

KOMERI CO., LTD.

Fiscal year ended March 31, 2025 Financial Results Briefing Materials

(from April 1, 2024 to March 31, 2025)



<https://www.komeri.bit.or.jp/>



Prime Market of Tokyo Stock Exchange (8218)

Consolidated Financial Results for the Fiscal Year Ended March 31, 2025



(Millions of yen)

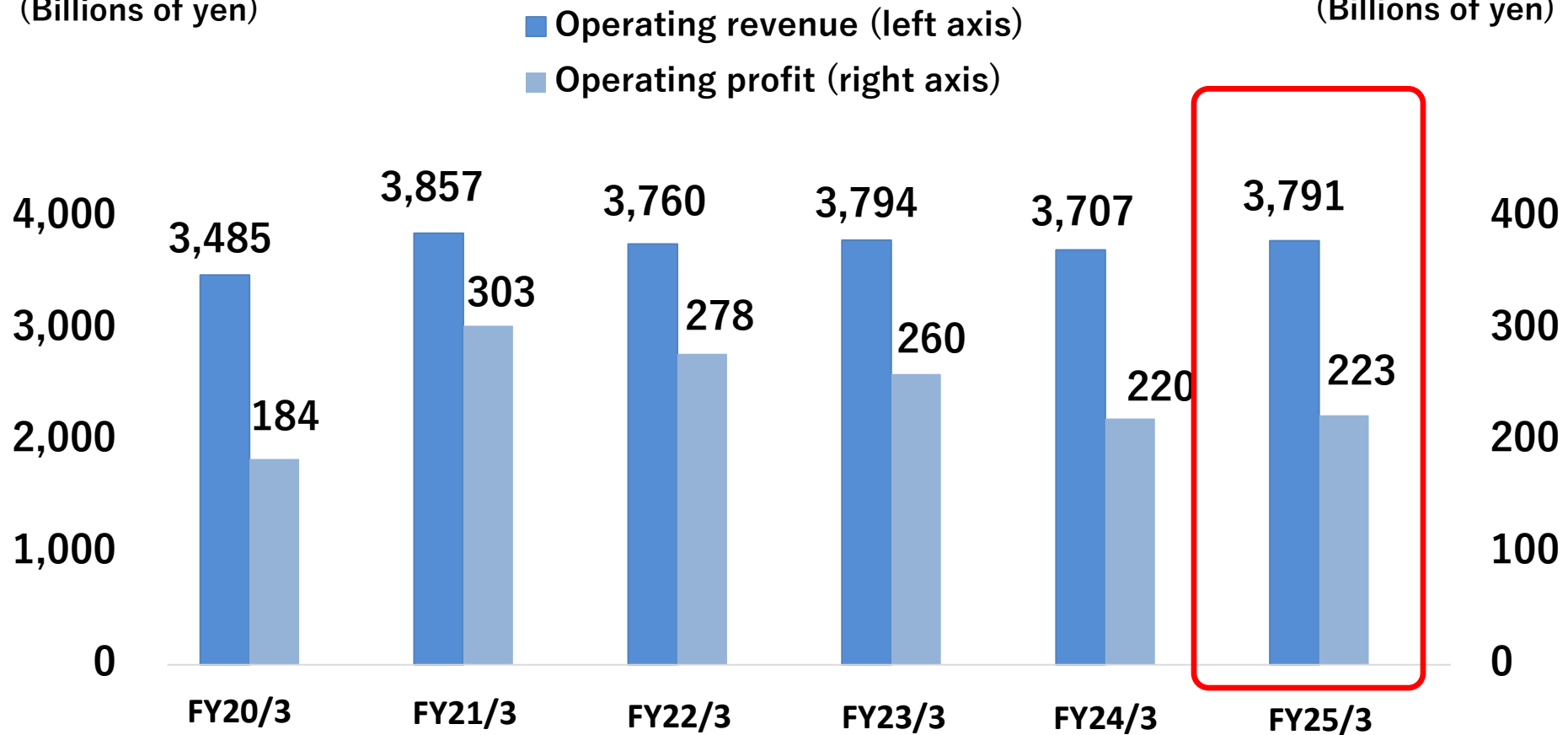
	Fiscal year ended March 31, 2025 Operating results	Ratio of Operating revenue	Year-on-year
Operating revenue	379,192	100.0%	102.3%
Operating gross profit	130,181	34.3%	102.3%
Selling, general and administrative expenses	107,785	28.4%	102.5%
Operating profit	22,396	5.9%	101.4%
Ordinary profit	22,248	5.9%	100.2%
Profit attributable to owners of parent	13,719	3.6%	100.1%

Trends in Operating revenue and Operating profit



(Billions of yen)

(Billions of yen)



Existing store sales increased 101.0% year-on-year, third highest Operating revenue ever
Although the gross profit margin could not be increased due to the weak yen, we secured an increase in revenue and profit.

