

KOMERI CO., LTD.

Financial Results Presentation for the Six Months Ended September 30, 2026

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



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



October 28, 2026

Prime Market of Tokyo Stock Exchange (8218)

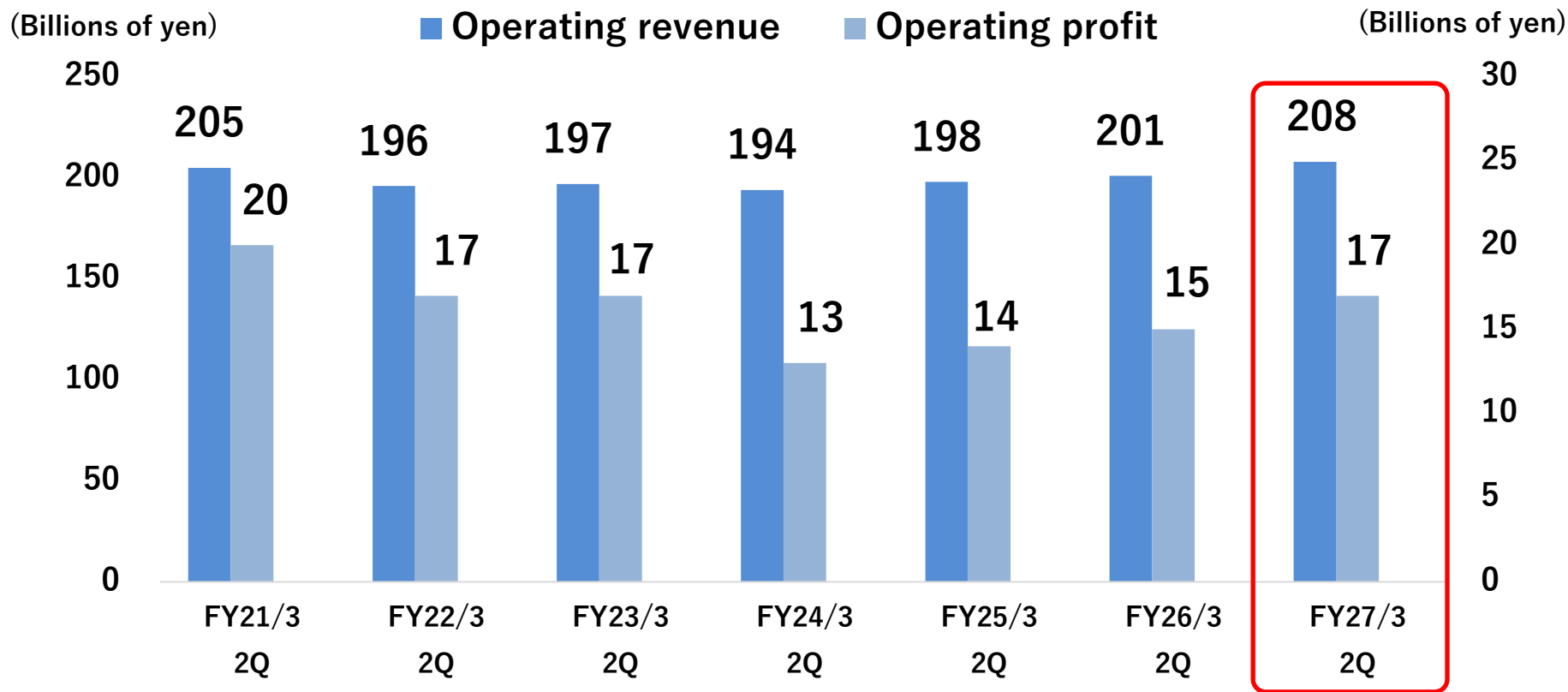
Consolidated Financial Results for FY27/3 2Q



(Millions of yen)

	FY27/3 2Q Operating results	% of Operating revenue	YoY (%)	Ratio to plan
Operating revenue	208,803	100.0%	103.8%	99.7%
Operating gross profit	73,630	35.3%	105.1%	101.1%
Selling, general and administrative expenses	56,329	27.0%	103.0%	99.8%
Operating profit	17,301	8.3%	112.6%	105.5%
Ordinary profit	17,279	8.3%	110.7%	105.7%
Profit attributable to owners of parent	11,310	5.4%	109.2%	102.8%

Trends in Operating Revenue and Operating Profit



- In April and May, demand for petroleum-related products expanded due to the situation in the Middle East.
- In June and July, delayed sales of summer items due to rebound from last year's dry rainy season.
- Compared to the previous period, the amount of sunlight was shorter, and sales of shading products were sluggish.

Results by Product Category



(Millions of yen)

	FY27/3 2Q				
	Net Sales	YoY(%)	% of Operating revenue	Gross Margin	YoY Change
Tools, hardware and working supplies	36,135	107.6%	17.3%	43.0%	+0.3
Remodeling and exterior materials	29,561	105.4%	14.2%	30.1%	+0.8
Gardening and agriculture supplies	63,314	101.7%	30.3%	30.9%	+0.2
Commodities, home appliances, car supplies, and outdoor goods	40,174	104.7%	19.2%	27.0%	+1.2
Interior goods, housewares, and office supplies	16,769	102.1%	8.0%	40.5%	+0.5
Pet supplies, fuels and others	13,200	99.9%	6.3%	28.9%	(0.3)
Other	7,554	101.9%	3.6%	100.0%	—
Home Center business total	206,711	103.7%	99.0%	35.3%	+ 0.5

- Sales of paint and adhesives remained strong due to the impact of the Middle East situation.
- Increased demand for petroleum-related products such as plastic bags and films.
- Growing demand for air conditioner and related products driven by replacement demand ahead of the new energy efficiency standards in 2027

