



Supplementary Materials




for the Third Quarter of the Fiscal Year
Ending March 31, 2026
(Nine Months Ended December 31, 2025)

February 6, 2026
AOKI Holdings Inc.(8214)



ANNIVERSAIRE

Contents

-  **Nine Months of FY3/26 Review of Operations 3**
-  **Nine Months of FY3/26 Results by Segment 10**
-  **Supplementary Documents 14**

Note : All monetary figures are rounded down.

Nine Months of FY3/26 Review of Operations

Nine Months of FY3/26 Results Summary

Business climate

- The diversification of customer needs and changes of consumption behavior
- Rise in labor and other costs
- Increasing tendency to save due to rising prices
- Changes in consumption demand due to global warming, etc.

Nine Months of FY3/26 Results

- Steady results of existing stores in all business segments
- Five consecutive years of sales increase in the nine months
- Appropriate measures to manage rising cost through rigorous cost controls
- Performance generally following the progress of full year earnings forecast

Net sales

131.3 billion yen
(up 1.5% YoY)

Operating
profit

7.1 billion yen
(down 5.4% YoY)

Ordinary
profit

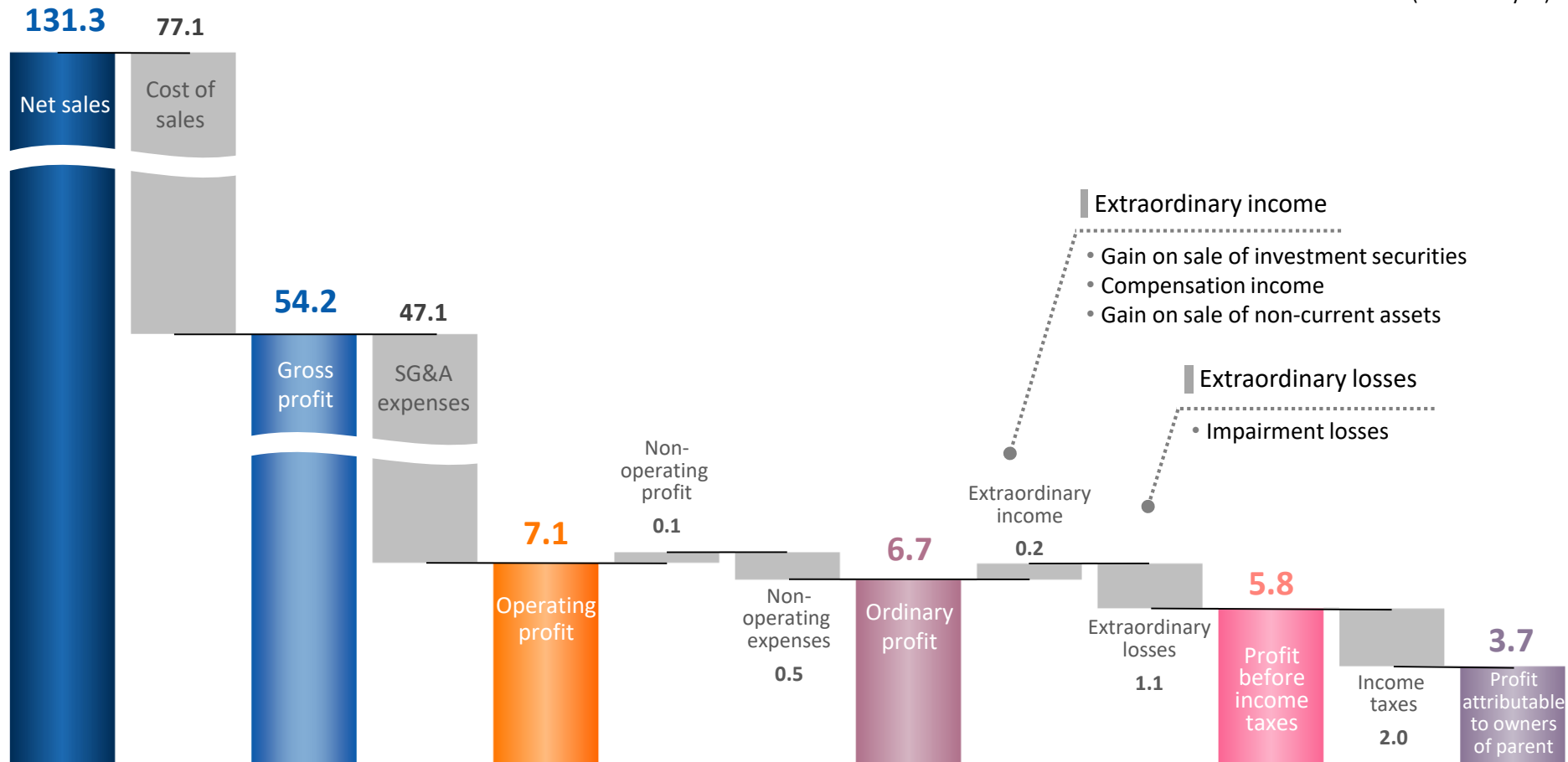
6.7 billion yen
(down 2.2% YoY)

Profit attributable
to owners of parent

3.7 billion yen
(down 18.4% YoY)

Nine Months of FY3/26 Results

(Billions of yen)



Major components

Net sales Higher sales in all business segments

Gross profit Gross margin: up 0.9pt YoY

SG&A expenses SG&A ratio: up 1.3pt YoY due to higher new store opening costs and personnel expenses

Operating profit Decrease in operating profit due to higher SG&A expenses despite an increase in gross profit due to higher sales

Profit Decrease in profits due to a reduction in extraordinary income and an increase in extraordinary losses

