

WA Inc.

Financial Results Supplementary Materials for the Six Months Ended July 31, 2025



September 17, 2025

Tokyo Stock Exchange Prime Market
Securities code: 7683





Summary of financial results for the six months ended July 31, 2025



Executive Summary



Sales increased, but profit decreased due to temporary closures for renovations of flagship stores and other stores in Q1.

Net sales

11.74 billion yen

YoY

+4.3%

Operating
profit

0.71 billion yen

YoY

-16.8%

Sales channels
being expanded

- Sales of Himiko and NICAL at Regal Corporation stores and its online shop got off to a strong start.
- Shop channel: Both Himiko and NICAL were very well received.

Initiatives for new
brands are
progressing well.

- Opened a pop-up shop for the online-only brand fungoofun. Positive reception contributed to improved brand awareness.
- Online sales of apparel brand MISCH MASCH performed well due to strengthened e-commerce site sales.



Business Performance (Consolidated)



- Sales increased by 4.3% YoY due to increased sales from new stores becoming fully operational and an increase in the number of stores from business acquisitions.
- Profit decreased due to increased expenses related to renovations and business acquisitions in Q1, as well as the impact of temporary closures during the renovation period.

Consolidated (Unit: Millions of yen)	Q2 of FYE Jan. 2025		Q2 of FYE Jan. 2026		YoY		Full-year plan	
	Amount	Sales ratio	Amount	Sales ratio	Change in amount	Rate of change	Amount	Progress rate
Net sales	11,261	–	11,747	–	+486	+4.3%	26,527	44.3%
Cost of sales	4,253	37.8%	4,508	38.4%	+254	+6.0%	–	–
Gross profit	7,007	62.2%	7,238	61.6%	+231	+3.3%	–	–
Selling, general, and administrative expenses	6,153	54.6%	6,528	55.6%	+374	+6.1%	–	–
Operating profit	853	7.6%	710	6.1%	-143	-16.8%	2,484	28.6%
Ordinary profit	790	7.0%	794	6.8%	+4	+0.6%	2,483	32.0%
Net profit	465	4.1%	484	4.1%	+18	+3.9%	1,477	32.8%



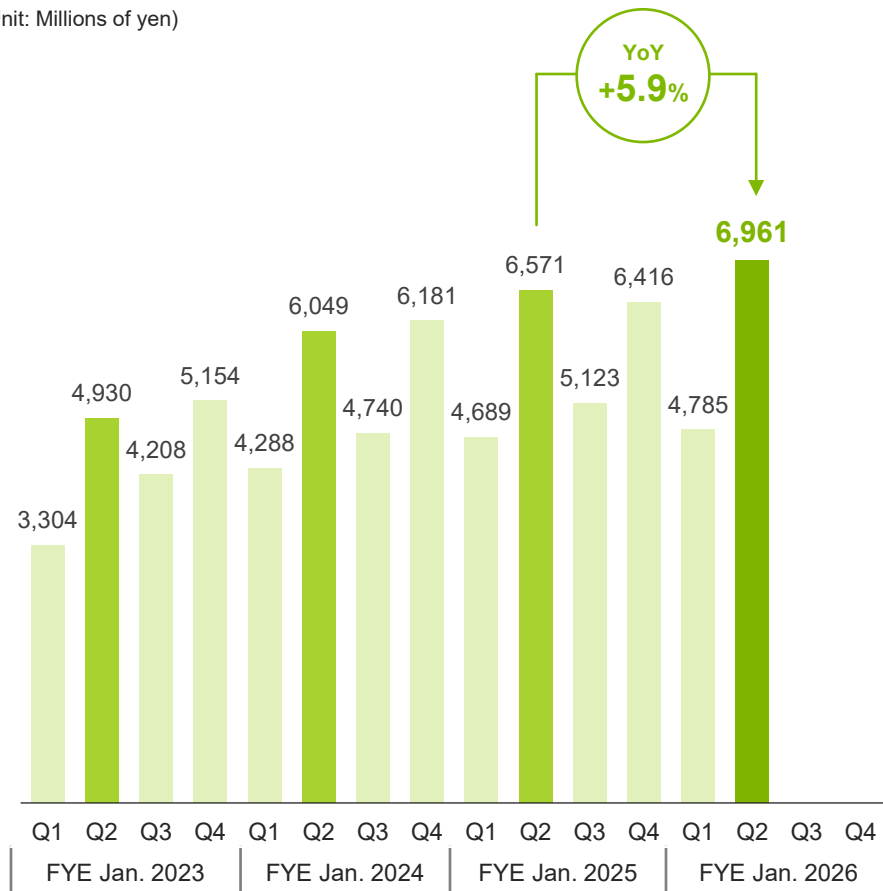
Quarterly Trends



- Achieved record-high net sales during the quarter.
- Profit decreased YoY as the apparel brand 31 Sons de mode, acquired in April, was still in the pre-full-scale launch phase, which weighed on profit.

