

FY2025 Third Quarter Financial Results

Q3 FY2025 (From April 1, 2025 to December 31, 2025)

Scroll Corporation
(TSE Prime Market: 8005)



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FY2025 Third Quarter Results

Highlights (consolidated)

Increased in sales but decreased in profit

- Sales increased driven by growth in the Solutions Business, but profits declined due to struggles in the Mail-order Business.
- In the third quarter, we recorded extraordinary losses associated with the withdrawal from unprofitable businesses in the E-commerce Business.

	FY2024 Q1-Q3	FY2025 Q1-Q3	YoY changes		
	(Millions of yen)	Actual	Actual	Amount	Rate
Net sales	62,842	65,920	+3,077	+4.9%	
Operating profit (Operating profit / net sales)	5,442 (8.7%)	4,727 (7.2%)	-714	-13.1%	
Ordinary profit (Ordinary profit / net sales)	5,734 (9.1%)	5,063 (7.7%)	-671	-11.7%	
Profit attributable to owners of parent	3,885	2,151	-1,734	-44.6%	
Earnings per share	¥113.09	¥62.42	-¥50.67		—

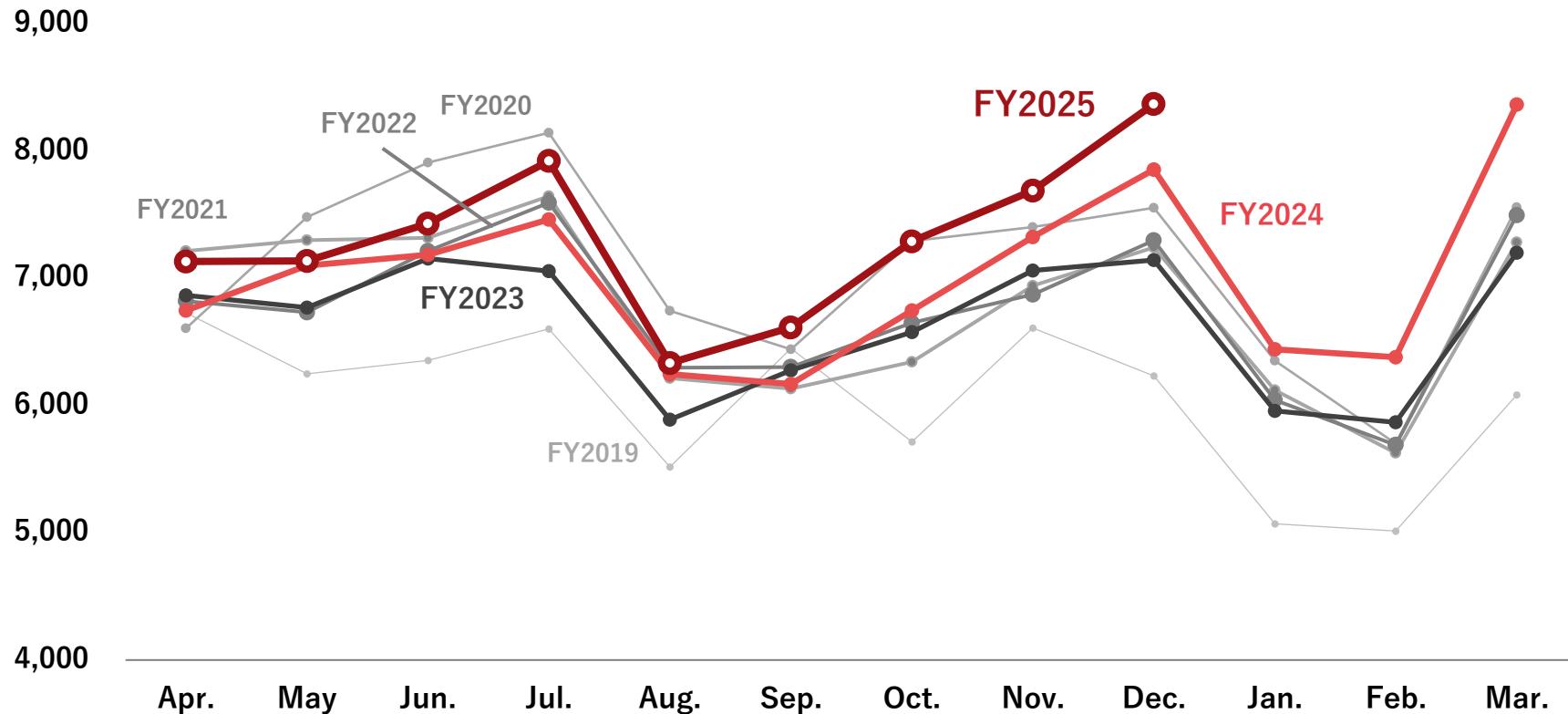
* We have recorded 1,551 million yen (Q2: 699 million yen; Q3: 851 million yen) in extraordinary losses, including impairment loss on goodwill and a provision for loss on business liquidation.