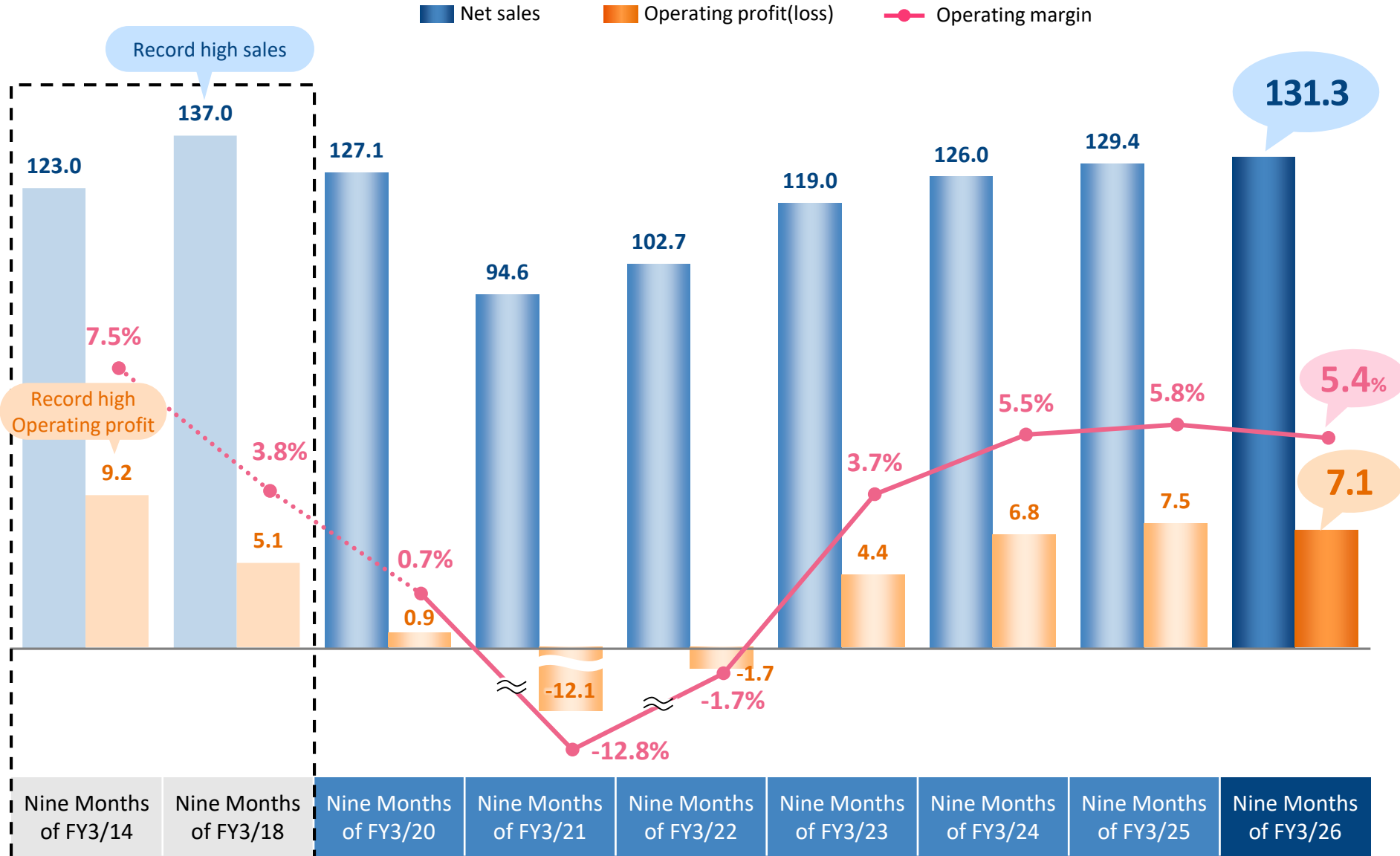
Nine Months of FY3/26 Consolidated Profit and Loss

(Millions of yen)

Account/Period	Nine Months of FY3/25	Nine Months of FY3/26	YoY Change	YoY %
Net Sales	129,427	131,343	1,916	101.5
Gross profit Gross margin	52,316 40.4%	54,218 41.3%	1,901 +0.9pt	103.6
Selling, general and administrative expenses	44,801	47,112	2,310	105.2
Operating profit Operating margin	7,514 5.8%	7,105 5.4%	-409 -0.4pt	94.6
Non-operating profit	211	170	-40	80.8
Non-operating expenses	817	516	-300	63.2
Ordinary profit	6,909	6,760	-149	97.8
Extraordinary income	913	242	-670	26.6
Extraordinary losses	1,012	1,144	132	113.1
Profit attributable to owners of parent	4,593	3,749	-844	81.6
Net income per share (yen)	54.65	44.57	-10.08	-

Consolidated Earnings of Nine Months Trends from FY3/20 to FY3/26

(Billions of yen)



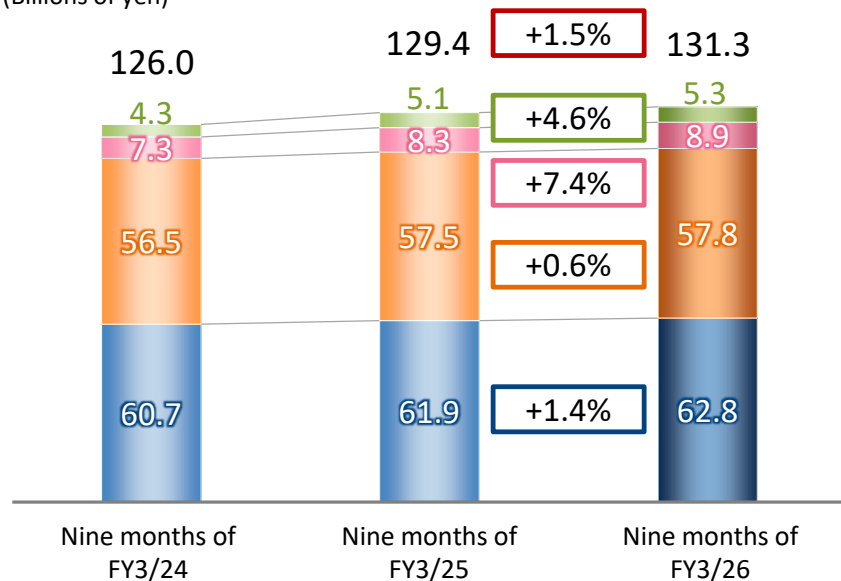
Note: FY3/14 posted the highest operating profit and FY3/18 achieved the highest net sales; these figures are included for reference purposes.

