

Financial Results for FY2026/3 1Q

AZ-COM MARUWA Holdings Inc.

UNOFFICIAL TRANSLATION

Although the Company pays close attention to provide English translation of the information disclosed in Japanese, the Japanese original prevails over its English translation in the case of any discrepancy.

Table of Contents

- Financial Results for FY2026/3 1Q
- Consolidated Financial Forecasts for
FY2026/3
- Appendix

Financial Results for FY2026/3 1Q

FY2026/3 1Q Financial Results

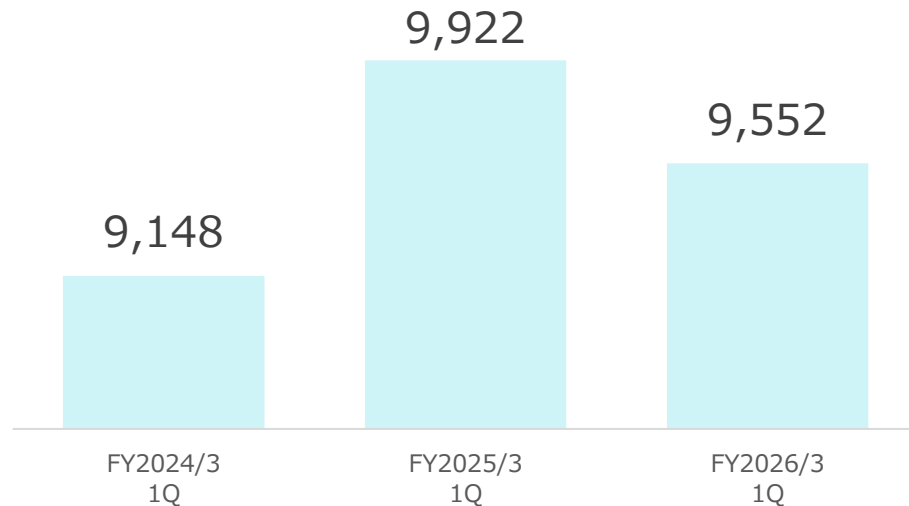
(million Yen)	FY2025/3 1Q	FY2026/3 1Q	YoY		FY2026/3 1Q-2Q forecast	Progress %	FY2026/3 forecast	Progress %
			Growth rate	Change				
Net sales	49,680	55,246	+11.2%	5,566	105,000	52.6%	220,000	25.1%
Operating profit	1,855	3,076	+65.8%	1,221	4,500	68.4%	11,900	25.8%
Profit margin[%]	3.7	5.6	-	1.9	4.3	-	5.4	-
Ordinary profit	2,057	3,259	+58.4%	1,202	4,650	70.1%	12,000	27.2%
Profit margin[%]	4.1	5.9	-	1.8	4.4	-	5.5	-
Net income attributable to shareholders of parent	1,223	2,003	+63.8%	780	2,850	70.3%	7,300	27.4%

Net Sales by Domain (Transportation Business)

Unit: million yen

Last-One-Mile Business

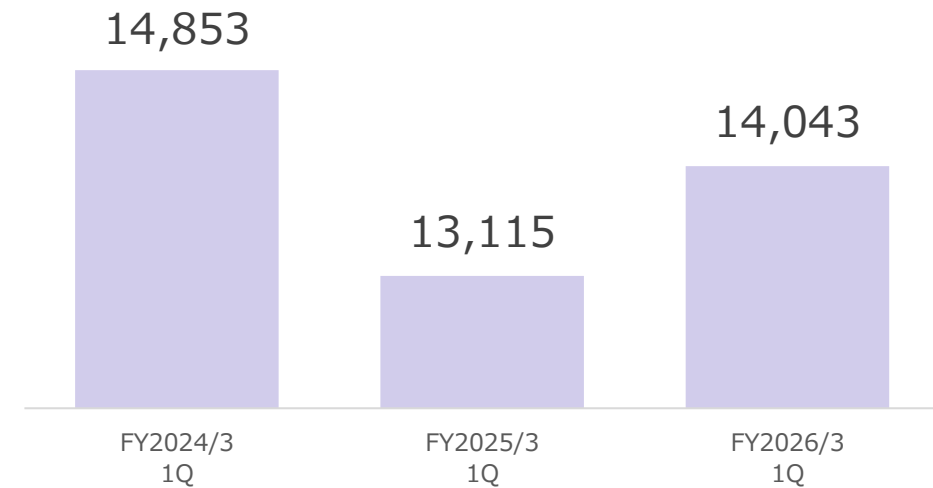
YoY
(3.7%) 