Results by product category



(Millions of yen)

	Fiscal year ended March 31, 2025				
	Net sales	Year-on-year	Ratio of Operating revenue	Gross profit margin	Year-on-year
Tools, Hardware and Working supplies	68,612	102.8%	18.1%	42.7%	(0.1)
Remodeling and Exterior materials	55,190	100.4%	14.6%	29.1%	+0.1
Gardening, agriculture, and pet supplies	112,622	102.0%	29.7%	30.6%	+0.3
Commodities, home appliances, car accessories, and leisure goods	74,482	104.6%	19.6%	25.6%	+0.1
Interior goods, household goods, and office supplies	34,127	98.1%	9.0%	40.1%	+0.3
Fuel, etc.	15,418	108.4%	4.1%	13.2%	(1.1)
Other	14,096	102.2%	3.7%	100%	-
Home Center business total	374,551	102.3%	98.8%	34.4%	+0.0

- The weather will be stable in early spring, and demand for horticultural and home gardens and farmers will be strong.
- Sales of summer items such as air conditioners were strong, but autumn gardening was weak due to the effects of record-breaking heat.
- In the fourth quarter, due to the impact of heavy snowfall, sales of snow removal and heating products and kerosene were strong.

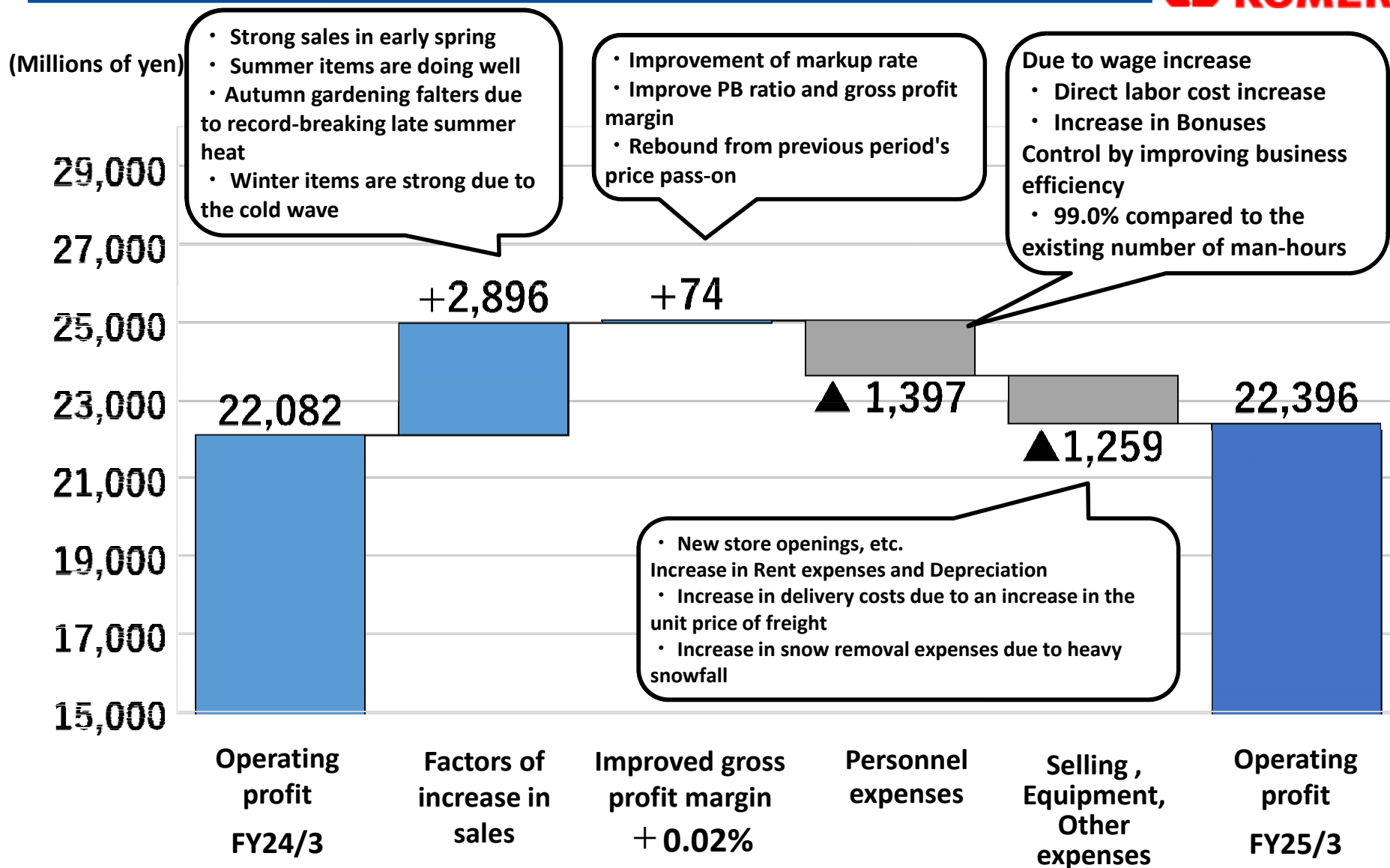
Results by store format



	Fiscal year ended March 31, 2024		Fiscal year ended March 31, 2025	
	Net sales Year-on-year	Net sales Ratio to existing	Net sales Year-on-year	Net sales Ratio to existing
Power	98.7%	97.9%	103.0%	101.1%
PRO	122.3%	105.0%	143.6%	106.1%
Hard & Green	96.8%	96.3%	100.1%	100.7%
Total	97.6%	96.9%	102.3%	101.0%

- In the Power store format, the main units and related components of air conditioners designed for professional use drive sales.
- In the PRO store format, the number of repeat customers is increasing, and sales remained strong, mainly in consumables.
- In the Hard & Green store format, the strong new store model is being rolled out to existing stores.