Nine Months of FY3/26 Results by Segment

Status of Each Segment		Performance of existing stores	YoY %	
			Forecast	Results
Fashion	Strong performance of existing stores due to expanded sales of casual apparel, but lower earnings due to increased new store opening costs	Net sales	100.9	100.2
		Number of customers	97.2	97.5
		Sales per customer	103.8	102.7
Entertainment	Sales growth by firm performance of existing stores due to increase in sales per customer, resulting in the achievement of record-high net sales and profits for the nine months	Net sales	100.9	101.3
		Number of customers	100.6	99.7
		Sales per customer	100.3	100.9
Anniversaire and Bridal	Increased sales and operating profit due to increased number of weddings and higher sales per couple, mainly at the flagship stores	Number of weddings	101.9	101.8
		Sales per couple	101.5	104.0

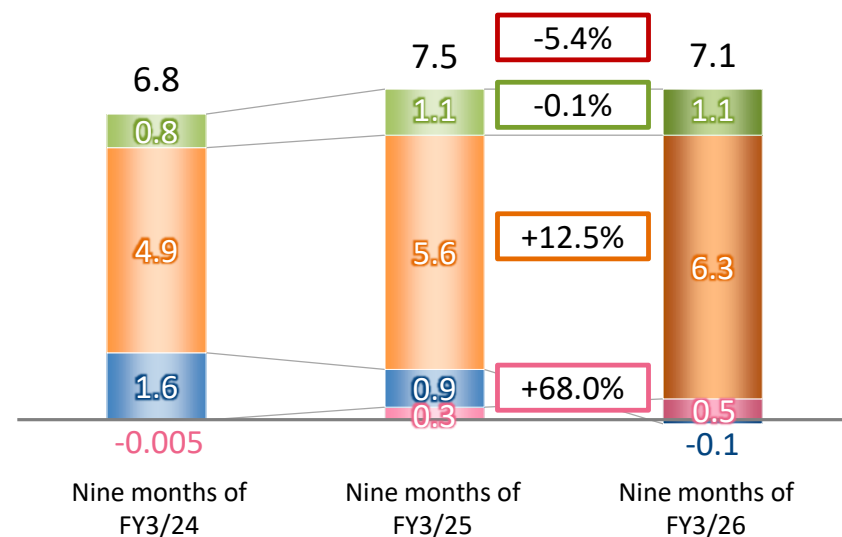
Net sales

(Billions of yen)



Operating profit/loss

(Billions of yen)



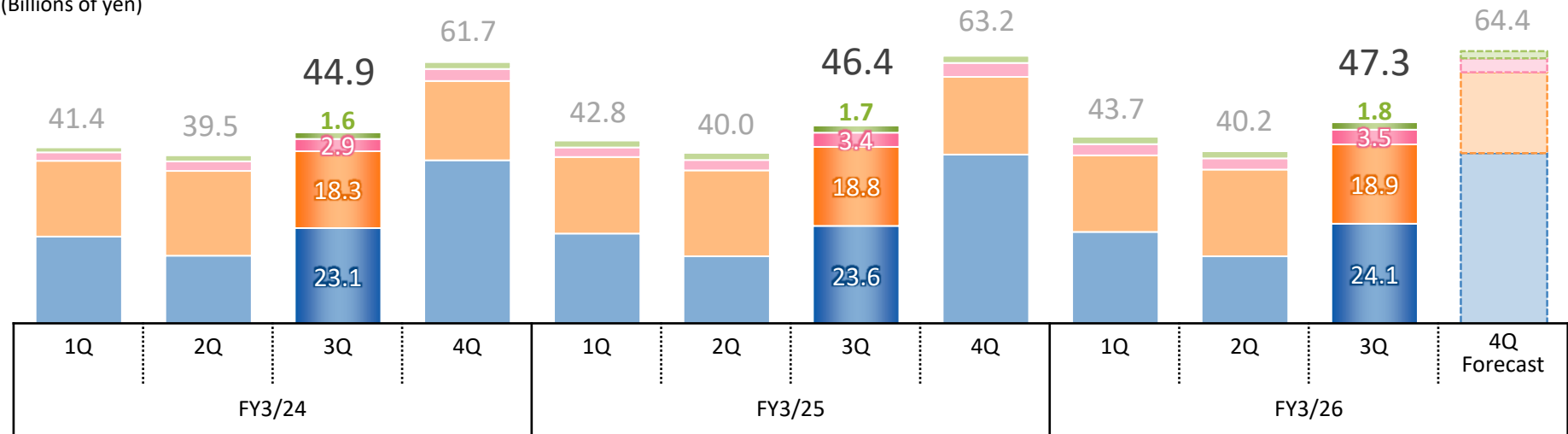
■ Fashion ■ Entertainment ■ Anniversaire and Bridal ■ Real Estate Leasing

Note: The sum of the business segment items does not match the total because of inter-segment eliminations.

Quarterly Performance Trends by Segment

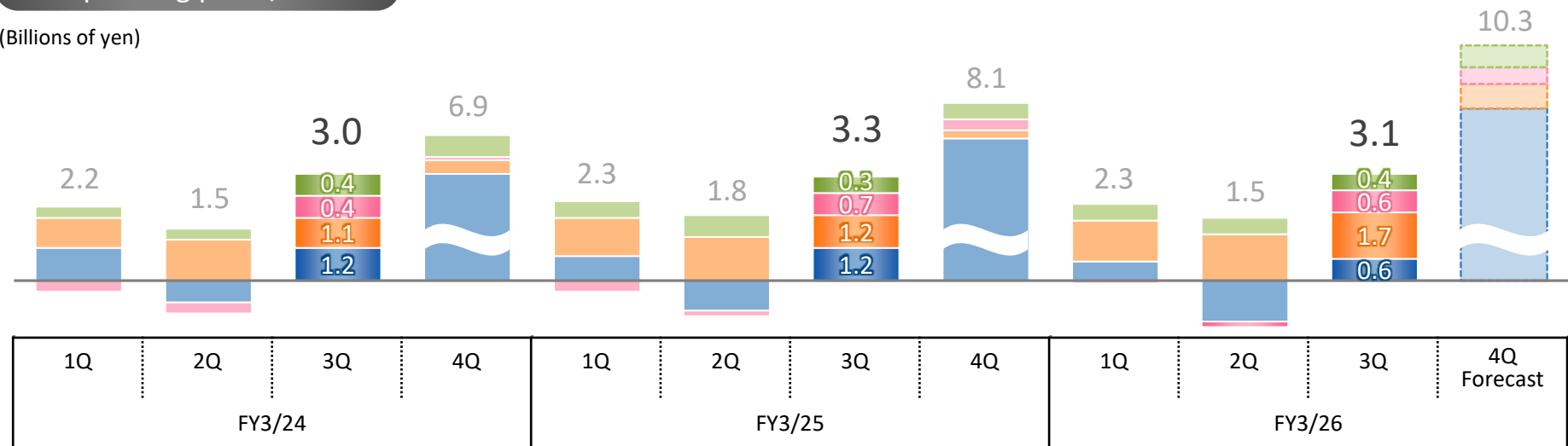
Net sales

(Billions of yen)



Operating profit/loss

(Billions of yen)



Fashion Entertainment Anniversaire and Bridal Real Estate Leasing

Note: The sum of the business segment items does not match the total because of inter-segment eliminations.

