

FY2025 First Quarter

Financial Results

Q1 FY2025 (From April 1, 2025 to June 30, 2025)

Scroll Corporation
(TSE Prime Market: 8005)

Notice:

This document is an excerpt translation of the original Japanese document and is only for reference purposes. In the event of any discrepancy between this translated document and the original Japanese document, the latter shall prevail.



1. FY2025 First Quarter Results	P. 2
2. Full-year Forecast for FY2025	P.12
3. Medium- to Long-Term Vision / FY2025 Management Plan Marketing Solution Company	P.14
4. Appendix Business Overview / Company Profile	P. 18

FY2025 First Quarter Results

Highlights (consolidated)

- Increased in sales, decreased in profit YoY.
 - Net sales increased due to growth in the Solutions Business.
 - In terms of profit, there was a decrease due to the impact of a decline in orders for the Mail-order Business.

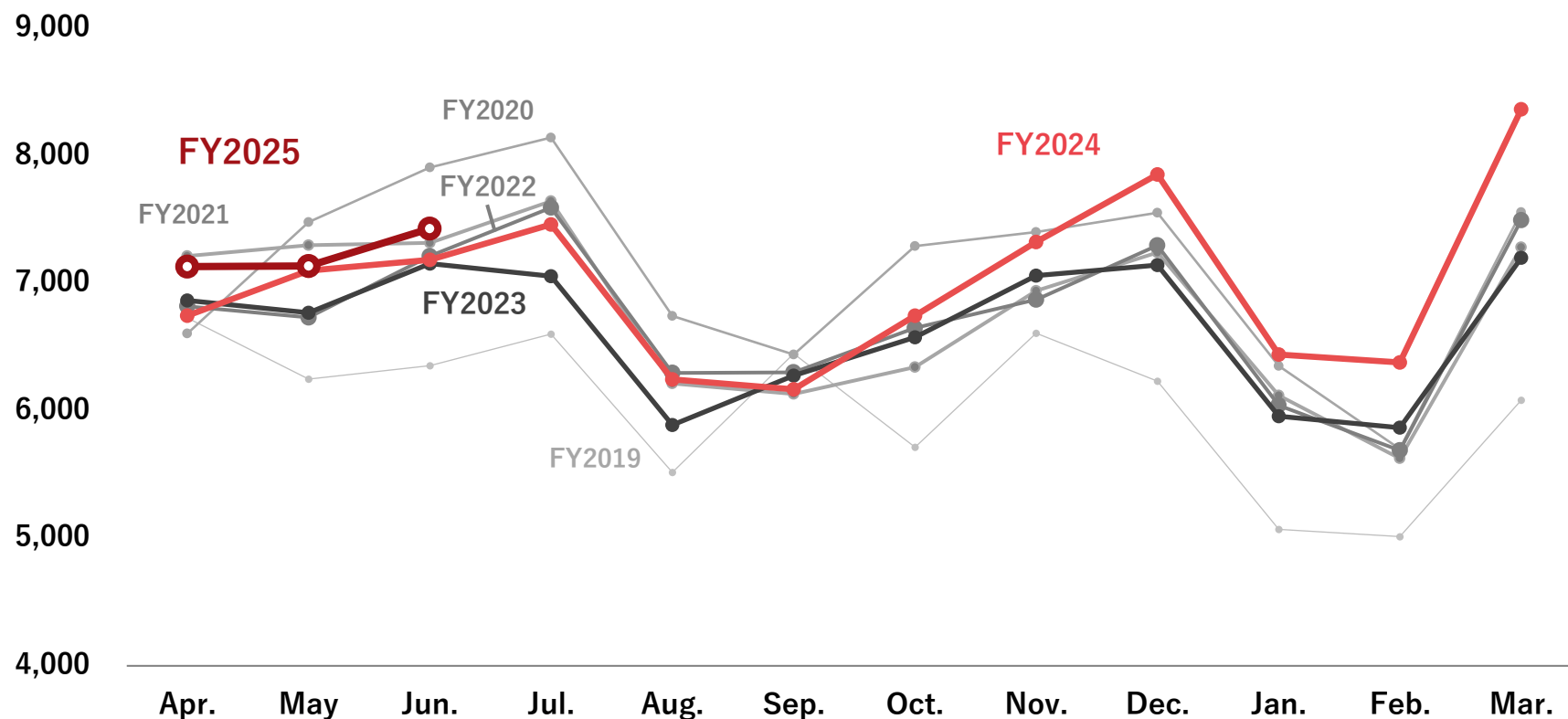
(Millions of yen)	Q1 FY2024	Q1 FY2025	YoY changes	
	Actual	Actual	Amount	Rate
Net sales	21,034	21,698	+664	+3.2%
Operating profit (Operating profit / net sales)	2,270 (10.8%)	1,689 (7.8%)	-580	-25.6%
Ordinary profit (Ordinary profit / net sales)	2,317 (11.0%)	1,836 (8.5%)	-481	-20.8%
Profit attributable to owners of parent	1,568	1,231	-337	-21.5%
Earnings per share	¥45.79	¥35.78	-¥10.01	—

* Yen(¥) denotes Japanese yen. The same notation is used on all pages below.