- Downsizing and decreases in volume with a number of customers

E-commerce & Ordinary-temperature Transportation Business

YoY
+7.1% 



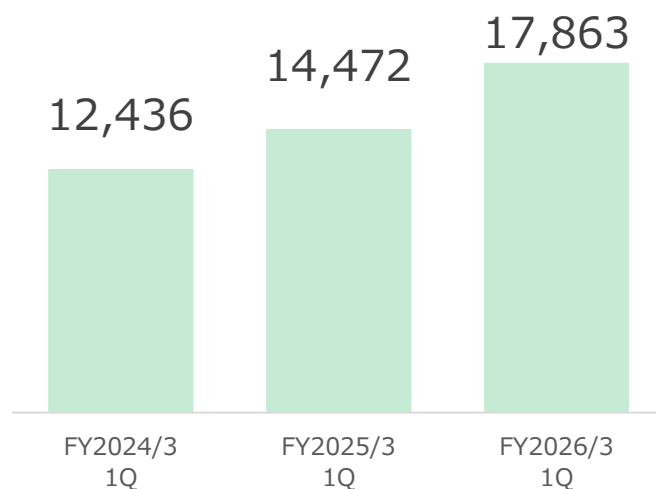
- acquiring transportation projects from new customers.
- expansion the volume of trunk transportation connecting centers.

Net Sales by Domain (3PL Business)

Unit: million yen

E-commerce & Ordinary-temperature 3PL Business

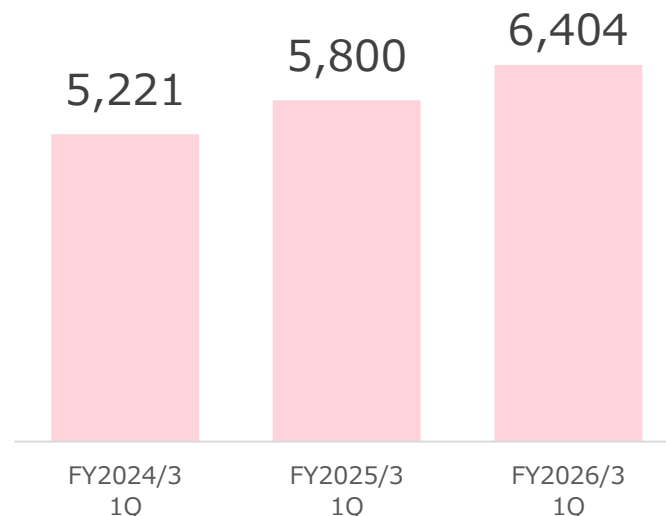
YoY
+23.4%



- The full-year operation of a large-scale logistics center for a major e-commerce company that opened in the previous fiscal year.
- Increase in the volume of goods handled at existing logistics centers.

Low-temperature Food 3PL Business

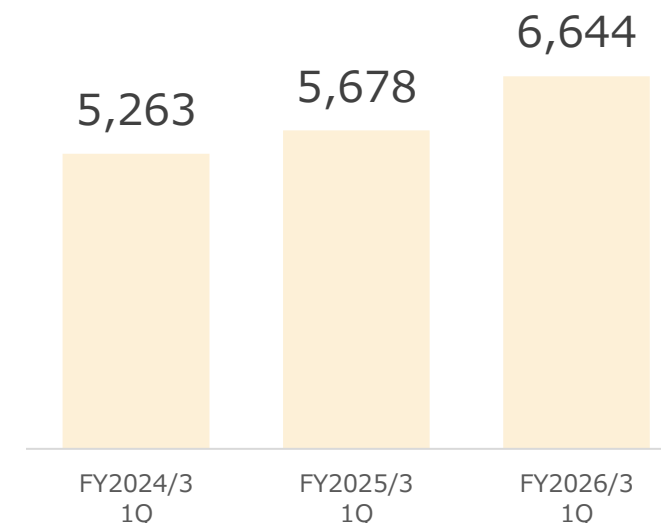
YoY
+10.4%



- The full-year operation of a logistics center for supermarkets opened in the previous fiscal year.
- The effect of freight rate revisions.