Nine Months of FY3/26 Results by Segment

Fashion Business: Nine Months of FY3/26 Review of Operations

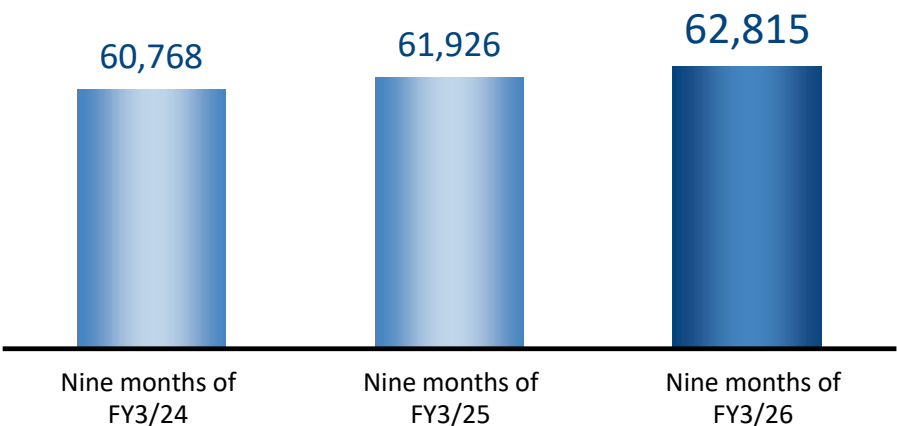
Higher sales by firm performance of existing stores and contribution from new store openings, but lower earnings due to increased labor and store opening costs

(Millions of yen)

	Nine Months of FY3/26	YoY Change	YoY %	Major components
Net sales	62,815	889	101.4	<ul style="list-style-type: none">Existing store sales: up 0.2% YoYORIHICA opened 19 new stores (Nine months of FY3/25: 9 stores)Growth in casual apparel supported business performance despite fluctuating demand for business apparel. (Business apparel sales: down 2.0% YoY , Casual apparel sales: up 14.3% YoY)
Gross profit	36,949	377	101.0	<ul style="list-style-type: none">Increasing added value of products secured profits despite rising purchasing prices.Gross margin declined as a result of strategically implemented sales initiatives to attract more customers.
SG&A expenses	37,115	1,527	104.3	<ul style="list-style-type: none">Personnel expenses increased due to higher salaries to secure and retain employees: up 6.7% YoYPlanned store opening investments increased costs.
Operating loss	-165	-1,149	-	<ul style="list-style-type: none">Earnings declined due to temporary upfront costs for new store openings, etc.First operating loss in four fiscal years as the nine month
Gross margin	58.8%	-0.3pt		
SG&A margin	59.1%	+1.6pt		
Operating margin	-	-		

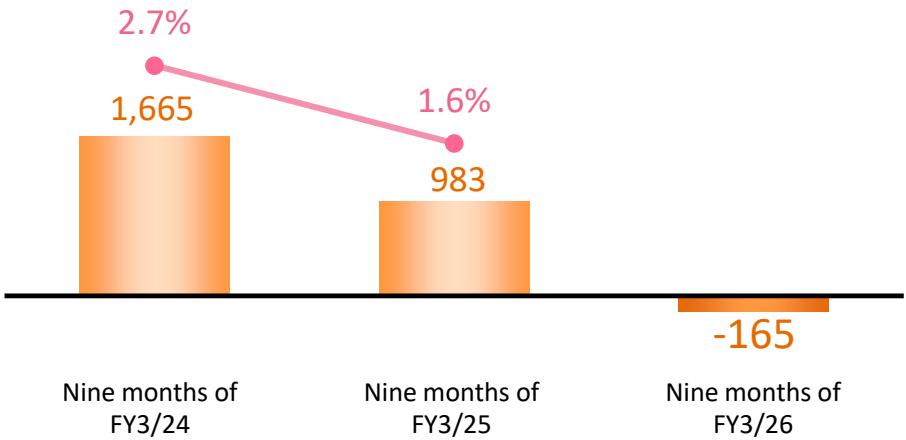
Net sales

(Millions of yen)



Operating profit(loss)/Operating margin

(Millions of yen)



Entertainment Business: Nine Months of FY3/26 Review of Operations

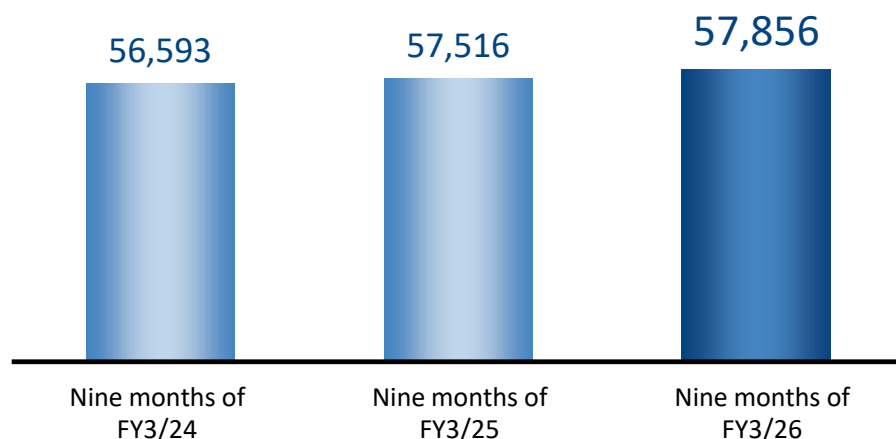
Sales growth by firm performance of existing stores due to increase in sales per customer, resulting in the achievement of record-high net sales and profits for the nine months

(Millions of yen)

