

Contributing to society
through food

toho

TOHO Co., Ltd.



The Second Quarter of the Fiscal Year
Ending January 31, 2026
(Six months ended July 31, 2025)

Financial Results

September 11, 2025

TOHO Co., Ltd.

(TSE Prime 8142)

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Company Information

Established	October 1, 1947
Trade name	TOHO Co., Ltd. (Holding Company)
Head office	5-9 Koyo-cho Nishi, Higashinada-ku, Kobe, Hyogo
Capital	5,344.77 million yen
Net sales	246.4 billion yen (fiscal year ended January 31, 2025)
Representative	Hiroyuki Koga, Chairman and Representative Director Kuniharu Okuno, President and Representative Director
Consolidated number of employees	3,827 (as of July 31, 2025) (full-time employees: 2,464, part-time employees, etc.: 1,363)
Stock listing	TSE Prime
Business description	Distributor Business (commercial foods wholesaling), Cash & Carry Business (commercial foods cash wholesaling), Food Solutions Business, and Coffee Production and Sales <small>*Exited the food supermarket business at the end of the fiscal year ending January 31, 2025.</small>
Number of group companies (excluding the Company)	20 companies (as of the end of July 2025)

Company Information Business (Segment)

Distributor Business (DTB: commercial foods wholesaling)

We procure and deliver food for commercial use that meet the needs of all types of restaurants in Japan and overseas. By leveraging the Group's capabilities, we not only supply foodstuffs but also provide comprehensive support for the restaurant business.

13 companies and 80 business sites
(35 prefectures and 3 overseas countries)



Cash & Carry Business (C&C: commercial foods cash wholesaling)

Centered on A-Price, a store that sells professional food ingredients, our stores sell food for commercial use and support small- and medium-sized restaurants in each region in their daily purchases.

94 stores (30 prefectures)



Food Solutions Business (FSL)

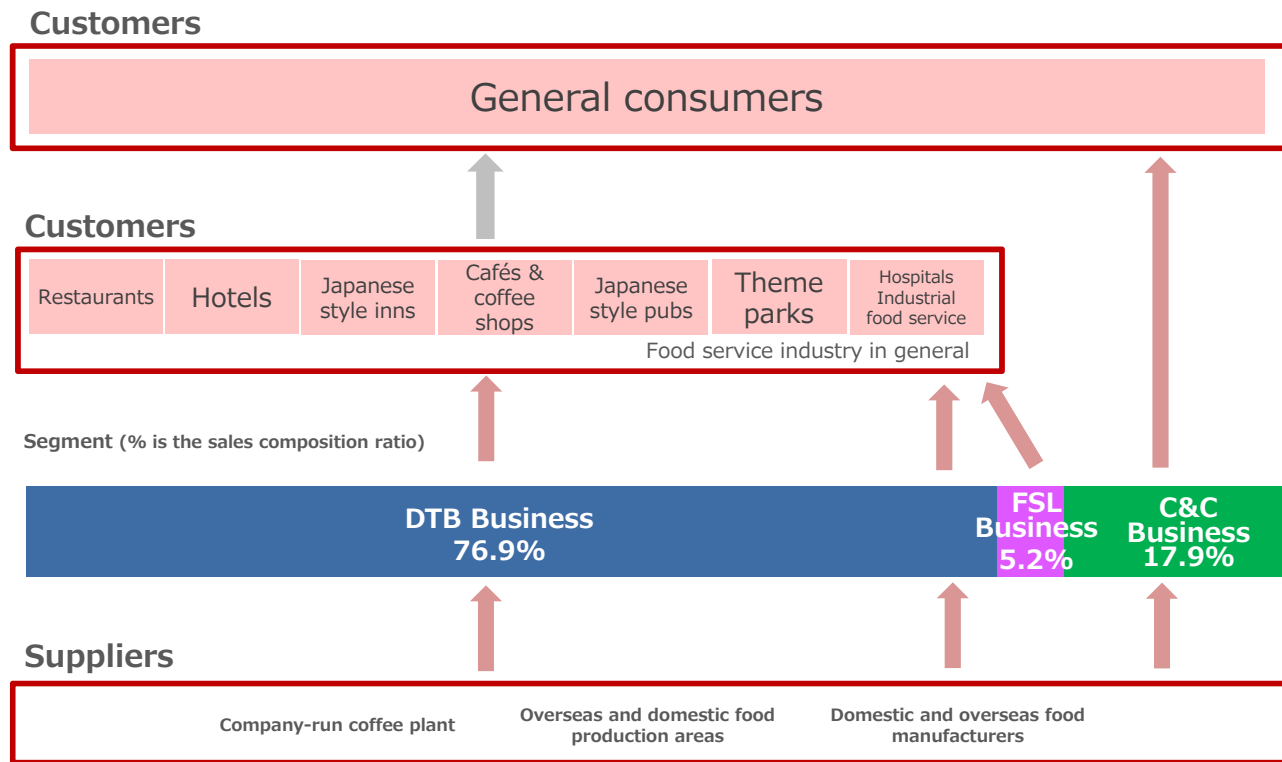
We provide a variety of solutions that provide total support for the restaurant business, including business support systems for restaurants, quality control, professional-use cooking equipment, comprehensive construction contracts, and store interior design and construction.

7 companies and 30 business sites



*The number of companies and business sites is as of the end of July 2025.

Company Information Business Flow Chart



*Sales of "Company-run coffee plant" are included in the DTB business.

*The sales composition ratio by segment is as of the second quarter of the fiscal year ending January 2026.

Company Information Commercial Food Wholesale Market Size and Share

Commercial Food Wholesale: Market Size by Domestic Region and Our Group's (DTB Business + C&C Business) Share

(Millions of yen)

		Nationwide	Kanto	Tokai	Kinki	Chugoku And Shikoku	Kyushu Okinawa
2024 Domestic Market Size	Market Size by Region	4,096,900	1,761,700	622,700	745,600	278,600	368,700
	Sales	217,802	62,398	8,026	58,083	17,566	71,728
FY2025/1 Our Group Results	Market share	5.3%	3.5%	1.3%	7.8%	6.3%	19.5%

*The sales of DTB + C&C, including overseas, for the fiscal year ending January 2025 were 228,897 million yen.

*The market size of commercial food wholesale is partially edited based on the survey by the Japan Food Journal (published in August 2025). In addition, the market size for Hokkaido and Tohoku, not included in the above table, is 311,400 million yen.

“Contributing to society through food”

“Contributing to a healthy and enriching food culture ”

Under the keywords “deliciousness” and “safety and security, health, and the environment,” the TOHO Group contributes to improving food culture while supporting all aspects of food.



Toho was previously “Toho Sangyo Co., Ltd.”

The company name means “Head east, working like a worker bee.”

This reflects our desire to expand our business from our starting point of Kyushu in the west to the east.

In 1983, the company name was simplified to “Toho,” expecting further expansion of the scope of business and further growth in the future and wanting to make our company name easier to say and more memorable.

Company Information History

- October 1947 ● Established Fujimachi Shoten Ltd. in Saga City and began a food wholesale business
- October 1951 ● **Started trading and in-house roasting of imported coffee beans**
- March 1953 ● Established Toho Sangyo Co., Ltd. (Headquarters: Kobe City, Branch: Fukuoka City)
- 1954 ● **Full-scale entry into food wholesaling for the food service industry**
- April 1960 ● Opened the first Toho store
- October 1970 ● Full-scale development of private brand products for commercial use
- January 1983 ● Company name changed to TOHO Co., Ltd.
- September 1983 ● Listed on the Second Section of the Osaka Securities Exchange and the Fukuoka Securities Exchange
- July 1987 ● **Opened the first A-Price, a store for professional food ingredients**
- July 1997 ● Moved to the First Section of the Osaka Securities Exchange
- November 2000 ● Moved to the First Section of the Tokyo Stock Exchange
- January 2008 ● **Started M&A in core businesses, mainly in the Kanto region**
Completed 29 M&As with 36 companies (including 8 overseas M&As with 11 companies) in the 15 years since
- August 2008 ● Transitioned to a holding company system
- December 2015 ● **First overseas branch (Singapore) through M&A**
- April 2022 ● Transitioned to the Tokyo Stock Exchange Prime Market
- November 2024 ● Complete withdrawal from the food supermarket business

Company Information Strengths of the Toho Group

No.1 for Domestic Sales in the Foodservice Wholesale Industry in Japan.