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

Monthly sales (consolidated)

- Monthly sales trended at a level exceeding the previous year.

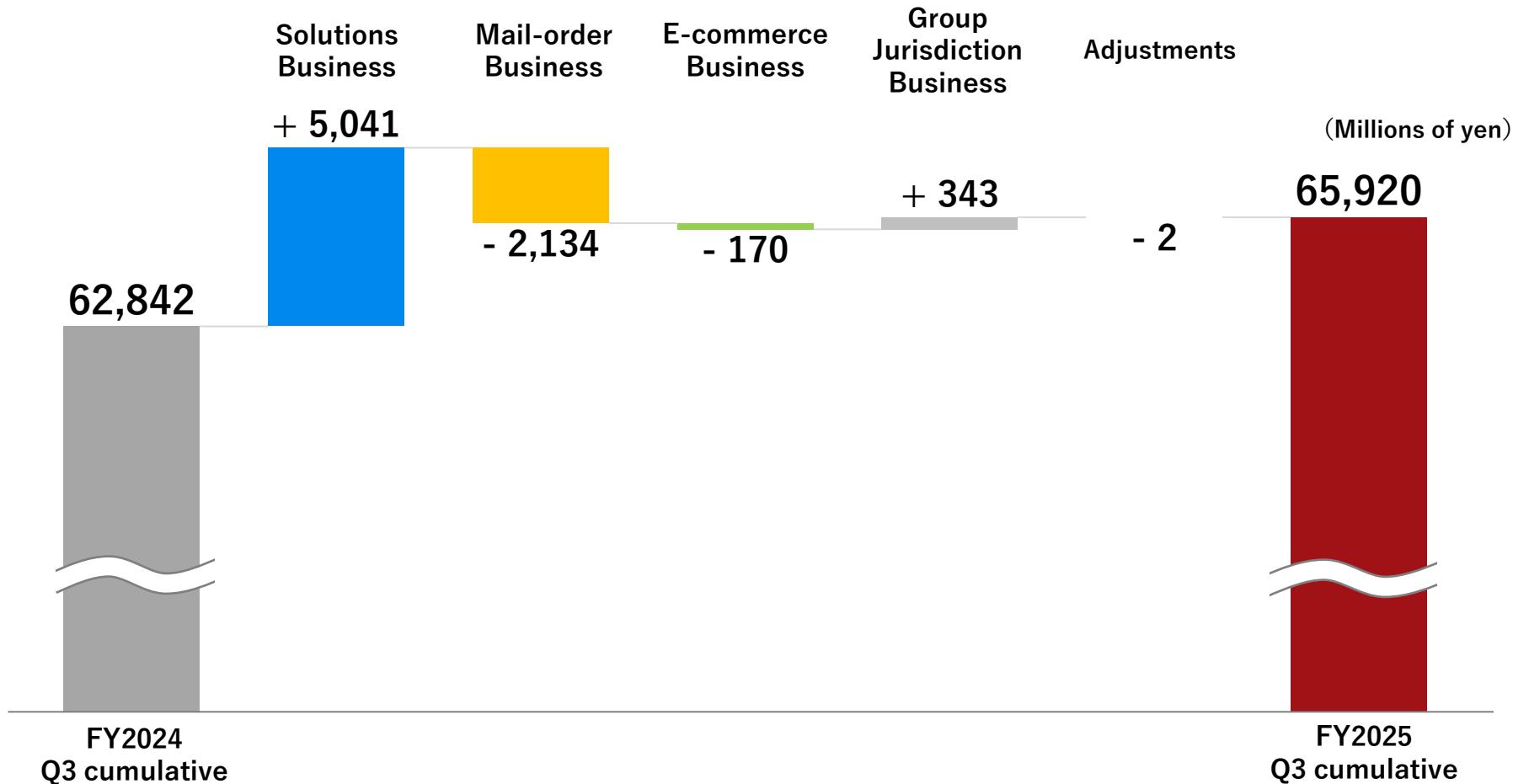
(Millions of yen)



