KOMERI CO., LTD.

Financial Results Presentation
for the Three Months Ended June 30, 2026

(from April 1, 2026 to June 30, 2026)

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

July 28, 2026

Prime Market of Tokyo Stock Exchange (8218)

KOMERI’s Mission

■From "Clothes, food, and shelter" to "Shelter-First" approach

The most common customer complaints are
in the "housing-related field"





Wants to enjoy more time at home
Want to adapt to lifestyle changes




KOMERI’s Mission

■Modernization of logistics in lagging sectors

- Multi-tiered logistics structure
- Fields where logistics are difficult due to bulky products (wood, etc.)
- Coordination from production to sales

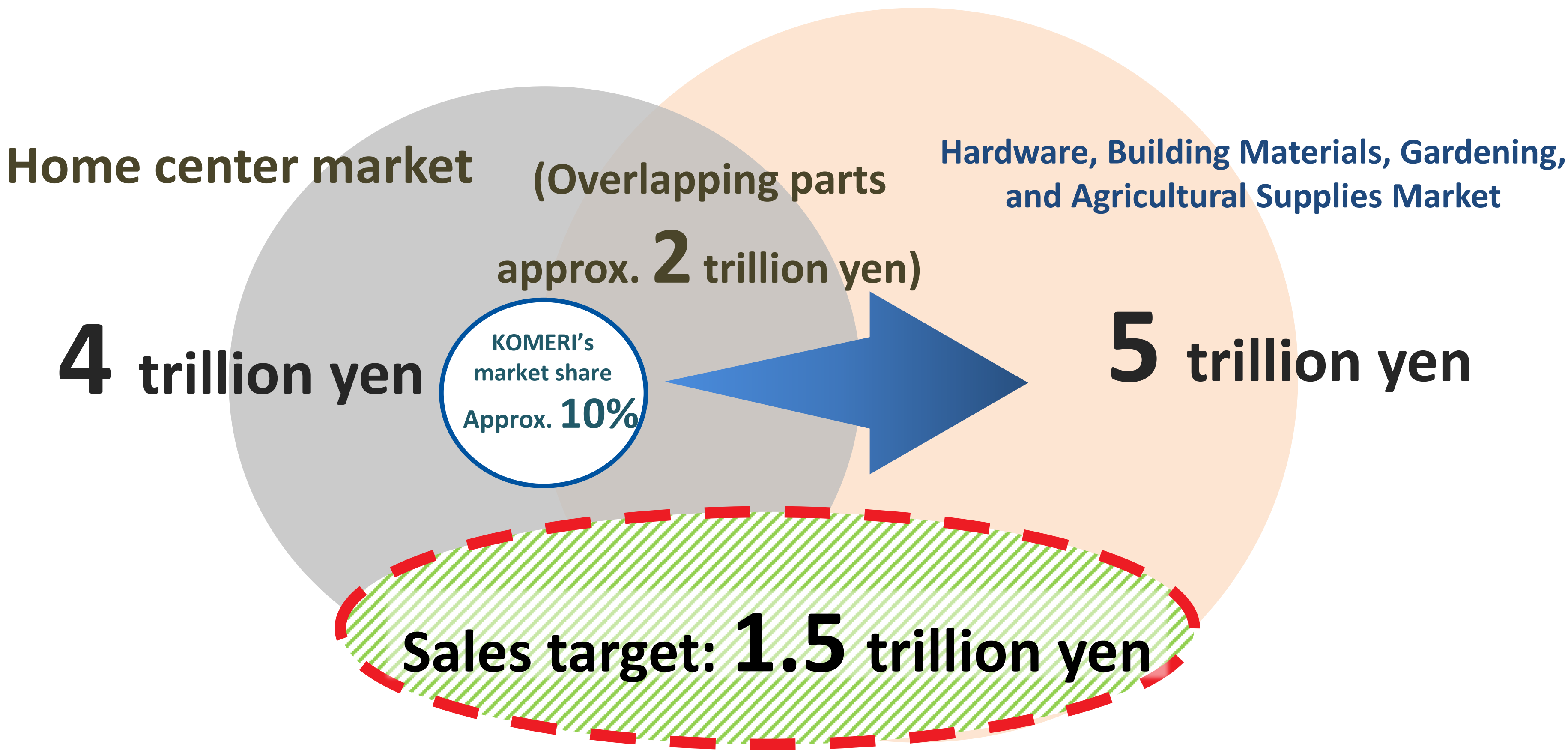
Sourcing → Production → Logistics → Sales