**A Sales Network
Covering
All of Japan**

Domestic Locations

72

35 Prefectures

**Proactive Approach
to the Global
Foodservice Market.**

- ▶ Expanding Market Share Overseas
– Singapore, Hong Kong, Malaysia
- ▶ Supporting Japanese Foodservice Companies in Their Overseas Expansion



**Expansion of Multiple
"Professional Food
Ingredient Stores."**

In addition to directly operated stores, we have launched a franchise business and also operate an online shop.



Number of Stores

94

30 Prefectures

**Comprehensive
Support for the
Foodservice
Business.**

- ▶ Enhancing Store Operational Efficiency through IT
- ▶ Support for Quality and Hygiene Management
- ▶ Sales of Commercial Kitchen Equipment
- ▶ Store Interior Design and Construction

**Product Development
and Sourcing
Capabilities
to Meet Foodservice Needs.**

- ▶ Private Brand Products Focused on Taste, Safety, and Quality
- ▶ In-House Roasted Coffee
- ▶ Extensive Product Lineup with Over 100,000 Items



**A Talent
Development System
That Supports
Sustainable Growth.**

- ▶ Autonomous Career Development Support System
- ▶ Promotion of Diversity
- ▶ Advancement of Health Management

Company Information Items (food for commercial use)

National brand (NB) products



Sales
composition
ratio

About **90%**

Centered on major food manufacturers in Japan, we handle a wide range of food for commercial use that meets the needs of customers in the food service industry. Also, taking advantage of the fact that the Group's business sites are located throughout Japan, we are developing excellent local food manufacturers and purchasing from overseas food manufacturers.

Private Brand (PB) Products



EAST BEE
Fine Quality

EAST BEE

Based on the themes of "deliciousness" and "safety, security, health, and the environment", we have used our experience and know-how of supporting restaurant businesses for over 75 years to carefully select production areas and manufacturers. We have a lineup of ingredients and products from all cuisines, including Japanese, Western, and Chinese.



Sales
composition
ratio

About **10%**

SMILE CHEF

This is an original brand sold by the Cash & Carry Business. Products are smaller so they can be easily used by small and medium-sized restaurants. This is a trusted brand that offers high quality at a low price.



toho coffee

toho coffee

As the Group's sole manufacturing function, we roast coffee for restaurants at our own plant. With a history of roasting beginning in 1951, we produce coffee that can meet the high demands of professional customers.

Summary of Financial Results for the Second Quarter of the Fiscal Year Ending January 31, 2026

Note: Following the withdrawal from the Food Supermarket (FSM) business at the end of the fiscal year ended January 2025, the “FSM business” has been removed from the Company’s reportable segments starting from the current fiscal year.

Financial Highlights

Q2 Results



*Figures in parentheses are year-on-year changes.

Net sales	:	123,092 million yen (+1.6%)
Operating profit	:	3,454 million yen (−0.5%)
profit attributable to owners of parent	:	1,793 million yen (−21.4%)

–**Net sales** increased (+1.6%), supported by steady sales to the domestic foodservice industry despite the impact of the withdrawal from the Food Supermarket (FSM) business.

–**Operating income** decreased (−0.5%), while the withdrawal from the FSM business contributed positively to earnings, this was offset by a decline in gross profit margins at the Singapore subsidiary and increases in freight and packaging expenses in existing businesses.

–**Profit attributable to owners of the parent** decreased (−21.4%), mainly due to the impairment loss on goodwill at an overseas subsidiary and the loss on disposal of fixed assets associated with the construction and relocation of a business site.

(YoY change:

net sales **+1,800** million yen, operating profit **−17** million yen,

Profit attributable to owners of the parent: **−400** million yen)

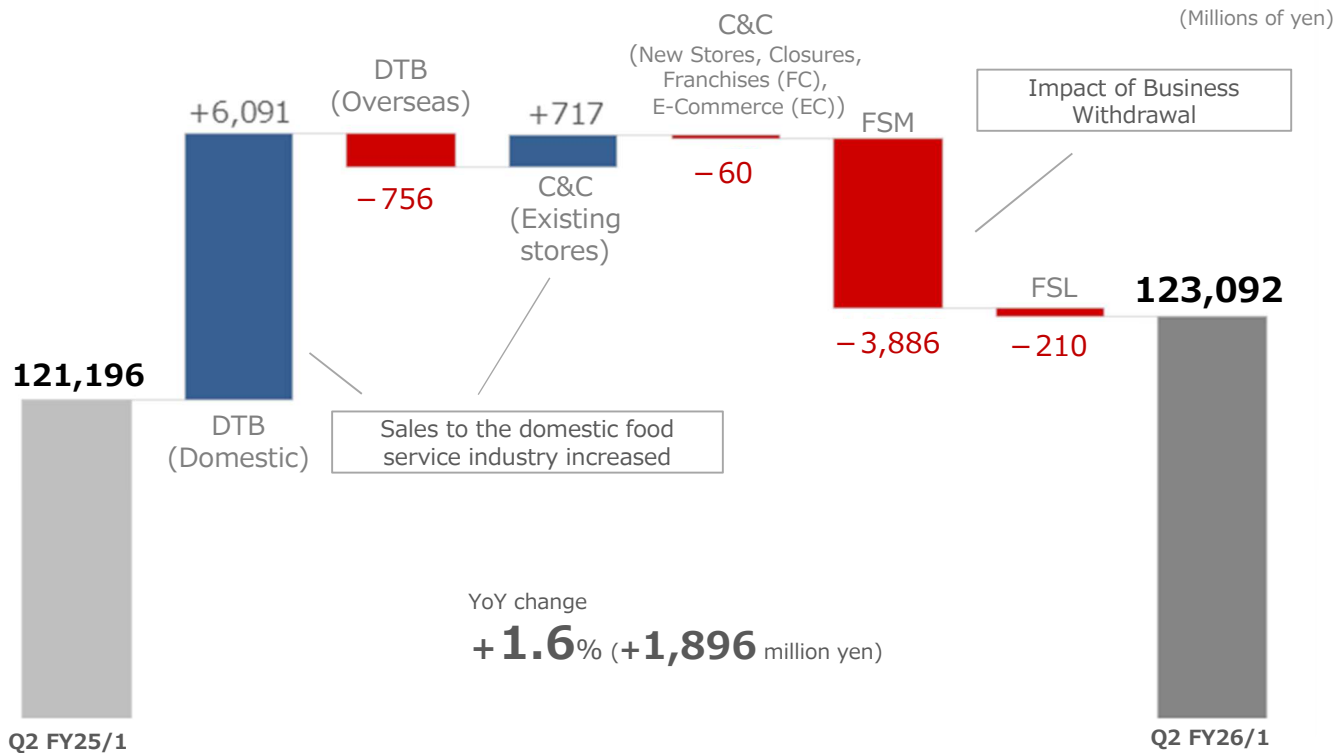
Consolidated Statements of Income

(Millions of yen)