* 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)

- Consolidated revenue increased driven by growth in the Solutions Business, despite struggles in the Mail-order Business.

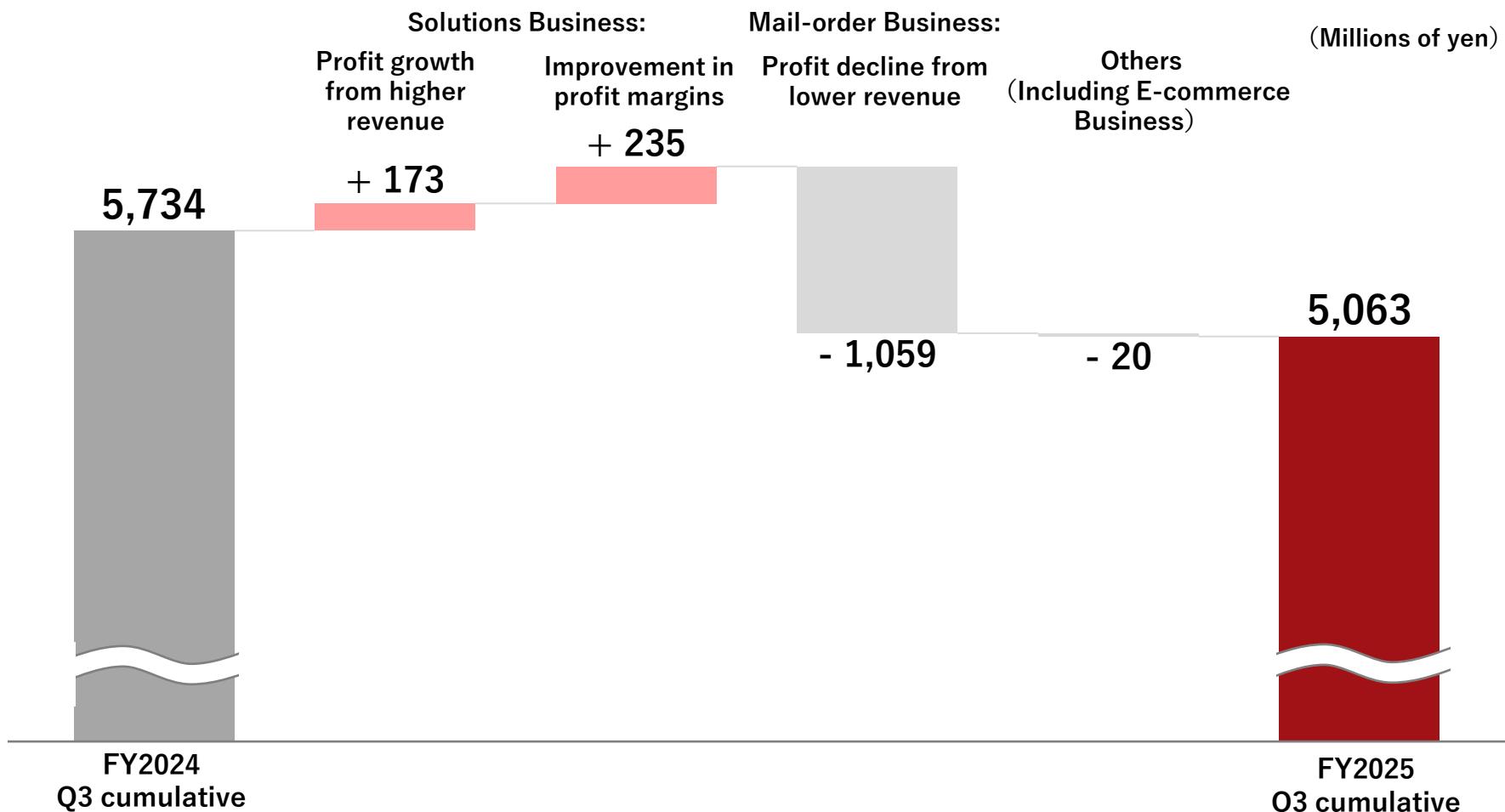


* We have changed some of the reportable segment classifications from FY2025.

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

Analysis of ordinary profit increase/decrease (consolidated)

- The Solutions Business achieved increased revenue and higher profit, driven by improved profit margins.
- Profits in the Mail-order Business declined as the segment struggled to secure orders due to rising prices and unfavorable weather.



Segment Performance (Q1-Q3 FY2025 Actual)

	Net sales	Segment profit	(Millions of yen)