Results by Store Format



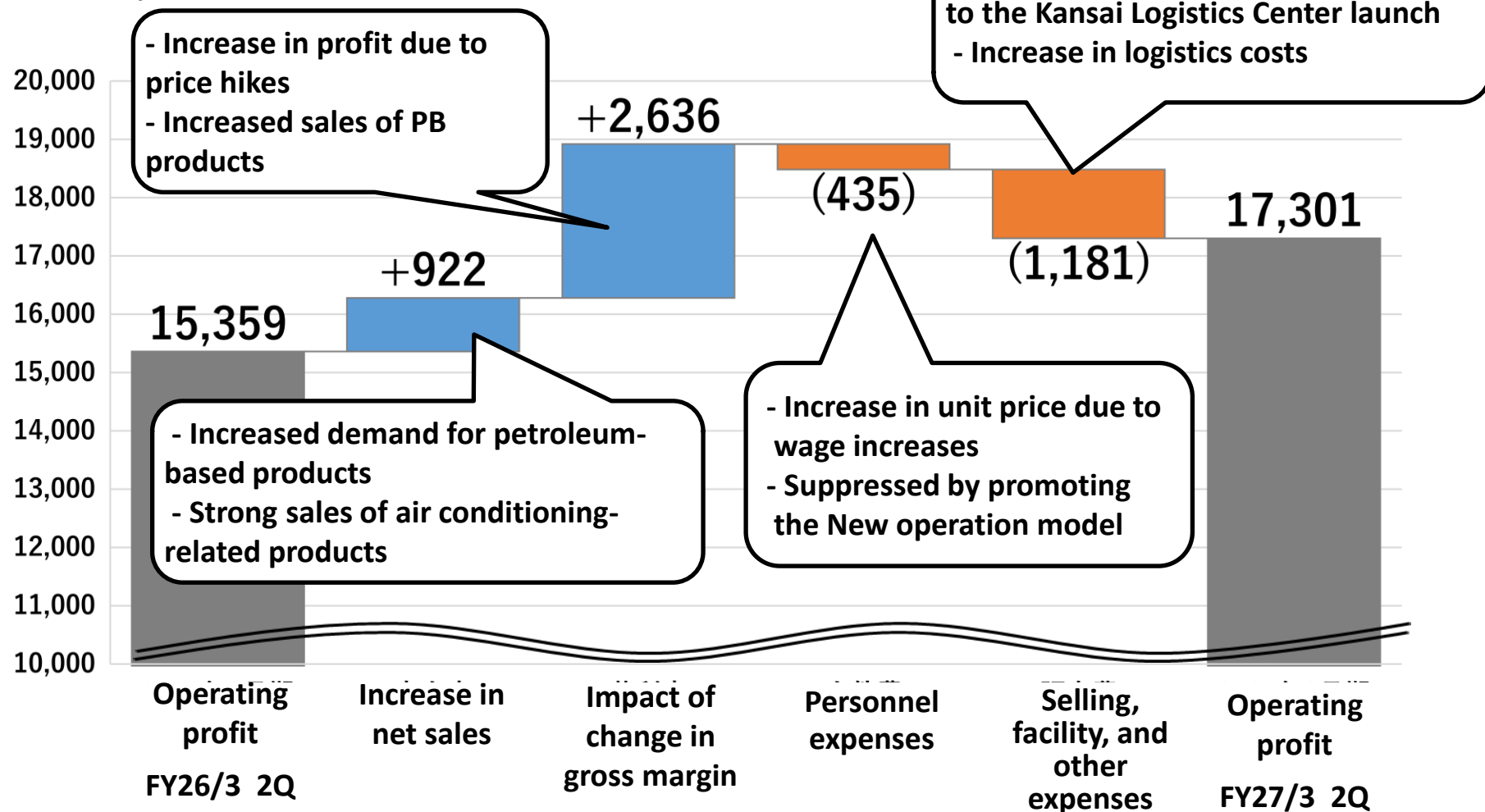
	FY26/3 2Q		FY27/3 2Q	
	Total sales (YoY)	Same-Store sales (YoY)	Total sales (YoY)	Same-Store sales (YoY)
Power	102.4%	100.3%	106.2%	104.3%
PRO	130.5%	106.7%	133.0%	116.3%
Hard & Green	99.7%	99.6%	101.5%	101.2%
Total	101.2%	100.0%	103.8%	102.7%

- **Power:** Sales of petroleum-based products and air conditioners remained strong.
- **PRO:** Customer traffic and average spend both grew, primarily driven by building materials.
- **Hard & Green:**
Sales of gardening goods were weak due to the impact of long periods of rain.

Analysis of Changes in Operating Profit



(Millions of yen)



Selling, General and Administrative Expenses



(Millions of yen)

	FY26/3 2Q			
	Results	YoY(%)	YoY Change	Ratio to plan
Personnel expenses	24,627	101.8%	+434	100.0%
Selling expenses	6,351	99.3%	(44)	98.6%
Facility expenses	19,305	105.6%	+1,030	102.4%
Other expenses	6,045	103.3%	+195	93.0%
Total	56,329	103.0%	+1,615	99.8%

- Controlled the increase in personnel expenses through the new operation model
- Revised the unit price of electricity to suppress utility costs
- Increased related costs due to the increase in the number of remodeled stores

Consolidated Balance Sheets



(Millions of yen)