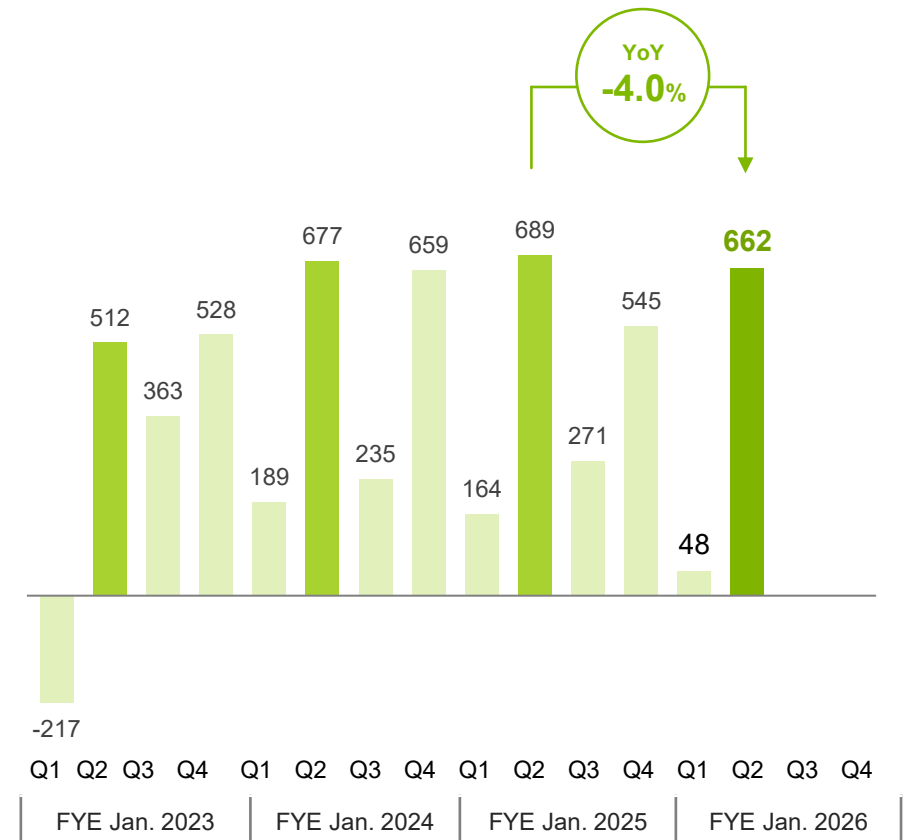
Net sales

(Unit: Millions of yen)



Operating profit

(Unit: Millions of yen)