Contribut to society through the modernization of logistics in lagging sectors

KOMERI’s Mission

■Fields that KOMERI’s challenges

KOMERI's Challenge in the 7-Trillion-Yen Market



Source: Estimates from the Ministry of Economy, Trade and Industry's "Market Dynamics Survey", Ministry of Internal Affairs and Communications' Statistics Bureau's "National Household Structure Survey", Ministry of Agriculture, Forestry and Fisheries' "Census of Agriculture and Forestry" and "Management Statistics by Type of Farming"

Consolidated financial results for FY27/3 1Q

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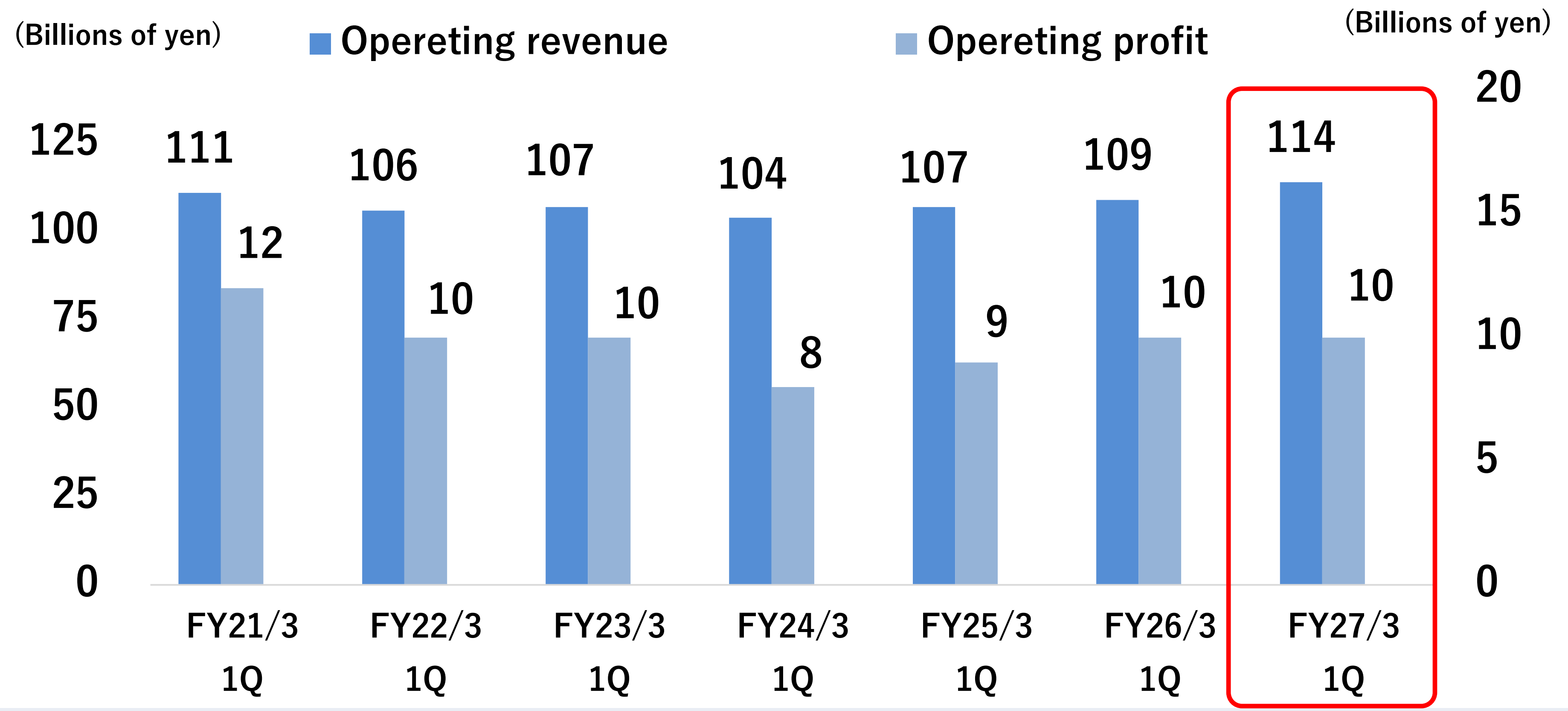
(Millions of yen)