	Item	As of FY27/3 2Q	As of FY26/3 4Q	Increase(Decrease) from FY26/3 4Q	As of FY26/3 2Q	Increase(Decrease) YoY
Assets	Current assets	188,811	183,200	+5,610	178,816	+9,995
	Cash and deposits	13,597	12,130	+1,467	17,071	(3,473)
	Merchandise	131,533	132,696	(1,162)	120,322	+11,211
	Non-current assets	213,117	210,994	+2,122	209,124	+3,992
	Property, plant and equipment	181,993	183,130	(1,136)	181,795	+197
	Intangible assets	9,445	9,441	+3	9,278	+167
	Total assets	401,928	394,194	+7,733	387,940	+13,988
Liabilities	Current liabilities	95,063	98,575	(3,512)	94,575	+487
	Short-term interest-bearing liabilities	18,534	15,276	+3,257	12,408	+6,125
	Non-current liabilities	42,588	38,639	+3,949	37,570	+5,018
	Long-term interest-bearing liabilities	19,772	15,576	+4,196	14,496	+5,276
	Total liabilities	137,652	137,214	+437	132,146	+5,506
	Total net assets	264,276	256,979	+7,296	255,794	+8,481
	Total liabilities and net assets	401,928	394,194	+7,733	387,940	+13,988

Number of Stores in FY27/3 2Q



■ Opening stores

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

Opening stores	Total	Power	PRO	H&G	Athena
FY2027/3 Plan	42	8	8	26	0
FY2027/3 2Q Results	5	1	0	4	0
Closure	5	0	0	5*	0

*Including 3 stores that were changed store format or relocated

■ Remodel

	Stores Remodeled	Floor Area Remodeled
Fy27/3 Plan	Approx. 140	Approx. 330,000m ²
FY27/3 2Q	82	116,681m ²

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

After remodeling

Net sales increased by about 4.0%

Growth Base Investment — Investment Plan —



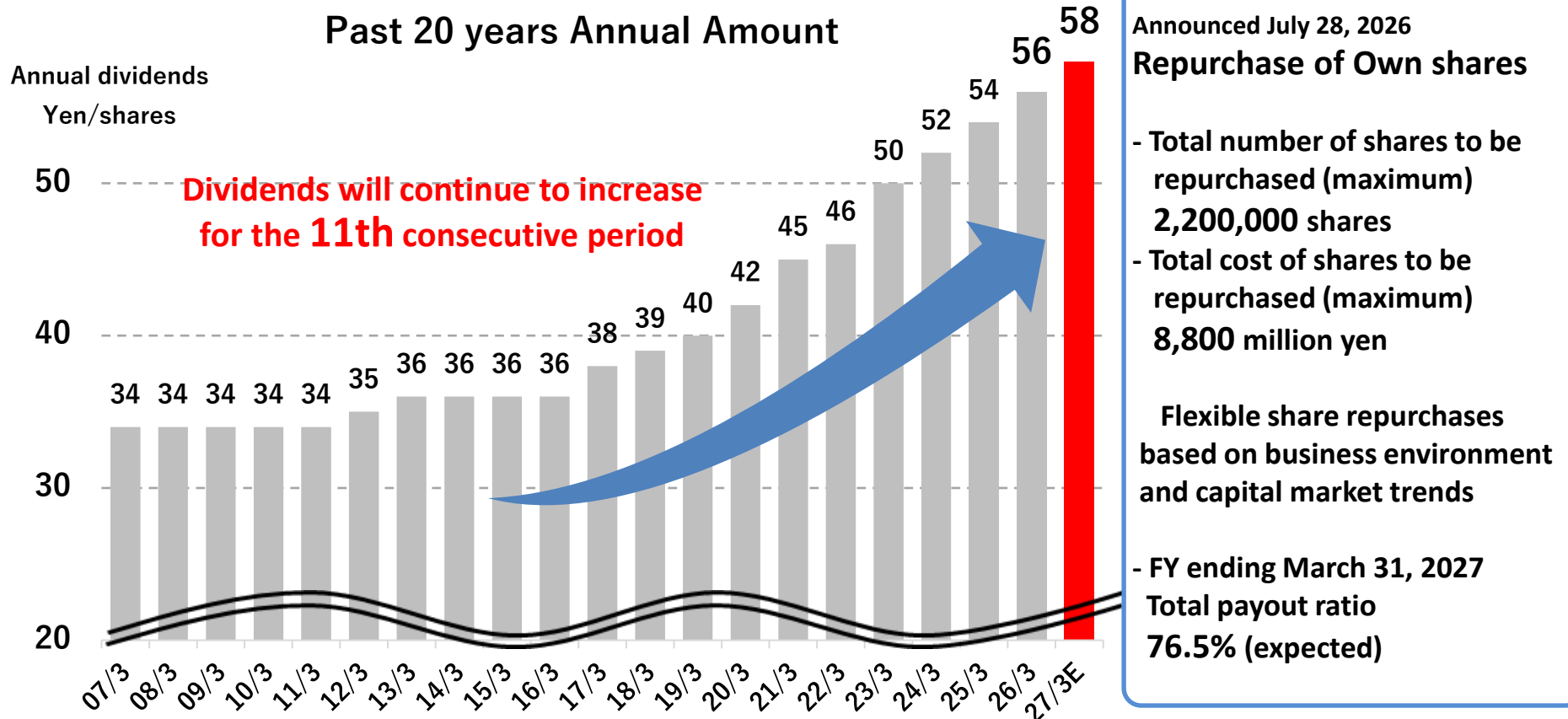
	FY2027/3 Plan	>>	FY2027/3 2Q results
Opening of new store	42 stores 14,000 million yen	>>	5 stores 1,250 million yen
Existing stores Remodels, etc.	Approx. 140 stores Approx. 330,000m ² 3,000 million yen	>>	Implemented in 82 stores 1,000 million yen
logistics Center	Expanding Existing Center Capabilities 1,000 million yen	>>	Expanding Existing Center Capabilities 80 million yen
IT systems & other investments	2,000 million yen	>>	1,000 million yen
Green investment	2,000 million yen	>>	120 million yen
Total	22,000 million yen	>>	3,450 million yen



Shareholder Return Policy & Repurchase of Own Shares



The Group believes that the modernization 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.