Medicine & Medical 3PL Business

YoY
+17.0%

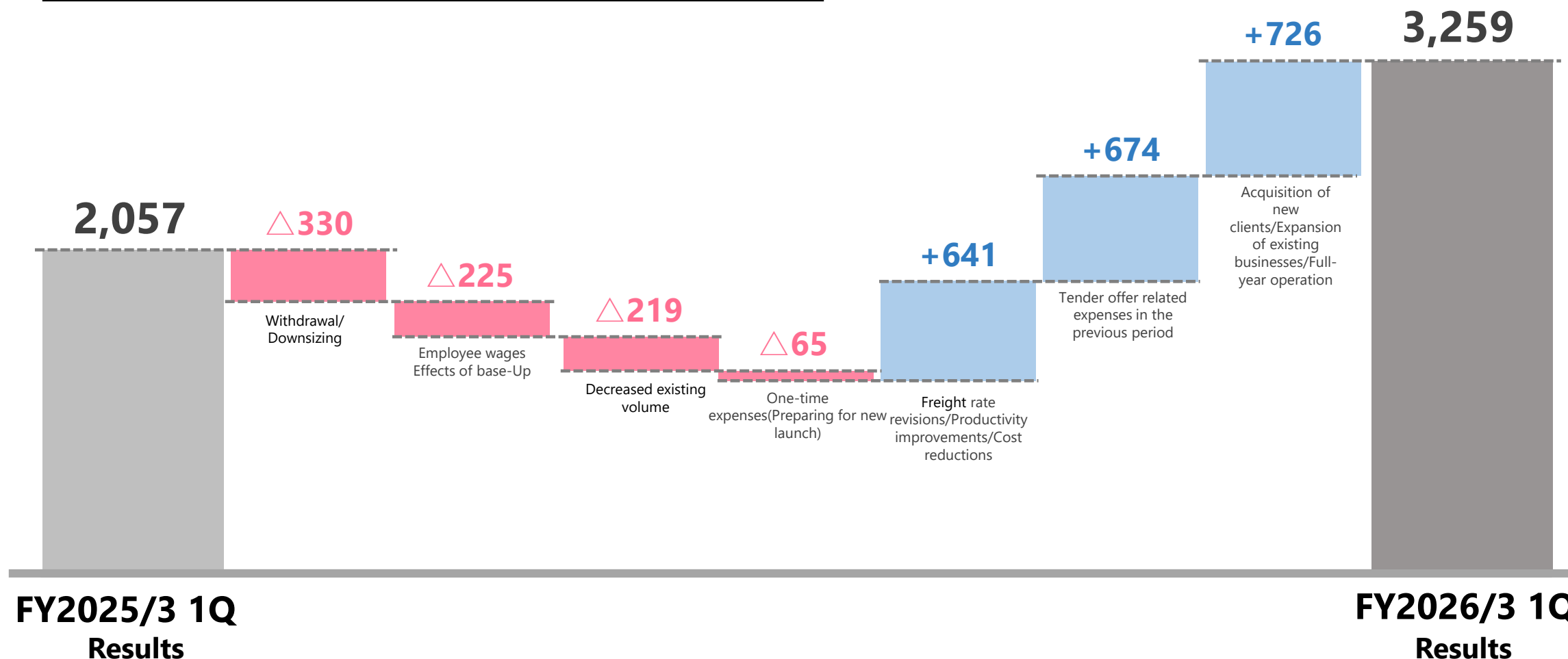


- The full-scale operation of a new logistics center to accommodate to the business, which are our major clients, as well as strong performance in the volume of goods handled.