	FY27/3 1Q Operating results	% of Operating revenue	YoY (%)
Operating revenue	114,646	100.0%	104.9%
Gross profit	39,023	34.0%	104.9%
Selling, general and administrative expenses	28,140	24.5%	103.5%
Operating profit	10,883	9.5%	108.8%
Ordinary profit	10,859	9.5%	107.4%
Profit attributable to owners of parent	7,243	6.3%	105.2%

Trends in Operating Revenue and Operating Profit



- Sales of building materials and daily consumables remained strong due to the impact of the Middle East situation.
- In June, there was a reactionary decline due to the dry rainy season last year.
- Achieved record-high operating revenue in the first quarter.

Results by Product Category

(Millions of yen)

	FY27/3 1Q				
	Net Sales	YoY(%)	% of Operating revenue	Gross Margin	YoY Change
Tools, hardware and working supplies	19,141	108.8%	16.7%	42.2%	(0.5)
Remodeling and exterior materials	16,059	106.3%	14.0%	29.6%	+0.2
Gardening, agriculture, and pet supplies	44,763	102.8%	39.1%	29.6%	(0.3)
Commodities, home appliances, car supplies, and leisure goods	19,956	108.1%	17.4%	26.2%	+1.0
Interior goods, household goods, and office supplies	8,403	102.7%	7.3%	39.7%	(0.2)
Fuel, etc.	1,288	85.5%	1.1%	9.0%	(0.6)
Other	3,943	102.7%	3.4%	100.0%	－
Home Center business total	113,555	104.9%	99.0%	34.1%	±0.0