Solutions Business	27,626 (+22.3%)	1,184 (+52.5%)	Increased in sales and profit Various services performed solidly. The allowance for doubtful accounts ratio in our payment processing is also trending toward improvement.
Mail-order Business	28,386 (-7.0%)	3,695 (-22.3%)	Decreased in sales and profit Struggled to secure orders due to rising prices and unfavorable weather. Focused on maintaining profitability.
E-commerce Business	10,712 (-1.6%)	122 (+124.6%)	Decreased in sales but increased in profit Focused on completing business restructuring.

* 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

- Achieved increased revenue and profit, driven by growth in various services such as logistics fulfillment and marketing support.
- In our payment processing, profitability improved due to strengthened debt collection and credit management.

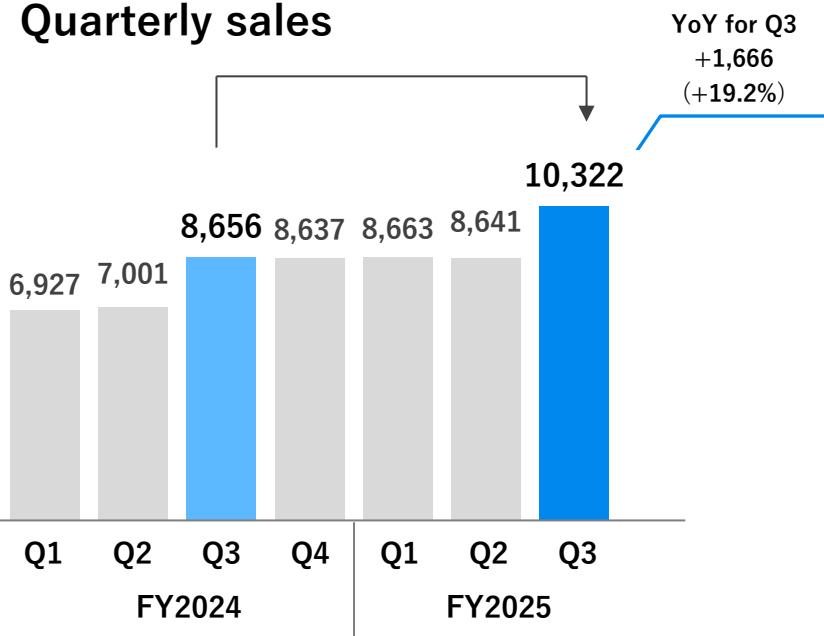
(Millions of yen)