FY2026/3 1Q Ordinary Profit Change

YoY **1,202 million Yen**

Unit: million yen



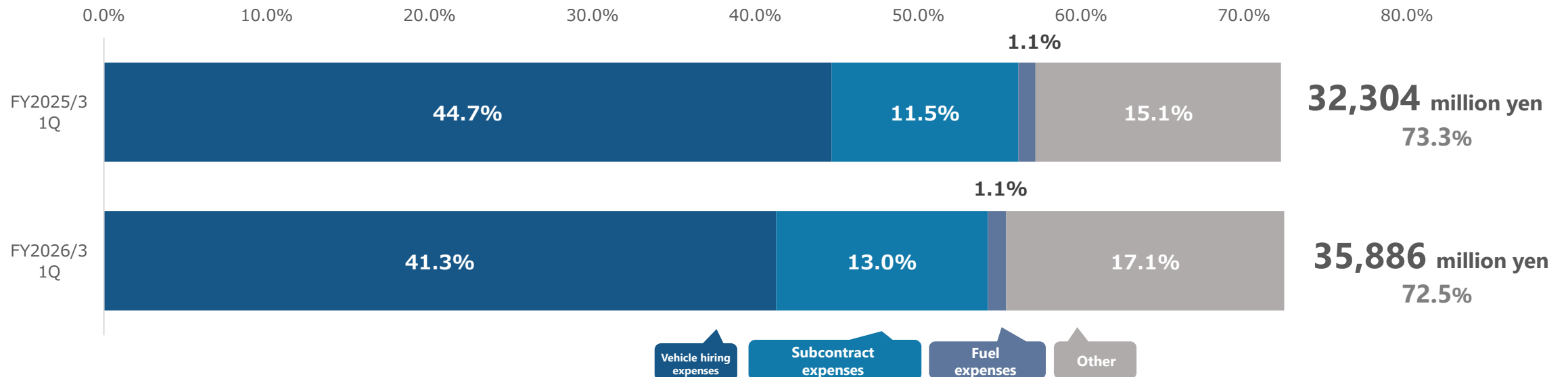
Profit-and-Loss Statement

Unit: million yen Fraction of less than 1 million yen are rounded off	FY2025/3 1Q	Comparison ratio	FY2026/3 1Q	Composition ratio	YoY	YoY change
Net sales	49,680	100.0%	55,246	100.0%	+11.2%	5,566
Cost of sales	44,697	90.0%	49,520	89.6%	+10.8%	4,823
Gross profit	4,982	10.0%	5,725	10.4%	+14.9%	743
SG&A expenses	3,126	6.3%	2,648	4.8%	(15.3%)	(478)
Operating profit	1,855	3.7%	3,076	5.6%	+65.8%	1,221
Non-operating income	233	0.5%	262	0.5%	+12.4%	29
Non-operating expenses	31	0.1%	79	0.1%	+154.8%	48
Ordinary profit	2,057	4.1%	3,259	5.9%	+58.4%	1,202
Extraordinary income	-	-	-	-	-	-
Extraordinary losses	15	0.0%	-	0.0%	-	(15)
Profit before income taxes	2,041	4.1%	3,259	5.9%	+59.7%	1,218
Total income taxes	764	1.5%	1,189	2.2%	+55.6%	425
Profit	1,277	2.6%	2,069	3.7%	+62.0%	792
Profit attributable to non-controlling interests	53	0.1%	65	0.1%	+22.6%	12
Profit attributable to owners of parent	1,223	2.5%	2,003	3.6%	+63.8%	780

FY2026/3 1Q Cost of Sales

Unit: million yen Fraction of less than 1 million yen are rounded off	FY2025/3 1Q	FY2026/3 1Q	YoY		Comparison ratio
			Growth rate	Change	
Total	44,697	49,520	+10.8%	4,823	-
Labor cost	12,392	13,634	+10.0%	1,242	27.5%
Other costs	32,304	35,886	+11.1%	3,582	72.5%

■ Breakdown of expenses included in cost of sales



Balance Sheet

Unit: million yen Fraction of less than 1 million yen are rounded off	FY2024/3	FY2025/3	YoY	YoY Change	Main factors resulting in changes
Current assets	66,573	68,765	+3.3%	2,192	Cash and deposits 1,000 Notes and accounts receivable - trade 1,101
Non-current assets	71,866	75,222	+4.7%	3,356	Buildings and structures, net 498 Machinery, equipment and vehicles, net 754 Investment securities 2,313
Total assets	138,440	143,988	+4.0%	5,548	
Current liabilities	50,682	52,313	+3.2%	1,631	Notes and accounts payable - trade 551 Short-term borrowings 288 Current portion of long-term borrowings 394 Income taxes payable (736) Provision for bonuses 547
Non-current liabilities	27,317	29,701	+8.7%	2,384	Long-term borrowings 1,286 Asset retirement obligations 132 Other 929
Total liabilities	78,000	82,014	+5.1%	4,014	
Net assets	60,440	61,973	+2.5%	1,533	Valuation difference on available-for-sale securities 1,663
Total liabilities and net assets	138,440	143,988	+4.0%	5,548	