Consolidated Forecast for FY Ending March 2027



(Millions of yen)

	FY27/3 2Q Results	YoY	Ratio to plan	Difference from plan	FY27/3 Forecasts	YoY
Operating revenue	208,803	103.8%	99.7%	(697)	400,800	104.0%
Operating profit	17,301	112.6%	105.5%	+901	24,000	104.1%
Ordinary profit	17,279	110.7%	105.7%	+929	23,900	102.2%
Profit attributable to owners of parent	11,310	109.2%	102.8%	+310	15,000	102.4%
Dividends	Interim 29 yen	+1 yen	—	—	Interim 29 yen Fiscal year-end 29 yen	+2 yen

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

For the Fiscal Year Ending March 31, 2027

Major Measures

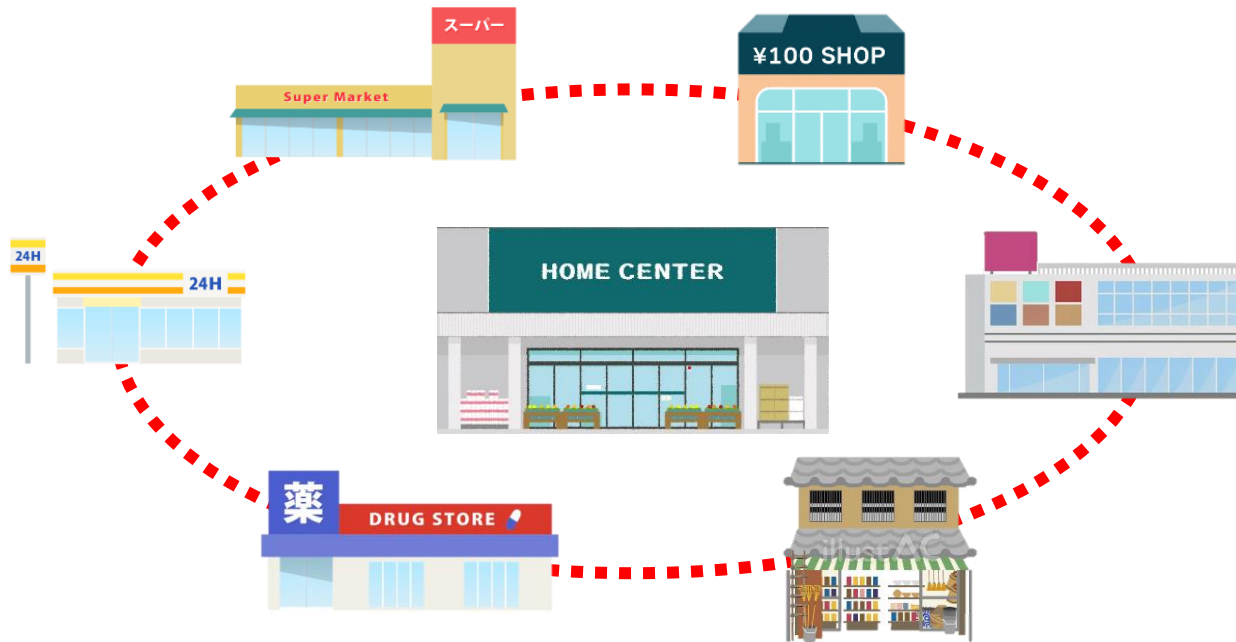


Changes in the Competitive Environment



Fragmentation of formats and competition for market share

Market share gained > Market share lost = **"Growth"**



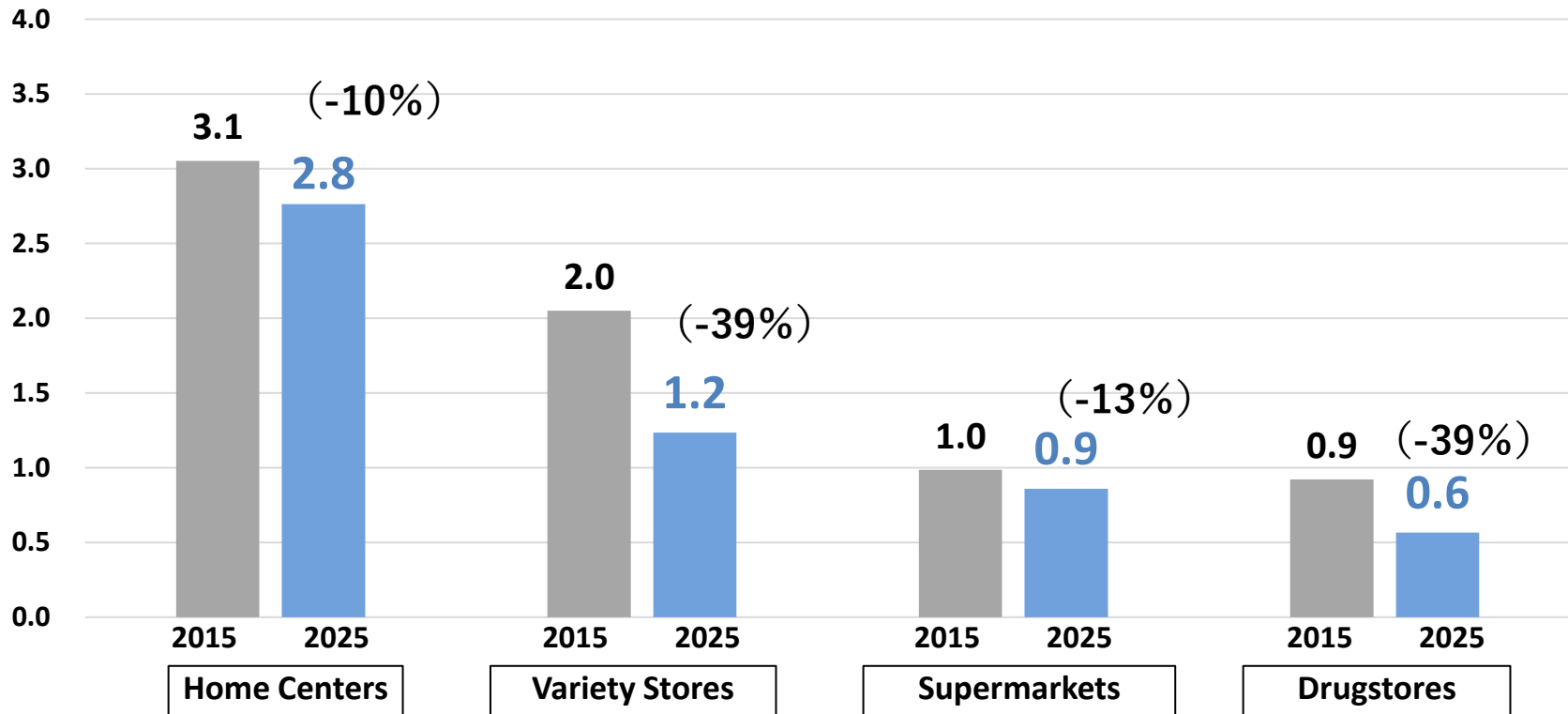
Changes in the Competitive Environment



Progression of an overstored environment

Population per store continues to decline.

(x10,000 people/store)



* The population per store is calculated by dividing the total population of Japan by the number of stores for each format.

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

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



Modernization of distribution in lagging sectors

- Multi-tiered logistics structure
- Japanese business practices such as supply restrictions remain

