BEAUTY GARAGE

FY 2026 (Fiscal Year Ended April 2026) Financial Report Supplementary Material

June 9, 2026

Company Overview

Company name	BEAUTY GARAGE Inc.
Headquarters	1-34-25 Sakura-shinmachi, Setagaya Ward, Tokyo
Established	April 24, 2003
Capital	768,385,250円
Securities exchange listing	Tokyo Stock Exchange Prime Market (Securities code: 3180)
Director and CEO/COO	Hideki Nomura（CEO）/Yoshiaki Kabashima（COO）
Total Employees	615 (including 409 full-time employees) (on a consolidated basis at the end of January 2026)
Offices	<Sales offices> Sapporo / Sendai / Niigata / Kanazawa / Tokyo / Saitama / Nagoya / Osaka / Hiroshima/ Fukuoka <Other> Kashiwa DC / Amagasaki DC / Representative office in Guangzhou, China / Singapore / Malaysia / Vietnam
Group Companies	Japan: 12 companies, overseas: 3 companies ※As of May 1, 2026

Slogan

Change the beauty industry

Mission

Contribute to the prosperity of salon business by creating new value in the beauty industry.

Vision

Be the No.1 concierge for beauty salons, providing total Support, from launch through ongoing growth and expansion.

Basic Belief

1. **Provide pleasure and excitement to customers**
2. **Continue to make new challenges**
3. **Improve and evolve every day**
4. **Value effort , ideas , and speed**
5. **Make judgement on right or wrong, rather than profitable or not.**

Executive Summary

While FY 2026 results showed increased revenue but decreased profit, the company is expected to make a significant comeback in the fourth quarter.

- Consolidated sales continued to grow at a double-digit rate, exceeding 38 billion yen.
- Operating profit and ordinary profit ended up being close to the revised earnings forecast, but the fourth quarter saw record highs on a quarterly basis.

- **Wholesale business saw steady growth, and despite delays in the full-scale operation of the Kashiwa FC, profits remained at the same level as the previous year.**
  - The transfer of consumable shipment functions from the existing logistics base (Kashiwa DC) to the new logistics base (Kashiwa FC) was largely completed in the fourth quarter.
    In the fourth quarter, the gross profit margin improved due to a decrease in shipping costs resulting from a lower rate of split shipments, and we were also able to control personnel dispatch fees and logistics-related expenses.
  - By product type, cosmetics and raw materials are driving growth, while by sales channel, sales via mobile sites/apps are leading the way.
  - By customer segment, sales to nail and eyelash salons have expanded significantly.
- **While sales in the store design business reached a record high, profits fell below the previous year's level due to factors such as rising material costs.**
  - In the fourth quarter, we secured numerous medical and clinic-related projects, resulting in significant growth in both sales and profits.
  - We made proactive investments, including strengthening our designer recruitment (an increase of 9 people compared to the previous period), relocating our headquarters, and opening new offices (Sapporo and Sendai).
- **Solutions business※ continues to grow rapidly, with sales exceeding 3 billion yen.**
  - The expansion of store lease/sublease deals accelerated, driving growth with an increase of 92 stores compared to the previous year.
  - We are also expanding our services to include support for opening a business, business development and production, brokerage of existing business premises, customer acquisition support, and salon insurance.

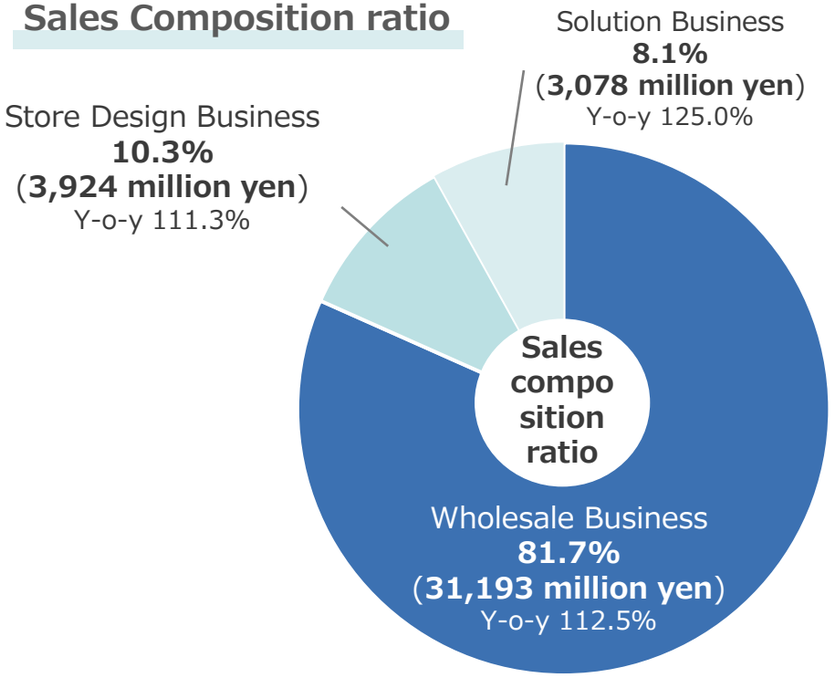
※ Starting from FY 2026, the segment name will be changed from "Other Peripheral Solutions Business" to "Solutions Business."

Highlights of FY 2026 (Consolidated/Cumulative)

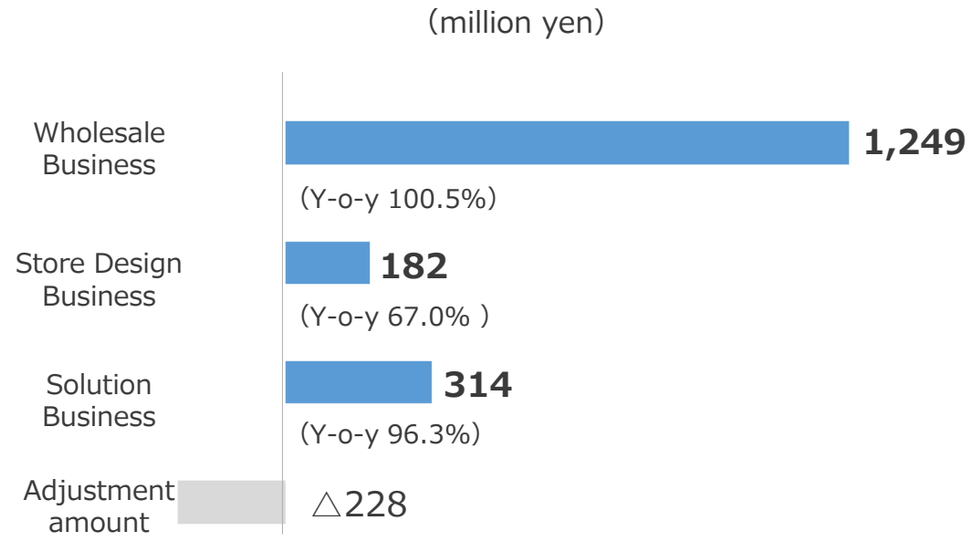
■ **Sales** **38,197 million yen** Y-o-y 113.3%

■ **Ordinary profit** **1,506 million yen** Y-o-y 95.1%

Sales Composition ratio



Business segment profit composition



Main Topics for FY 2026

May

Acquisition of shares (making it a subsidiary) of Sauna Garage Co., Ltd. (now Spa Garage Co., Ltd.)

Opening of Kashiwa Fulfillment Center (Kashiwa FC)

June

Announcement of Midterm Management Plan 2025-2029

July

Strengthening the management structure by changing to a two-person representative director system.

Off-exchange distribution of shares to be conducted.

August

Charity haircut event for elementary school students to be held.

Full-scale implementation of STAFF START

Official YouTube channel officially launches

Donations to tree-planting activities











2025年度　主なトピックス

September

Launch of the
"Set Chair Replacement Support Campaign"



November

Exhibiting at "TOKYO NAIL EXPO 2025"



December

Acquisition of shares (making it a subsidiary) of alc Co., Ltd. (now Medical Garage Co., Ltd.)

Launch of "Smart Management Plan"





February

Credit card payments temporarily suspended

March

The number of salons using
"Salon.EC," an e-commerce platform for beauty salons, has exceeded 3,300.



April

Introducing PayPay payment
on e-commerce sites



Overview Earnings for FY2026 (Consolidated/Cumulative)

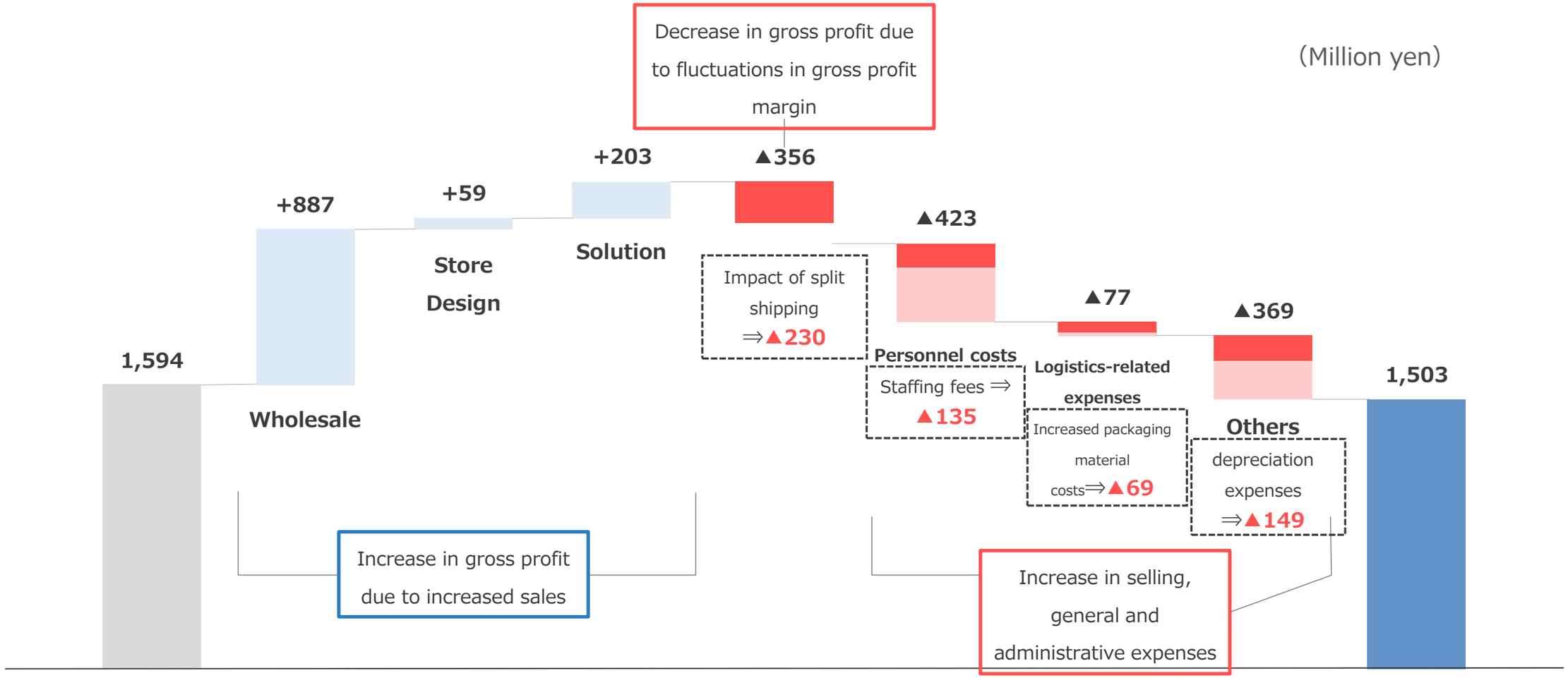
■ Sales reached record highs across all business segments, largely in line with earnings forecasts. However, due to upfront investments made in line with our growth strategy, one-time expenses were incurred, resulting in lower operating profit, ordinary profit, and net profit compared to the previous year.