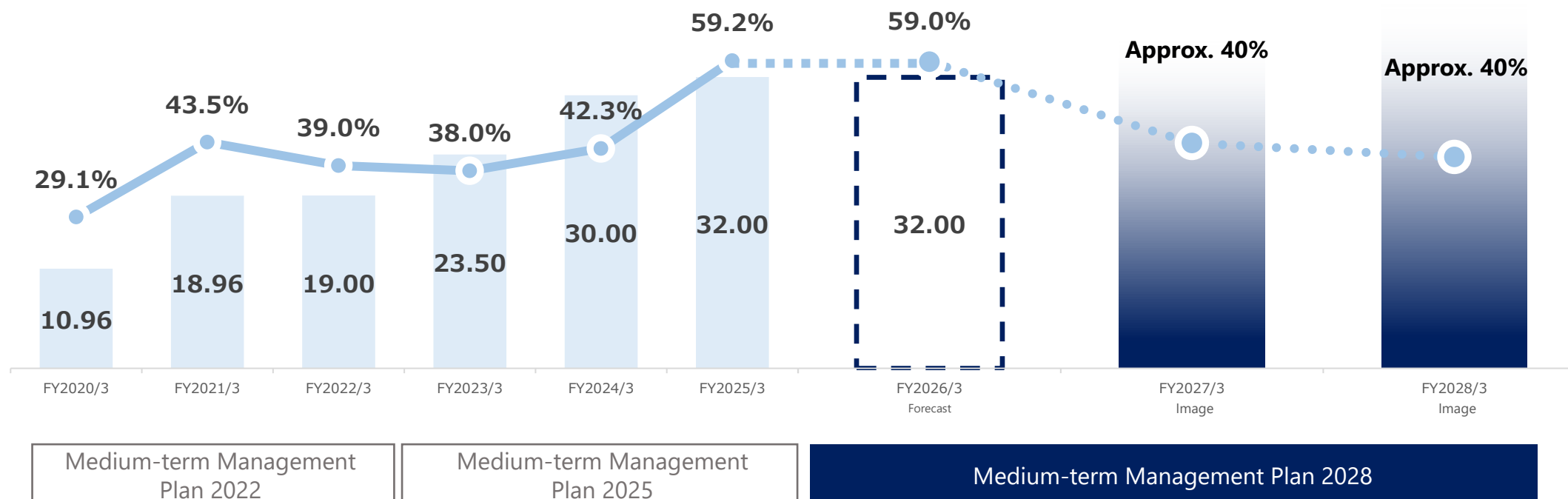
Consolidated Financial Forecasts for FY2026/3

FY2026/3 Forecast Summary

(million Yen)	FY2025/3	FY2026/3 Forecast	YoY		FY2026/3 1Q-2Q Forecast	1Q-2Q YoY		FY2026/3 3Q-4Q Forecast	3Q-4Q YoY	
			Growth rate	Change		Growth rate	Change		Growth rate	Change
Net sales	208,370	220,000	+5.6%	11,630	105,000	+3.5%	3,560	115,000	+7.5%	8,070
Operating profit	10,969	11,900	+8.5%	931	4,500	+4.0%	174	7,400	+11.4%	757
Profit margin[%]	5.3	5.4	-	0.1	4.3	-	0.0	6.4	-	0.2
Ordinary profit	11,645	12,000	+3.0%	355	4,650	+0.9%	41	7,350	+4.5%	314
Profit margin[%]	5.6	5.5	-	△0.1	4.4	-	△0.1	6.4	-	△0.2
Profit attributable to owners of parent	7,284	7,300	+0.2%	16	2,850	+0.1%	5	4,450	+0.3%	11
Earnings per share (Yen)	54.06	54.21			21.16			33.05		
Dividend per share (Yen)	32.00	32.00			16.00			16.00		

Shareholder Return Policy

- We have continued to increase dividends since our listing (FY2014/3) and will maintain **a basic policy of progressive dividends** (excluding commemorative dividends).
- We will aim to achieve a dividend payout ratio of **approximately 40%**.



* The dividend for the fiscal year ended March 2021 includes a commemorative dividend (3.75 yen for interim and year-end dividends) to mark the 50th anniversary of the Company's foundation.