Fields that can benefit from modernization

Sourcing



Production



Logistics



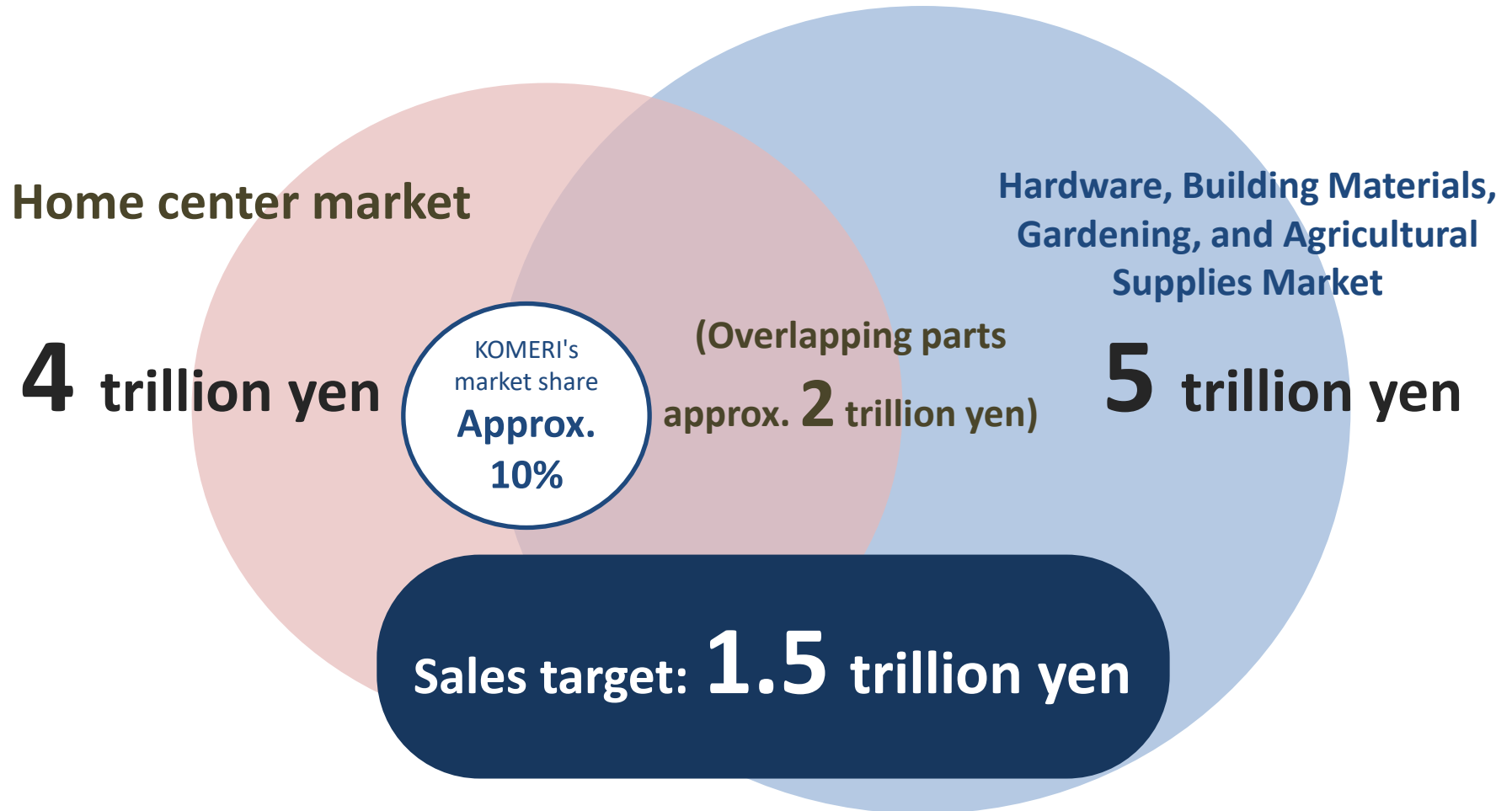
Sales



KOMERI's Mission



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



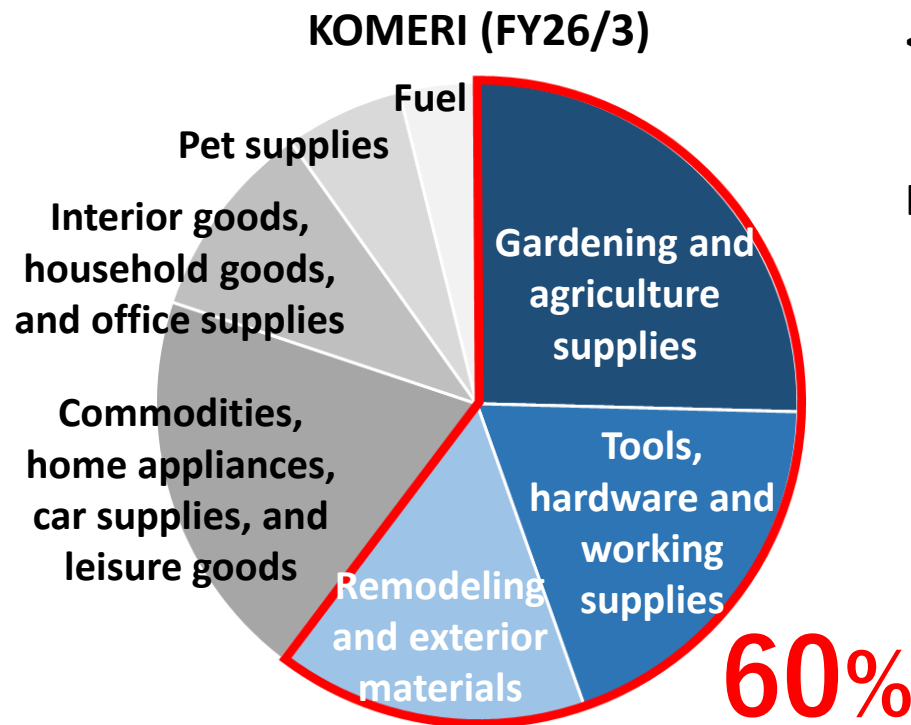
Source: Estimates from the Ministry of Economy, Trade and Industry's "Market Dynamics Survey", Ministry of Internal Affairs and Communications' Statistics Bureau's "National Household Structure Survey", Ministry of Agriculture, Forestry and Fisheries' "Census of Agriculture and Forestry" and "Management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

KOMERI's Characteristics as Shown by the Core Category



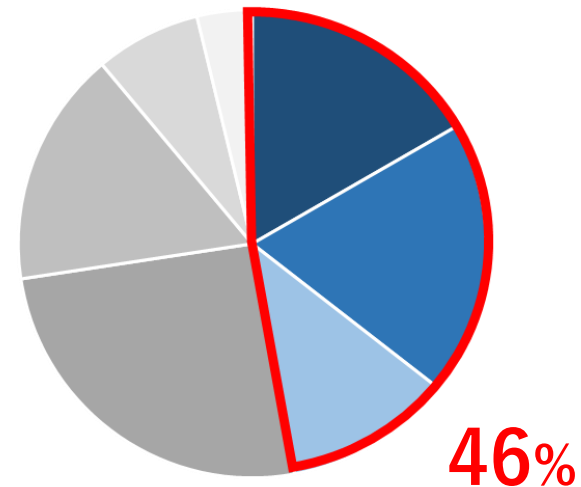
Differentiating from other companies in the materials and building materials, gardening, and agricultural sectors

To serve the needs traditionally met by specialty stores, we aim to be the go-to destination: "When it comes to [○○], it's KOMERI."