(Million yen)

Consolidated	FY 2025		FY 2026		Y-o-y	VS. forecast
	Actual	Sales ratio	**Actual**	**Sales ratio**		
Sales	33,721	100.0%	**38,197**	100.0%	113.3%	100.0%
Gross margin	8,455	25.1%	**9,250**	24.2%	109.4%	-
Selling , General and Administrative Expenses	6,861	20.3%	**7,732**	20.2%	112.7%	-
Operating profit	1,594	4.7%	**1,518**	4.0%	95.2%	100.5%
Ordinary profit	1,584	4.7%	**1,506**	3.9%	95.1%	99.6%
Net profit attributable to shareholders of the parent company	1,019	3.0%	**932**	2.4%	91.5%	92.2%

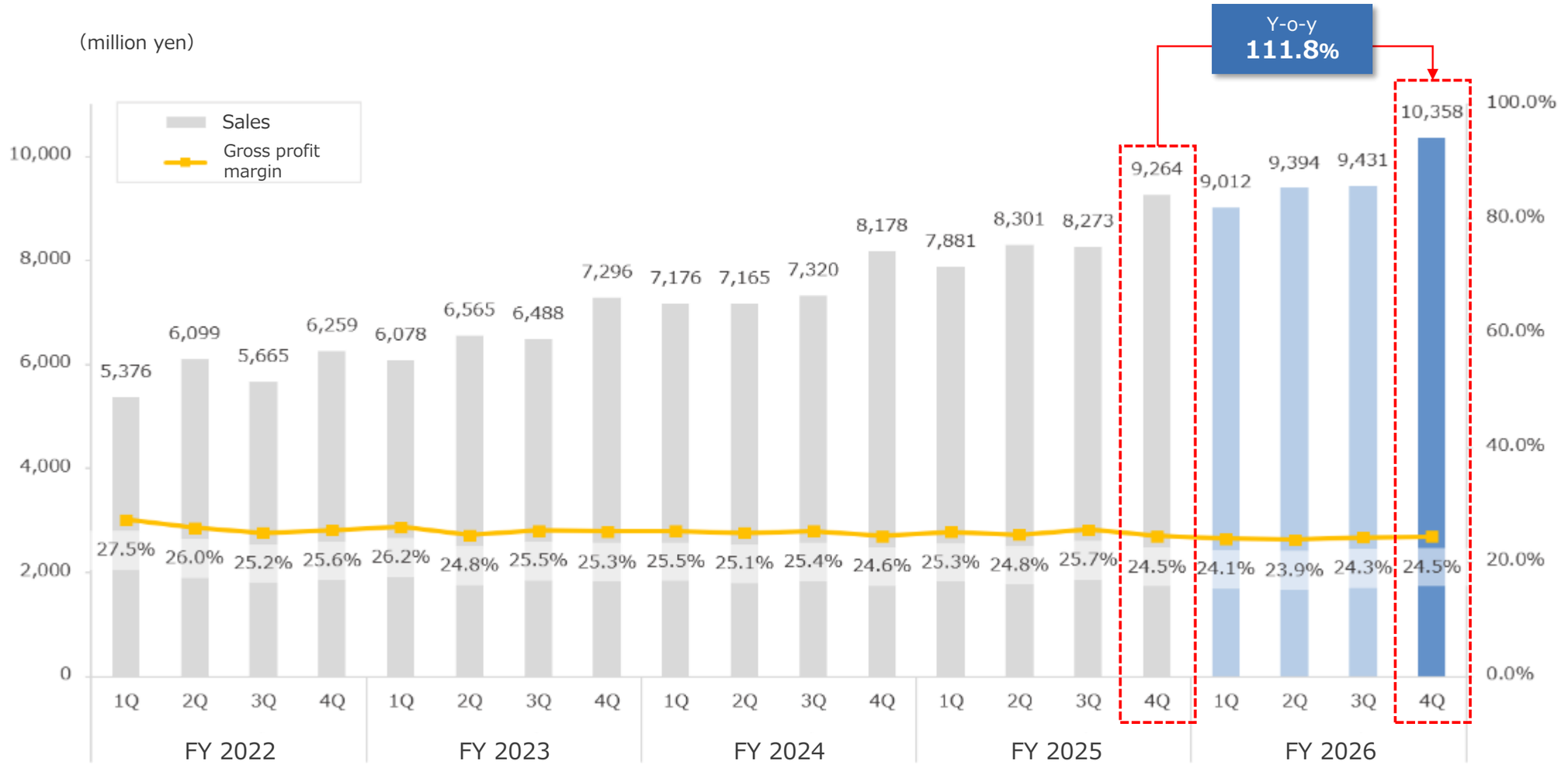
Factors affecting changes in operating profit

- While sales increased steadily in each segment, a decline in gross profit margins put pressure on profits.
- In the Wholesale Business, the opening of the Kashiwa FC and the delays in its operation resulted in a decrease in profit of approximately 580 million yen, including selling, general, and administrative expenses.



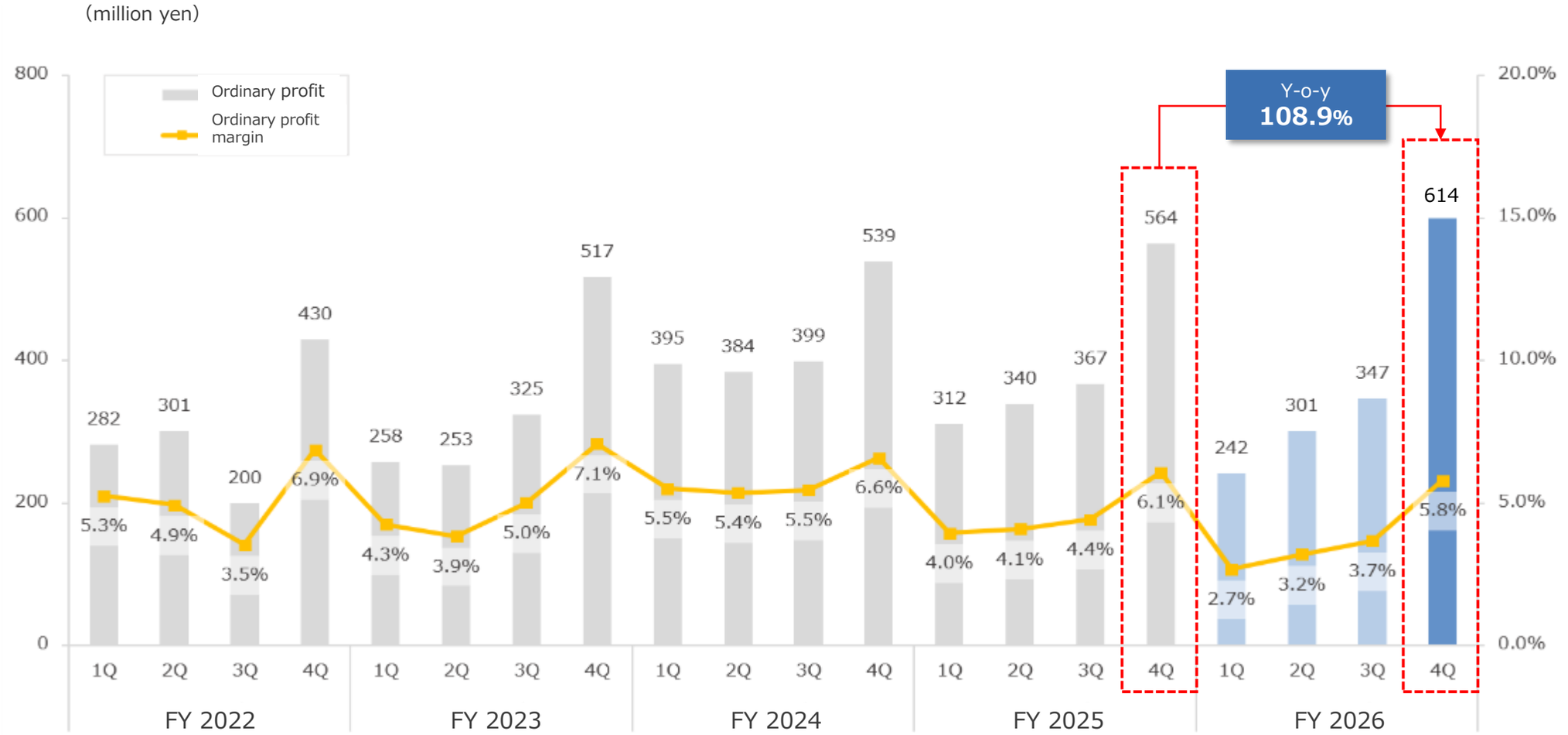
Trends in Sales Revenue and Gross Profit Margin (Consolidated)

- Sales have remained strong, exceeding 10 billion yen for the first time on a quarterly basis.
- The gross profit margin had been on a downward trend, but it recovered to the same level as the previous year in the fourth quarter of FY 2026.



Trends in operating profit and operating profit margin (consolidated)

- From the first to the third quarter, profits from the merchandise sales and store design businesses were sluggish, resulting in year-on-year declines in each quarter. However, in the fourth quarter, top-line growth and a reduction in selling, general, and administrative expenses led to record-high quarterly profits.



Selling, General and Administrative Expenses（Consolidated/Cumulative）

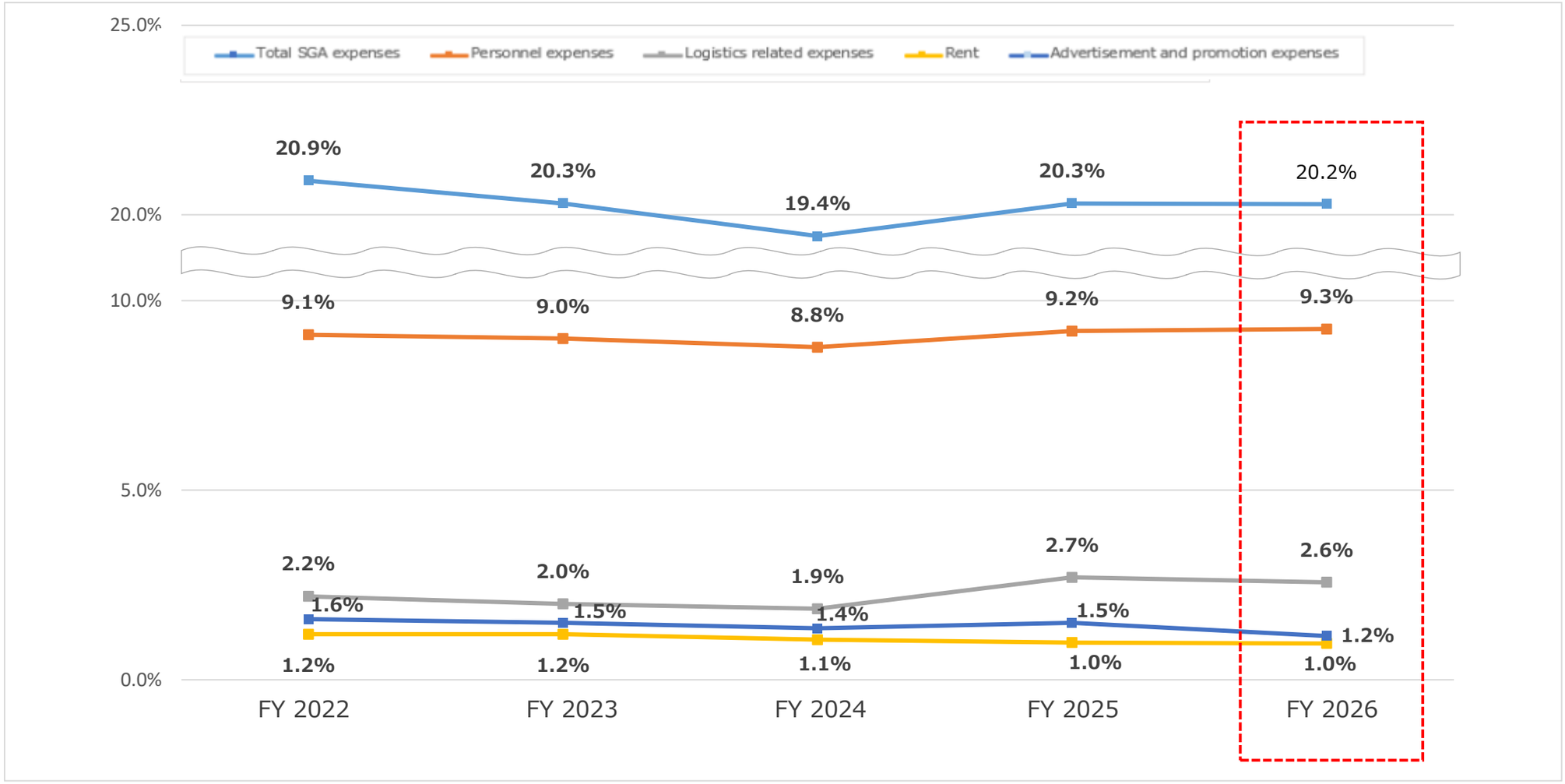
- With the opening of the Kashiwa FC, personnel costs, logistics-related costs, and depreciation expenses have increased.
- During the fourth quarter, the transfer of consumables shipping functions to the Kashiwa FC was largely completed, bringing the pace of increase in personnel and logistics-related expenses to a more appropriate level.