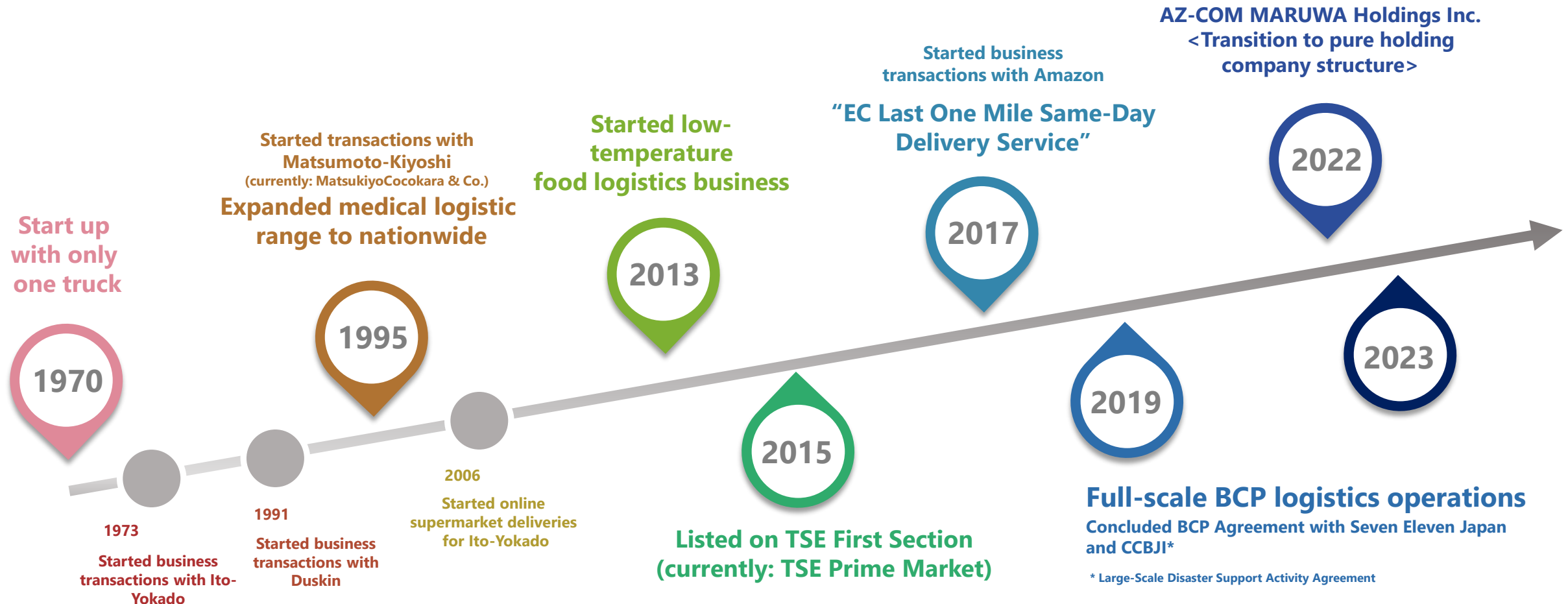
* The Company conducted a two-for-one stock split on October 1, 2019 and on January 1, 2021. Taking into account the impact of the stock split, changes in indicators per share after retroactive adjustments are shown below.

Appendix

Corporate Data

Company	AZ-COM MARUWA Holdings Inc.
Head office	Asahi 7-1, Yoshikawa-shi, Saitama, Japan 342-0008
Head sales office	Asahi Momotaro 1-1-1, Yoshikawa-shi, Saitama, Japan 342-8505
Tokyo office	Tekko Building 5F, Marunouchi 1-8-2, Chiyoda-ku, Tokyo, Japan 100-8235
President & CEO	Masaru Wasami
Established	August 1973
Capital	9,117 million yen
Issued shares	137,984,520 shares
Business	Management administration of group companies, etc.
Group companies	Consolidated subsidiaries: 20, Non-consolidated subsidiaries: 4, Other related company: 1
Number of employees	25,697 in total including 5,241 regular employees and 20,456 part-time employees *Group total

Our Company's 50-year History



Logistics Network (as of March 31, 2025)