Monthly sales (consolidated)

- Monthly sales increased YoY growth in every month.

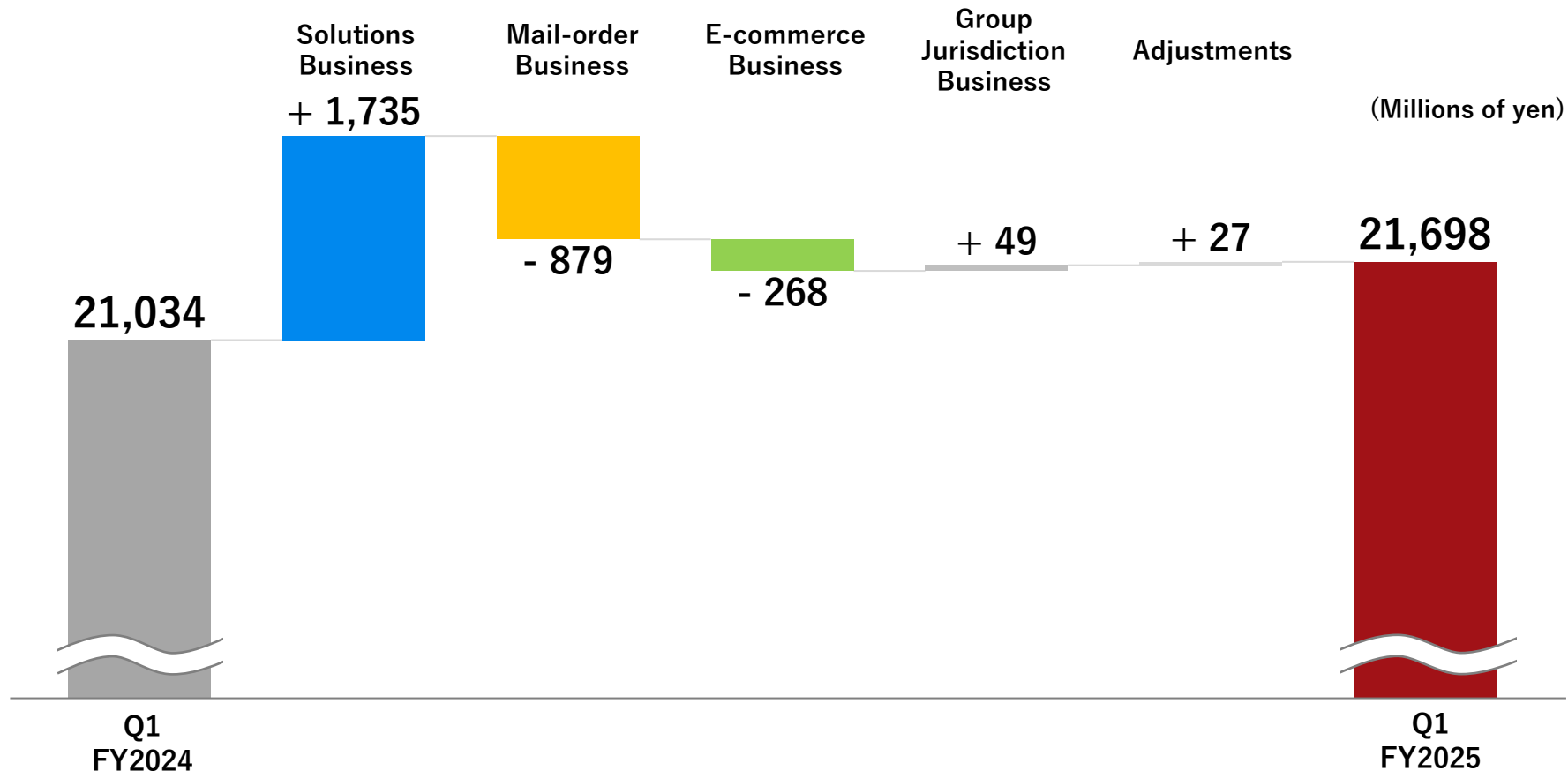
(Millions of yen)



* Figures for FY2019 and FY2020 on this page are figures before the application of the Accounting Standard for Revenue Recognition, etc.
It is displayed for reference.