	Nine Months of FY3/26	YoY Change	YoY %	Major components
Net sales	57,856	339	100.6	<ul style="list-style-type: none"> Existing-store sales: up 1.3% YoY 19 new KAIKATSU CLUB locations with private rooms with locks (Nine months of FY3/25: 10 stores) FiT24 sales are increasing due to the growing number of members
Gross profit Gross margin	12,856 22.2%	1,035 +1.6pt	108.8	<ul style="list-style-type: none"> Gross margin improved through enhanced added value and appropriate pricing of products and services. Increased profit in FiT24 driven by growing number of members boosted business profits.
SG&A expenses SG&A margin	6,466 11.2%	324 +0.5pt	105.3	<ul style="list-style-type: none"> Costs increased due to higher personnel expenses and planned store opening investments. Existing expenses were curbed and controlled strictly in response to an increase in cost of new store openings.
Operating profit Operating margin	6,390 11.0%	710 +1.1pt	112.5	<ul style="list-style-type: none"> Earnings increased due to substantial growth in gross profit despite temporary upfront costs for new store openings. Achieved record-high profits for the nine months

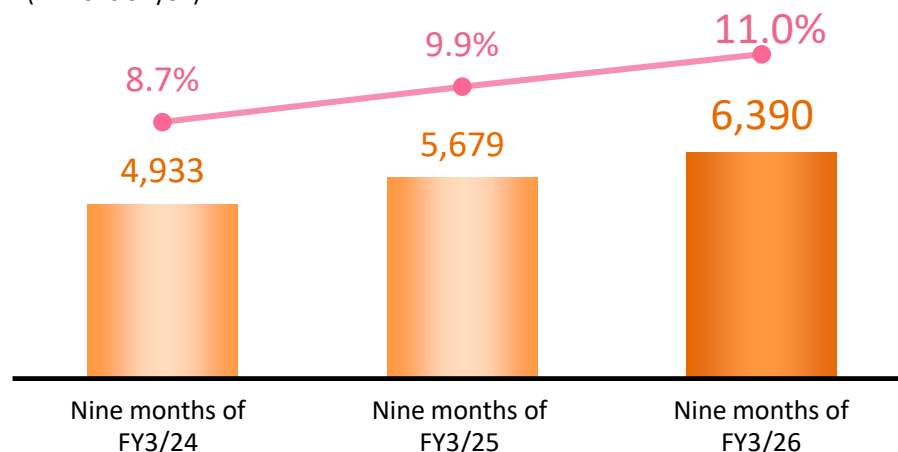
Net sales

(Millions of yen)



Operating profit/Operating margin

(Millions of yen)



Anniversaire and Bridal Business: Nine Months of FY3/26 Review of Operations

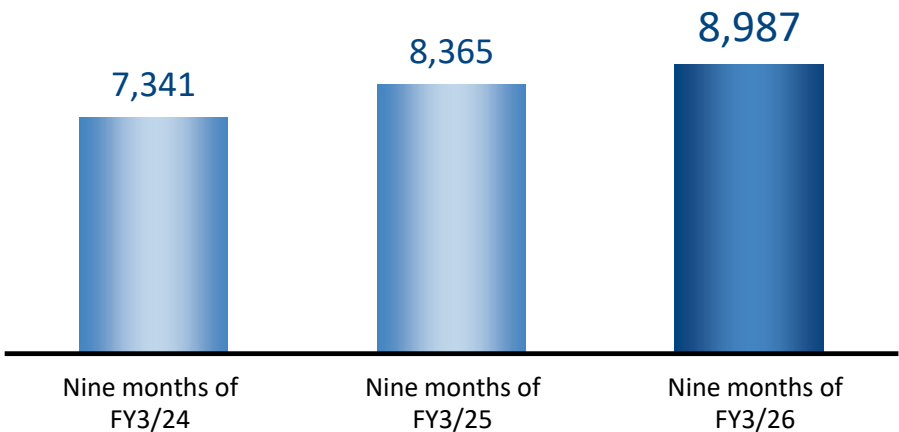
Increased sales and operating profit due to increased number of weddings and higher sales per couple, mainly at the flagship stores

(Millions of yen)

	Nine Months of FY3/26	YoY Change	YoY %	Major components
Net sales	8,987	622	107.4	<ul style="list-style-type: none">• Increase in the number of weddings: up 1.8% YoY• Increase in the number of sales per couple: up 4.0% YoY• Non-wedding sales were higher than one year earlier and above the plan
Gross profit	3,431	447	115.0	<ul style="list-style-type: none">• Gross margin improved as sales per wedding increased due to enhanced proposals for high-value-added products of wedding attire and food and beverages, and ceremony production.
Gross margin	38.2%	+2.5pt		
SG&A expenses	2,882	224	108.5	<ul style="list-style-type: none">• Advertising expenses increased due to enhancement of customer attraction events and strengthening of visitor promotion measures: up 13.1% YoY.• Labor costs increased, driven by wages resulting from investment in human resources and bonuses based on strong performance.
SG&A margin	32.1%	+0.3pt		
Operating profit	549	222	168.0	<ul style="list-style-type: none">• Earnings increased due to growth in gross profit offsetting increase in SG&A expenses.
Operating margin	6.1%	+2.2pt		

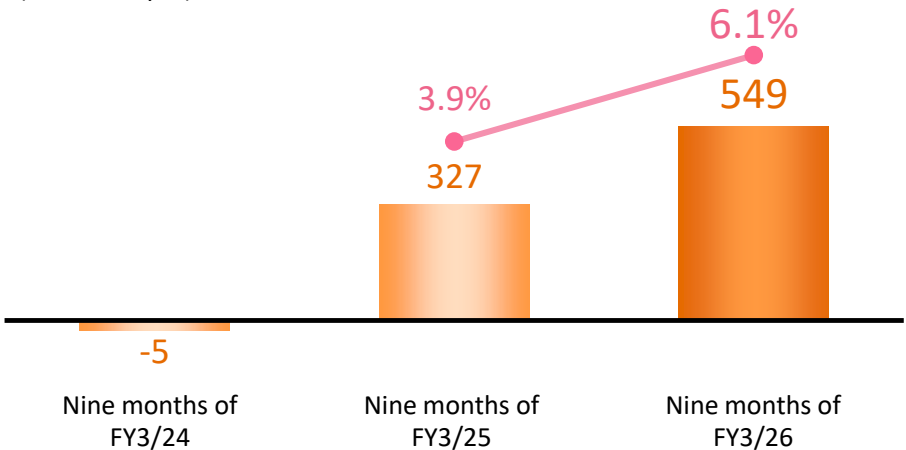
Net sales

(Millions of yen)



Operating profit(loss)/Operating margin

(Millions of yen)



Supplementary Documents

Nine Months of FY3/26 Results by Segment

(Millions of yen)