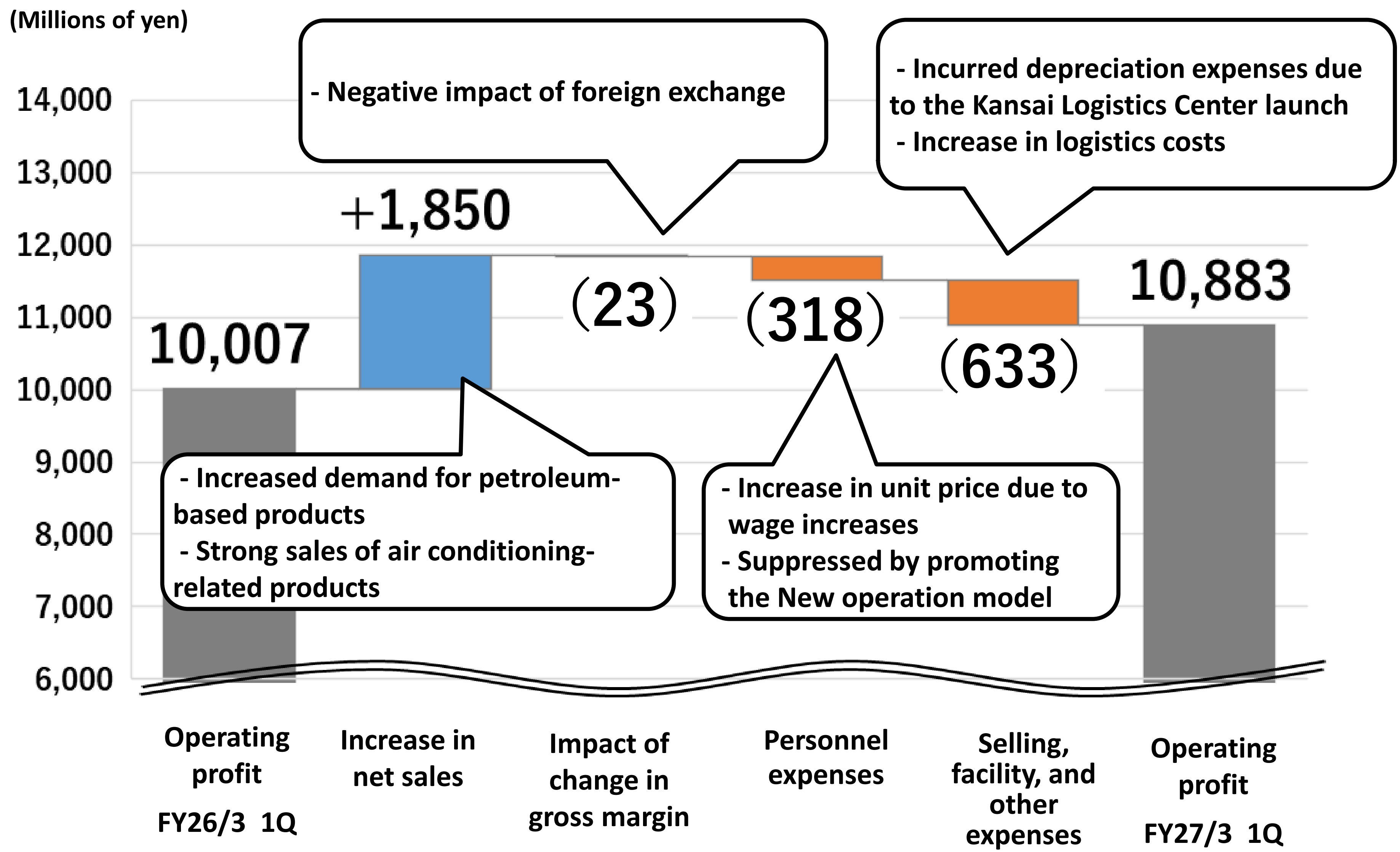
- Sales of building materials remained strong due to concerns about soaring prices.
- Growing demand for petroleum-based products, such as shipping plastic bags and agricultural mulch films.
- Sales of air conditioner and related products remained strong driven by replacement demand ahead of the new energy efficiency standards in 2027.

Results by Store Format

	FY26/3 1Q		FY27/3 1Q	
	Total sales (YoY)	Same-Store sales (YoY)	Total sales (YoY)	Same-Store sales (YoY)
Power	102.8%	100.6%	108.3%	106.0%
PRO	135.1%	108.1%	141.5%	121.0%
Hard & Green	100.2%	100.2%	102.1%	101.7%
Total	101.6%	100.5%	105.0%	103.7%

- Power: Construction materials and daily consumables grew due to the impact of the Middle East situation.
- PRO: A rapidly growing format driven by double-digit growth in both customer traffic and average spend, alongside accelerated store openings.
- Hard & Green: Sales of gardening goods remained strong due to rising temperatures in early spring.

Analysis of Changes in Operating Profit



Selling, General and Administrative Expenses

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(Millions of yen)

	FY26/3 1Q		
	Results	YoY(%)	YoY Change
Personnel expenses	12,344	102.7%	+318
Selling expenses	3,310	99.5%	(15)
Facility expenses	9,455	106.6%	+581
Other expenses	3,029	102.2%	+66
Total	28,140	103.5%	+951

- Controlled the increase in personnel expenses through the new operation model
- Incurred depreciation expenses due to the Kansai Logistics Center launch

Consolidated Balance Sheets

(Millions of yen)