Analysis of sales increase/decrease (consolidated)

- Although sales decreased in the Mail-order Business and the E-commerce Business, overall consolidated sales increased due to growth in the Solutions Business.

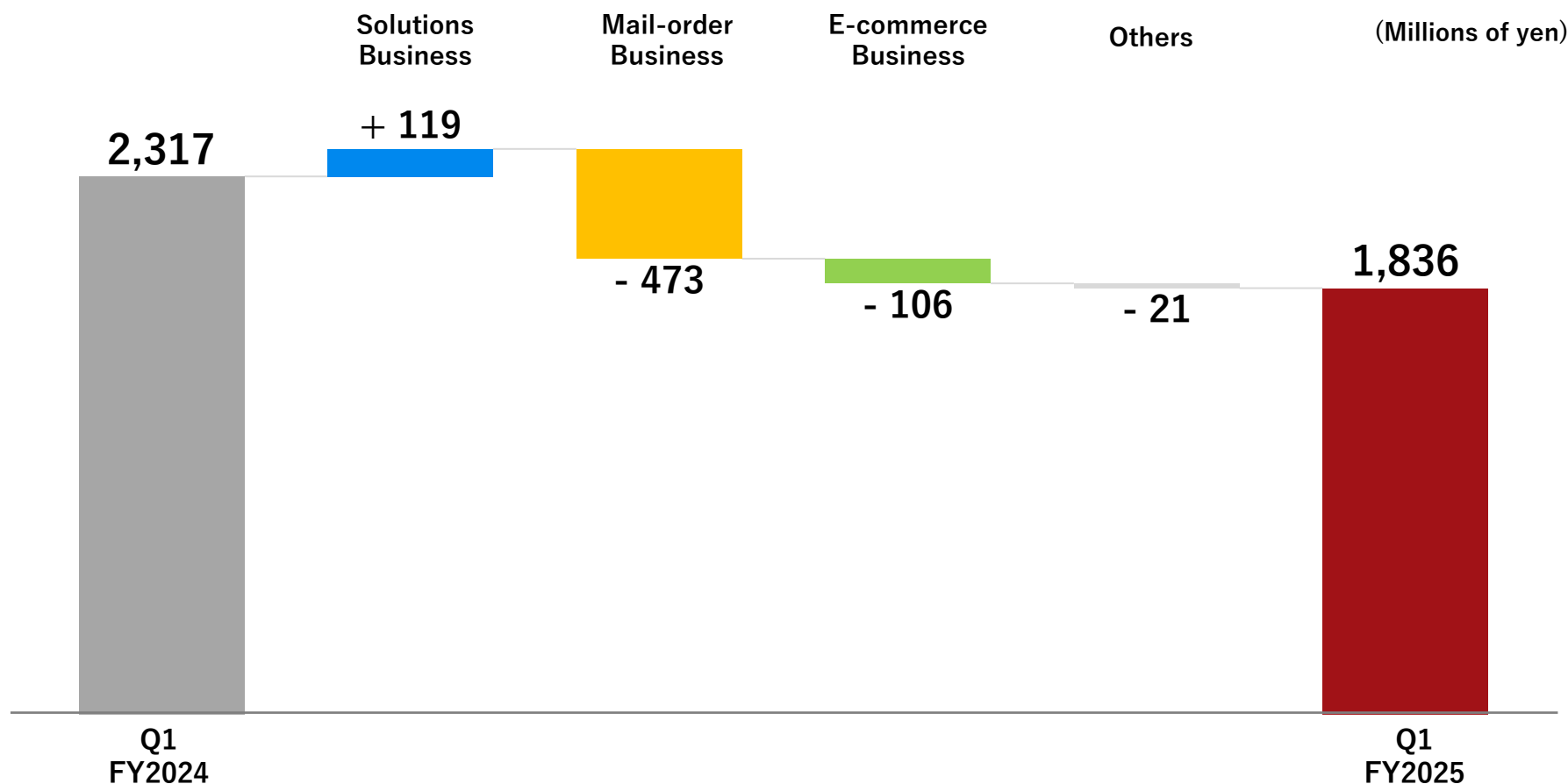


* We have changed some of the reportable segment classifications from FY2025.