(million yen)

	FY 2025	FY 2026		Main factors
	Actual	Actual	Y-o-y	
Personnel expenses (Directors' remuneration/Salaries and allowances/Legal welfare expense/Commuting costs/Temporary staffing costs, etc.)	3,096	**3,520**	114.1%	✓ Increased staffing costs due to parallel operation of logistics bases (suppressed in the 4th quarter) ✓ Base salary increase for employees
Logistics related expense (Storage charge/Rent for logistics center)	904	**981**	108.6%	✓ Increased rent for new logistics base (occurred from July in the previous fiscal year) ✓ Increase in packaging costs (affected by increased split shipments)
Rent (Office/Showroom)	335	**364**	108.8%	✓ Group company headquarters relocation (January)
Advertisement and promotion expenses	509	**441**	86.6%	✓ Decrease in exhibition participation
IT equipment costs/software amortization costs	452	**539**	119.2%	✓ Increased development costs
Commission paid	653	**713**	109.1%	✓ Increase in payment fees due to increased sales
Goodwill amortization/depreciation	146	**294**	201.5%	✓ With the start of operations at the new logistics center, new depreciation expenses will be incurred from this fiscal year.
Others	762	**876**	114.8%	✓ Increase in recruitment-related costs due to increased hiring ✓ M&A-related expenses
Total selling and administrative expenses	6,861	**7,732**	112.9%	

Selling, General and Administrative Expenses（consolidated）

- The selling, general and administrative expense ratio, which had remained high throughout the fiscal year 2025 (Q1: 21.4% ⇒ Q2 cumulative: 21.1% ⇒ Q3 cumulative: 20.9%), improved significantly in Q4, and was able to be reduced to below the previous year's level.



Balance Sheet Summary （Consolidated）

■ Material handling equipment (fixed assets) and long-term borrowings (fixed liabilities) increased, resulting in a decrease in the equity ratio compared to the previous period.

(million yen)

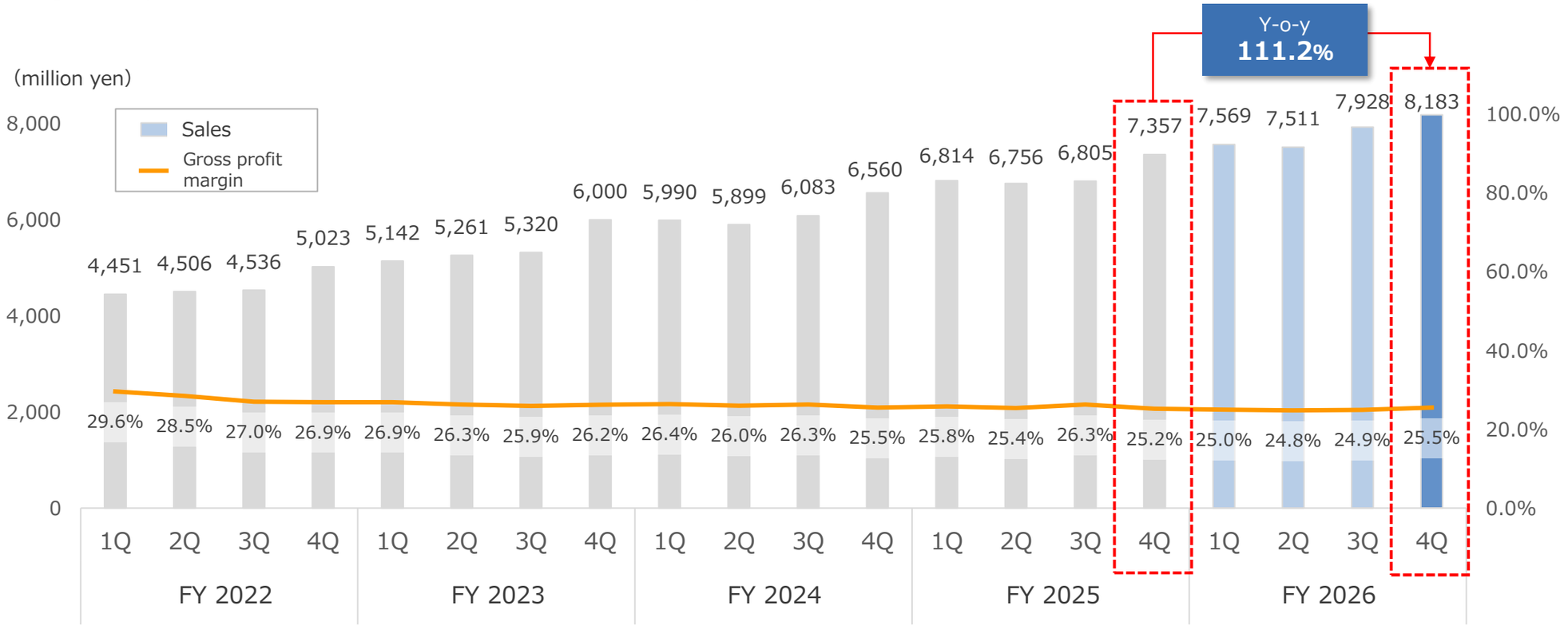
	FY 2025		FY 2026			Key change factors (Compared to the end of the previous fiscal year)	
	Actual	Composition ratio	**Actual**	**Composition ratio**	**Compared with the end of the previous fiscal year**		
Assets	16,257	100.0%	**18,535**	100.0%	114.0%		
Current assets	13,093	80.5%	**13,495**	72.8%	103.1%	✓ Decrease in cash and deposits due to material handling and corporate tax payments ✓ Increase in inventory	△912 +631
Fixed assets	3,164	19.5%	**5,039**	27.2%	159.3%	✓ Increase in machinery and auxiliary equipment (material handling, etc.)	+1,756
Liabilities	8,392	51.6%	**9,834**	53.1%	117.2%		
Current liabilities	6,407	39.4%	**6,910**	37.3%	107.9%	✓ Increase in accounts payable	+331
Fixed liabilities	1,984	12.2%	**2,923**	15.8%	147.3%	✓ Increase in long-term borrowings	+821
Net assets	7,865	48.4%	**8,701**	46.9%	110.6%	✓ net income ✓ Dividend payments	+932 △200
Equity ratio	46.9%		**45.3%**				
Current ratio	204.3%		**195.3%**				

FY 2026 Wholesale Business①
【 Changes in sales/gross profit margin ratio 】

■ **Sales** **31,193 million yen** (Y-o-y 112.5%)

■ **Segment Profit** **1,249 million yen** (Y-o-y 100.5%)

- In the fourth quarter, there was a temporary suspension of card payments on our e-commerce site, but we were able to minimize the impact, and sales exceeded 8 billion yen for the first time on a quarterly basis.
- The reduction in the split-shipment rate led to an improvement in the gross profit margin in the fourth quarter, and segment profit recovered to the same level as the previous year.



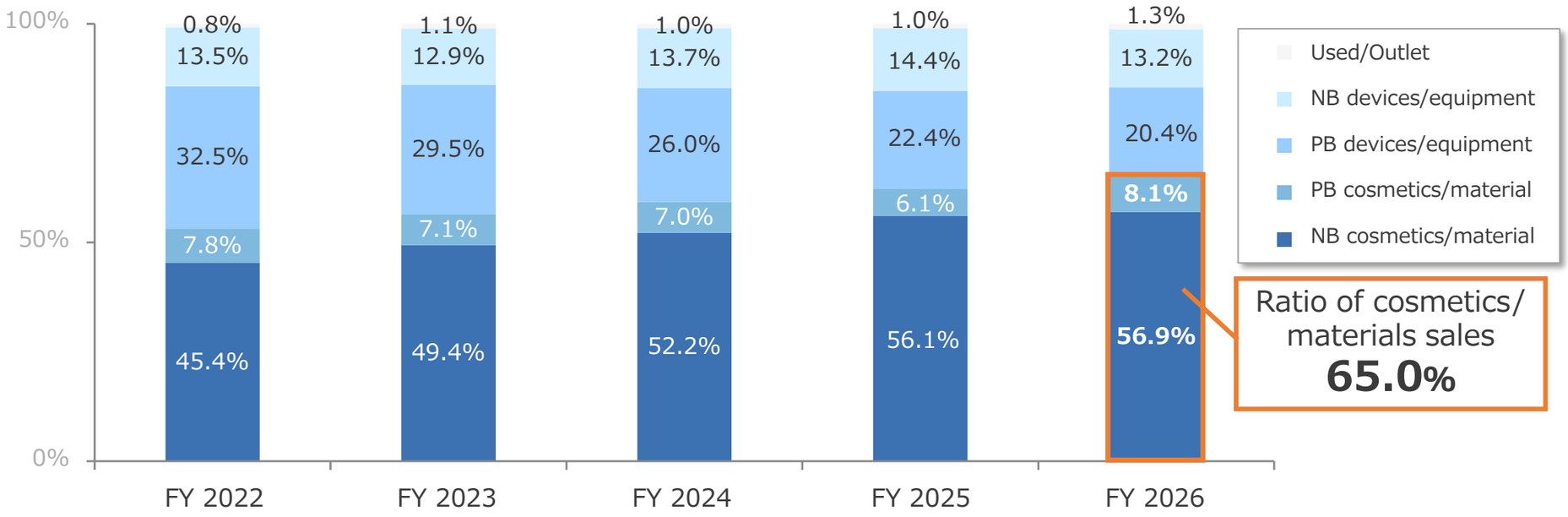
FY 2026 Wholesale Business②
【 Sales by Product 】

■ **Devices/equipment sales** **10,902 million yen** (Y-o-y 103.9%)

■ **Cosmetics/material sales** **20,290 million yen** (Y-o-y 117.7%)

■ Sales of cosmetics and materials have grown significantly, with national brand (NB) products in particular continuing to experience high growth.

Changes in the sales ratio by product



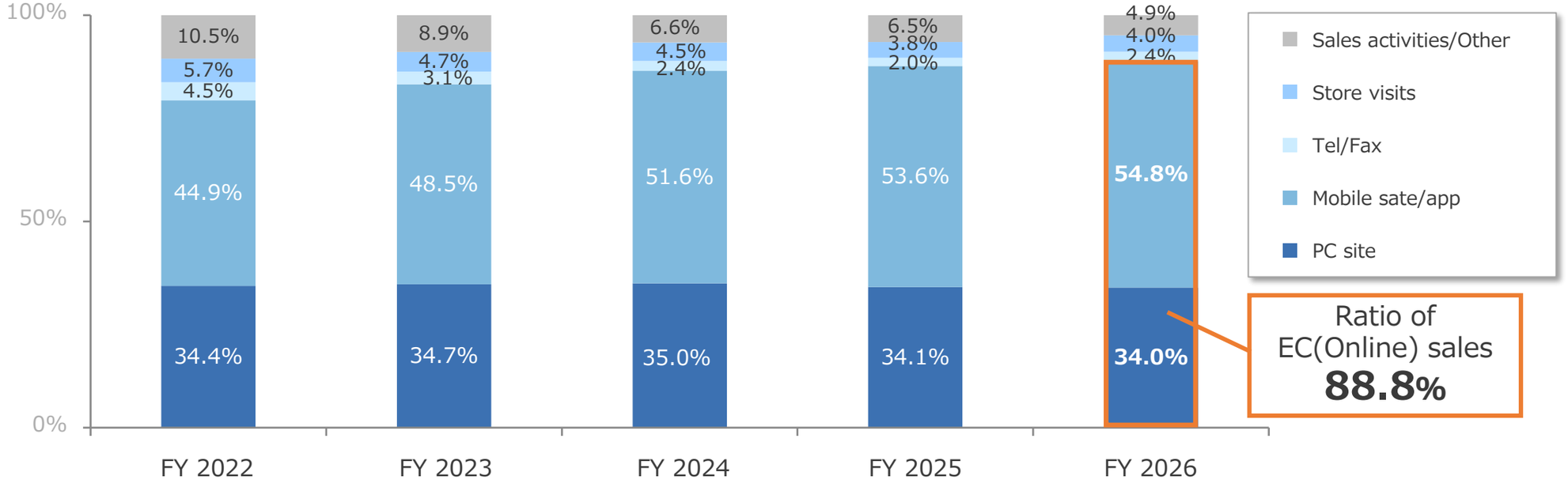
FY 2026 Wholesale Business③
【 Sales by Channel 】

■ **EC(Online) sales** **27,702 million yen** (Y-o-y 113.8%)

■ **Non-EC(Offline) sales** **3,490 million yen** (Y-o-y 102.8%)

■ Sales via convenient mobile websites and apps continue to grow.