< Sales Composition by Category >

Home Center Industry Average (2022)



Source: Based on the Home Center Management Statistics 2023, compiled by the Company

Store Formats that Support the Realization of the Mission



KOMERI Power

Mega Home Center: Medium-to-large trading area format

Product lineup and services that encourage customers to visit for a specific purpose



Store Formats that Support the Realization of the Mission



KOMERI PRO

Spinning off the KOMERI Power Materials Center

Meeting the needs of professional customers



Store Formats that Support the Realization of the Mission



■ KOMERI Hard & Green

A unique format that works in a 10,000-person trading area

Since it is a small trading area, multi-store expansion is possible.



Growth Strategy - Store Expansion

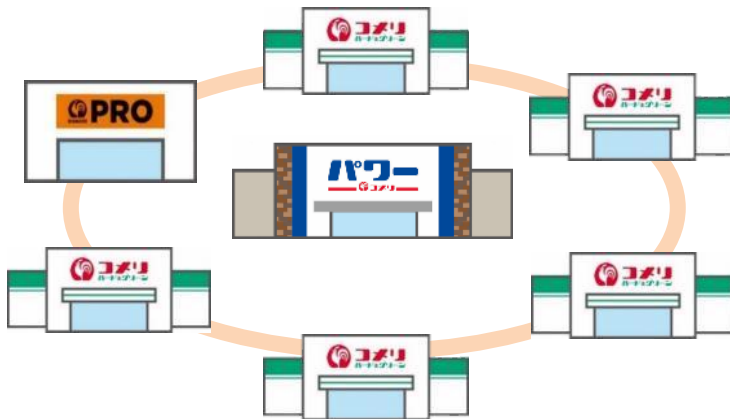


The Strategy to become number one in the trading area

Our basic policy is to open stores using small-trading-area formats.