(Some overseas subsidiaries that were included in Group Jurisdiction Business until FY2024 have been transferred to Mail-order Business.)

Analysis of ordinary profit increase/decrease (consolidated)

- Although the Solutions Business grew, it was unable to offset the decline in revenue in other segments, resulting in a decrease in consolidated profit.
- The Mail-order Business struggled with orders and suffered a significant decline in profit. The E-commerce Business also posted a decline in profit (loss) in Q1.



Segment Performance (Q1 FY2025 Actual)

Net sales

Segment profit

(Millions of yen)

**Solutions
Business****8,663**
(+25.0%)**275**
(+76.3%)

Increased in sales and profit
Although the impact of allowance for doubtful accounts for payment processing remained, other services are performing well.

**Mail-order
Business****10,172**
(-8.0%)**1,583**
(-23.0%)

Decreased in sales and profit
Struggling to secure orders for spring and peak summer products, while focusing on maintaining profitability.

**E-commerce
Business****3,148**
(-7.8%)**-77**
(+29 in Q1 FY2024)

Decreased in sales and profit
Focused on completing business restructuring amid tough market conditions.

* We have changed some of the reportable segment classifications from FY2025.
(Some overseas subsidiaries that were included in the Group Jurisdiction Business until FY2024 have been transferred to the Mail-order Business.)

For the comparison with the previous period, we have adjusted the figures from the previous year to reflect the new reporting segments.

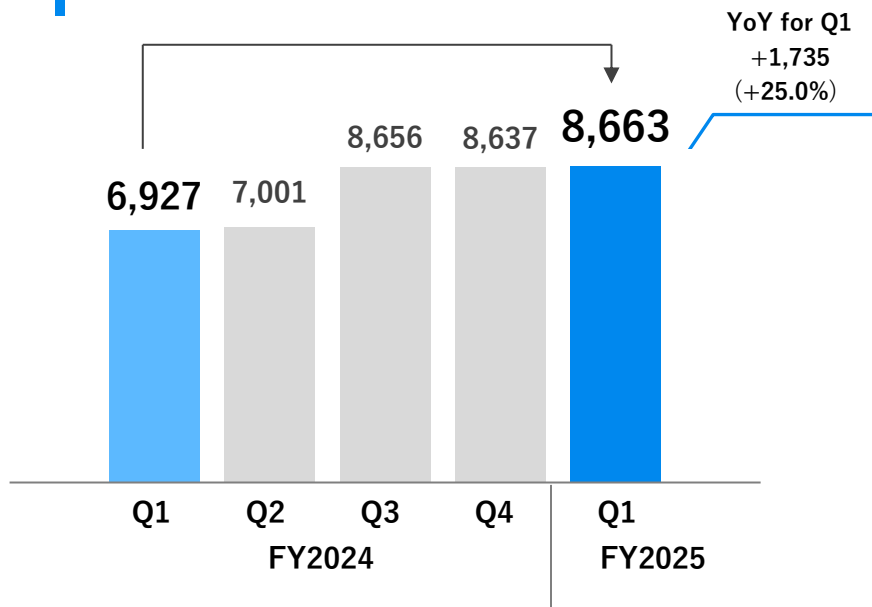
Solutions Business Segment

- Various services such as logistics outsourcing, payment processing, and marketing support grew and increased revenue.
- Although the impact of allowance for doubtful accounts for payment processing remained, other services drove profit growth.

(Millions of yen)

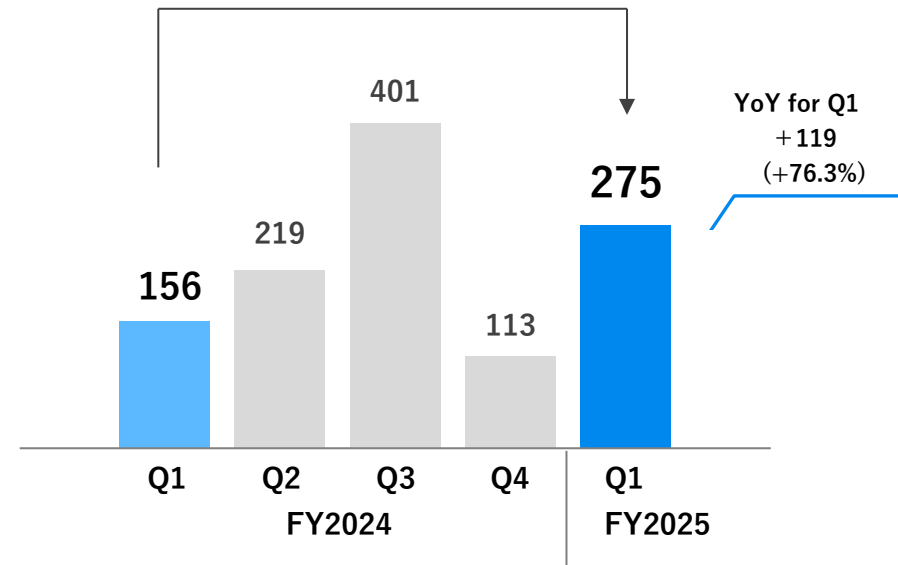
Q1 FY2025	Net sales :	8,663	(YoY +25.0%)
	Segment profit :	275	(YoY +76.3%)