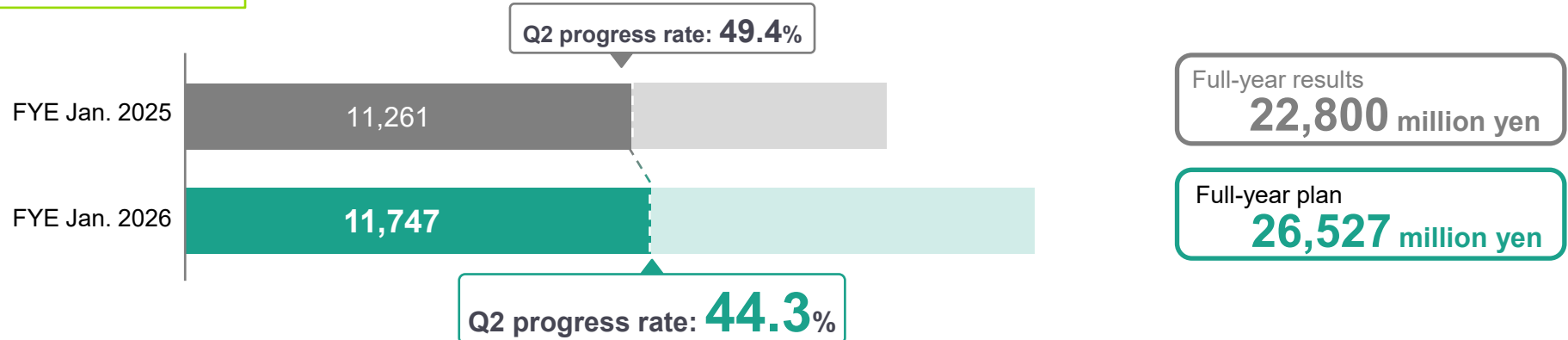


Progress Rate of Q2 (6 Months) vs. Full-Year Earnings Forecast

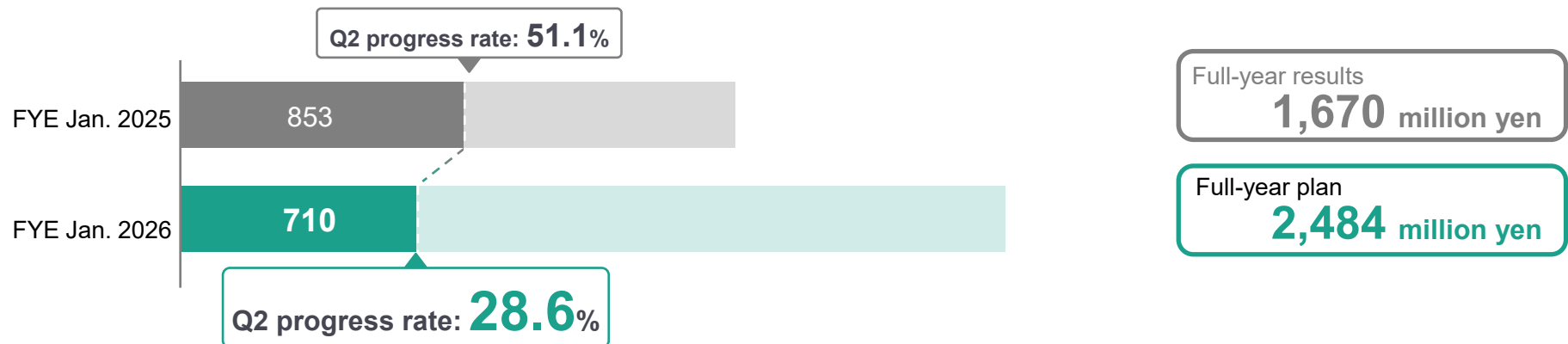


- Although progress is lagging YoY due to renovations at multiple large stores in Q1, as the second half is the busy season, both net sales and operating profit are expected to be largely in line with the full-year plan.

Net sales



Operating profit





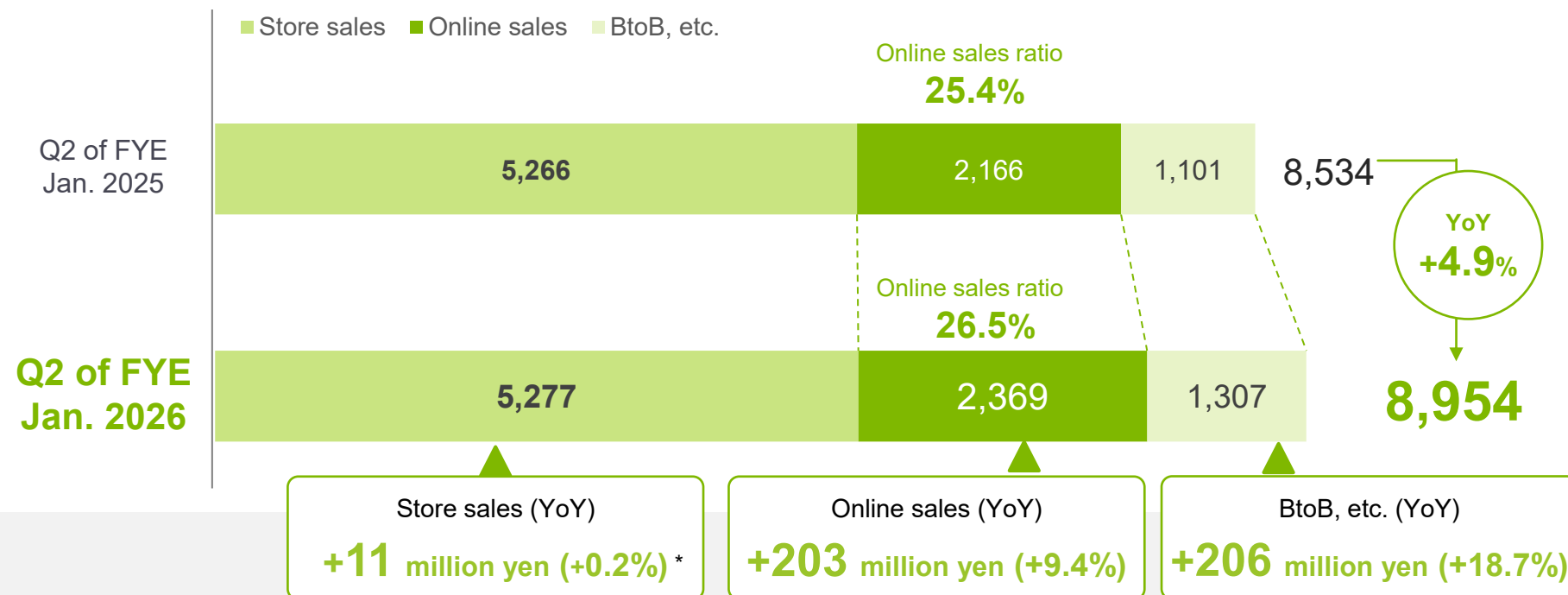
WA inc. (Non-consolidated) Breakdown of Net Sales by Sales Channel



- Store sales were only slightly up YoY due to temporary closures from renovations at multiple large stores in Q1.
- Online and BtoB sales grew steadily, resulting in a 4.9% YoY increase in net sales.

WA inc. (non-consolidated) net sales

(Unit: Millions of yen)



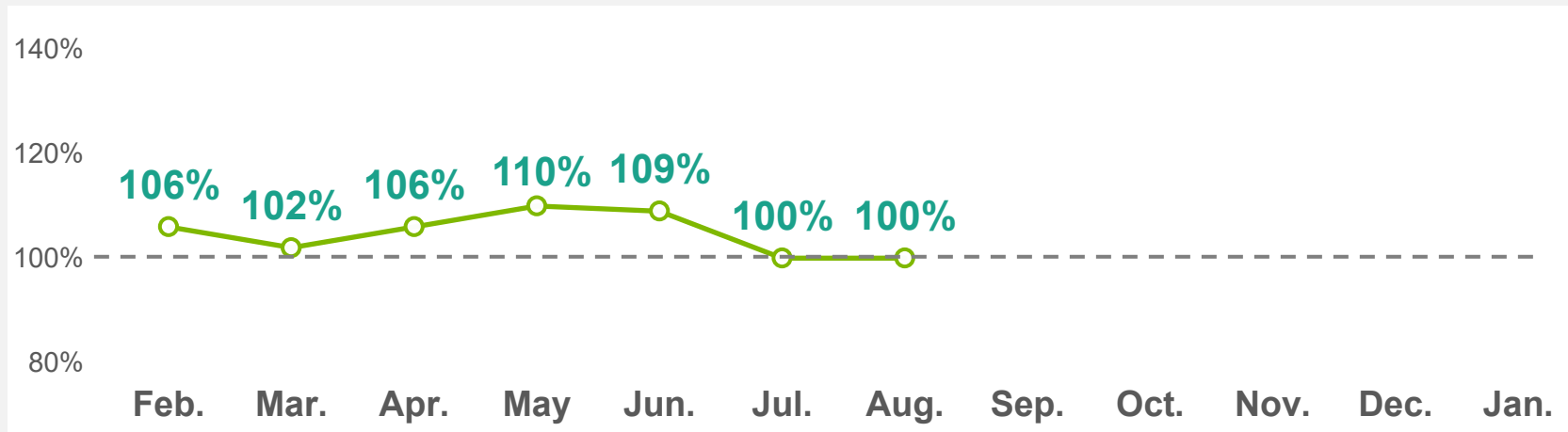
*: As of September 1, 2024, all rights related to the sales of the NICAL brand were fully transferred to Himiko Co., Ltd., and 10 physical stores have been transferred.