Formation of dominant areas

Deploying 3 formats to seamlessly cover the area



**<Number of stores as of
September 30, 2026>**

Power	121 stores
Hard & Green	1,087 stores
PRO	24 stores
Athena	2 stores
Total	1,234 stores

Growth Strategy - Renewal -



Keep-young remodeling

Through regular renovations,
creating a fresh look and motivating
customers to visit



Net sales
increased by **5-6%**

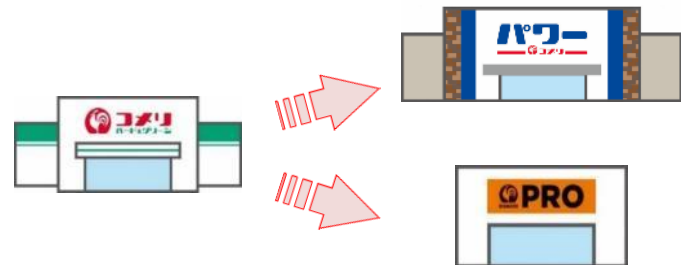
Rollout of the latest prototype

Rolling out the latest prototype models with
strong sales to existing stores



Format conversion

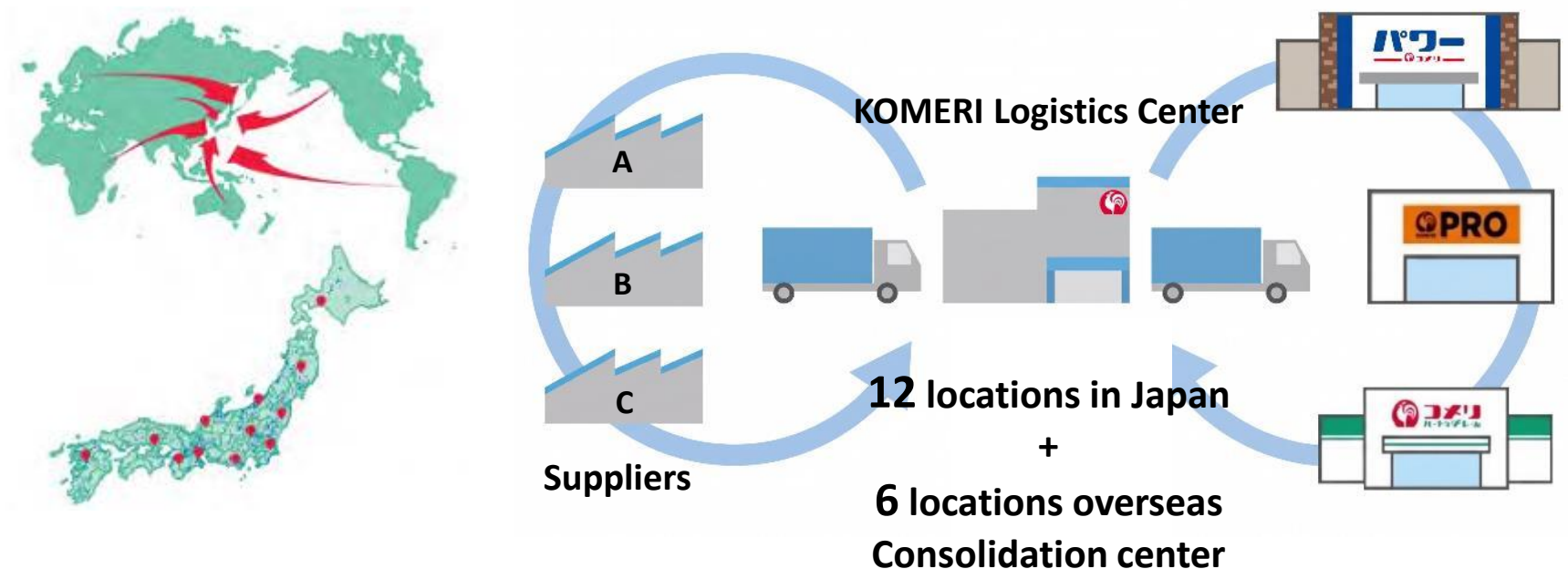
Depending on the location conditions
maximize store profitability



Global logistics to realize modernization of distribution

Coordination from production to sales

Better products cheaper, from the world's best sources



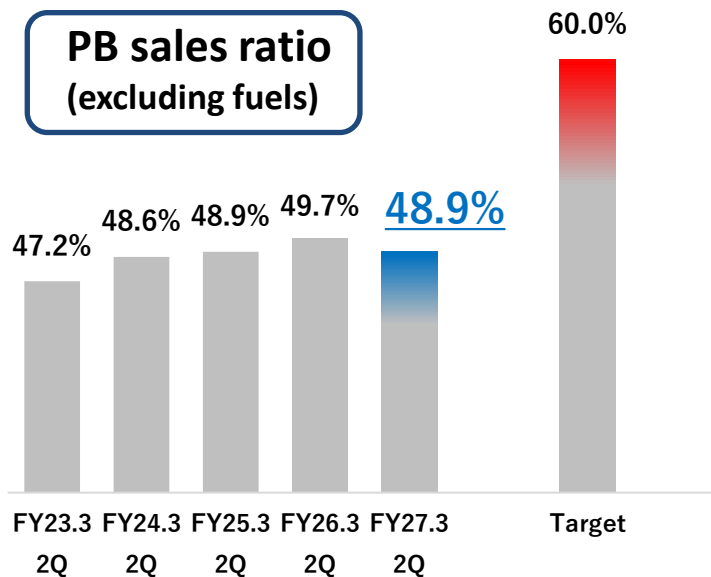
Growth Strategy - Product Development



- **Product development capabilities** created by the industry's largest number of stores

Economies of scale drive our product development

Product development from the world's best sources



PB sales YoY: **102.2%**



Three products won the Good Design Award



<Vacuum Panel Cooler Box>

- Vacuum insulation panels used in refrigerators are used on five sides
- High-density polyurethane foam is installed on all six sides, including the lid.
- Achieves overwhelming cooling performance



<Aluminum BBQ System Table>

- Orders exceeded the planned number within one day of the start of pre-orders.
- Can be used with charcoal grills and cassette stoves.
- The removed top plate can be used as an extension top plate.



<AC Compact High-Pressure Washer 10MPa>

- Maximum discharge pressure 10MPa
- The main unit weighs only about 5.6 kg

Smart store operations

The number of stores with self-checkout registers has expanded to **188 stores**

The number of stores with cleaning robots has expanded to **49 stores**



<Self-checkout registers>



<Cleaning robots>



<Introduction of
QR code/barcode payments>

Growth Strategy - Remodeling Business -



■ Full remodeling system for all stores

Chain remodeling system taking advantage of the industry's largest number of stores

Approachable store environment for casual consultations



<System kitchens>



<Air conditioner installation>



<Garden tree maintenance>

Growth Strategy - EC and Store Collaboration



Leveraging the industry's largest number of stores

In-store pick-up rate for online orders **exceeds 80%**

E-commerce sales ratio: **7.0%** (as of the end of September 2026)



In-store pick-up
without shipping



 **KOMERI.COM**



About 540,000 SKUs
can be ordered online

Growth Strategy - Card Business



Building a seamlessly connected sales model

Addressing the payment needs of individuals, agricultural workers, and corporations

- We issue **6 types** of cards
- **FSP system** offering preferential point multipliers based on annual purchase amounts



Growth Strategy - Initiatives in the Agricultural Sector



Establishing collaboration with 8 JAs

The number of stores handling JA products is **47 stores**

Realizing a "win-win-win" situation for JAs, agricultural workers, and KOMERI

Discussions with 4 JAs to start collaboration are ongoing

JAs with which we have a collaborative relationship (8 cases)

- JA Akita Obako
- JA Yamagata Okitama
- JA Yamanashi Mirai
- JA Kamiina
- JA Oigawa
- JA Ise
- JA Taki District
- JA Wakayama Kinonosato Regional Headquarters

JAs currently in discussions to start collaboration (4 cases)

- JA Okinawa
- JA Hyogo Rokko
- JA Kita Biwako
- **JA Kitatsukuba (New)**



Responding to location conditions

As part of responding to location allocation matters, we are responding to stores that need to strengthen agriculture.



<Sales floors specialized in agrochemicals>



<Sales floors specialized in shipping materials>

Human Capital Investment



Developing human resources who can solve customers' problems and creating an environment for that purpose

賢和塾



<Meister System>



<Development of e-learning>



<Conducting the America Seminar>



[Job Rotation System]

- Expanding knowledge through planned job rotations
→ Improving problem-solving abilities from multiple perspectives
- Introduction of the FA system
→ A system for employees to apply for the departments they wish to experience

Human Capital Investment



Promoting the active participation of diverse human resources and health management

Employee health is one of the important factors.

Focusing on ensuring an environment where diverse human resources can be active

Female store managers: 152

Part-time employees promoted to leadership roles

H&G assistant store managers: 757

large store group leaders: 521

(as of the end of September 2026)

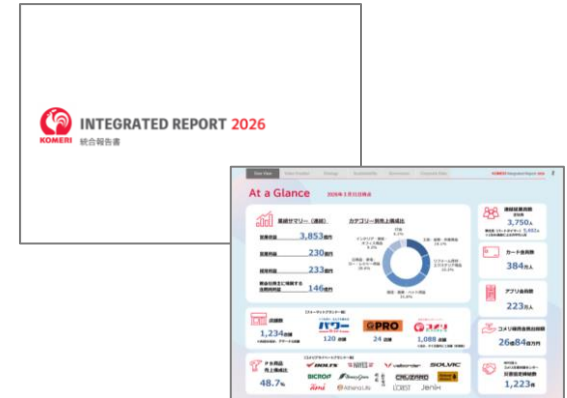


Sustainability Initiatives



Disclosure of INTEGRATED REPORT

- Published "KOMERI INTEGRATED REPORT 2026"
(September 30, 2026)



Efforts to prevent harassment

- Education and thorough dissemination
in various internal training sessions
- Establishment of internal consultation desks
- Creation of response manuals, etc.



Social Contribution Activities



We have been returning **approx. 1% of our profits** to society annually since 1990



- Forest maintenance and natural environment conservation
- Support for the gardening and agriculture field

The 37th KOMERI Greenery Fund Environmental Grant

"Green Volunteer Grant"



- Establishment of a disaster management network
- Disaster prevention awareness activities

Number of material support agreements concluded

1,248 organizations



- Holding solo and group exhibitions
- Support for nurturing young artists

National Public Exhibition
"Firenze Awards"

Support for studying abroad for top award winners



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 and uncertainties. Therefore, actual financial results may be different from the Company's forecasts.