Changes in the sales ratio by channel



FY 2026 Wholesale Business④
【 KPI Highlights 】

■ Active users（YAU） Users who made one or more purchases in the past year	**209,536** accounts	Y-o-y	109.4%
■ Loyal users Users who made six or more purchases in the past year	**94,598** accounts	Y-o-y	111.9%
■ Yearly ARPU ARPU is the abbreviation for “Average Revenue Per User”	**148,921** Yen	Y-o-y	103.3%
■ Contracts of purchasing customers	**2,226,881** contracts	Y-o-y	111.8%
■ Average spending per order	**12,977** Yen	Y-o-y	101.0%
■ ”Salon.EC” Number of application salons	**3,469** applications	Y-o-y	113.5%
■ Number of new member registrations via Air ID linking Collaboration begins at the end of September 2024	**2,121** accounts	Y-o-y	212.5 %

※The above KPI figures do not include the sales of group companies other than Beauty Garage and Eyelash Garage.

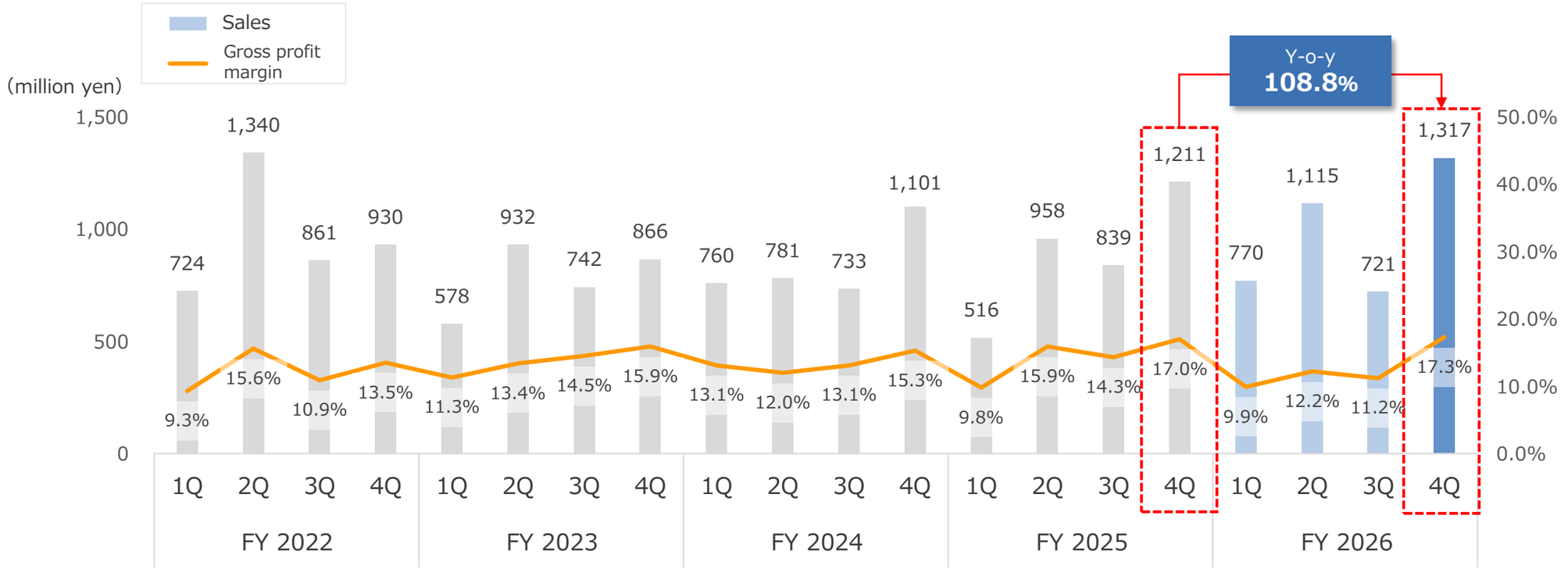
※Annual ARPU does not reflect sales from users within one year after registration of membership.

FY 2026 Store Design Business①
【 Changes in sales/gross profit margin ratio 】

■ **Sales** **3,924 million yen** (Y-o-y 111.3%)

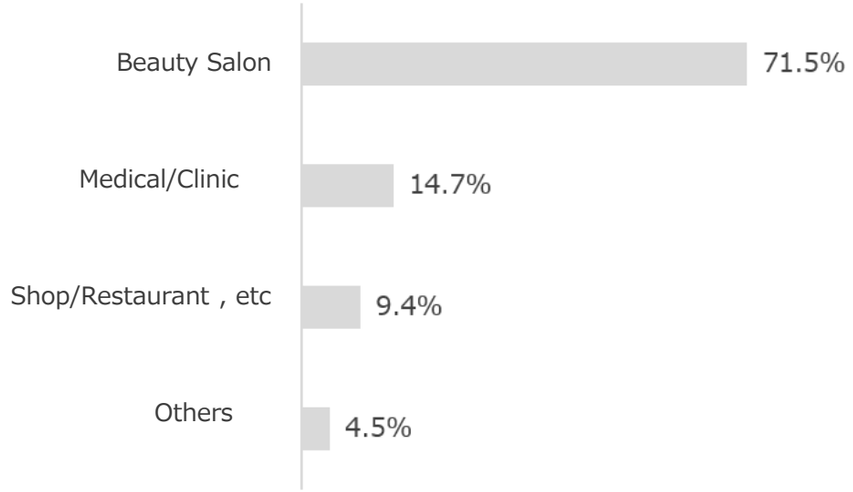
■ **Segment Profit** **182 million yen** (Y-o-y 67.0%)

■ In the fourth quarter, we secured numerous high-priced medical and clinic projects, resulting in significant growth in both sales and profits. For the full year, we recorded record-high sales, but profits fell below the previous year's figures due to rising material and labor costs.

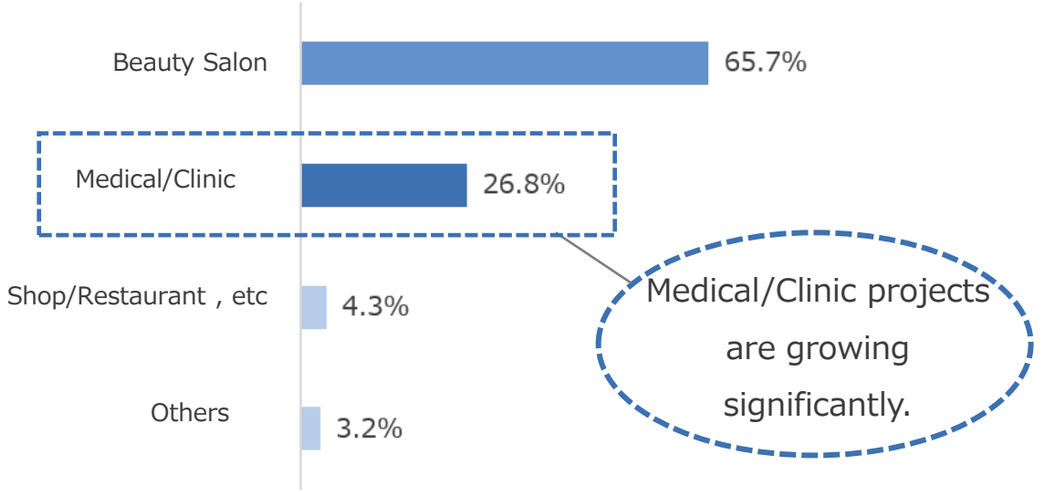


2026 Store Design Business②
【 Sales composition ratio by project category 】

FY2025



FY2026



Case example



Beauty Salon



Esthetic Salon



Medical/Clinic



Shop/Restaurant , etc

FY 2026 Store Design Business③
【 entrusted contracts/average unit price/Sales composition by base 】

Entrusted contracts

(those with sales of 1 million yen or more)

350 per year

(Y-o-y 102.9%)

※Entrusted contracts total 1,089 when including those with sales of less than 1 million yen.(Y-o-y 102.4%)

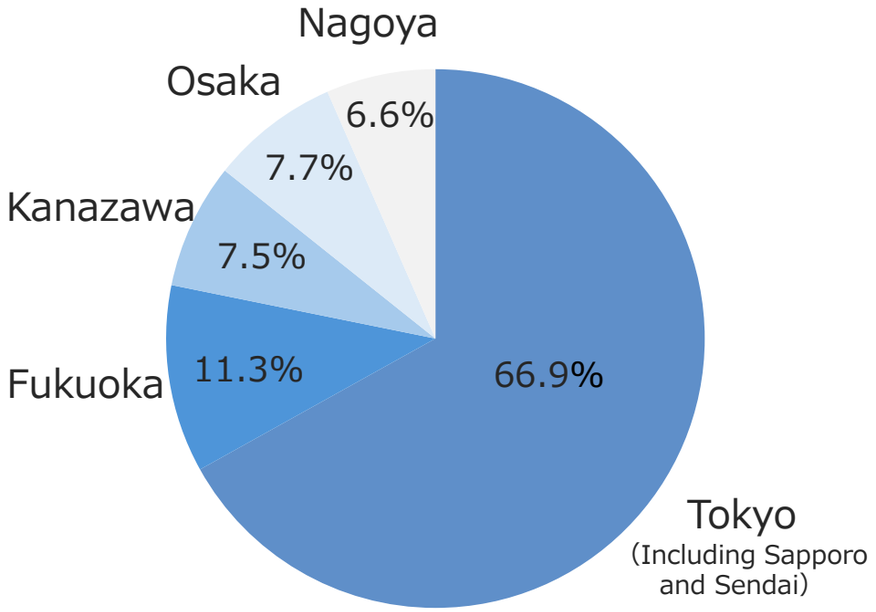
Average unit price of contracts

(those with sales of 1 million yen or more)

@11,107 thousand yen

(Y-o-y 107.9%)

Sales composition by base

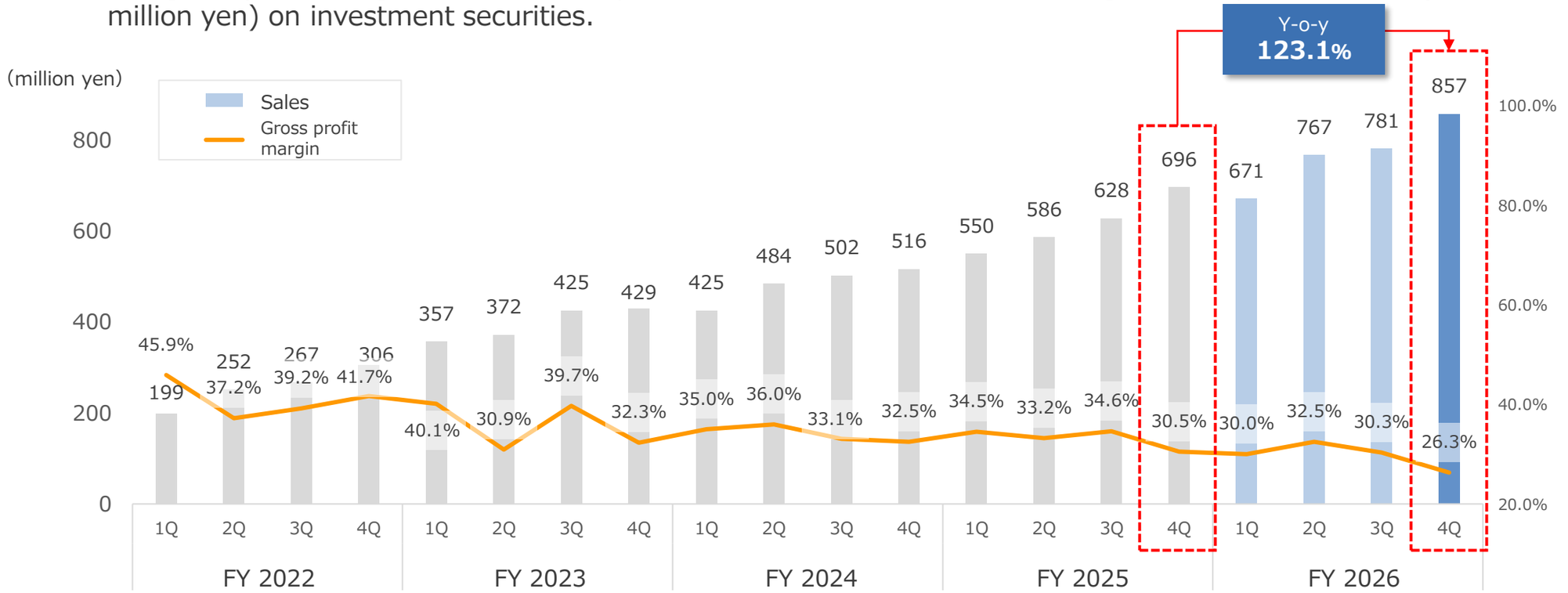


FY 2026 Solution Business①
【 Changes in sales/gross profit margin ratio 】

■ **Sales** **3,078 million yen** (Y-o-y 125.0%)

■ **Segment Profit** **314 million yen** (Y-o-y 95.8%)

- In the fourth quarter, the number of store lease/sublease and insurance contracts grew significantly, resulting in record-high sales.
- The gross profit margin for the fourth quarter decreased due to the recording of an impairment loss (▲60 million yen) on investment securities.