	Nine Months of FY3/25	%	Nine Months of FY3/26	%	YoY change	YoY %
Net sales	129,427	100.0	131,343	100.0	1,916	101.5
Fashion	61,926	100.0	62,815	100.0	889	101.4
Entertainment	57,516	100.0	57,856	100.0	339	100.6
Anniversaire and Bridal	8,365	100.0	8,987	100.0	622	107.4
Real Estate Leasing	5,119	100.0	5,356	100.0	236	104.6
Gross profit	52,316	40.4	54,218	41.3	1,901	103.6
Fashion	36,571	59.1	36,949	58.8	377	101.0
Entertainment	11,821	20.6	12,856	22.2	1,035	108.8
Anniversaire and Bridal	2,984	35.7	3,431	38.2	447	115.0
Real Estate Leasing	1,197	23.4	1,195	22.3	-2	99.8
SG&A expenses	44,801	34.6	47,112	35.9	2,310	105.2
Fashion	35,587	57.5	37,115	59.1	1,527	104.3
Entertainment	6,142	10.7	6,466	11.2	324	105.3
Anniversaire and Bridal	2,657	31.8	2,882	32.1	224	108.5
Operating profit (loss)	7,514	5.8	7,105	5.4	-409	94.6
Fashion	983	1.6	-165	-	-1,149	-
Entertainment	5,679	9.9	6,390	11.0	710	112.5
Anniversaire and Bridal	327	3.9	549	6.1	222	168.0
Real Estate Leasing	1,187	23.2	1,186	22.2	-0	99.9

Note: Please refer to page 21 for a breakdown of the Entertainment Business.

Third Quarter of FY3/26 Results by Segment

(Millions of yen)

	Third Quarter of FY3/25	%	Third Quarter of FY3/26	%	YoY change	YoY %
Net sales	46,493	100.0	47,314	100.0	821	101.8
Fashion	23,662	100.0	24,151	100.0	489	102.1
Entertainment	18,814	100.0	18,998	100.0	184	101.0
Anniversaire and Bridal	3,458	100.0	3,572	100.0	113	103.3
Real Estate Leasing	1,735	100.0	1,824	100.0	89	105.1
Gross profit	19,276	41.5	19,940	42.1	663	103.4
Fashion	14,080	59.5	14,050	58.2	-30	99.8
Entertainment	3,322	17.7	3,925	20.7	603	118.2
Anniversaire and Bridal	1,565	45.3	1,616	45.3	50	103.2
Real Estate Leasing	397	22.9	420	23.0	22	105.6
SG&A expenses	15,933	34.3	16,772	35.4	838	105.3
Fashion	12,874	54.4	13,381	55.4	507	103.9
Entertainment	2,048	10.9	2,139	11.3	91	104.5
Anniversaire and Bridal	863	25.0	977	27.4	113	113.2
Operating profit	3,343	7.2	3,167	6.7	-175	94.8
Fashion	1,205	5.1	668	2.8	-537	55.4
Entertainment	1,273	6.8	1,786	9.4	512	140.2
Anniversaire and Bridal	702	20.3	639	17.9	-63	91.0
Real Estate Leasing	394	22.7	417	22.9	22	105.8

Note: Please refer to page 22 for a breakdown of the Entertainment Business.

Nine Months of FY3/26 Major Expenses

(Millions of yen)

		Nine Months of FY3/26									
		Total		Fashion		Entertainment		Anniversaire and Bridal		Real Estate Leasing	
			YoY %		YoY %		YoY %		YoY %		YoY %
Advertising expenses	SG&A expenses	5,873	103.7	4,012	100.6	743	113.3	1,067	113.1	-	-
Personnel expenses	Total	35,668	103.5	14,053	106.7	17,185	100.9	2,993	109.0	-	-
	Cost of sales	16,367	100.3	-	-	14,172	99.3	2,195	106.7	-	-
	SG&A expenses	19,301	106.5	14,053	106.7	3,013	109.0	798	115.7	-	-
Rents	Total	20,876	101.2	9,069	102.9	10,771	100.5	1,170	100.6	3,538	106.8
	Cost of sales	12,151	100.6	0	100.0	10,685	100.5	1,161	101.1	3,538	106.8
	SG&A expenses	8,724	102.1	9,069	102.9	86	99.9	9	62.5	-	-
Depreciation	Total	7,610	102.3	1,614	108.3	4,839	101.0	592	103.1	335	101.4
	Cost of sales	5,429	101.5	14	78.7	4,664	101.2	584	104.5	335	101.4
	SG&A expenses	2,180	104.4	1,599	108.7	175	96.6	7	50.9	-	-

Notes: 1. The sum of the business segment items does not match the total because the total includes expenses of AOKI Holdings Inc. and inter-segment eliminations.
2. Please refer to page 23 for a breakdown of the Entertainment Business.

Number of Stores Opened/Closed

(Number of stores)

Business Segment	Stores/Facilities		Nine Months of FY3/25			FY3/25	Nine Months of FY3/26		
			Opened	Closed	Number of Stores	Number of Stores	Opened	Closed	Number of Stores
Fashion	AOKI		1	2	497	497	-	3	494
	ORIHICA		9	1	103	106	19	6	119
Entertainment	KAIKATSU CLUB		10	6	489	485	19	5	499
	COTE D'AZUR		-	5	85	85	1	2	84
	FIT24		2	2	117	116	1	5	112
	JIYU KUKAN and others	Directly managed	3	9	33	33	1	3	33
		FC	-	4	49	49	-	-	47
Anniversaire and Bridal	ANNIVERSAIRE		-	-	10	10	-	-	10
Consolidated Total			25	29	1,383	1,381	41	24	1,398

Note: The number of JIYU KUKAN and others stores at the end of December increased or decreased by two stores each due to changes from franchise to directly managed stores.