	Item	As of FY27/3 1Q	As of FY26/3 4Q	Increase(Decrease) from FY26/3 4Q	As of FY26/3 1Q	Increase(Decrease) Year-on-year
Assets	Current assets	190,184	183,200	+6,983	183,173	+7,010
	Cash and deposits	14,841	12,130	+2,711	16,704	(1,863)
	Products	130,728	132,696	(1,968)	124,184	+6,543
	Non-current assets	210,530	210,994	(463)	206,308	+4,221
	Property, plant and equipment	182,680	183,130	(449)	179,150	+3,530
	Intangible assets	9,393	9,441	(48)	9,155	+237
	Total assets	400,715	394,194	+6,520	389,482	+11,232
Liabilities	Current liabilities	98,507	98,575	(68)	100,384	(1,877)
	Short-term interest-bearing liabilities	17,167	15,276	+1,890	16,505	+661
	Non-current liabilities	39,272	38,639	+632	37,065	+2,206
	Long-term interest-bearing liabilities	16,243	15,576	+666	14,017	+2,225
	Total liabilities	137,779	137,214	+564	137,450	+328
Total net assets		262,935	256,979	+5,955	252,032	+10,903
Total liabilities and Total net assets		400,715	394,194	+6,520	389,482	+11,232

Growth Base Investment －Investment plan－

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	FY2027/3 Plan	>>	FY2027/3 1Q results
Opening of new store	42 stores 14,000 million yen	>>	Floor expansions at existing stores for format conversion, etc 700 million yen
Existing stores Remodels, etc.	Approx. 140 stores Approx. 330,000㎡ 3,000 million yen	>>	Implemented in 37 stores 500 million yen
logistics Center	Expanding Existing Center Capabilities 1,000 million yen	>>	Expanding Existing Center Capabilities 80 million yen
IT systems & other investments	2,000 million yen	>>	400 million yen
Green investment	2,000 million yen		80 million yen
Total	22,000 million yen	>>	1,760 million yen

Number of Stores in FY27/3 1Q

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■ Opening stores

Number of stores: 1,234 stores in total (as of the end of June 2026)

Expanded sales area through floor expansions at existing stores scheduled for format conversion.

	Total	Power	PRO	H&G
Full year plan	42	8	8	26
FY27/3 1Q	0	0	0	0

■ Remodel

	Stores Remodeled	Floor Area Remodeled
Full year plan	Approx. 140	Approx. 330,000㎡
FY27/3 1Q	37	41,293㎡

- Horizontal expansion of H&G prototypes
- Keep-young remodeling

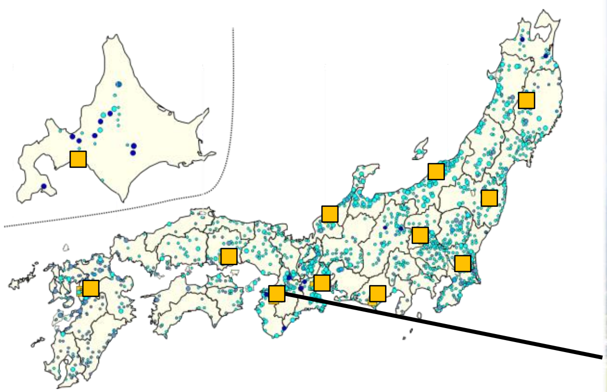
After remodeling

Net sales increased by about 5.7%

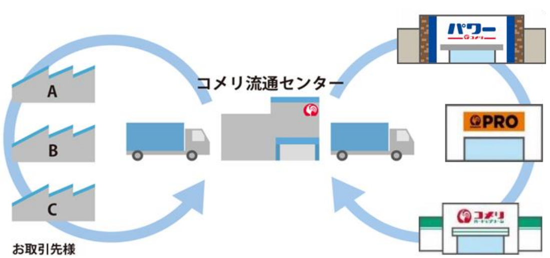
Strengthen logistics

■ Further improving delivery efficiency and labor-saving

- Relocating and expanding Kansai Logistics Center
- Horizontal expansion of the newly introduced system to existing centers