WA inc. (Non-consolidated) Monthly Net Sales Trend

- Both stores and online performed well.
- In July and August, Other (BtoB, etc.) saw a decrease in sales YoY due to the advance delivery of goods for summer sales and the delayed delivery of fall merchandise based on temperature trends this year. Second-quarter other sales exceeded last year's.

WA inc. (non-consolidated) monthly net sales versus same month of the previous year



WA inc. (non-consolidated)	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.
Total	106%	102%	106%	110%	109%	100%	100%					
Stores*1	91%	94%	97%	104%	103%	107%	118%					
Online	113%	113%	112%	109%	109%	111%	112%					
Other (BtoB, etc.)	164%	122%	132%	153%	151%	56%	54%					

*1: Decreased as all rights related to the sales of the NICAL brand were fully transferred to Himiko Co., Ltd. as of September 1, 2024, and 10 physical stores have been transferred.

Store Openings and Closings



In Japan

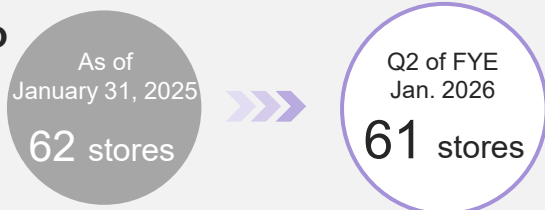
WA inc. (non-consolidated)



■ Net increase of 24 stores

- 11 store openings, 3 store closures
- 31 Sons de mode succession (12 physical stores, 4 EC stores)

Himiko



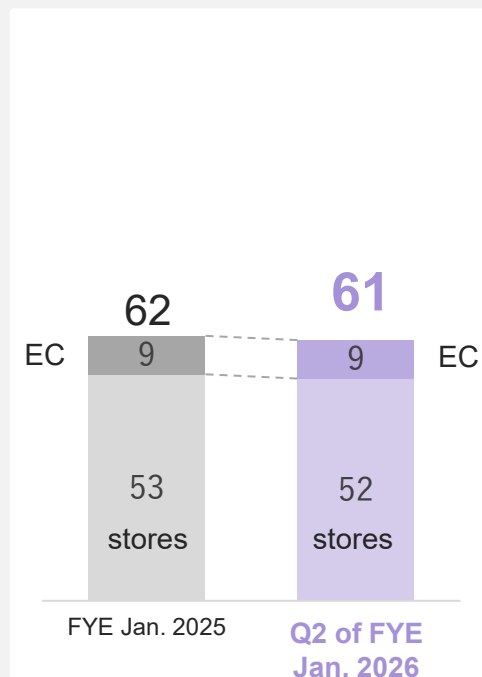
■ Net decrease of 1 store

- 2 store openings, 3 store closures

WA inc. (non-consolidated)



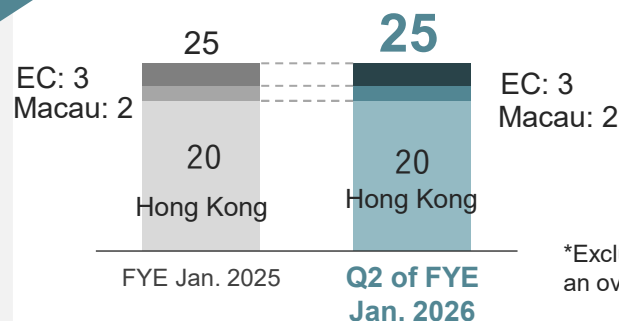
Himiko



Overseas



■ Net increase of 0 stores



*Excluding stores in Taiwan operated under an overseas sales license agreement



Financial Position

(Unit: Millions of yen)



	As of January 31, 2025	As of July 31, 2025	Change
Current assets	10,001	10,454	+452
Cash and deposits	2,895	2,684	-210
Notes and accounts receivable - trade	2,002	2,313	+310
Inventories	4,582	5,118	+536
Other	520	336	-183
Non-current assets	3,133	3,321	+188
Property, plant and equipment	1,342	1,326	-16
Intangible assets	25	24	-1
Investments and other assets	1,765	1,971	+205
Total assets	13,134	13,775	+640
Total liabilities	2,385	2,834	+449
Current liabilities	1,819	2,329	+509
Non-current liabilities	565	505	-59
Total net assets	10,749	10,940	+191
Total liabilities and net assets	13,134	13,775	+640
Equity ratio	81.8%	79.4%	-2.4 points