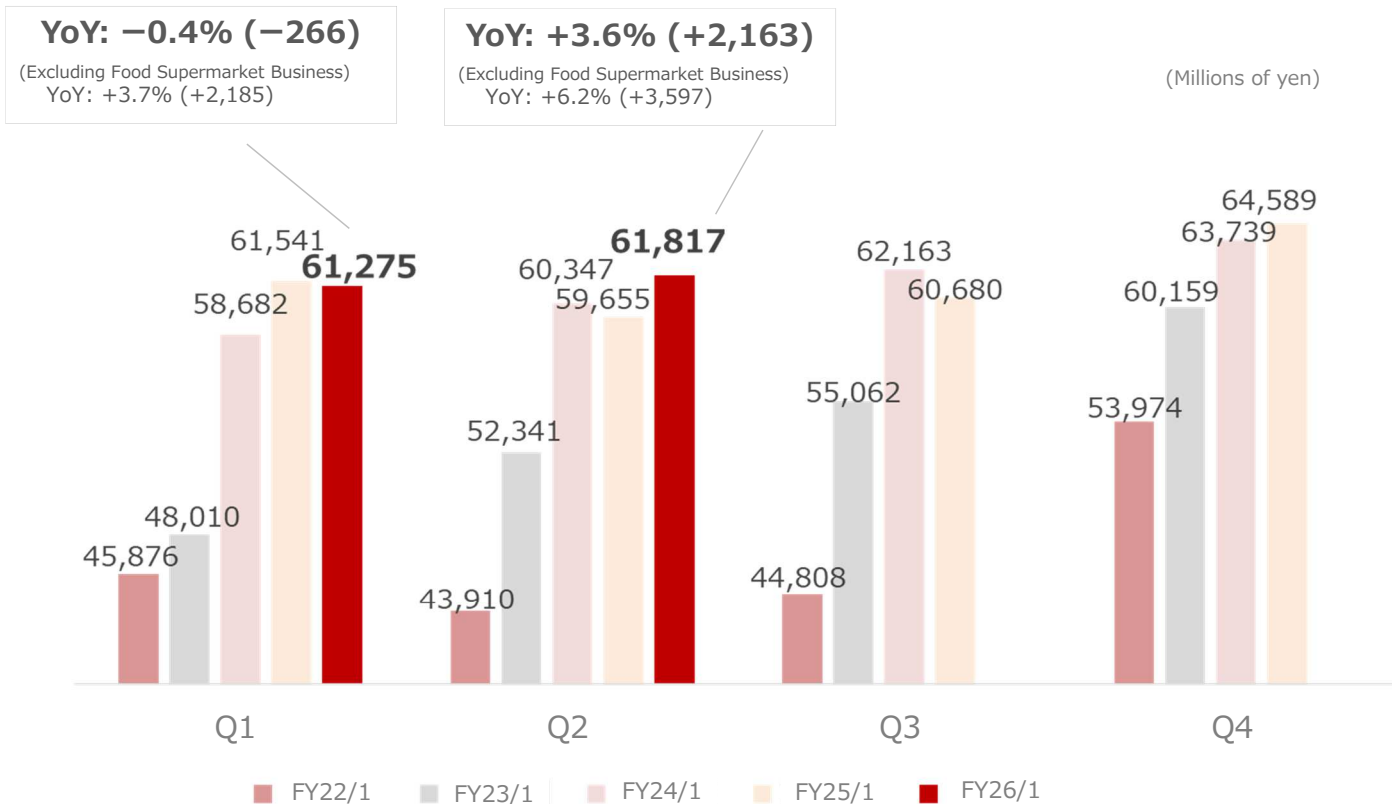
	Second quarter of the previous fiscal year (FY2025/1)		Second quarter of the current fiscal year (FY2026/1)		YoY change	
	Results	Vs. net sales	Results	Vs. net sales	Percentage change	Increase (decrease)
Net sales	121,196		123,092		+ 1.6%	+1,896
Gross profit	24,644	20.33%	23,904	19.42%	− 3.0%	− 739
Selling, general and administrative expenses	21,173	17.47%	20,450	16.61%	− 3.4%	− 722
Operating profit	3,471	2.86%	3,454	2.81%	− 0.5%	− 17
Ordinary profit	3,631	3.00%	3,487	2.83%	− 3.9%	− 143
Profit attributable to owners of parent	2,281	1.88%	1,793	1.46%	− 21.4%	− 488

Factors Behind Changes in Net Sales (Q2Total)

Although the withdrawal from the Food Supermarket (FSM) business and sluggish overseas operations contributed to a decline in sales, sales to the domestic foodservice industry remained steady, resulting in an overall increase in net sales.



Quarterly Net Sales (Comparison of 5 Fiscal Years)



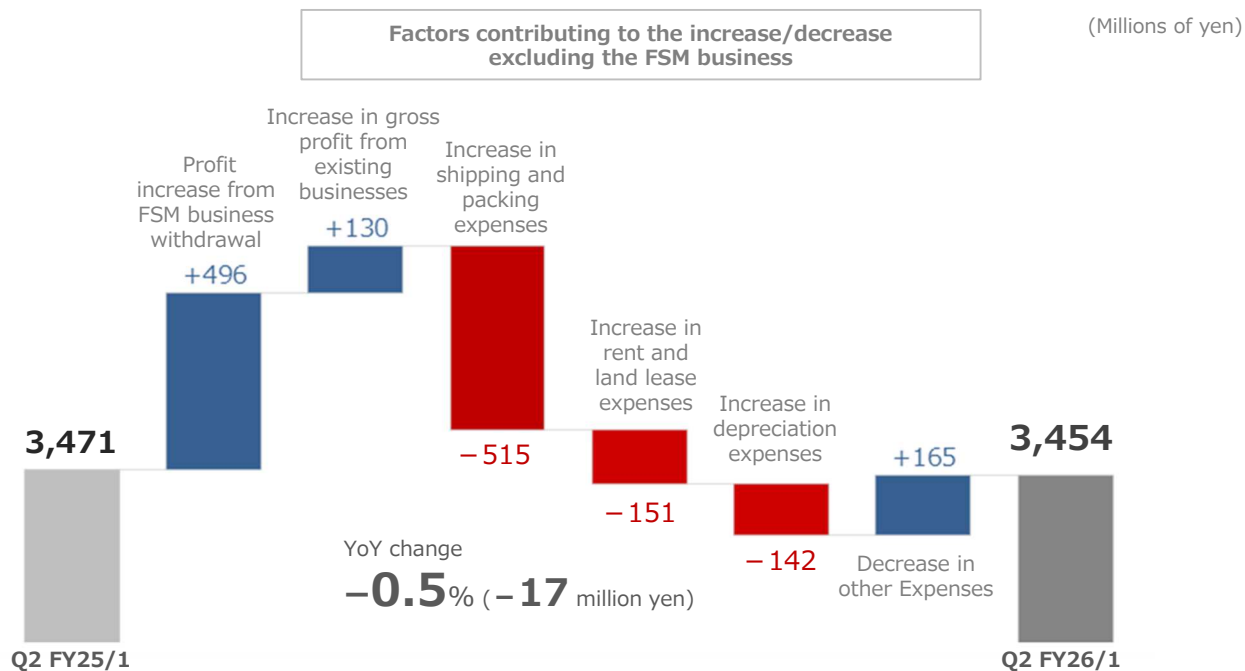
Comparison of SG&A Expenses (Q2 Total)

(Millions of yen)

	Second quarter of the previous fiscal year (FY2025/1)		Second quarter of the current fiscal year (FY2026/1)	YoY change		
	Vs. net sales			Vs. net sales	Percentage change	Increase (decrease)
Net sales	121,196		123,092		+1.6%	1,896
Gross profit	24,644	20.33%	23,904	19.42%	−3.0%	−739
Personnel expenses	10,449	8.62%	9,719	7.90%	−7.0%	−730
Shipping and packing expenses	3,335	2.75%	3,803	3.09%	+14.0%	+467
Sales promotion expenses	547	0.45%	514	0.42%	−5.9%	−32
Provision of allowance for doubtful accounts	−16	−	25	0.02%	↑	+41
Travel and transportation expenses	595	0.49%	593	0.48%	−0.3%	−2
Utilities	847	0.70%	765	0.62%	−9.7%	−82
Lease payments	482	0.40%	476	0.39%	−1.1%	−5
Depreciation expenses	910	0.75%	1,052	0.85%	+15.6%	+142
Rent	1,594	1.32%	1,570	1.28%	−1.5%	−24
Other (including amortization of goodwill)	2,430	2.00%	1,932	1.57%	−20.5%	−497
Total SG&A expenses	21,173	17.47%	20,450	16.61%	−3.4%	−722
Operating profit	3,471	2.86%	3,454	2.81%	−0.5%	−17

Factors Behind Changes in Operating Profit (Q2Total)

Although the withdrawal from the Food Supermarket (FSM) business contributed positively to earnings, operating profit declined due to factors such as lower gross profit margins at the Singapore subsidiary and increased freight and packaging expenses in existing businesses.