Quarterly sales



Quarterly segment profit

(Millions of yen)



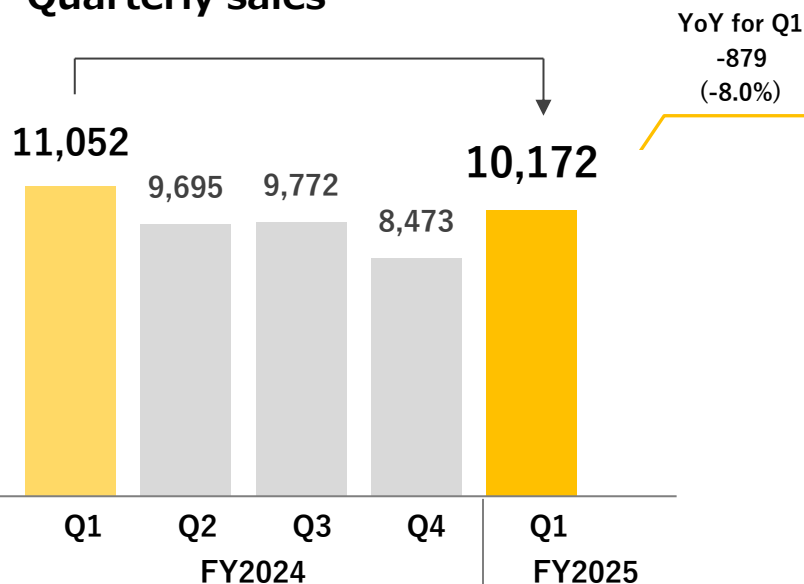
Mail-order Business Segment

- Decreased in sales and profit due to sluggish orders for spring and peak summer products.
- Promoting business efficiency, such as inventory control and sales promotion cost reduction.

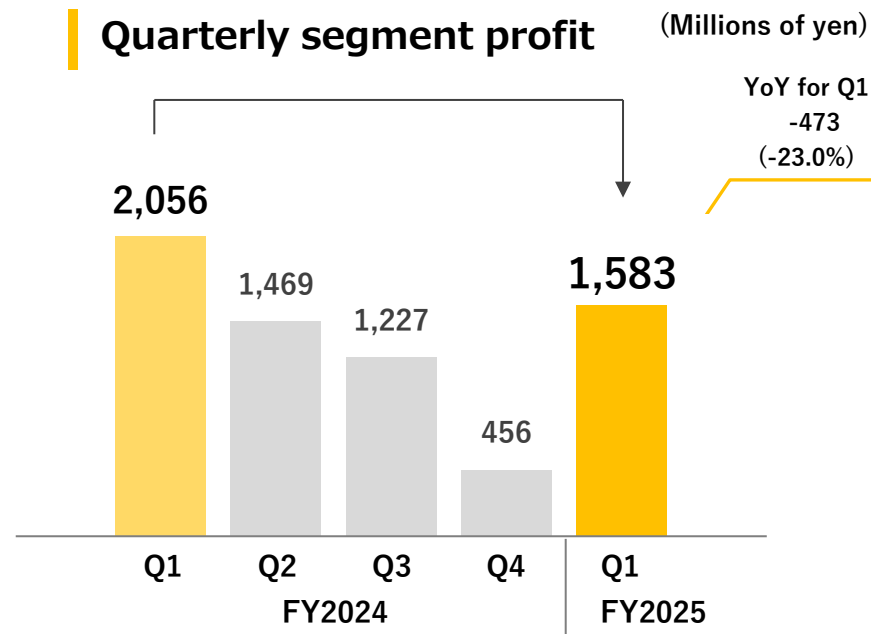
(Millions of yen)

Q1 FY2025	Net sales :	10,172	(YoY -8.0%)
	Segment profit :	1,583	(YoY -23.0%)

Quarterly sales



Quarterly segment profit



* We have changed some of the reportable segment classifications from FY2025.