Q1-Q3 FY2025

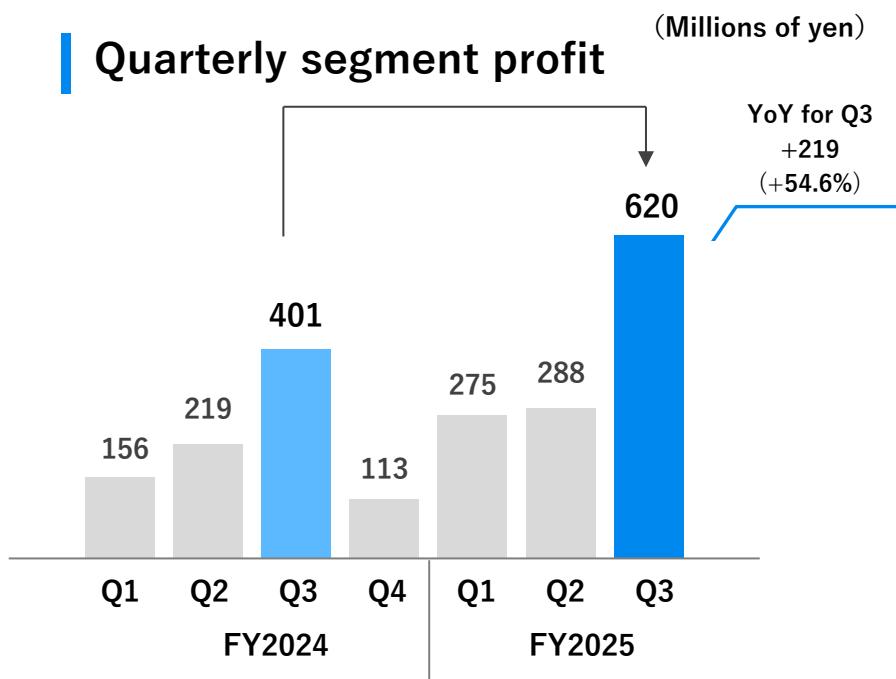
Net sales :
Segment profit :

27,626 (YoY +22.3%)
1,184 (YoY +52.5%)

Quarterly sales



Quarterly segment profit



Mail-order Business Segment

- Struggled to secure orders due to rising prices, particularly for food products, and unfavorable weather.
- Promoted business efficiency improvements, including inventory control and curbing sales promotion expenses.

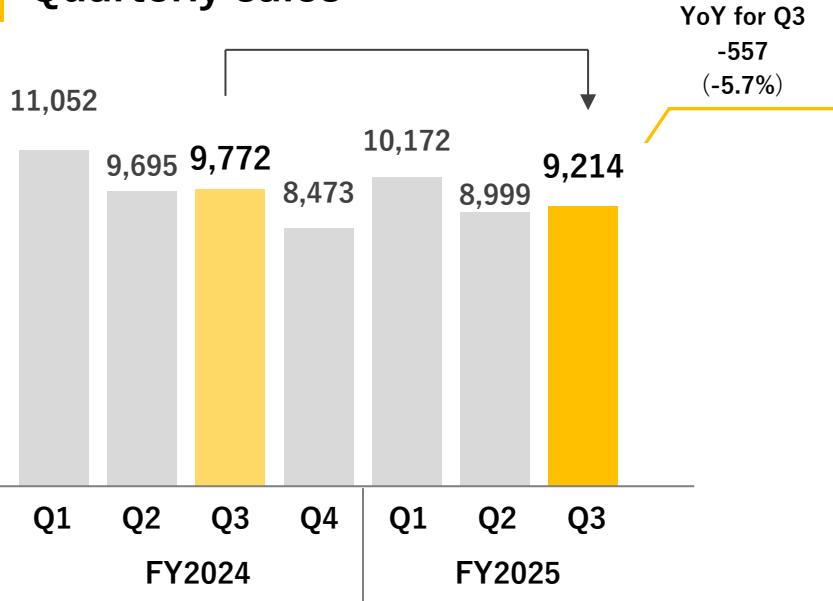
(Millions of yen)