Operating profit Increase/decrease factors



Selling, general and administrative expenses



(Millions of yen)

	Fiscal year ended March 31, 2025		
	operating results	Year-on-year comparison	Year-on-year difference
Personnel expenses	47,763	103.0%	+1,397
Selling expenses	12,760	100.3%	+41
Equipment expenses	36,192	103.0%	+1,055
Other expenses	11,069	101.5%	+163
Total	107,785	102.5%	+2,656

- Personnel expenses increase and freight unit price increase due to wage increase and Bonuses
 - Increase in equipment costs due to new store openings and an increase in heating usage (utility costs)
- ⇒ Control within the plan, although it was higher than the previous year

Consolidated balance sheets



(Millions of yen)

	Category	As of March 31, 2025	As of March 31, 2024	Increase/Decreased Year-on-year
Assets	Current assets	181,484	178,194	3,289
	Cash and deposits	16,342	16,753	(410)
	Products	130,419	128,827	1,591
	Non-current assets	205,176	194,656	10,520
	Property, plant and equipment	178,258	167,109	11,149
	Intangible assets	9,120	9,241	(120)
	Asset Total	386,661	372,851	13,810
Liabilities	Current liabilities	105,740	103,623	2,116
	Short-term interest-bearing liabilities	22,613	17,855	4,757
	Non-current liabilities	34,604	32,979	1,625
	Long-term interest-bearing liabilities	11,530	14,689	(3,159)
	Total liabilities	140,345	136,603	3,741
	Total net assets	246,316	236,248	10,068
	Total liabilities and net assets	386,661	372,851	13,810

Results of opening stores FY25/3



■ 1,228 stores (PW 114 , H & G 1,091 , PRO 19 , AT 4)

Opening stores	Total	Power	PRO	H & G
Plan of opening stores FY25/3	52	13	9	30
Results of opening stores FY25/3	26	12	4	10
Store closures (Including the change of store format and relocation)	18	0	0	18
Plan to open stores FY26/3	35	8	8	19



in March 19, New store open
KOMERI Hard & Green Totsuka
Shimogo



in March Scrap & build
KOMERI Hard & Green Ichihama
KOMERI Hard & Green Iwafune

Impact of soaring construction costs
⇒ Review of building specifications
⇒ Carry-over of properties to next period

Promotion the change of store format to
Power
⇒ 5 stores in the 4th quarter

Scrap & Build 500m² Scale Hard and Green
⇒ Solidification of existing trading area

Renovation results FY25/3



Focus on changing the model of H & G business categories.



■ Promotion of revitalization of existing stores

Renovation	Number of stores	Renovation scale
Results FY25/3	142	247,000m2
Plan FY26/3	150	Total sales floor area 10% or more

- Remodeling stores
Sales effect after renovation +10% or more
- Hard & Green new model
Continue horizontal expansion

	Fiscal year ended March 31, 2025 Plan	Fiscal year ended March 31, 2025 Cumulative Results	>>	Fiscal year ending March 31, 2026 Capital investment Plan
Opening of new stores	52 stores 20 billion yen	26 stores 10.3 billion yen	>>	35 stores 13 billion yen
Existing store Renovations, etc.	Just over 10% of the sales floor area 4 billion yen	143 restaurants Sales floor area 247,000m2 2.5 billion yen	>>	Just over 10% of the sales floor area 3 billion yen
Logistics Center	Establishment of new Center Expansion of existing center functions 12 billion yen	Opened Shizuoka Logistics Center. (Start of construction of New Kansai Logistics Center) 0.3 billion yen	>>	New Kansai Logistics Center Start of operation 12 billion yen
Various system investment	2 billion yen	1.2 billion yen	>>	2 billion yen
Total	38 billion yen	14.3 billion yen	>>	30 billion yen

Part of the construction costs for the New Kansai Distribution Center (approximately 5.1 billion yen) has been paid.

⇒ Scheduled to start operation in the spring of 2026, the largest scale ever

Forecast of consolidated financial results for the year ending March 31, 2026



(Millions of yen)

	FY25/3 operating results	Year-on-year	First half of FY26/3 Forecast	Year-on-year	FY26/3 Forecast	Year-on-year
Operating revenue	379,192	102.3%	204,000	102.6%	391,000	103.3%
Operating profit	22,396	101.4%	15,100	104.9%	23,500	104.9%
Ordinary profit	22,248	100.2%	15,300	105.1%	23,700	106.5%
Profit attributable to owners of parent	13,719	100.1%	10,200	106.7%	14,600	106.4%
Dividend per share	Interim 27 yen Year-end 27 yen	+2 yen	Interim 28 yen	+1 yen	Year-end 28 yen	+1 yen