(Some overseas subsidiaries that were included in the Group Jurisdiction Business until FY2024 have been transferred to the Mail-order Business.)

For the comparison with the previous period, we have adjusted the figures from the previous year to reflect the new reporting segments.

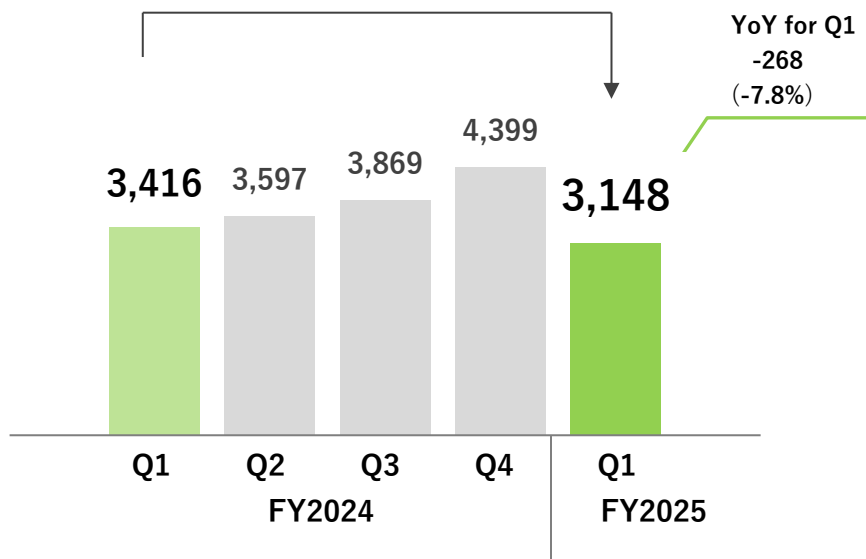
E-commerce Business Segment

- Promoting the completion of business restructuring and the transformation of the business model.

(Millions of yen)

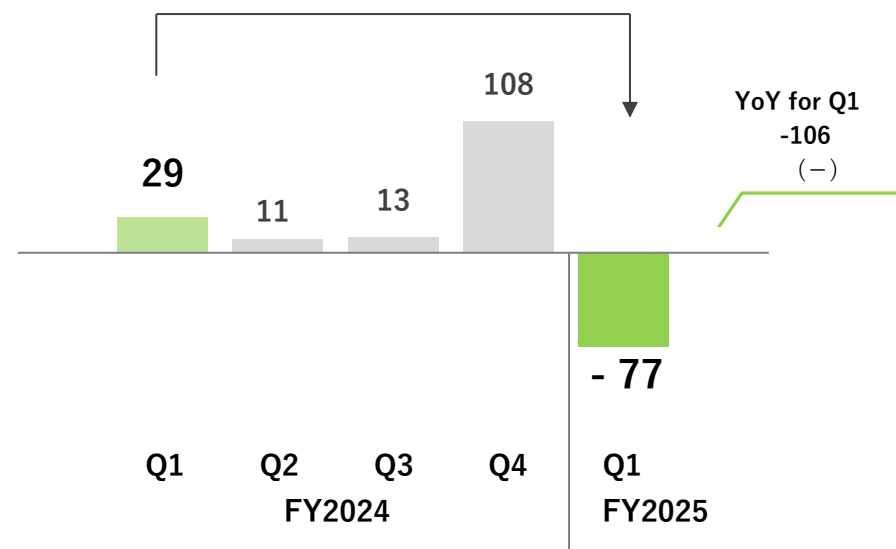
Q1 FY2025	Net sales :	3,148	(YoY -7.8%)
	Segment profit :	-77	(29 in Q1 FY2024)

Quarterly sales



Quarterly segment profit

(Millions of yen)



Balance sheet statement (consolidated)

- Maintaining a healthy financial position through the recognition of net profit.

	March 31, 2025	June 30, 2025	Changes amount	< Main factors of increase /decrease >
(Millions of yen)				
Current assets	38,679	36,448	-2,231	
Non-current assets	17,352	18,031	+679	
Total assets	56,032	54,480	-1,552	Cash and deposits -2,124 Accounts receivable – other -1,193 Accounts receivable - trade +646
Current liabilities	17,903	15,724	-2,178	
Non-current liabilities	1,658	1,686	+28	
Total liabilities	19,561	17,410	-2,150	Accounts payable – other -978 Income taxes payable -815
Total net assets	36,470	37,069	+598	Retained earnings +284 Share capital +112 Capital surplus +112
Total liabilities and net assets	56,032	54,480	-1,552	
Equity ratio	65.1%	68.0%	+3.0P	

Full-year Forecast for FY2025

Full-year forecast for FY2025 (consolidated)

- There are no changes to the full-year business forecast figures previously announced (May 7, 2025).