Q1-Q3 FY2025

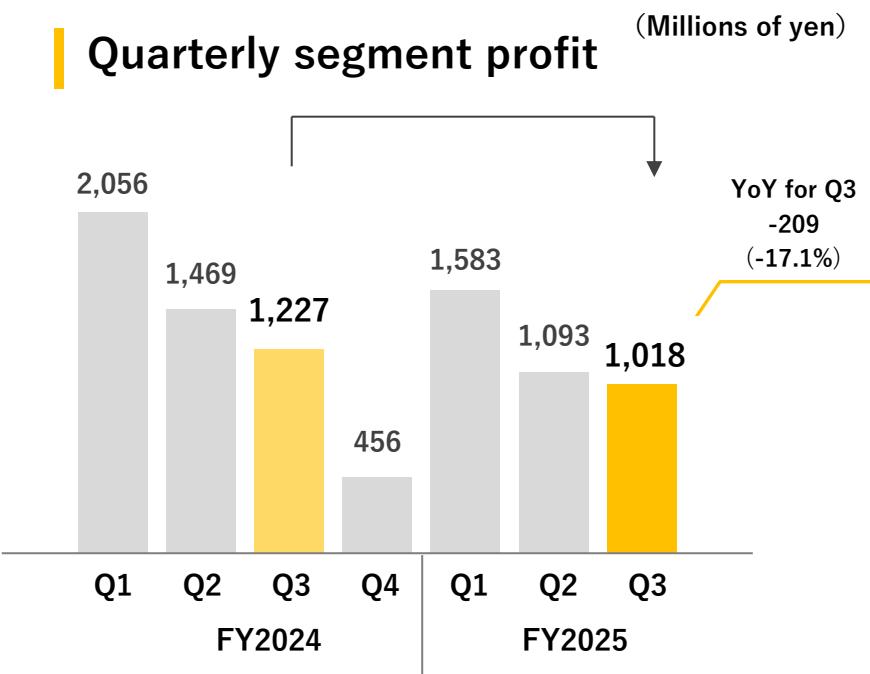
Net sales :
Segment profit :

28,386 (YoY -7.0%)
3,695 (YoY -22.3%)

Quarterly sales



Quarterly segment profit



E-commerce Business Segment

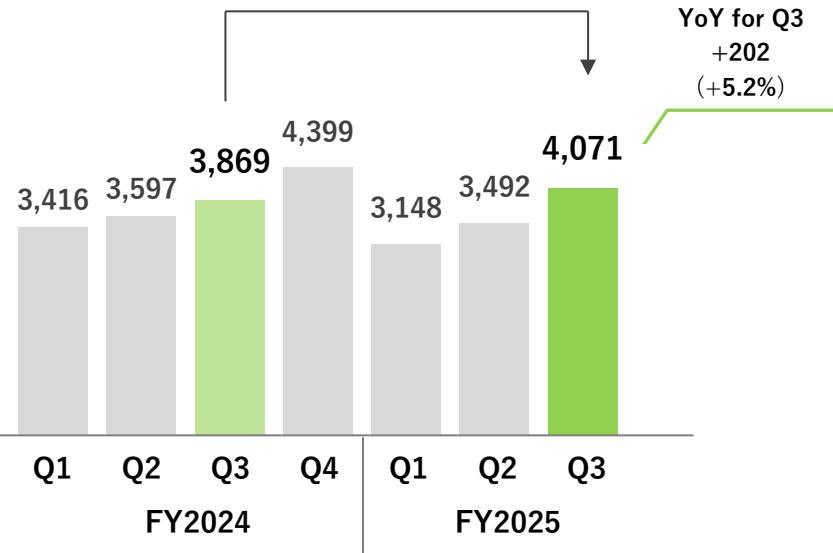
- Promoted the completion of business restructuring and the transformation of the business model.
- We have decided to discontinue the e-commerce sales of parallel import products and will proceed with the liquidation of the business.