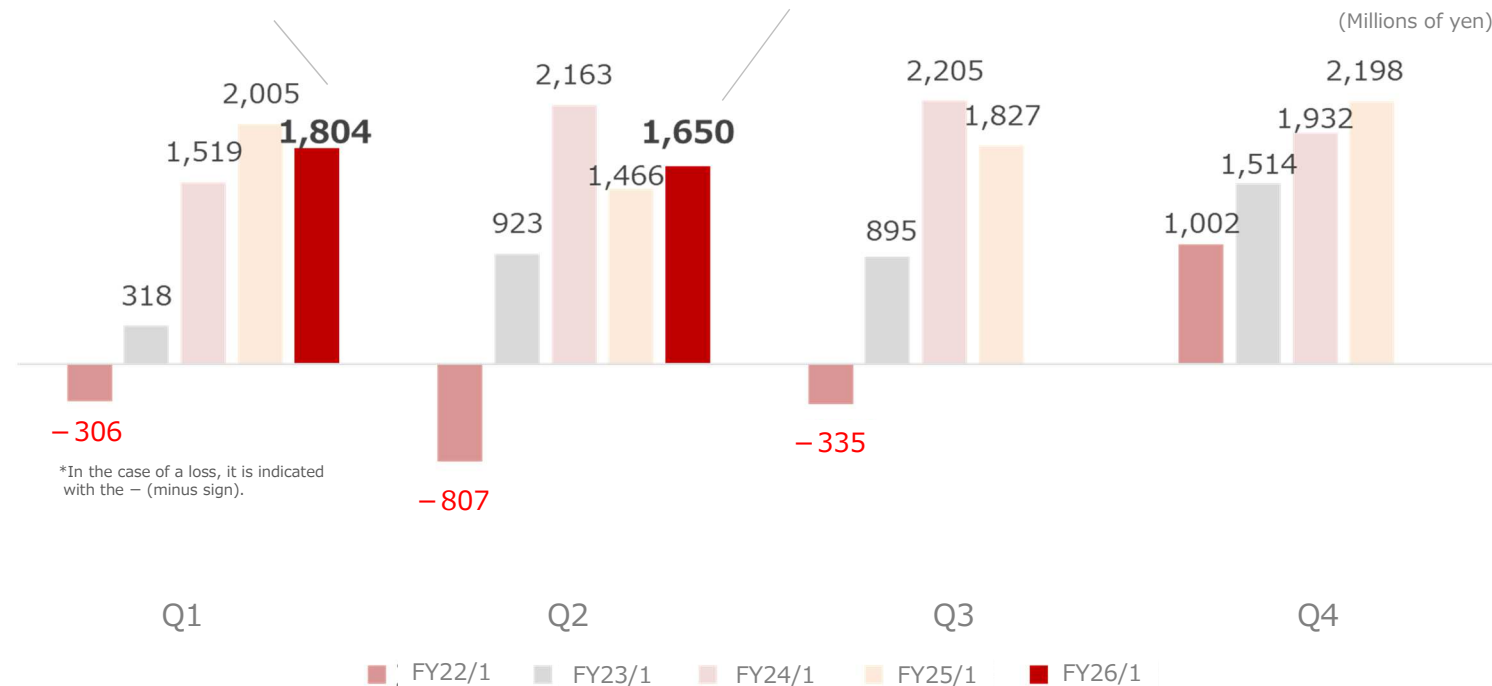
Quarterly Changes in Operating Profit (Comparison of 5 Fiscal Years)

YoY: – 10.0% (– 201)

(*Excluding Food Supermarket Business)
YoY: – 19.4% (– 434)

YoY: +12.5% (+184)

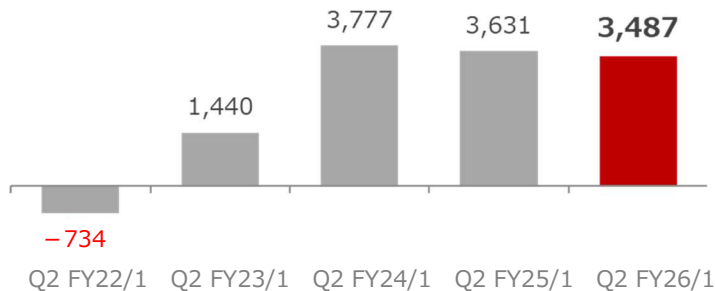
(*Excluding Food Supermarket Business)
YoY: – 4.5% (– 79)



Ordinary Profit and Profit Attributable to Owners of Parent (Q2Total)

Ordinary profit

(Millions of yen)

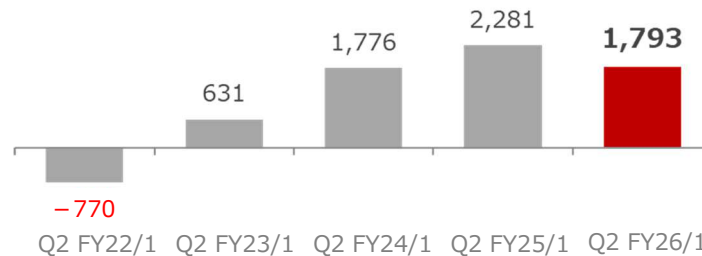


YoY change

– **3.9%** (– 143 million yen)

Profit attributable to owners of parent

(Millions of yen)



YoY change

– **21.4%** (– 448 million yen)

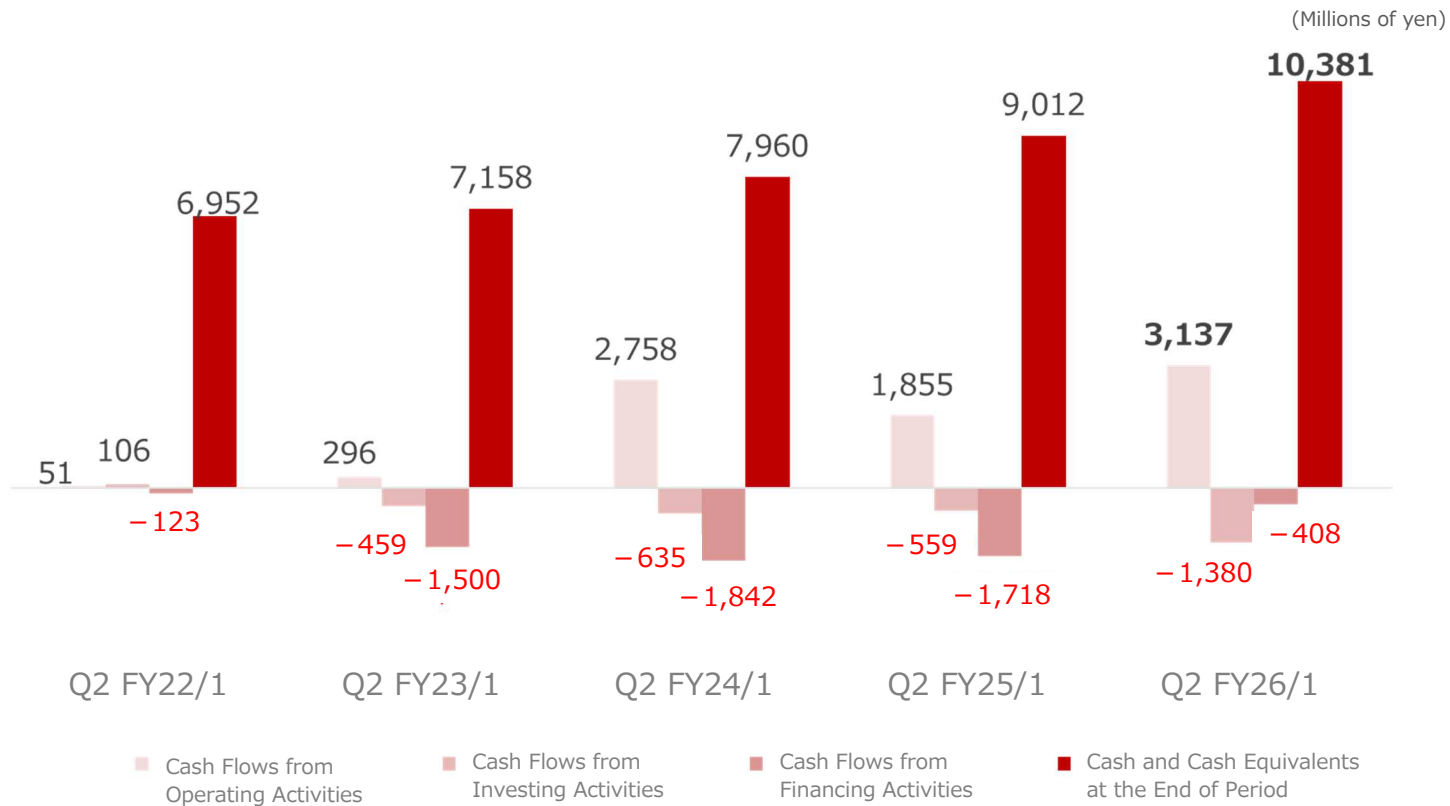
*In the case of a loss, it is indicated with the – (minus sign).

Consolidated Balance Sheets

(Millions of yen)

	End of FY2025/1	End of the second quarter of FY2026/1	Increase (decrease)	Main factors of change
Current assets	46,383	51,308	+4,925	<ul style="list-style-type: none"> •Cash and Deposits +1,203 •Notes receivable, accounts- +2,232 receivable, and contract assets •Inventories +1,286
Non-current assets	41,937	41,121	-816	<ul style="list-style-type: none"> •Land -516 •Buildings and structures -404
Total assets	88,320	92,429	+4,109	
Current liabilities	42,798	45,368	+2,570	<ul style="list-style-type: none"> •Notes and accounts payable +2,305
Long-term liabilities	14,404	15,716	+1,312	<ul style="list-style-type: none"> •Long-term borrowings +1,315
Total liabilities	57,202	61,084	+3,882	
Total net assets	31,119	31,345	+227	<ul style="list-style-type: none"> •Retained earnings +1,038 •Treasury stock -381 •Foreign currency translation -253 adjustment
Total liabilities and net assets	88,320	92,429	+4,109	

Consolidated Cash Flow



Results by Segment for the Second Quarter of the Fiscal Year Ending January 31, 2026

Note: Following the withdrawal from the Food Supermarket (FSM) business at the end of the fiscal year ended January 2025, the “FSM business” has been removed from the Company’s reportable segments starting from the current fiscal year.

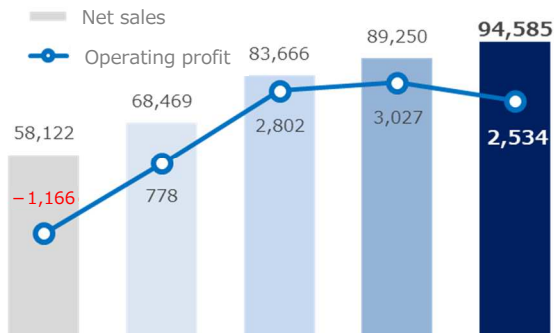
Results by Segment

*Figures in parentheses are year-on-year changes.

Distributor	Net sales increased, supported by strong inbound demand in Japan. However, operating profit declined due to lower gross profit margins at the Singapore subsidiary and increases in freight and packaging expenses.		
	Net sales	:	94,585 million yen (+6.0%)
	Operating profit	:	2,534 million yen (− 16.3%)
Cash & Carry	While sales remained steady, operating profit declined due to an increase in personnel expenses and higher depreciation expenses associated with the replacement of POS systems.		
	Net sales	:	22,054 million yen (+3.1%)
	Operating profit	:	653 million yen (− 17.1%)
Food Solutions	Net sales declined due to a decrease in project completions by construction-related subsidiaries compared to the same period of the previous year. However, operating profit increased, partly due to the absence of head office renovation costs that were recorded in the same period of the previous year.		
	Net sales	:	6,454 million yen (− 3.2%)
	Operating profit	:	267 million yen (+75.4%)

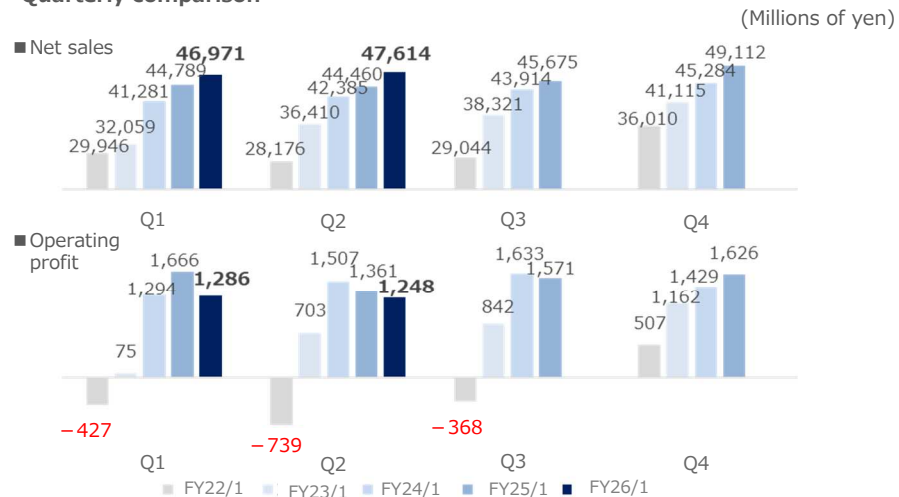
Distributor Business

Comparison of Q2 net sales and operating profit for 5 fiscal years



*In the case of a loss, it is indicated with the - (minus sign).

Quarterly comparison

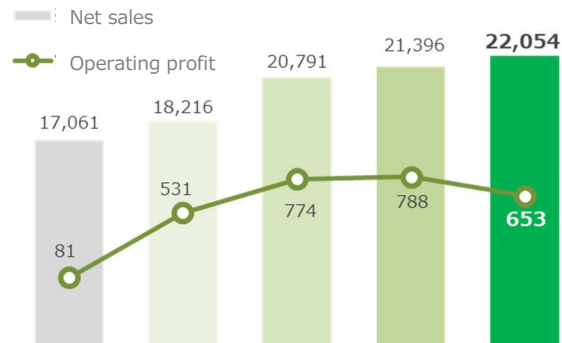


YoY net sales **up 5,335 million yen(+6.0%)**, operating profit **down 493 million yen(-16.3%)**

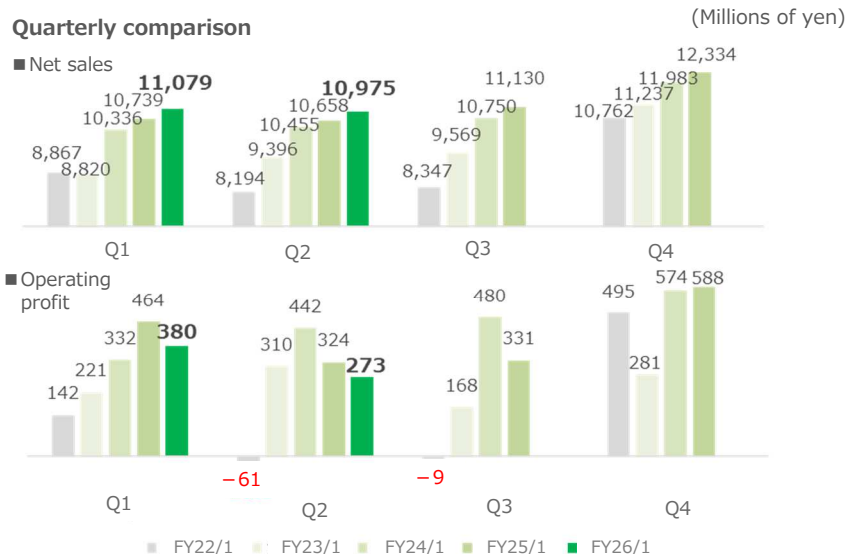
- Although sales at overseas subsidiaries remained sluggish, domestic sales continued to perform well, supported by strong inbound demand, resulting in increased net sales.
- Operating profit declined due to lower gross profit margins at the Singapore subsidiary and increases in freight and packaging expenses.

Cash & Carry Business

Comparison of Q2 net sales and operating profit for 5 fiscal years



*In the case of a loss, it is indicated with the - (minus sign).



YoY net sales up 658 million yen(+3.1%)、operating profit down 135 million yen(- 17.1%)

- Sales to major customers, mainly small and medium-sized restaurants, remained steady.
- Operating profit declined due to lower gross profit margins on certain market-priced products, as well as an increase in various expenses including personnel costs and depreciation associated with the replacement of POS systems.