12 locations in Japan



New Kansai logistics Center will begin operations in June 2026

Product Development to Protect & Enrich Lifestyles

Product development capabilities created by over 1,200 stores

- Cheaper than anywhere else for the same product
- Better quality than anywhere else at the same price

Realization by mass

Possession of overseas consolidation capabilities
12 logistics centers in Japan

Net sales of PB products

Year-on-year comparison : **102.0%**

Percentage: **50.0%**

Remodeling business

■ Chain remodeling system taking advantage of over 1,200 stores

- Sales of remodeling business : **112.1%** YoY
- Sales of "Jyukyuban Installation" and "Jyukyuban Service" : **144.2%** YoY
- The acquisition rate for Remodeling Meister Level 2 : **83.9%** (As of the end of June 2026)

E-commerce business

■Integration of the Internet and physical stores

- Utilizing the strength of over 1,200 stores
- EC sales: **112.6%** YoY　　- EC sales ratio:**7.3%** (up 0.5pt YoY)
- Ratio of in-store pick-ups for EC order products: Over **80%**

Available at all stores

In-store pick-up
without shipping

KOMERI.COM

About 540,000 SKUs
can be ordered online

BOPIS

Card Business

■ **Six types of own-brand card to address the payment needs of individuals, agricultural workers, companies, etc.**

- **Frequent Shopper Program offering preferential point rates based on annual purchase amounts**
- **Introduced a new "Platinum" rank in October 2025**

DX Initiatives

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■ Expansion of low-cost operations

- The number of stores with self-checkout registers has expanded to **179** stores
- Cleaning robots expanded to **49** stores, mainly large stores

(as of June 30, 2026)

< self-checkout registers >

< cleaning robots >

Initiatives in the agricultural sector

■Improved convenience for agricultural businesses

- Collaboration with **8** JA

  The number of stores handling JA products has expanded to **47**

  JA, agricultural businesses, KOMERI’s “a win-win-win situation"

- Further discussions with **3** JA to start collaboration

- Remodeled sales floors to focus on agricultural materials at several stores

<February 2026/Collaboration start ceremony with JA OOIGAWA>

<Farming business guidance by Agri Sales Manager>

Development of environmentally friendly products

Materials to improve sustainability

Materials to prevent water shortages

- Support sustainable cultivation
- Measures to prevent water shortages by conserving water resources

Social contribution activities

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NPO法人
コメリ災害対策センター **the KOMERI Disaster Management Center**