(Millions of yen)

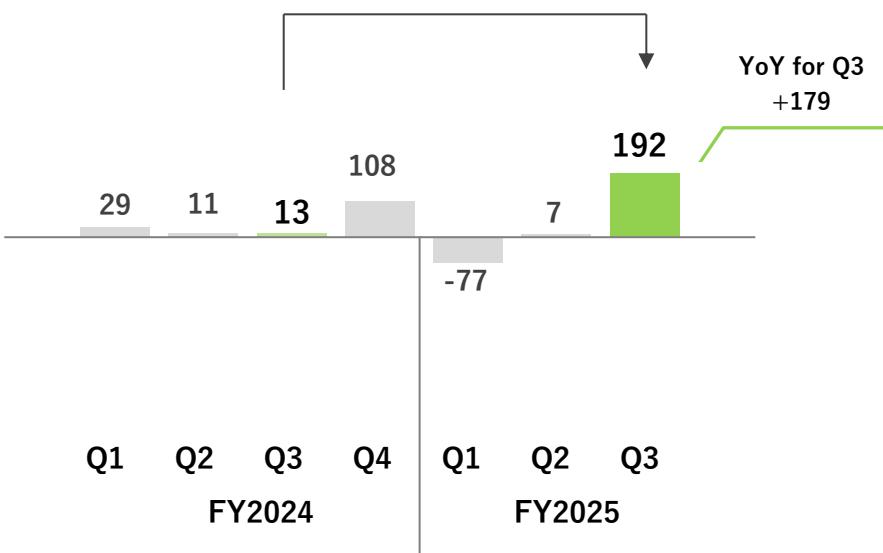
Q1-Q3 FY2025	Net sales :	10,712	(YoY -1.6%)
	Segment profit :	122	(YoY +124.6%)

* We recorded a provision for loss on business liquidation of 1,002 million yen as extraordinary losses (Q2: 151 million yen; Q3: 851 million yen).

Quarterly sales



Quarterly segment profit



Balance sheet statement (consolidated)

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

	March 31, (Millions of yen)	December 31, 2025	Change amount	<Main factors of increase/decrease>
Current assets	38,679	39,927	+1,248	
Non-current assets	17,352	18,904	+1,551	
Total assets	56,032	58,832	+2,800	Accounts receivable - trade +2,078 Inventories +699 Accounts receivable – other -1,418 Investments and other assets +1,841 Allowance for doubtful accounts (non-current) -521
Current liabilities	17,903	20,095	+2,191	
Non-current liabilities	1,658	1,765	+106	Accounts payable – trade +450 Accounts payable – other +1,478 Income taxes payable -819 Provision for business restructuring losses +1,002
Total liabilities	19,561	21,860	+2,298	
Total net assets	36,470	36,972	+501	Net profit +2,151 Distribution of surplus -1,967 Treasury shares -822 Valuation difference on available-for-sale securities +919
Total liabilities and net assets	56,032	58,832	+2,800	
Equity ratio	65.1%	62.8%	-2.2P	

Full-year Results Forecasts for FY2025

Full-year Results Forecasts for FY2025 (consolidated)

- Operating profit and ordinary profit are expected to exceed previously announced figures, driven by the solid performance of the Solutions Business, our growth driver.
- On the other hand, regarding profit attributable to owners of parent, we recorded extraordinary losses associated with the withdrawal from unprofitable businesses in the E-commerce Business.