(Millions of yen)	FY2024 Actual	FY2025 Forecast	YoY changes	
			Amount	Rate
Net sales	84,030	85,000	+969	+1.2%
Operating profit (Operating profit / net sales)	6,052 (7.2%)	5,800 (6.8%)	-252	-4.2%
Ordinary profit (Ordinary profit / net sales)	6,424 (7.6%)	6,000 (7.1%)	-424	-6.6%
Profit attributable to owners of parent	4,267	4,000	-267	-6.3%
ROE	12.2%	10.7%	-1.5P	—

Medium- to Long-Term Vision / FY2025 Management Plan Marketing Solution Company

Medium- to Long-Term Vision / FY2025 Key Policies

Medium- to Long-Term Vision

To become a true Marketing Solution Company (MSC), we will hone our uniqueness in Marketing Solution domain

FY2025 Key Policies : Strengthening earning power by pursuing uniqueness

Shift to high value-added businesses tailored to customer needs.

Key Policies by segment

Development Business : Solutions Business

Selection and concentration of solution offerings

Logistics :

Expansion of B2B and B2G areas

Payment :

Strengthening credit and credit management systems

BPO :

Expanding domain, strengthening value provided

Core Business : Mail-order Business

Building a business foundation that anticipates market trends 5 to 10 years ahead

Maintaining high profitability:
Deepening sophisticated management

- + Pursuit of value-added based on customer needs
- + Establish apparel solutions

Business Improvement : E-commerce Business

Completion of business restructuring

Promoting business restructuring

+ Business model transformation

Management foundation

- Optimization of group-wide logistics resources and promotion of solution business through establishment of CLO
- Improving operational efficiency and productivity through DX
- Initiatives for "human resource development" to encourage autonomous growth

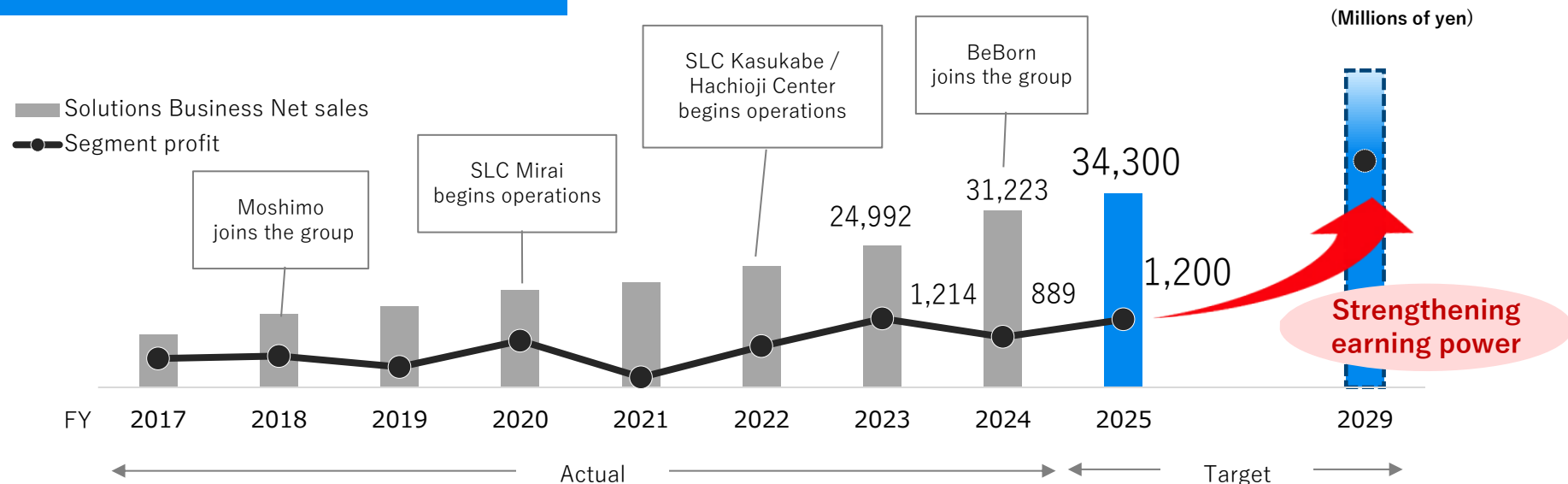
FY2025 Key policies by segment (Solutions Business Growth Strategy)

- The Solutions Business, which is a development area, will focus on expanding business scale and strengthening profitability.