(Millions of yen)

Capital Expenditures	Nine Months of FY3/25	Nine Months of FY3/26	YoY %
Fashion	2,841	3,431	120.8
Entertainment	5,435	5,946	109.4
Anniversaire and Bridal	697	231	33.2
Consolidated Total	9,388	10,090	107.5

(Millions of yen)

Depreciation	Nine Months of FY3/25	Nine Months of FY3/26	YoY %
Consolidated Total	7,437	7,613	102.4

Reference: Nine Months of FY3/26 Fashion Business Performance

(1) Change in existing-store sales, number of customers and sales per customer at existing stores (%)

		1H Results	Oct.	Nov.	Dec.	3Q Results	3Q Forecast	Nine Months Results	Nine Months Forecast	4Q Forecast	2H Forecast	Full year Forecast
Net sales	FY3/26	-0.1	-1.1	4.0	-1.7	0.6	2.5	0.2	0.9	-0.4	0.7	0.4
	FY3/25	1.9	-5.3	8.1	3.1	2.1		2.0		3.0	2.7	2.4
Number of customers	FY3/26	-3.3	-3.0	3.0	-3.6	-1.0	-1.8	-2.5	-2.8	-2.1	-2.0	-2.7
	FY3/25	-1.8	-10.8	-0.1	-3.4	-4.7		-2.8		-3.0	-3.8	-2.9
Sales per customer	FY3/26	3.3	2.1	1.0	2.0	1.6	4.4	2.7	3.8	1.7	2.7	3.1
	FY3/25	3.8	6.1	8.2	6.7	7.1		5.0		6.2	6.7	5.4

(2) Number of units sold and unit prices of suits

		1H Results	YoY %	3Q Results	YoY %	Nine Months Results	YoY %	2H	YoY %	Full year	YoY %
Number of units sold (in thousands)	FY3/26	220	91.1	174	96.3	393	93.3				
	FY3/25	241	93.8	181	89.4	422	91.9	546	91.5	787	92.2
Unit price (thousands of yen)	FY3/26	32.6	106.5	31.7	100.0	32.2	103.5				
	FY3/25	30.6	104.4	31.7	110.5	31.1	107.2	29.9	109.9	30.1	108.3

Reference: Nine Months of FY3/26 Fashion Business Performance

(3) Sales by category

(Millions of yen)

Category	Nine Months of FY3/25	%	Nine Months of FY3/26		YoY change	YoY %
				%		
Business	37,167	63.0	36,406	60.8	-761	98.0
Casual	11,087	18.8	12,677	21.2	1,590	114.3
Ladies'	10,774	18.2	10,803	18.0	29	100.3
Total	61,926	-	62,815	-	889	101.4

Business :Suits, formal wear, coats, dress shirts, ties, etc Casual :Jackets, slacks, casual wear (includes Pajama suits) , etc

Notes:1. The sum of the categories does not match the total because the total includes 'Other' items such as alteration.

2. The sales composition ratio for each category is calculated based on the sum of the respective categories.

Reference: Nine Months of FY3/26 Entertainment Business Performance

(1) Results by business format (Nine Months)

(Millions of yen)

	Nine Months of FY3/25	%	Nine Months of FY3/26	%	YoY change	YoY %
Net sales	57,516	100.0	57,856	100.0	339	100.6
KAIKATSU CLUB	43,054	100.0	43,815	100.0	761	101.8
COTE D'AZUR	7,723	100.0	7,197	100.0	-526	93.2
FiT24	4,120	100.0	4,430	100.0	310	107.5
JIYU KUKAN and others	4,360	100.0	4,352	100.0	-8	99.8
Gross profit	11,821	20.6	12,856	22.2	1,035	108.8
KAIKATSU CLUB (including FiT24)	9,780	20.7	10,622	22.0	842	108.6
COTE D'AZUR	1,294	16.8	1,465	20.4	170	113.2
JIYU KUKAN and others	774	17.8	823	18.9	48	106.3
SG&A expenses	6,142	10.7	6,466	11.2	324	105.3
KAIKATSU CLUB (including FiT24)	4,527	9.6	4,829	10.0	302	106.7
COTE D'AZUR	874	11.3	918	12.8	44	105.1
JIYU KUKAN and others	658	15.1	700	16.1	42	106.4
Operating profit	5,679	9.9	6,390	11.0	710	112.5
KAIKATSU CLUB (including FiT24)	5,252	11.1	5,793	12.0	540	110.3
COTE D'AZUR	420	5.4	546	7.6	126	130.0
JIYU KUKAN and others	116	2.7	122	2.8	6	105.6

Note: The sum of the business format items does not match the total because includes inter-segment eliminations.

Reference: Nine Months of FY3/26 Entertainment Business Performance

(2) Results by business format (Third Quarter)

(Millions of yen)

	Third Quarter of FY3/25	%	Third Quarter of FY3/26	%	YoY change	YoY %
Net sales	18,814	100.0	18,998	100.0	184	101.0
KAIKATSU CLUB	13,876	100.0	14,255	100.0	378	102.7
COTE D'AZUR	2,641	100.0	2,438	100.0	-203	92.3
FIT24	1,435	100.0	1,511	100.0	76	105.3
JIYU KUKAN and others	1,037	100.0	993	100.0	-44	95.7
Gross profit	3,322	17.7	3,925	20.7	603	118.2
KAIKATSU CLUB (including FIT24)	2,593	16.9	3,116	19.8	523	120.2
COTE D'AZUR	487	18.4	553	22.7	66	113.6
JIYU KUKAN and others	230	22.2	251	25.3	20	108.8
SG&A expenses	2,048	10.9	2,139	11.3	91	104.5
KAIKATSU CLUB (including FIT24)	1,535	10.0	1,605	10.2	70	104.6
COTE D'AZUR	298	11.3	310	12.7	11	104.0
JIYU KUKAN and others	178	17.2	218	22.0	39	122.0
Operating profit	1,273	6.8	1,786	9.4	512	140.2
KAIKATSU CLUB (including FIT24)	1,057	6.9	1,511	9.6	453	142.9
COTE D'AZUR	188	7.1	243	10.0	54	128.9
JIYU KUKAN and others	51	5.0	32	3.3	-19	63.3

Note: The sum of the business format items does not match the total because includes inter-segment eliminations.

(3) Capital expenditures by business format

(Millions of yen)

Stores/Facilities	Nine Months of FY3/25	Nine Months of FY3/26	YoY %
KAIKATSU CLUB	4,838	5,185	107.2
COTE D'AZUR	165	237	143.6
FIT24	191	248	129.6
JIYU KUKAN and others	281	350	124.4
Total	5,435	5,946	109.4

Reference: Nine Months of FY3/26 Entertainment Business Performance

(4) Major expenses by business format

(Millions of yen)

		Nine Months of FY3/26							
		Entertainment Total		KAIKATSU CLUB		COTE D'AZUR		JIYU KUKAN and others	
			YoY %		YoY %		YoY %		YoY %
Advertising expenses	SG&A expenses	743	113.3	561	109.1	185	131.8	5	87.9
Personnel expenses	Total	17,185	100.9	13,876	103.2	2,356	89.7	953	99.6
	Cost of sales	14,172	99.3	11,733	101.9	1,941	86.7	496	96.0
	SG&A expenses	3,013	109.0	2,142	110.4	414	106.5	456	103.9
Rents	Total	10,771	100.5	8,680	102.6	1,485	92.2	609	93.3
	Cost of sales	10,685	100.5	8,621	102.6	1,475	92.2	590	93.4
	SG&A expenses	86	99.9	59	104.4	9	93.1	19	91.0
Depreciation	Total	4,839	101.0	4,297	101.3	350	90.8	175	123.7
	Cost of sales	4,664	101.2	4,226	101.5	304	90.1	157	124.7
	SG&A expenses	175	96.6	71	90.0	45	95.5	17	115.2

Note: KAIKATSU CLUB includes FiT24.