(Millions of yen)	FY2024 Actual	FY2025 Forecast		Change (% change) / [*]	
		Previous Forecasts (announced on October 31, 2025)	New Forecasts (announced on January 30, 2026)	Vs FY2024 Actual	Vs Previous Forecasts
Net sales	84,030	87,000	87,000	+2,969 (+3.5%)	— —
Operating profit	6,052	5,400	5,600	-452	+200
(Operating profit / net sales)	(7.2%)	(6.2%)	(6.4%)	[-0.8P]	[+0.2P]
Ordinary profit	6,424	5,800	6,000	-424	+200
(Ordinary profit / net sales)	(7.6%)	(6.7%)	(6.9%)	[-0.7P]	[+0.2P]
Profit attributable to owners of parent	4,267	3,100	2,800	-1,467	-300
Return on Equity	12.2%	8.4%	7.6%	-4.6P	-0.8P

* Ordinary profit / net sales changes rate

Summary of Full-year Results Forecasts for FY2025 (By segment)

- By business segment, we have revised the financial forecasts as follows.

Business	FY2024 Actual (Millions of yen)		FY2025 Forecast				Change				
			Previous Forecasts (announced on October 31, 2025)		New Forecasts (announced on January 30, 2026)		Vs FY2024 Actual		Vs Previous Forecasts		
	Amount	Rate*1 (Rate*2)	Amount	Rate*1 (Rate*2)	Amount	Rate*1 (Rate*2)	Amount	Rate*1 [Rate*3]	Amount	Rate*1 [Rate*3]	
Net sales	Solutions	31,223	+24.9%	36,300	+16.3%	36,300	+16.3%	+5,076	+16.3%	—	—
	Mail-order	38,993	-0.4%	36,800	-5.6%	36,800	-5.6%	-2,193	-5.6%	—	—
	E-commerce	15,281	-12.7%	14,700	-3.8%	14,700	-3.8%	-581	-3.8%	—	—
	Group Jurisdiction	3,543	+8.4%	3,900	+10.1%	3,900	+10.1%	+356	+10.1%	—	—
	Adjustments	-5,012	—	-4,700	—	-4,700	—	+312	—	—	—
Total		84,030	+5.3%	87,000	+3.5%	87,000	+3.5%	+2,969	+3.5%	—	—
Segment profit	Solutions	889	(2.9%)	1,500	(4.1%)	1,700	(4.7%)	+810	[+1.8P]	+200	[+0.6P]
	Mail-order	5,210	(13.4%)	4,000	(10.9%)	4,000	(10.9%)	-1,210	[-2.5P]	—	—
	E-commerce	163	(1.1%)	250	(1.7%)	250	(1.7%)	+86	[+0.6P]	—	—
	Group Jurisdiction	164	(4.6%)	50	(1.3%)	50	(1.3%)	-114	[-3.4P]	—	—
	Adjustments	-3	—	0	—	0	—	+3	—	—	—
Total (Ordinary profit)		6,424	(7.6%)	5,800	(6.7%)	6,000	(6.9%)	-424	[-0.7P]	+200	[+0.2P]

*1 YoY changes rate

*2 Ordinary profit / net sales

*3 Ordinary profit / net sales changes rate

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

On this page, FY2024 actual are presented on a reclassified basis for comparison with the previous year.

Appendix

Business Overview / Company Profile

Business Segments and Overview (As of December 31, 2025)



Solutions Business

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



CatchBall
株式会社キャッチボール



BeBorn



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



草
木
花
SORAMOCKA



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.)

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 December 31, 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



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★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.