FY 2026 Solution Business②
【 KPI Highlights 】

■ Number of store lease / sublease contracts	**375** contracts	Y-o-y	132.5%
■ Number of salon insurance contracts	**15,485** contracts	Y-o-y	119.0%
■ Number of affiliated business cards issued (Salon Professional Card)	**6,974** cards	Y-o-y	113.2%
■ Number of card payment terminal contracts	**2,151** contracts	Y-o-y	108.7%
■ Number of contracts for various infrastructure services (Electricity, Optical line, USEN, POS, e-book)	**3,020** contracts	Y-o-y	116.6%

※All of the above figures are basically cumulative and are values currently held.

Earnings Forecasts for FY 2026 (Consolidated)

- In FY 2027, we expect to achieve record-high profits due to top-line growth resulting from the steady implementation of growth strategies in each business, as well as a reduction in the selling, general and administrative expenses ratio through the control of logistics-related costs.

(million yen)

	Sales	Operating profit	Ordinary profit	Net profit
FY 2026 (Actual)	38,197	1,518	1,506	932
FY 2027 (Forecast)	**43,153**	**2,217**	**2,200**	**1,351**
	–	Operating profit ratio 5.1%	Ordinary profit ratio 5.1%	Net profit ratio 3.1%
Y-o-y	113.0%	146.0%	146.0%	144.8%

Reference: Regarding the temporary suspension of credit card payments on the Beauty Garage e-commerce site (follow-up report)

Progress from the third quarter

■ **At the time of the announcement of the third quarter financial results for FY 2026 (March 10, 2026)**
On February 6, 2026 (Friday), we received notification from a credit card company via our payment processing company regarding a possible leak of credit card information on the Beauty Garage EC site. In order to investigate the truth and prevent further damage, we have temporarily suspended credit card payments on the Beauty Garage EC site.

■ **At the time of the announcement of the full-year financial results for FY 2026 (June 9, 2026)**
A forensic investigation was conducted by an external expert agency, but it was not possible to definitively identify the credit card information that was allegedly leaked. Therefore, we are currently in discussions with relevant organizations and continuing the investigation. As a result, credit card payments remain suspended.

Currently, we believe the impact on our business performance due to the suspension of credit card payments is minor. However, if any facts arise in the future that indicate a significant impact on our business performance, we will disclose them immediately.

We understand that our customers are still experiencing inconvenience, but we are working to ensure convenience by taking the following measures.

Introducing "PayPay payment"

Introducing credit card payment upon delivery for cash-on-delivery orders.

We recommend using invoice payment (NP deferred payment).

Regarding shareholder returns in FY 2027

■Dividend per share trends

At the Board of Directors meeting held on June 9, 2026, it was resolved to pay an year-end dividend of 8.0 yen, as previously expected.

Fiscal year end	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY2027
Interim dividend	-	-	6.0 yen	7.0 yen	8.0 yen	9.0 yen (forecast)
Year-end dividend	8.0 yen	10.0 yen	7.0 yen	8.0 yen	8.0 yen	9.0 yen (forecast)

※A 2-for-1 stock split was conducted on November 1, 2023, so the amount shown takes into account the stock split.

■Shareholder benefits（planned）

<Shareholder benefits in FY 2027>

You will be asked to select your desired product (25 candidates) from the "Shareholder Benefits Dedicated Site".

※We offer products worth 4,000 yen (tax included) at the manufacturer's suggested retail price.

An information sheet will be enclosed with the notice of the Ordinary General Meeting of Shareholders that will arrive in July 2026.

<Target>

Shareholders who have held one unit (100 shares) or more continuously for more than one year (listed with the same shareholder number three or more times in a row in the April and October shareholder registers) with April 30th of each year as the record date. are eligible.

Reference: About the Beauty Garage YouTube channel

The "Beauty Garage Official YouTube Channel" features a wide range of entertaining content aimed at the general public, including "A Day in the Life of a Hairdresser" videos and "Styling Videos," as well as interviews with the CEO and introductions to our company activities. This approach aims to promote understanding of the beauty industry as a whole and strengthen our brand image. Furthermore, **the "Beauty Garage Group Official Channel for Successful Salon Opening and Management,"** launched in April of this year, showcases the comprehensive capabilities of our group through content such as our accumulated know-how on opening and managing salons, in-depth coverage of the opening process, and case studies of store design and leases, aiming to increase the number of service users.

■The "A Day in the Life" series, which follows the real working lives of popular hairstylists, is a huge hit.



Over 500,000 views in one month

■We offer a variety of other video content.



【新企画】美容師がお悩み解決！？モテたい！を叶えるスタイリング解説
1.8万回視聴・4 か月前



【美容業界を変えた】ビューティフルライフ技術指導美容師と振り返る。カリスマ美容...
2.9万回視聴・3 か月前



【なぜ壊れない？】黒崎えり子＆TSUKIがURAWAの工場に潜入！プロ御用達ネイルマ...
1.4万回視聴・2 か月前



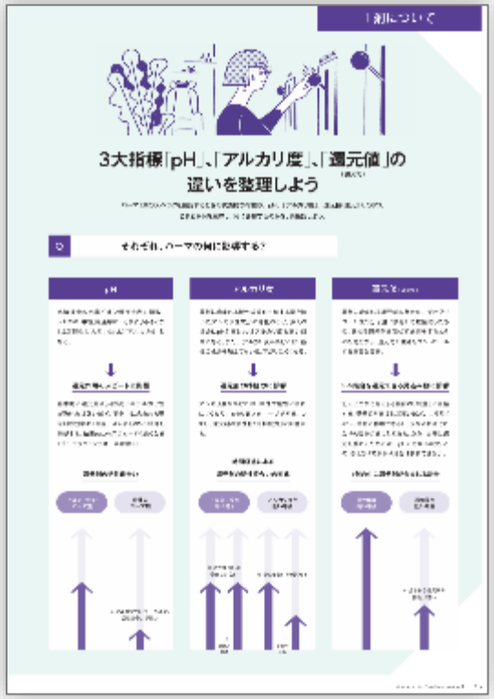
【対談】COA青木大地×ビューティガレージ樺島義明【GARAGE TALK】#2
3.7万回視聴・5 か月前

Reference: Creating synergies with group subsidiary, HAIR MODE Inc.

Since April 2024, HAIR MODE Inc. a subsidiary of our group, has been producing a salon management information magazine, "Beauty Management PLAN+", which is included free of charge with orders placed on our e-commerce site. This initiative has been implemented four times a year. By combining HAIR MODE's information content with our e-commerce and logistics network, we are creating unique group synergies by supporting salon businesses from both a "product" and "information" perspective.







Progress of the Midterm Management Plan 2025-2029①

Achievements in FY 2026

Growth Strategy ①
Maximizing platform provider functionality

Wholesale Business

Expansion of various product offerings

Improving the usability of e-commerce sites

Opening of a new logistics base (Kashiwa FC)

Online shop building service for beauty salons "Salon.EC" has been adopted by 3,469 businesses.

Growth Strategy ②
Strengthening our ability to support store openings

Store Design Business

Tough Design Product Co., Ltd.Sapporo and Sendai Offices Opened (7 locations nationwide)
New company specializing in construction workEstablishment of "BG Build Co., Ltd." *May 2026

Solution Business

Launch of "Smart Management Plan," a store opening support service that packages BPO operations.

Growth Strategy ③
Challenging New Markets

New entry into the field of cosmetic medicine through the acquisition of a subsidiary of alc Co., Ltd. (now Medical Garage) (December 2025)

New entry into the hot spring and sauna market through the acquisition of Sauna Garage Co., Ltd. (now Spa Garage) as a subsidiary (May 2025)

In FY2026...

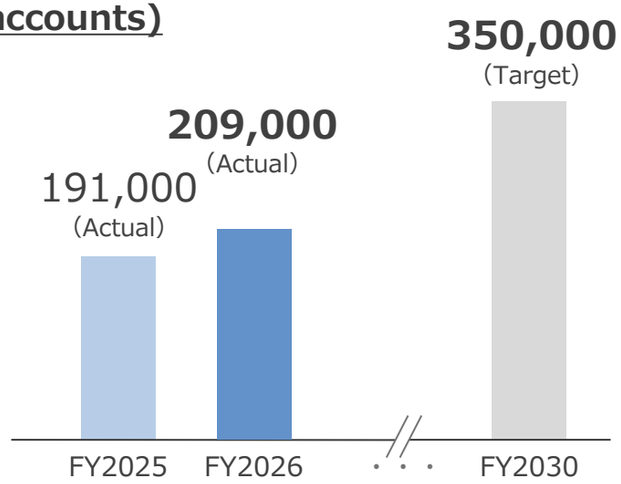
In addition to launching a new logistics base that will be a key asset going forward, this past year has been a year in which we laid the groundwork for future growth through M&A activities and the launch of new services.

Progress of the Midterm Management Plan 2025-2029②

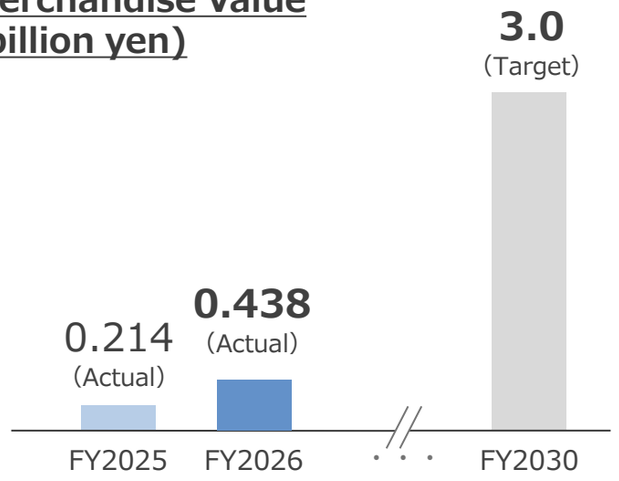
Quantitative results

Wholesale Business

Number of active users (accounts)

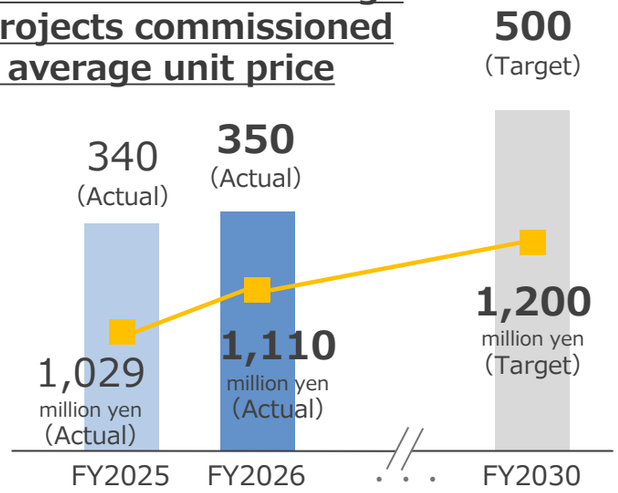


Salon.EC Total Merchandise Value (billion yen)

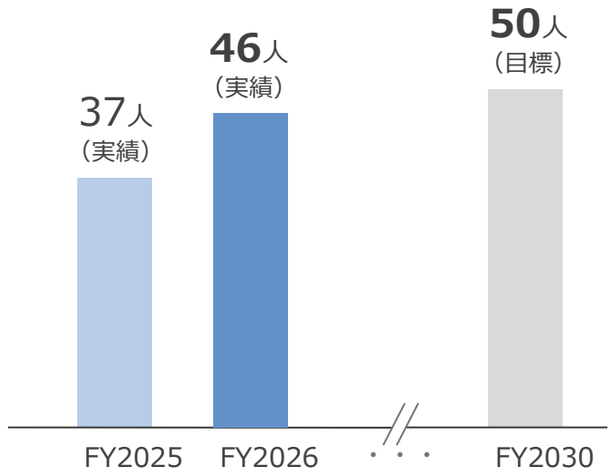


Store Design Business

Number of store design projects commissioned / average unit price

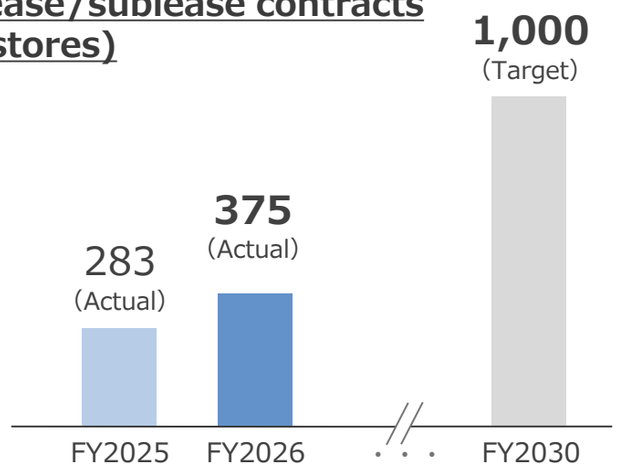


デザイナー数



Solution Business

Number of store lease/sublease contracts (stores)