✓ In total **269** bases

Kansai/Kinki area

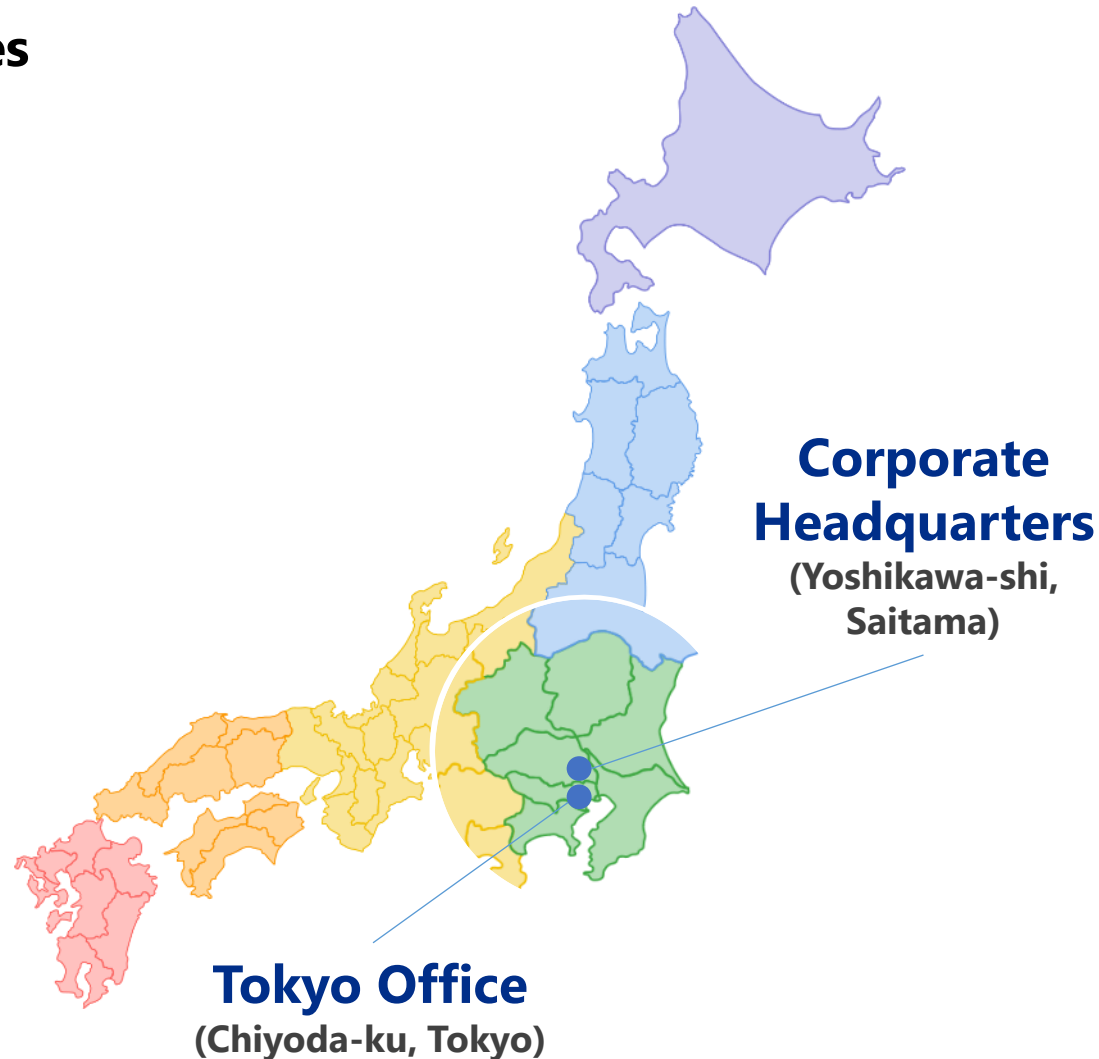
48 bases

Chugoku and
Shikoku areas

11 bases

Kyushu area

14 bases



Hokkaido area

6 bases

Tohoku area

21 bases

Kanto area

149 bases

Chubu and Tokai
areas

20 bases

Business domains

FY2025/3 Net sales **208.3 billion yen**



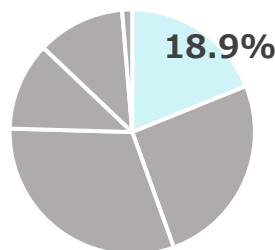
※FY2025/3 Net sales
※The pie chart shows the composition of Net sales in the FY2025/3

Transportation Business

Last-One-Mile Business



¥39.3 billion



- Home delivery service using light and small vehicles
- Individual delivery services for co-ops
- Online supermarket services
- Home delivery and installation of electrical appliances, etc.