Reference: Nine Months of FY3/26 Entertainment Business Performance

(5) Entertainment Business:

Change in existing-store sales, number of customers and sales per customer at existing stores

- Existing stores : KAIKATSU CLUB, COTE D'AZUR, FiT24

(%)

		1H Results	Oct.	Nov.	Dec.	3Q Results	3Q Forecast	Nine Months Results	Nine Months Forecast	4Q Forecast	2H Forecast	Full year Forecast
Net sales	FY3/26	1.1	1.4	2.9	0.9	1.7	1.5	1.3	0.9	1.6	1.6	1.1
	FY3/25	2.9	1.8	2.9	2.1	2.3		2.7		-1.1	0.6	1.8
Number of customers	FY3/26	-1.1	0.7	1.6	1.5	1.3	1.0	-0.3	0.6	0.0	0.5	0.5
	FY3/25	1.7	-0.9	-0.2	-1.0	-0.7		0.9		-2.4	-1.6	0.1
Sales per customer	FY3/26	1.5	-0.2	0.9	-1.6	-0.3	0.7	0.9	0.3	1.2	1.0	0.5
	FY3/25	1.8	3.3	3.9	3.9	3.7		2.4		1.3	2.5	2.2

Note : Number of customers and sales per customer do not include FiT24 fitness facilities which is monthly membership fee business

Reference: Nine Months of FY3/26 Entertainment Business Performance

(6) KAIKATSU CLUB:

Change in existing-store sales, number of customers and sales per customer at existing stores

(%)

		1H Results	Oct.	Nov.	Dec.	3Q Results	3Q Forecast	Nine Months Results	Nine Months Forecast	4Q Forecast	2H Forecast	Full year Forecast
Net sales	FY3/26	1.5	1.5	3.6	1.1	2.0	1.3	1.6	0.8	2.0	1.6	1.1
	FY3/25	2.9	2.1	2.6	2.4	2.3		2.7		-1.5	0.4	1.7
Number of customers	FY3/26	-0.9	0.9	2.3	2.2	1.8	0.9	0.0	0.6	0.3	0.6	0.5
	FY3/25	1.8	-0.5	-0.1	-0.8	-0.5		1.1		-2.5	-1.5	0.2
Sales per customer	FY3/26	1.5	-0.4	0.9	-2.3	-0.6	0.2	0.8	0.0	2.1	1.2	0.5
	FY3/25	1.9	3.2	3.5	4.0	3.6		2.4		0.8	2.2	2.0

Notes : 1. Sales include FiT24 sales

2. Number of customers and sales per customer do not include FiT24 fitness facilities which is monthly membership fee business

Reference: Nine Months of FY3/26 Entertainment Business Performance

(7) COTE D'AZUR:

Change in existing-store sales, number of customers and sales per customer at existing stores

(%)

		1H Results	Oct.	Nov.	Dec.	3Q Results	3Q Forecast	Nine Months Results	Nine Months Forecast	4Q Forecast	2H Forecast	Full year Forecast
Net sales	FY3/26	-0.9	0.9	-1.9	0.2	-0.2	3.2	-0.7	1.7	-1.2	1.0	1.0
	FY3/25	2.8	-0.1	5.1	1.2	1.9		2.5		1.5	1.7	2.2
Number of customers	FY3/26	-2.5	-0.7	-3.9	-2.7	-2.5	1.1	-2.5	0.7	-2.5	-0.8	-0.1
	FY3/25	0.9	-4.4	-1.4	-2.6	-2.8		-0.3		-2.1	-2.4	-0.8
Sales per customer	FY3/26	1.6	1.7	2.1	2.9	2.3	1.0	1.9	0.5	0.5	0.9	0.6
	FY3/25	1.8	4.5	6.5	3.9	4.8		2.8		3.7	4.2	3.0

Reference: Nine Months of FY3/26 Anniversaire and Bridal Business Performance

(1) YoY change in the number of couples married and sales per couple at existing locations

		First half Results	YoY %	Third Quarter Results	YoY %	Nine Months Results	YoY %	Second half	YoY %	Full year	YoY %
Number of weddings	FY3/26	1,488	104.9	945	97.2	2,433	101.8	1,892	96.7	3,380	100.2
	FY3/25	1,282	95.8	972	108.5	2,254	100.9	1,956	108.9	3,238	103.3
Average sales per couple (thousands of yen)	FY3/26	4,171	103.4	4,394	105.1	4,258	104.0	4,102	98.9	4,132	100.8
	FY3/25	4,002	102.0	4,181	104.0	4,079	102.9	4,148	104.3	4,090	103.4

Notes: 1. Not include family weddings and photo weddings

2. Average sales per couple are wedding sales per couple and do not include cancellation fee. The revenue recognition accounting standard not applied.

3. Existing locations in the first half of fiscal year 2025: 9 facilities , in the first half of fiscal year 2026: 10 facilities

(2) YoY change in the number of wedding orders at existing locations

		First half Results	Third Quarter Results	Nine Months Results	Second half	Full year
Number of Wedding orders (YoY %)	FY3/26	107.1	105.9	106.7		
	FY3/25	106.1	94.9	102.1	105.3	105.7

Notes: 1. Not include family weddings and photo weddings

2. Existing locations in the first half of fiscal year 2025: 9 facilities , in the first half of fiscal year 2026: 10 facilities

Disclaimer Regarding Forecasts

These materials have been prepared with the purpose of understanding our company, and are not intended as a solicitation to invest in the company.

Forecasts and forward-looking statements in these materials are based on assumptions judged to be valid and information available to the Company at the time the materials were created. These materials are not promises by the Company regarding future performance. Please be aware that actual performance may differ significantly from these forecasts for a number of reasons.