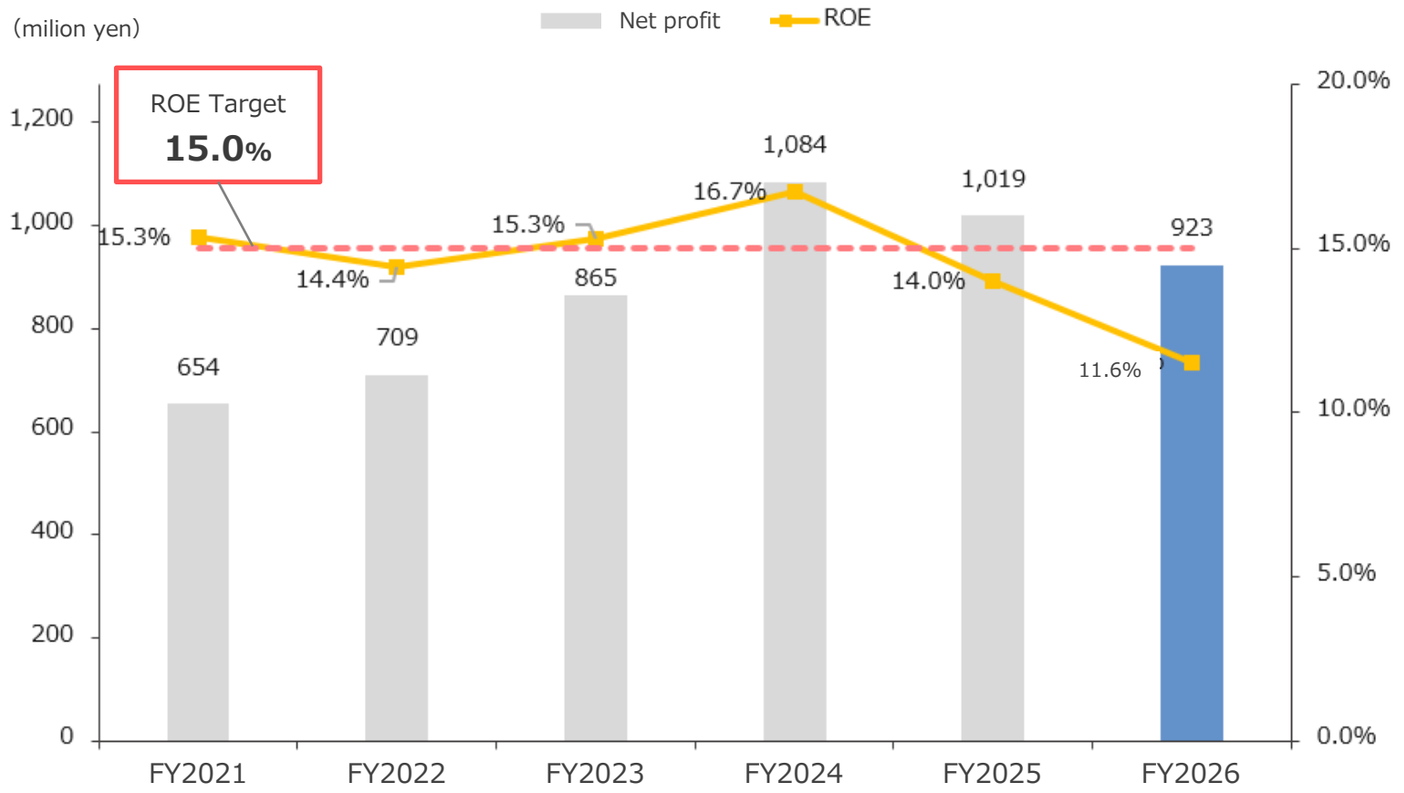
Regarding measures to realize management that takes into account capital costs and stock prices

Comparison of the trend of return on equity (ROE) and the cost of capital

While ROE exceeds the cost of equity, it has fallen short of the target ROE of 15% for two consecutive periods.

We aim to return to an ROE of over 15% while implementing a strategy that is mindful of the cost of capital.

Net profit and ROE



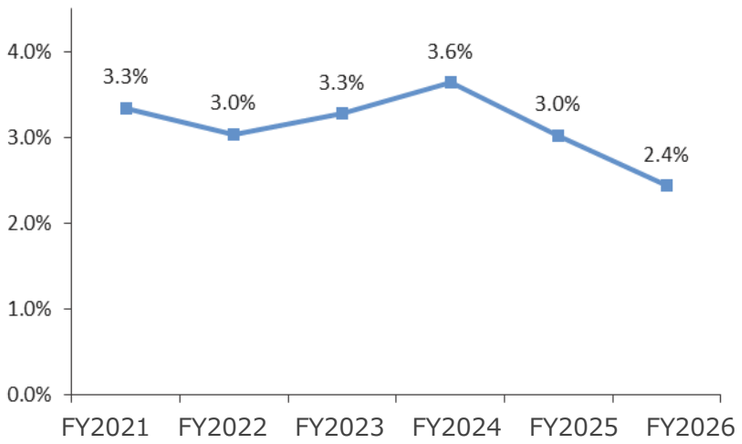
Rate of return on capital		Cost of capital
ROE※1 11.6%	>	Cost of equity※2 7.9% ※3

※1 Indicators representing profitability from a company's perspective
※2 The return that shareholders expect from our company's stock (our estimate using CAPM)
※3 Figures as of the end of April 2026

Current Analysis of Return on Equity (ROE)

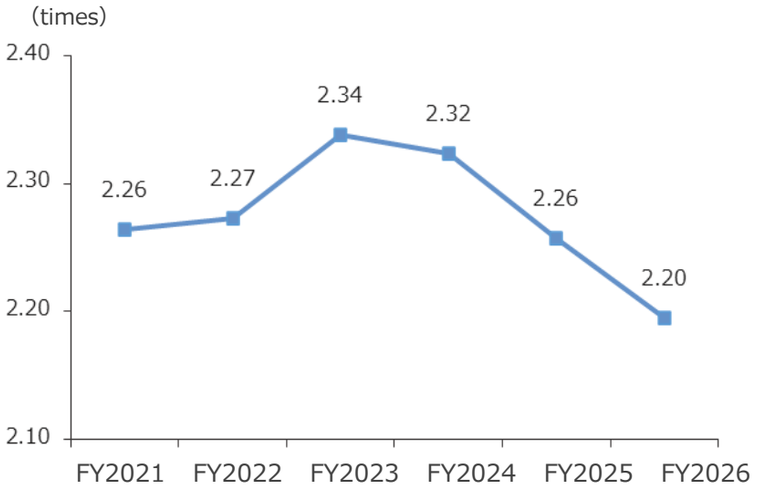
ROE = Net Profit Margin (Profitability) × Total Asset Turnover (Efficiency) × Financial Leverage (Safety)

Net profit margin (profitability)



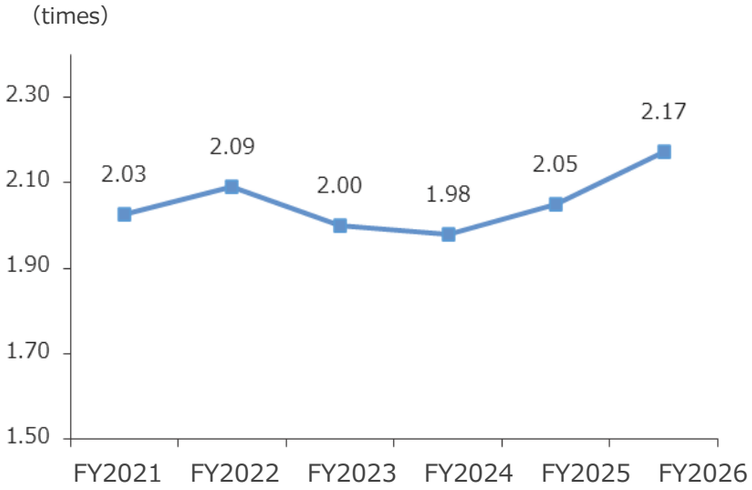
Top line remained strong, but declined due to increased costs associated with the establishment of Kashiwa FC.

Total asset turnover ratio (efficiency)



In addition to infrastructure investment, the decline is due to an increase in business assets resulting from the expansion of product inventory and store leasing businesses.

Financial leverage (safety)



The increase is due to a rise in borrowings resulting from an increase in fixed assets and working capital.

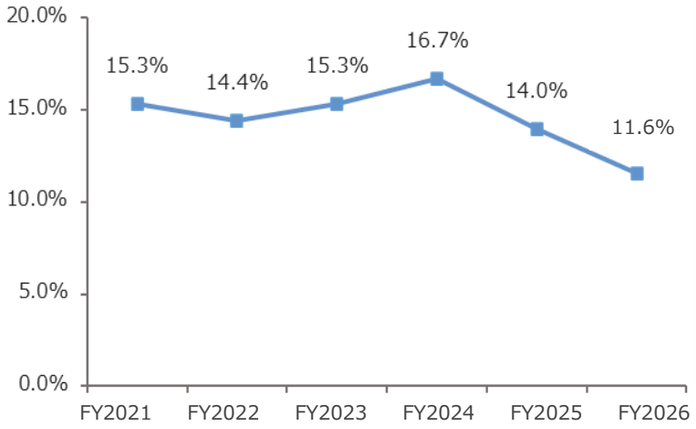
The impact of both indicators was offset by the increase in assets and debt resulting from business expansion.
They did not serve as a driving force for ROE improvement.

Focusing on "improving profitability" as the sole driver for achieving an ROE of over 15%.

(Policy) Improve profitability through stable operation of Kashiwa FC and raise the overall company profit margin through expansion of the solutions business.

Trends in PBR

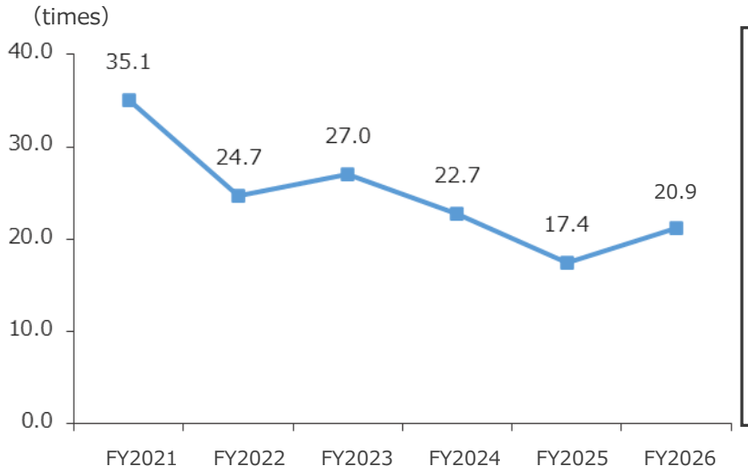
ROE



We aim to improve profitability and achieve an ROE of over 15% through measures such as ensuring stable logistics operations and expanding our solutions business.

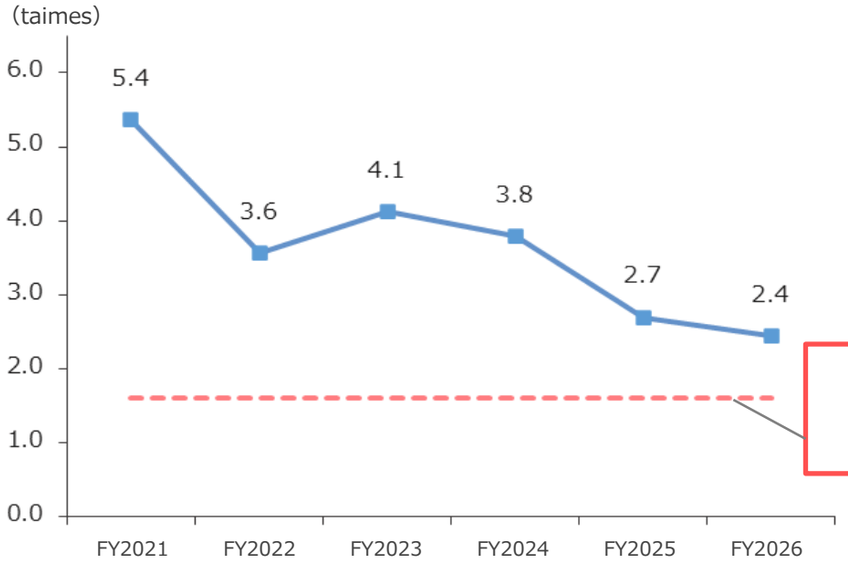
×

PER



Through the steady implementation of the medium-term plan and the growth of business performance, we will cultivate market expectations.