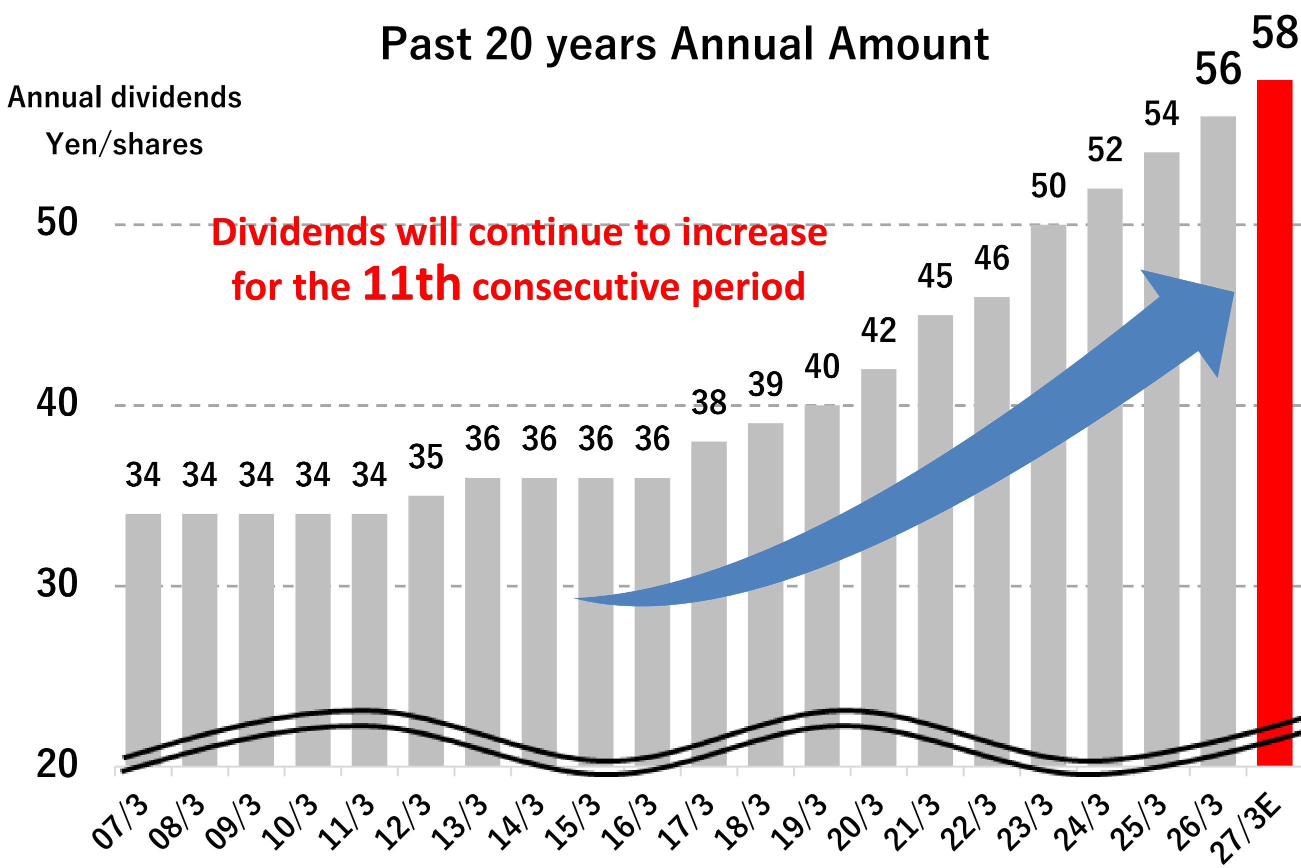
<JMSDF Maritime Materiel Command / Signing ceremony >

<Inside Kansai Logistics Center/Disaster prevention initiatives>

- **Material support agreements with 1,237 organizations concluded (as of June 30, 2026)**
- **We strive to improve the awareness of "disaster prevention and mitigation" in local governments**

Shareholder Return Policy & Repurchase of Own Shares

The Group believes that the logistics of distribution will contribute to the enhancement of corporate value over the medium to long term and an increase in shareholder returns. Regarding profit distribution, we have adopted a progressive dividend policy, maintaining or increasing dividend in accordance with business performance.



Announced July 28, 2026

Repurchase of Own shares

- Total number of shares to be repurchased (maximum)
  2,200,000 shares
- Total cost of shares to be repurchased (maximum)
  8,800 million yen

Flexible share repurchases based on business environment and capital market trends

- FY ending March 31, 2027
  Total payout ratio
  76.5% (expected)

Consolidated Forecast for FY Ending March 2027

(Millions of yen)

	FY27/3 1Q Results	YoY	FY27/3 2Q Forecasts	YoY	FY27/3 Forecasts	YoY
Operating revenue	114,646	104.9%	209,500	104.1%	400,800	104.0%
Operating profit	10,883	108.8%	16,400	106.8%	24,000	104.1%
Ordinary profit	10,859	107.4%	16,350	104.8%	23,900	102.2%
Profit attributable to owners of parent	7,243	105.2%	11,000	106.2%	15,000	102.4%

There are no changes to the consolidated financial results forecasts for the fiscal year ending March 2027 announced on April 28, 2026.

Notes on the Outlook

Some of the information disclosed by the Company may contain forward-looking statements. These statements are based on assumptions made based on information currently available to the Company, and involve various risks, uncertainties, and uncertainties. Therefore, actual financial results may be different from the Company's forecasts.