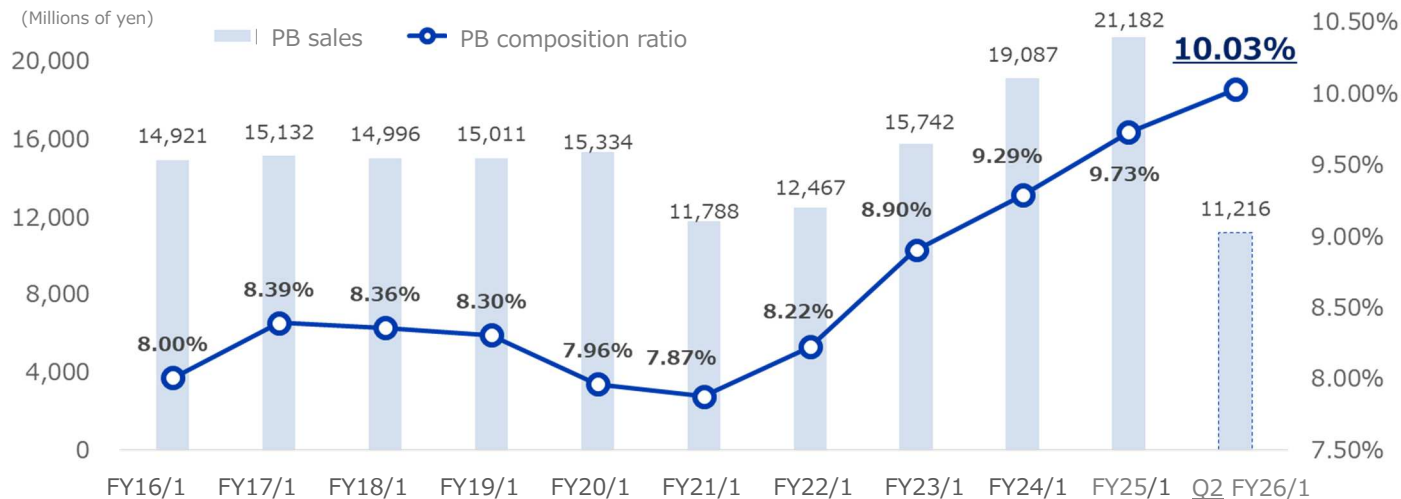
Breakdown of DTB and C&C Businesses/Professional-use PB Products Sales

■ Features of the Group's PB (private) products

- ✓ Professional-use PB products that leverage our experience and know-how in supporting the restaurant business for more than 75 years under the themes of “deliciousness” and “safety, security, health, and the environment”
- ✓ As professional-grade products, we offer a lineup of high-value-added private brand (PB) products with an uncompromising focus on quality and taste, covering a wide range of ingredients and items across Japanese, Western, and Chinese cuisines.



● Status of commercial-use PB products over the last ten fiscal years



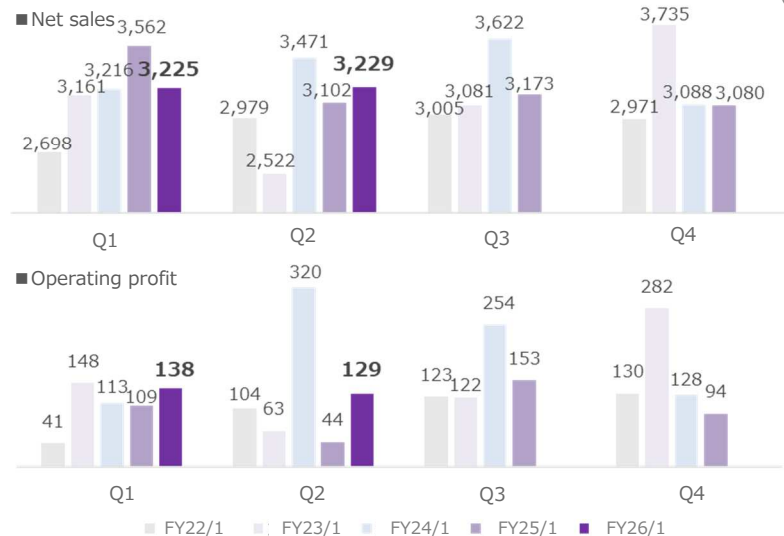
*Ratio of PB products to net sales of domestic Distributor Business and Cash & Carry Business

Food Solutions Business

Comparison of Q2 net sales and operating profit for 5 fiscal years



Quarterly comparison



YoY net sales **down 210 million yen**(-3.2%), operating profit **up 115 million yen**(+75.4%)

- Net sales decreased due to a decline in project completions by construction-related subsidiaries compared to the same period of the previous year.
- Operating income increased due to the absence of head office renovation costs that had been recorded in the same period of the previous year.

Forecast for the Fiscal Year Ending January 31, 2026

Full-year Consolidated Financial Results Forecast (Revised)



(Millions of yen)

	FY2025/1 results	FY2026/1 Forecast (Announced on March 13)	FY2026/1 Revised Forecast (Announced on September 11)	YoY change	
				Percentage change	Increase (decrease)
Net sales	246,465	253,000	260,000	+5.5%	+13,535
Operating profit	7,496	8,200	7,900	+5.4%	+404
Ordinary profit	7,693	8,300	8,000	+4.0%	+307
Profit attributable to owners of parent	4,485	4,700	4,700	+4.8%	+215
Net profit per share (yen)	416.92円	436.95円	436.95円	-	+20.03yen

- Net sales, operating profit, and ordinary profit forecasts have been revised based on the results for the first half of the fiscal year.
- No revision has been made to the forecast for profit attributable to owners of parent, as a gain on the sale of fixed assets is expected to be recorded.

Progress Rate for Full-Year Results Forecast (as of 2Q)

			(Millions of yen)
	FY2026/1 Q2 results	FY2026/1 Forecast (announced on September 11)	Progress rate
Net sales	123,092	260,000	47.3%
Operating profit	3,454	7,900	43.7%
Ordinary profit	3,487	8,000	43.6%
Profit attributable to owners of parent	1,793	4,700	38.1%

Financial Results Forecasts by Segment

Distributor Business	<p>Net sales increased through continued efforts to expand share among existing customers and to develop new accounts.</p> <p>Net sales : 201,000 million yen (+9.2%)</p>
Cash & Carry Business	<p>Net sales increased through enhanced product proposals and stronger sales initiatives.</p> <p>Net sales : 46,000 million yen (+2.5%)</p>
Food Solutions Business	<p>Net sales increased through enhanced sales of foodservice business support functions, such as business support systems.</p> <p>Net sales : 13,000 million yen (+0.6%)</p>

*Figures in parentheses are Yoy changes.

Capital Expenditure Depreciation Expense

Capital Investment: Actual Results and Plans

※Capital investment includes leased assets

(Millions of yen)	FY25/1 (Actual Results)	First Half (Results)	FY26/1 Second Half (Plan)	Full-year (Plan)	Increase/ Decrease
Distributor Business	1,841	717	610	1,327	- 514
Cash & Carry Business	431	341	50	391	- 40
Food Supermarket Business	4	-	-	-	- 4
Food Solutions Business	853	239	332	571	- 282
Subtotal	3,129	1,297	992	2,289	- 840
Total for software	548	321	213	534	- 14
Total	3,677	1,618	1,205	2,823	- 854

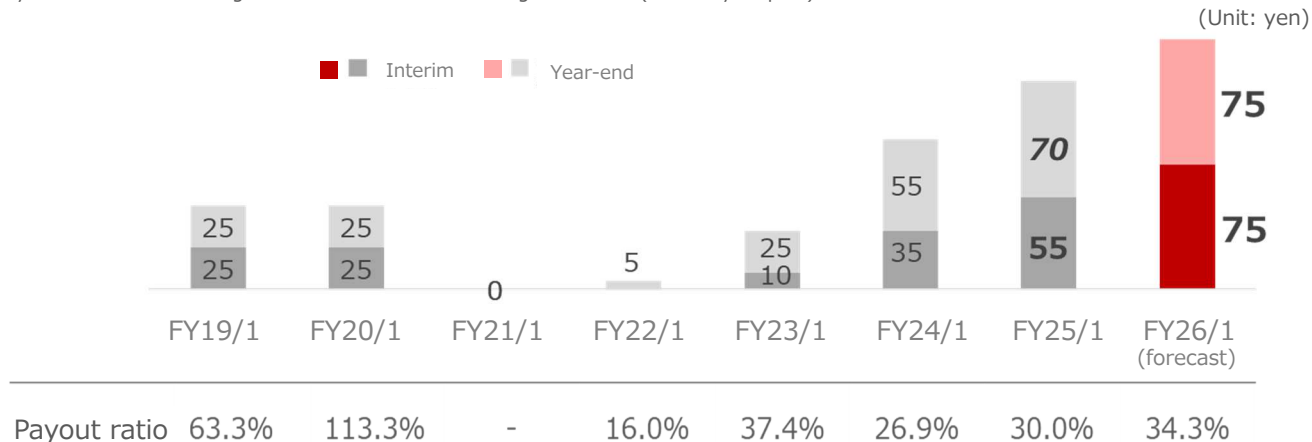
Depreciation Costs - Actual and Planned

(Millions of yen)	FY25/1 (Actual Results)	FY26/1 Full-year(Plan)	Increase/Decrease
Total for the company	2,043	2,210	+167

Dividend Forecast (No changes)

[Basic policy on profit distribution]

The Company has been paying stable dividends and intends to return profits to shareholders with a target dividend payout ratio of 40% over the medium term based on consolidated performance under a capital structure that we consider appropriate. We aim to achieve a dividend payout ratio of 40% during the New Medium-Term Management Plan (a three-year plan).



For the current fiscal year ending January 2026, assuming continued business improvement driven by expanding inbound demand, the Company plans to distribute an annual dividend of **150 yen** per share (75 yen at interim, 75 yen at year-end), marking the fifth consecutive year of dividend increases and a record-high amount.

Contributing to society
through food

食を通して社会に貢献する

toho

株式会社 トーホー

TOHO Co., Ltd.

[Disclaimer]

This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

The forward-looking statements in this document are based on management's assumptions and beliefs, considering the information currently available, and are subject to various uncertainties. Please be aware that actual results may differ due to changes in business conditions and other factors.

[Caution]

Figures in this document are rounded to the nearest million yen.

Reference

Topics for the Second Half of the Fiscal Year

Distributor Business

- The robust inbound tourism demand is expected to continue driving strong performance in the accommodation and foodservice industries. We will steadily capture demand during the Expo 2025 Osaka, Kansai, while continuing to deepen relationships with existing customers and actively acquire new ones.
- From the previous second half through the first half of the current fiscal year, we reorganized our distribution network with the relocation and rebuilding of TOHO Food Service Co., Ltd.'s Yokohama Branch (Yokohama DC) and Kyoto Branch, as well as TOHO North Kanto Co., Ltd.'s Ibaraki West Branch. In the second half, further developments are planned, including the relocation of TOHO Food Service Co., Ltd.'s Kanazawa Branch and the opening of TOHO Co., Ltd.'s Miyakojima Sales Office in Okinawa in November. In these regions, we will focus on both deepening our presence in existing markets and expanding into new ones.
- To strengthen our product capabilities for the foodservice industry, we welcomed Sankyo Shokuchō Co., Ltd. into the Group as of September 4, 2025. The company specializes in the production and processing of livestock products, primarily domestic chilled chicken. We aim to generate synergies across our distributor and cash-and-carry businesses through this integration.

Topics for the Second Half of the Fiscal Year

Cash & Carry Business

- In August, TOHO Cash & Carry Co., Ltd. renovated its A-PRICE Mizonokuchi store, and in November, TOHO Okinawa Co., Ltd. plans to open a new A-PRICE Miyakojima store. These efforts aim to revitalize existing stores and expand into new trading areas.
- Four trade exhibitions are scheduled during the second half, where we will strengthen proposals for new products and menu ideas to increase share among existing customers.
- To improve service for customers in the vicinity of our stores, we plan to expand our quick commerce (on-demand delivery) service from 4 stores (as of July 31, 2025) to 34 stores.

Food Solutions Business

- We will strengthen sales of commercial kitchen equipment and business support systems that help restaurant operators address labor shortages through operational streamlining and labor saving.
- For our quality and hygiene management services, we will leverage the newly established Tokyo office (opened in May) to strengthen proposals in the Kanto market.

Sustainability Initiatives (Highlights)

Promoting respect for human rights based on the belief that *“a company is its people”*

Established the TOHO Group Human Rights Policy and Procurement Policy (February 2025)

Under our corporate philosophy of “Contributing to society through food,” we conduct our business activities with the aim of enriching the lives of our five key stakeholders: employees, customers, business partners, shareholders, and local communities.

Guided by our Management Charter, which states that *“a company is its people,”* we have implemented various initiatives such as improving workplace environments and enhancing training and development programs.



The TOHO Group believes that its business activities must be grounded in respect for human rights. At the same time, we recognize that our operations may impact human rights in various ways. To further promote respect for human rights, as well as responsible procurement practices that emphasize not only “deliciousness” but also safety, security, health, and environmental considerations, we have established the TOHO Group Human Rights Policy and Procurement Policy in line with our Sustainability Policy.

Sustainability Initiatives (Highlights)

Bringing Our Key Initiative “Promotion of Sustainability Management” into Action

Promoting the Sales and Certification of “Sustainable Food” with Consideration for the Environment and Society



Strengthening Our Framework for Delivering Environmentally Responsible Seafood

In May 2025, 25 business sites of our Group obtained the Chain of Custody (CoC)^{*1} certification for the Marine Stewardship Council (MSC)^{*1} and the Aquaculture Stewardship Council (ASC)^{*1} which are international certification programs for sustainable fisheries and aquaculture.

Note 1: MSC (Marine Stewardship Council) certification refers to a certification for sustainable fisheries that are properly managed with consideration for marine resources and the environment. ASC (Aquaculture Stewardship Council) certification relates to responsible aquaculture practices that are conducted with minimal environmental and social impact. CoC (Chain of Custody) certification ensures that MSC- or ASC-certified seafood is properly managed throughout all stages of distribution and processing—from fisheries or farms to the final consumer—so that it is not mixed with non-certified seafood.



Formed Japan's First Strategic Partnership with Fairtrade Label Japan

toho coffee



• In June 2025, we entered into a strategic partnership with Fairtrade Label Japan, a certified non-profit organization, regarding Fairtrade-certified coffee. This marked the first such partnership by a listed company in Japan.

• Working in collaboration with Fairtrade Label Japan, we aim to increase our procurement volume of internationally certified Fairtrade coffee by 1.5 times (compared to the fiscal year ended January 2025) by the fiscal year ending January 2026, while also promoting its sales.



Fair Trade Coffee Sales Volume Increased by 128.6% YoY
(as of July 2025)



Obtained International Food Safety Certification Overseas

In July 2025, FRESHdirect Pte. Ltd., which operates a wholesale business for fresh produce for the foodservice industry in Singapore, obtained FSSC 22000^{*2} certification, an international standard for food safety management systems.

Note 2: FSSC 22000 (Food Safety System Certification 22000) is an international standard for food safety management systems that incorporates HACCP principles and ISO methodologies.

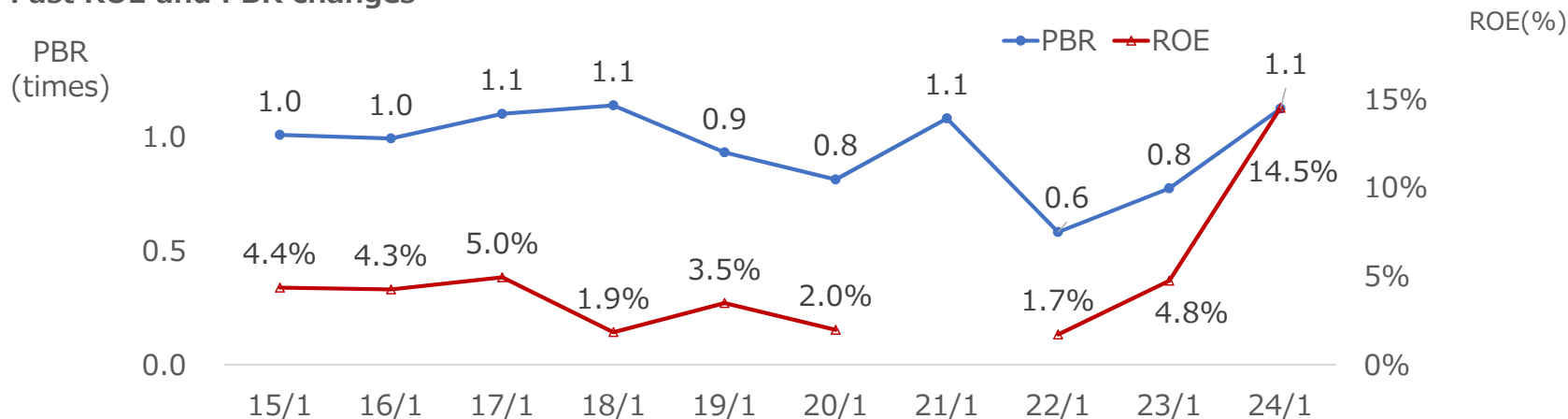
Reference

Medium-Term Management Plan “SHIFT-UP 2027” (Excerpt)

- Published on March 11, 2024
- Financial targets revised upward on March 13, 2025

Medium-Term Management Plan (three-year plan) SHIFT-UP 2027

Past ROE and PBR changes



ROE

- From the fiscal year ended January 31, 2018: **ROE decreased**
- Strategic M&A investment (upfront investment)
 - Significant decrease in profit due to COVID-19 (net loss for the fiscal year ended January 31, 2021)



From the fiscal year ended January 31, 2022:

- Recovery from the COVID-19 pandemic
 - Strengthening business structure due to the COVID-19 pandemic
- improvement in profit

Continuous improvement of ROE

PBR

From the fiscal year ended January 31, 2019: **PBR 1x or less**

- Impact of M&A investment to materialize medium-term strategy
- Insufficient provision of information on medium-term strategies and progress
- Decrease in dividends due to the impact of the COVID-19 pandemic



Fiscal year ended January 31, 2024: **PBR of over 1x**

- Significant improvement in ROE

Long-Term Vision 2030

Aiming to become a corporate group that contributes to the development of Japanese and international restaurant businesses

Fiscal year ending January 31, 2030 Net sales: **300 billion yen**

For the fiscal year
ending January 31, 2027

Net sales: **270 billion yen***

Net profit: **4.8 billion yen***

ROE: **10.0% or more**

PBR: **1.0 times or more**

SHIFT-UP 2027

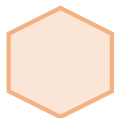
Transformation to a new growth stage

Promotion of sustainability management

Raise corporate recognition and continue shareholder returns

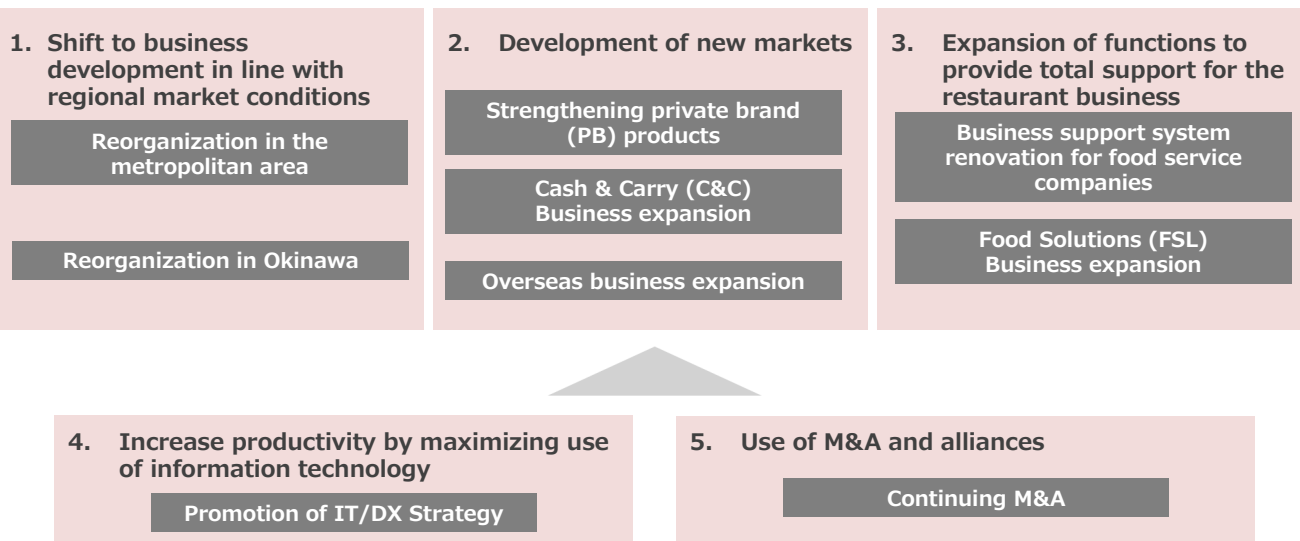
Note: In the "Financial Results for the Fiscal Year Ended January 2025" released on March 13, 2025, we revised upward our sales and net income targets for the fiscal year ending January 2027.

Medium-Term Management Plan (three-year plan) SHIFT-UP 2027



Transformation to a new stage of growth

Aiming for stable business growth and further improvement of profitability (improvement of ROE), we will work on the following themes and realize a transformation to a new stage of growth.



Medium-Term Management Plan (three-year plan) SHIFT-UP 2027



Promotion of sustainability management

Aware of our responsibilities as a corporate group that provides food products and related services, the Group has adopted a Sustainability Policy to pursue corporate activities that enrich its five stakeholders - employees, customers, business partners, shareholders, and local communities - through its food products, with the aim of “realizing a sustainable society” and “achieving stable business growth.”

With the aim of materializing the Sustainability Policy, our Group has set and aims to achieve the following long-term goals.

Targets for 2030

Providing delicious, safe and secure food

- Zero food accidents caused by the Group
- Strengthening sustainable food development

Continuation of sustainable management

- Further strengthening of governance

Environmental measures for the future

- Reduce fiscal 2030 CO2 emissions by 46% from fiscal 2013 levels (Scope1,2)

Respect for individuality and building an organization where employees can demonstrate their abilities

- Improvement of employee engagement
- Deepening of health management
- Promoting diversity
- Continue and enhance support for autonomous career development

Contributing to the development of local communities

- Continue activities that contribute to the creation of an affluent community through food

Medium-Term Management Plan (three-year plan) SHIFT-UP 2027



Raise corporate recognition and continue shareholder returns

Increase corporate visibility

By expanding IR opportunities and strengthening timely and appropriate information disclosure, the Company aims to increase corporate recognition and realize appropriate share price formation and enhancement of corporate value.

Expansion of IR opportunities

- Development of new investors through further creation of IR opportunities by management (including briefings for individual investors)

Enhancement of timely and appropriate information disclosure

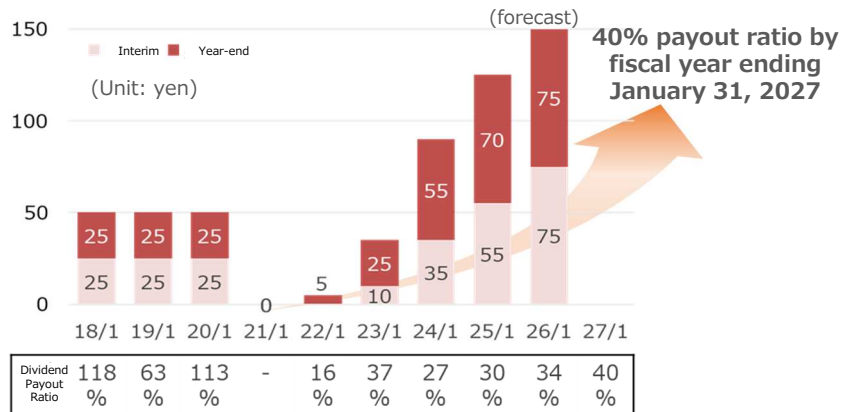
- Strengthening disclosure of sustainability information
- Strengthening disclosure in English
- Improving the content of information transmission media (web, integrated reports, etc.)

Increase brand recognition and fan base

- Actively communicate corporate activities to stakeholders, raise brand recognition, and expand fans

Continue to return profits to shareholders

To increase corporate value over the medium to long term, we aim to provide stable dividends to our shareholders on an ongoing basis while securing internal reserves for future business development.



Medium-Term Management Plan (three-year plan) SHIFT-UP 2027

Financial target

Our financial targets for the fiscal year ending January 2027 are net sales of 270* billion yen and net income of 4.8* billion yen, both record highs. We have also set a long-term goal of reaching 300 billion yen in net sales for the fiscal year ending January 2030. At the same time, we will steadily engage in management that is conscious of the cost of capital and the share price, and aim to secure an ROE of 10.0% or more and a PBR of 1.0x or higher by the fiscal year ending January 2027 as our immediate targets.

*Note: In the "Financial Results for the Fiscal Year Ended January 2025" released on March 13, 2025, we revised upward our sales and net income targets for the fiscal year ending January 2027.