PBR



Average Prime Market Price for FY 2026
1.6times

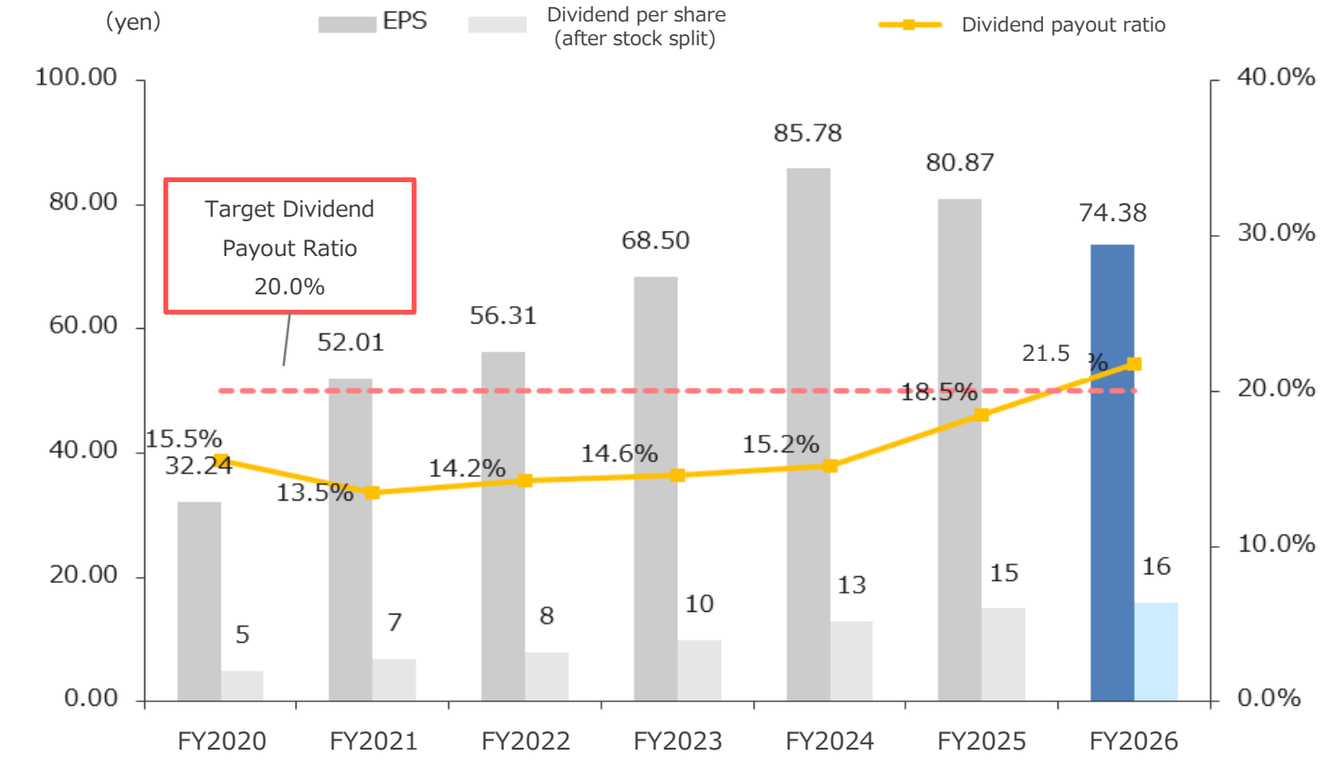
■ Improving capital efficiency
■ Fostering expectations for growth

We aim to improve the PBR level, which has been on a downward trend from both sides, and achieve the target market capitalization of 50 billion yen set forth in our medium-term plan.

Earnings per share and shareholder returns

- Due to the declining profit trend, EPS (earnings per share) is also trending downwards.。
- On the other hand, we also consider direct profit distribution to be an important management issue and have increased dividends accordingly. As a result, the dividend payout ratio temporarily rose to 21.7%, exceeding our target of 20%.
- As a recovery in performance is expected in FY 2027, dividends will be paid in accordance with the results.

EPS, dividend per share, and dividend payout ratio



Appendix

Business Model

Beauty Garage is a corporate group operating businesses for beauty salons such as hair salons, esthetic salons, nail salons and eyelash salons, (i) B to B wholesale business of beauty products, (ii) store design business and (iii) opening/management solution business, with a combination of IT and real.

Corporate Philosophy/Slogan

Change the beauty industry

Beauty Garage aims to change the old-fashioned beauty industry bound with vested interests and old business practices by creating new value.

事業概要図

Business description

Wholesaling Business
of beauty products for professionals

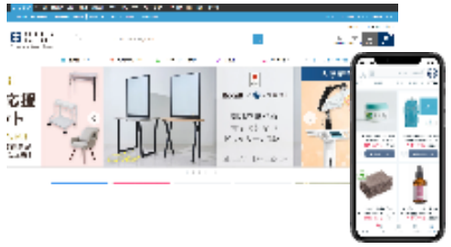
Store Design Business

Solution Business
Business start-up support, property introduction, store leasing, customer acquisition support, training, insurance, etc.

Sales channels

ONLINE（Digital）

EC site & app



×

OFFLINE（Face to face）

Showroom & Store



＋

Corporate sales



Main customers

- Barbers
  Beauty salons
- Esthetic salons
- Massage
  Relaxation
- Nail salons
- Eyelash salons
- Acupuncture and osteopathic clinic
- Fitness
  Sports Gym
- Beauty Cinic

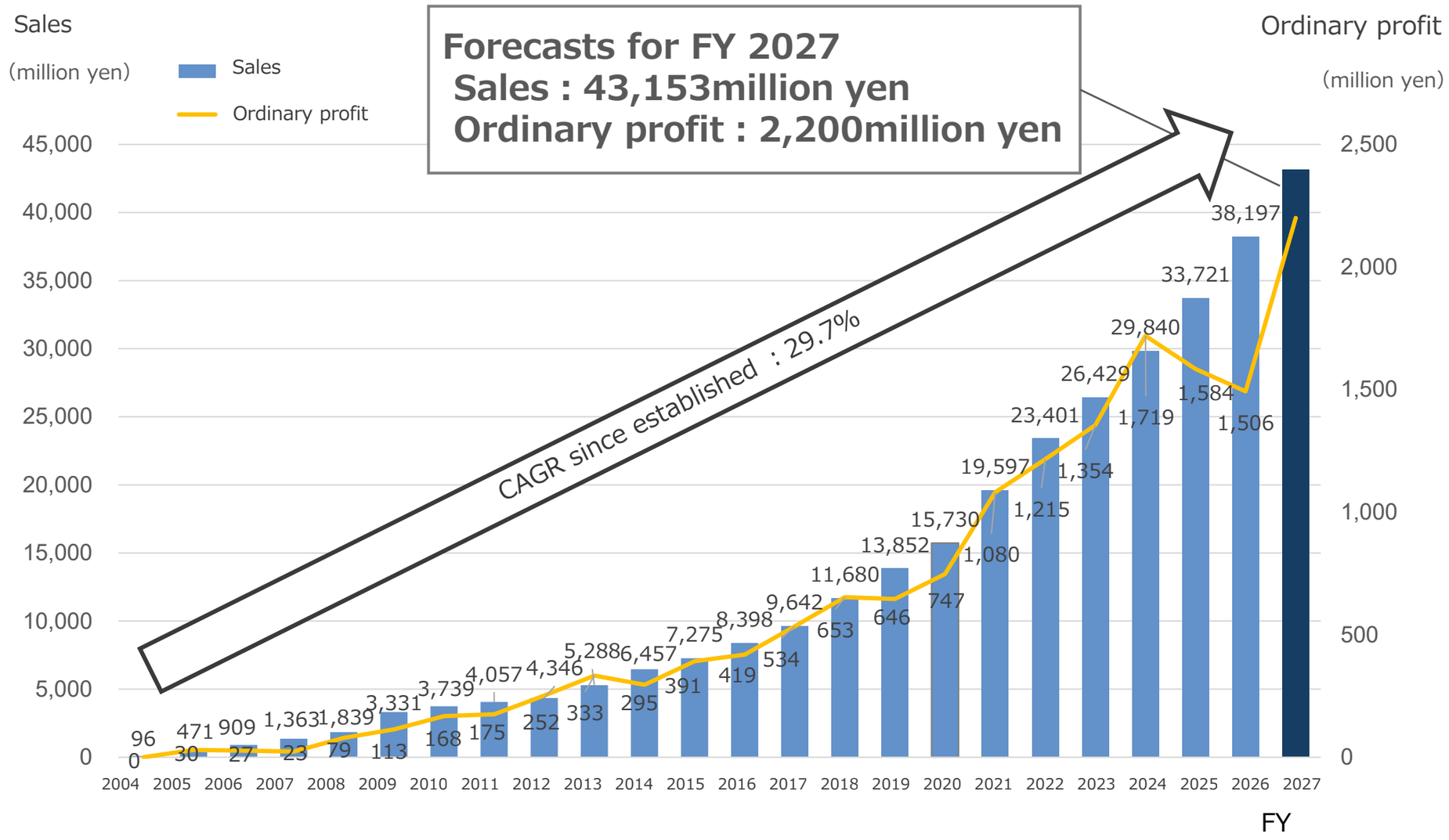
Major Group Companies

Group companies total 17 companies,
including 14 Japanese companies and 3 overseas companies.

	Name of company	Business description
TOUGH design product	Tough Design Product Inc.	Store design/construction
EYELASH GARAGE	Eyelash Garage Inc.	Services for eyelash salons
BG PARTNERS	BG Partners Inc.	Store lease/financial support
adachi factory	Adachi Factory Inc.	Manufacturing and selling of meatal devices/equipment
松風 matsukaze	MATSUKAZE CO., LTD.	Manufacture and sale of professional eyelash extensions
BG REUSE	BG Reuse, Inc.	Sales of used hairdressing equipment
GYM GARAGE	GYM GARAGE, Inc.	Sales of used fitness equipment
BG Ventures	BG Ventures, Inc.	Investment business/operation of investment partnerships
HAIR MODE ヘアモード社	HAIR MODE Inc.	Publishing magazines, books, video content, and e-books for hairdressers
MEDICAL GARAGE	Medical Garage Co., Ltd.	Sales of medical and beauty clinic equipment and opening support

38

Historical Changes in Earnings



Our advantage①　BEAUTY GARAGE ONLINE SHOP

Japan's No. 1 BtoBplatform for purchasing beauty products for professionals

BEAUTY GARAGE ONLINE SHOP

Smart phone site



X

PC site



X

app



ONLINE × OFFLINE

Omni-channel approach

OMO

Showroom・store / Corporate sales

Our advantage②　Real bases covering major cities nationwide









Sapporo showroom & EXPRESS Store

Sendai showroom & EXPRESS Store

Kanazawa showroom

Kashiwa DC/ Kashiwa FC

Tokyo headquarters showroom & store Tokyo Head Office Annex

Fukuoka showroom & EXPRESS Store

Amagasaki FC

Shibuya store showroom & EXPRESS Store

HigashikurumeSales Office

Nagoya showroom & Store

Hiroshima showroom & Store

Osaka branch general showroom & EXPRESS store

Our advantage③　A product lineup with “everything you need for your salon”

Product Category　Total number of products sold : over **3.88** million

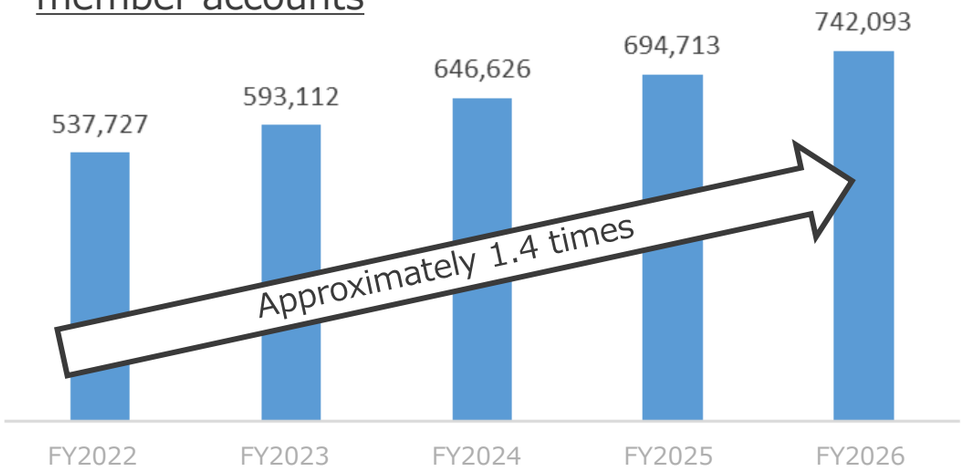
Beauty salons equipment	Esthetic equipment	Nail furniture	Eye beauty equipment	Fitness equipment
Beauty cosmetics	Esthetic cosmetics	nail materials	Eye beauty materials	Fitness supplies
Acupuncture and osteopathic supplies	Medical devices			

Main brands handled　Total : **1,886**

ARIMINO
b·ex
Schwarzkopf PROFESSIONAL
NAKANO
WELLA PROFESSIONALS
ADJUVANT
OOHIRO
003 NUMBER THREE
PHYTOMER
EST LABO
REAL
MUCOTA
THALGO LA BEAUTE MARINE
PREGEL
θ VETRO
Miss eye d'or JAPAN LASHES
Ladycoco. A wish granted for every girl, eyelashes that sparkle and flutter with ease!
para gel PROFESSIONAL NAIL
O·P·I
Esthe Pro Labo
La SINCIA
TEAtriCO.
L'ORÉAL PROFESSIONNEL PARIS
MATRIX
SEIRIN
YAMASHO
hoyu Professional
SHISEIDO PROFESSIONAL
DOCTORAIR
dyson

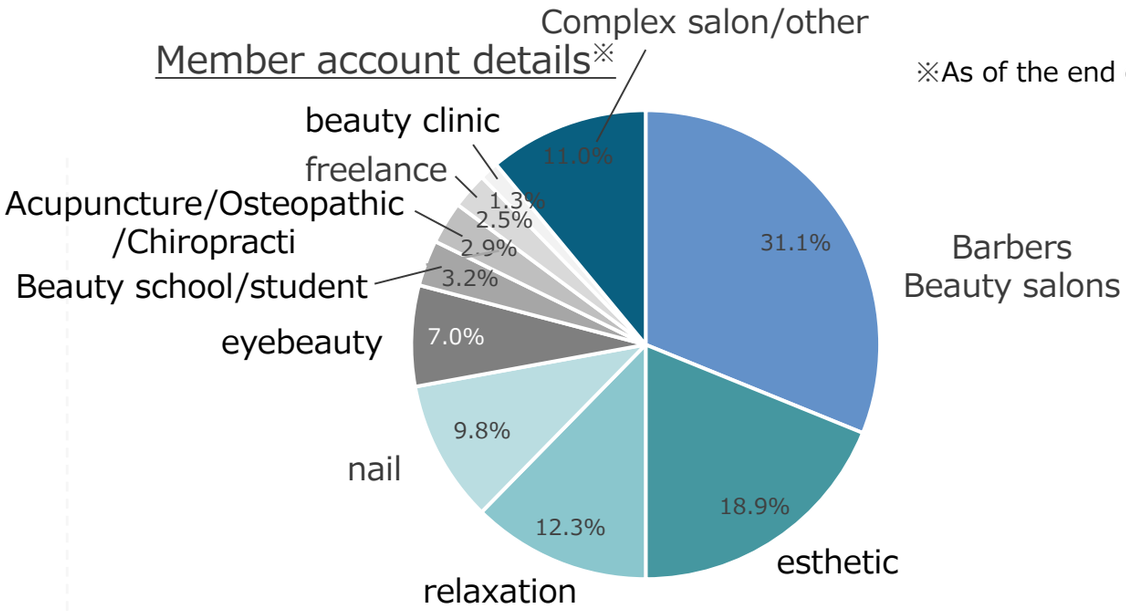
Our advantage④ Japan's No. 1 overwhelming member base of beauty business operators

Changes in the number of Cumulative member accounts

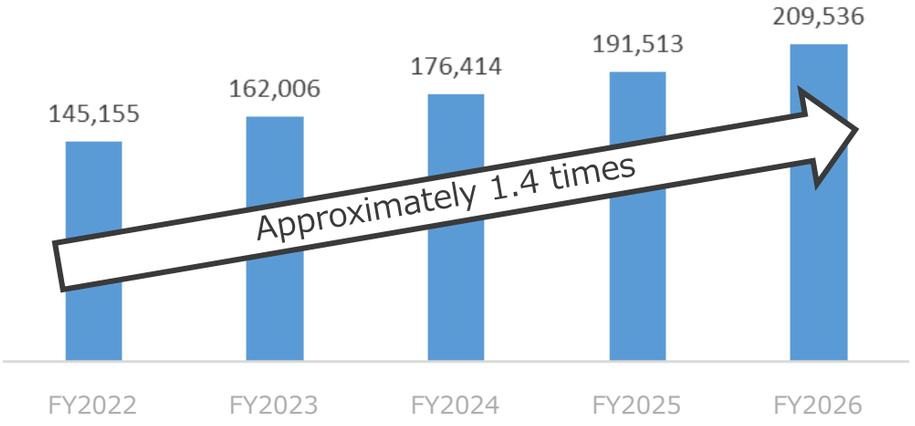


Member account details※

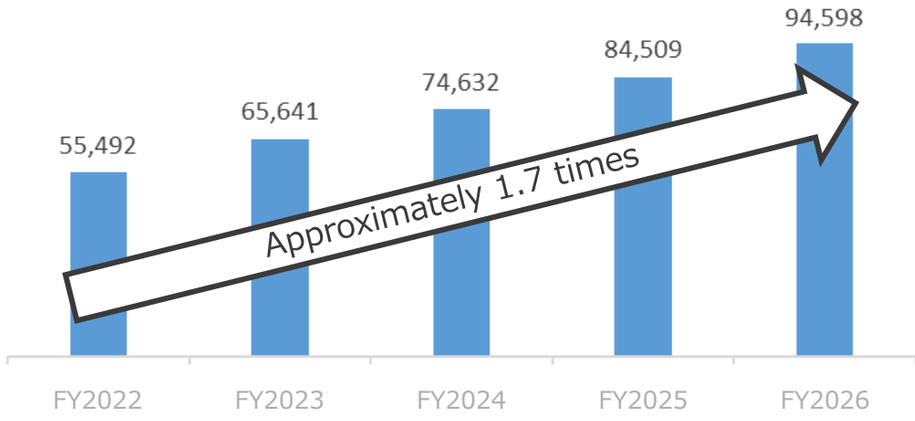
※As of the end of April 2025



Changes in the number of active users



Changes in the Number of loyal users



Our advantage⑤　A logistics platform system that supports the beauty industry

■Product flow in the BtoB beauty industry that we are involved in

In addition to delivering manufacturer products to salons, we also handle shipping from salons to general consumers.



Next day delivery available areas



Amagasaki FC





Kashiwa DC＋Kashwa FC



※九州地区(一部の離島および山間部を除く)は
12時までにご注文をいただいた場合に限ります。

■Part of the latest material handling equipment installed at Kashiwa FC

Achieving significant productivity improvement (cost reduction) through promotion of automation

①High-performance, space-saving storage and retrieval system "Multi-Shuttle"



②Tray-type vertical storage system "Modula"



③DPS
(Digital picking system)



④Intelligent conveyor system "Ecoloveya"



Our advantage⑥　Store design department that is strong in beauty salons



- Many up-and-coming young designers including first-class/second-class architects are enrolled
- The industry's largest number of contracts and sales
- Covering a wide area with 7 bases nationwide:
  Tokyo/Osaka/Nagoya/Fukuoka/Kanazawa/Sapporo/Sendai

01 HAIR SALON



02 NAIL / EYELASH
ESTHE SALON



03 BARBER



04 CLINIC



05 SHOP



06 HOUSE
RENOVATION



Our advantage⑦　One-stop service for opening and management support

Opening support service

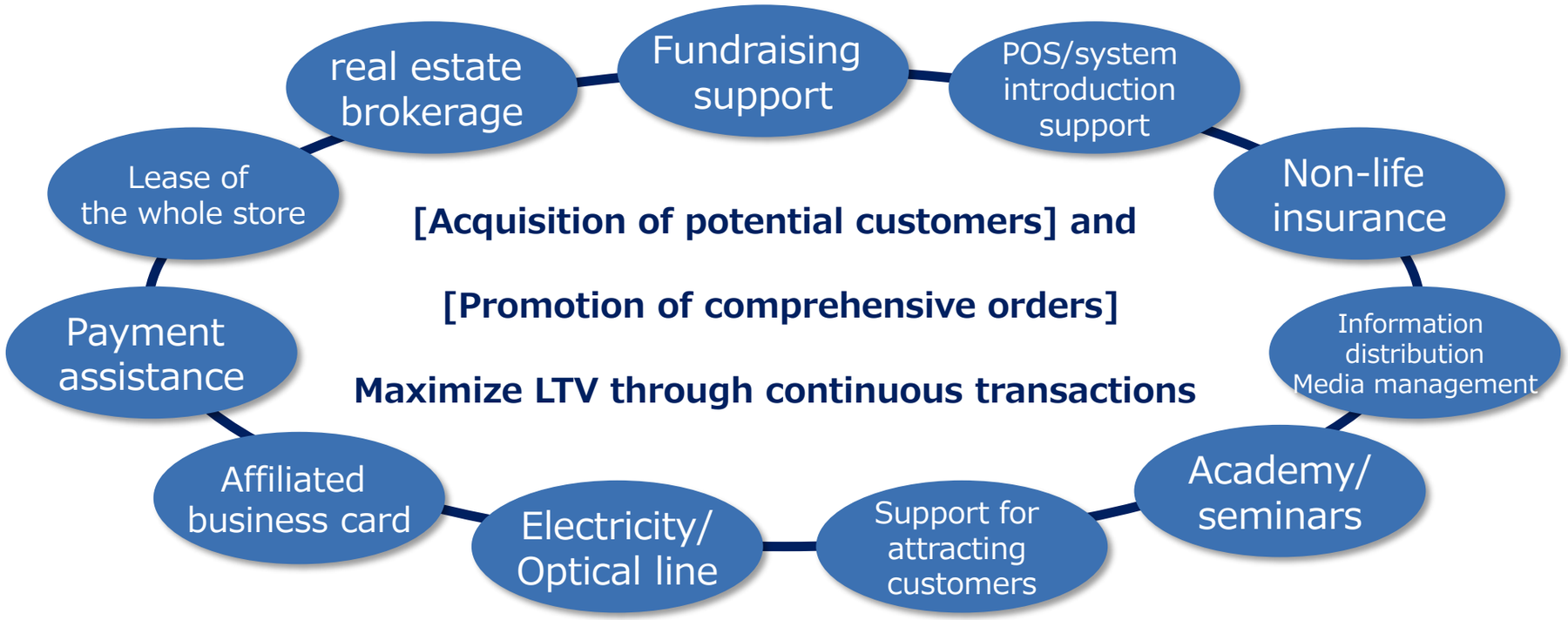
By capturing latent demand for independent openings and new store openings, we aim to promote comprehensive orders centered on equipment and interiors.

→ **Flow-type revenue**

Management support service

Continue to accumulate orders for materials such as consumables and cosmetics by strengthening prosperity support services for existing stores and customers after opening.

→ **stock-type revenue**



Future Growth Strategy (TAM)

We will continue to expand our services with a focus on solutions, and also strive to expand our target customer base by expanding into neighboring markets and overseas.

Expanding the range of products and services offered



Expanding target customer areas

※Figures are estimates based on Yano Research Institute's "Beauty Salon Marketing Directory 2024 Edition" and "Aesthetic Salon Marketing Directory 2024 Edition," the Japan Nail Technician Association's "Nail White Paper 2024," Nihon Jitsugyo Publishing's "The Latest Beauty Salon Opening Guide Without Failure," articles in the Eye Beauty Journal, materials from the Japanese Society of Aesthetic Plastic Surgery (JSAPS), and the Ministry of Health, Labor and Welfare's "2024 Medical Facility [Dynamics] Survey."

Our commitment to sustainability

Through various sustainability initiatives, our company strives to create a better global environment, contribute to the development of the beauty industry, and build a corporate foundation that enables sustainable growth.

Realizing a circular economy

- By promoting the reuse of beauty equipment and creating a market for the distribution of existing retail spaces, we contribute to the realization of a circular economy.



- Our chair replacement service involves the collection and reuse of unwanted chairs.





- Collection and recycling of used hair dye containers (profits donated to tree-planting activities)









Coexistence with society

- Free provision of products to non-profit organizations, children's welfare facilities, etc.



- Various forms of support, including donations to areas affected by the Noto Peninsula earthquake.
- