	PB Net sales	Private Brand Sales Composition*	YoY Change in Composition	PB Net sales	Private Brand Sales Composition*	YoY Change in Composition
Home Improvement (DIY Products)	18,181	34.3%	0.2pt	19,143	32.9%	△1.4pt	21,991	34.2%	1.3pt
Housekeeping (Household Products)	12,876	35.6%	△1.7pt	12,925	34.7%	△0.9pt	14,475	34.0%	△0.7pt
Pet & Leisure (Pet & Leisure Products)	6,758	39.5%	△2.2pt	6,878	40.1%	0.6pt	7,195	40.3%	0.2pt
Total	37,817	35.6%	△0.8pt	38,946	34.6%	△1.0pt	43,663	35.0%	0.4pt

■Kohnan Non-consolidated

Product Category (Millions of yen)	FY2/25 Q1			FY2/26 Q1			FY2/27 Q1		
	PB Net sales	Private Brand Sales Composition*	YoY Change in Composition	PB Net sales	Private Brand Sales Composition*	YoY Change in Composition	PB Net sales	Private Brand Sales Composition*	YoY Change in Composition
Home Improvement (DIY Products)	15,630	35.3%	△0.2pt	16,486	35.5%	0.2pt	18,635	36.6%	1.1pt
Housekeeping (Household Products)	12,177	37.8%	△1.2pt	12,190	36.9%	△0.9pt	13,595	36.5%	△0.4pt
Pet & Leisure (Pet & Leisure Products)	6,585	40.7%	△1.1pt	6,676	40.9%	0.2pt	6,960	41.1%	0.2pt
Total	34,393	37.2%	△0.6pt	35,353	36.9%	△0.3pt	39,191	37.3%	0.4pt

* For both consolidated and Kohnan non-consolidated figures, the sales composition ratio by division is calculated excluding renovation, 100-yen shops, food, alcoholic beverages, etc.

06.Operating Companies: Results by Business Format

Company Name (Unit: Millions of yen)	Business format	FY2/25 Q1			FY2/26 Q1			FY2/27 Q1		
		Operating revenues	YoY	Gross profit margin	Operating revenues	YoY	Gross profit margin	Operating revenues	YoY	Gross profit margin
KOHNAN	HC	79,177	103.0%	39.16%	81,436	102.9%	39.03%	87,249	107.1%	39.10%
	PRO	21,816	107.7%	35.08%	23,668	108.5%	35.22%	27,752	117.3%	34.81%
	Other area*	2,585	-	-	2,723	-	-	2,729	-	-
	Total	103,579	104.2%	37.78%	107,828	104.1%	37.45%	117,731	109.2%	37.53%
Ken Depot	PRO	12,449	107.0%	31.25%	12,997	104.4%	31.60%	14,731	113.3%	31.94%
	Other area*	524	-	-	623	-	-	549	-	-
	Total	12,973	107.7%	30.49%	13,620	105.0%	30.80%	15,280	112.2%	31.28%
HOME IMPROVEMENT HIROSE	HC+PRO	3,482	-	34.01%	3,641	104.6%	33.96%	3,938	108.2%	33.01%
	Food	1,856	-	24.17%	2,132	114.9%	22.40%	2,065	96.9%	21.98%
	Other area*	304	-	-	288	-	-	326	-	-
	Total	5,642	-	31.96%	6,062	107.4%	30.10%	6,331	104.4%	29.68%
HC Mitsuwa	Total	-	-	-	-	-	-	1,202	-	24.04%
I'nT Holdings	Total	-	-	-	-	-	-	1,963	-	50.17%
KOHNAN VIETNAM	Total	1,027	121.2%	33.70%	1,012	98.5%	36.31%	1,149	113.5%	35.31%
Consolidation Adjustments		△1,878	-	-	△2,103	-	-	△2,056	-	-
Consolidated Total	Total	121,345	109.2%	37.27%	126,419	104.2%	36.99%	141,601	112.0%	37.09%

* Other: E-commerce, product supply to other companies (including within own group), etc.

07.Number of Stores (As of End of May 2026)

	Business format	FY2/25			FY2/26			FY2/27 Q1		
		Openings	Closures	Number of stores	Openings	Closures	Number of stores	Openings	Closures	Number of stores
KOHNAN	HC※	21	1	360	8	2	366	3	2	367
	PRO	12	0	142	12	0	154	4	0	158
	Total	33	1	502	20	2	520	7	2	525
Ken Depot	PRO	9	1	88	6	0	94	1	0	95
HOME IMPROVEMENT HIROSE	HC + Food	1	0	32	0	1	31	0	0	31
	PRO	0	0	1	2	0	3	0	0	3
HC Mitsuwa	HC	0	0	0	4	0	4	0	0	4
KOHNAN VIETNAM	HC	2	0	15	2	1	16	0	0	16
KOHNAN CAMBODIA	HC	0	0	3	0	0	3	0	0	3
Total	Total	45	2	641	34	4	671	8	2	677

* Includes 8 CAMP DEPOT stores and gardens umekita store.

[Cautionary Statements Regarding Forward-Looking Statements]
Information disclosed by the Company may contain forward-looking statements. These statements are based on assumptions made from information currently available to the Company, and involve various risks and uncertainties. Accordingly, actual results may differ from the Company's forecasts.