Growth strategy for the Solutions Business

- Organic Growth : Realization of customer-oriented marketing solutions
- Inorganic Growth : Enhancement of solution service functions
- Expansion into new business areas

Solutions Business Performance Trends



LPB, which concentrates management resources as our main offering

- Promoting investment and business infrastructure development in the Solutions Business, particularly in LPB (Logistics, Payment, and BPO).

Logistics

Expansion of logistics bases

SLC Tsukuba opened

- SLC Tsukuba, the third base in the Kanto area, was opened to meet growing logistics needs in the Kanto area.



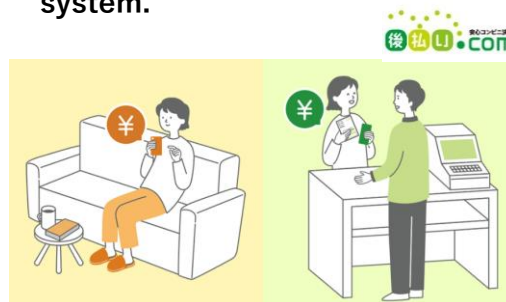
Customer acquisition
and business growth

Payment

Reduction of bad debt risk

Reinforcement of credit management system

- In response to the deterioration of the bad debt ratio in the previous fiscal year, we will restructure our credit and debt management system.



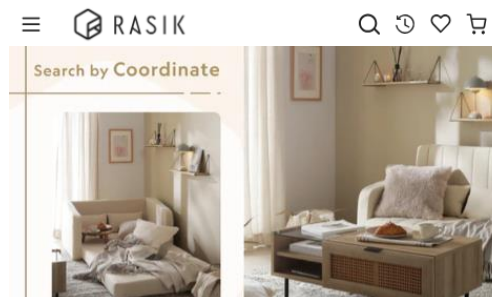
Improved profitability

BPO

Circular utilization of know-how

D2C business development

- Developing our own retail business by leveraging our marketing support know-how



Expansion of business
domain

Appendix

Business Overview / Company Profile

Business Segments and Overview (As of June 30, 2025)

Solutions Business

We offer a "One-Stop Solution Service" to support e-commerce/mail-order business vendors 360-degree.



Catch Ball
株式会社キャッチボール



BeBorn



*ZonExpert Co.,Ltd. (April 2025: joined our group)

Mail-order Business

We primarily offer mail-order sales (catalog and some online) targeting members of co-op home delivery services.



SCROLL
TRADING
(SHANGHAI)
Co.,LTD.

SCROLL
VIETNAM
CO.,LTD.

SCROLL
BANGLADESH
CO.,LTD.

E-commerce Business

We mainly conduct internet sales of specialized products through our own website and online shopping malls.

AXES



株式会社メイヨ

木草
果花



Group Jurisdiction Business

We manage logistics centers at various locations nationwide, utilize real estate effectively.



* We have changed some of the reportable segment classifications from FY2025.
(Some overseas subsidiaries that were included in the Group Jurisdiction Business until FY2024 have been transferred to the Mail-order Business.)

Company Profile

Scroll Corporation

Headquarters	: 2-24-1 Sato, Chuo-ku, Hamamatsu-shi, Shizuoka
President and CEO	: Tomohisa Tsurumi
Established	: October 1, 1943
Stock code	: 8005 (TSE Prime Market)
Capital	: ¥6,229 million (As of June 30, 2025)
Main business activities	: Solutions Business for e-commerce/mail-order business vendors, as well as E-commerce and Mail-order Business of apparel, general merchandise, etc.

“Scroll Group Integrated Report 2025”

Issued on June 30, 2025

Highlights of the report

- Top Message
- Value Creation Story
- Interviews with external board members

■Disclosure of “Scroll Group Integrated Report 2025”

<https://www.scroll.jp/ir/annual/>

(Available in Japanese only.)



通販まるごとソリューション



Contact

Corporate Planning Department, Corporate Management Division

Telephone : +81-53-464-1114 (direct line)

E-mail : ir@mb.scroll.jp

Website address: <https://www.scroll.jp/en/>

★Caution regarding forward-looking statements

The forward-looking statements, including earnings forecasts, contained in these materials are based on information currently available to the Company and on certain assumptions deemed to be reasonable. These statements do not purport that the Company pledges to realize such statements. Actual business and other results may differ from the forecast figures due to various factors going forward.