Main Customers

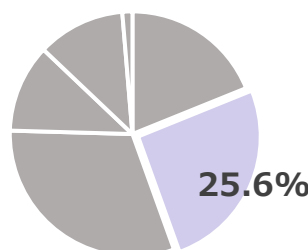
• Amazon Japan G.K.
• CO-OP MIRA I etc.



EC Ordinary-temperature Transportation Business



¥53.3 billion



- transportation between bases using medium to large vehicles
- Delivery between stores

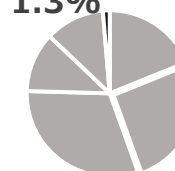
Main Customers

• Amazon Japan G.K. etc.



Other business 2.7 billion

1.3%



- information systems business
- business process outsourcing (BPO)

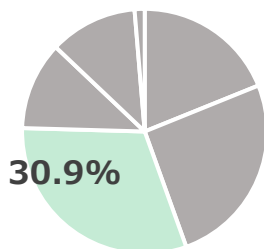


3PL Business

EC Ordinary-temperature 3PL Business



¥64.4 billion



- Dedicated center operations for major EC sites
- Center operations for normal temperature products in the retail industry

Main Customers

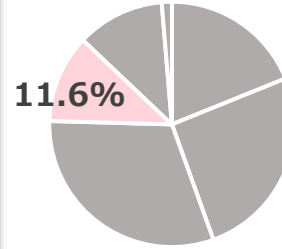
• Amazon Japan G.K.
• Duskin Co., Ltd. etc.



Low-temperature Food 3PL Business



¥24.2 billion



- Center operations for supermarkets
- Procurement logistics from manufacturers/wholesale centers

Main Customers

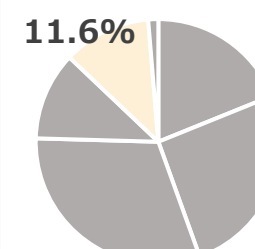
• Belc CO., LTD.
• CO-OP TOHOKU SUNNET BUSINESS ALLIANCE
• MARUAI Inc.
• Yamazawa Co., Ltd.
• Beisia Co., Ltd.
• Mammy Mart Corporation, etc.



Medicine & Medical 3PL Business



¥24.1 billion



- Center operations for drug stores
- Return logistics (for manufacturers/wholesalers)

Main Customers

• MatsukiyoCocokara & Co. etc



Key Management Indicators

Item	FY2022/3	FY2023/3	FY2024/3	FY2025/3	FY2026/3 (forecast)
Net Sales(million yen)	133,000	177,829	198,554	208,370	220,000
Ordinary profit(million yen)	9,139	11,949	14,498	11,645	12,000
Profit attributable to ownerws of parent(million yen)	6,125	7,780	9,119	7,284	7,300
Ordinary profit ratio (%)	6.9	6.7	7.3	5.6	5.5
Total assets(million yen)	88,391	112,028	134,594	138,440	-
Net assets(million yen)	30,943	38,162	57,542	60,440	-
Earnings per share(yen)	48.72	61.86	70.88	54.06	54.21
Net assets per share (yen)*	230.19	285.40	408.61	429.04	-
Shareholders' equity ratio (%)*	32.7	32.1	41.0	41.7	-
Return on equity (ROE)	22.4	24.0	20.0	12.9	-

Disclaimer

- This presentation contains forward-looking statements concerning the future plans and business objectives of AZ-COM MARUWA Holdings Inc. These forward-looking statements are not statements of historical facts, rather they are based on certain assumptions involving our judgments and predictions with respect to our performance, business and future events as of today. The forward-looking statements are not guarantees of such assumptions and the results of which often differ materially from those expressed herein.
- Except when required by applicable disclosure laws, we undertake no obligation to publicly update or revise any forward-looking statement to reflect events or circumstances after the date on which it is made or the occurrence of anticipated or unanticipated events or circumstances.

Any inquiries concerning this presentation and IR matters to be directed to:

Corporate Strategy Group

Public Relations Investor Relations Dept.

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Website: <https://www.az-com-maruwa-hd.co.jp>

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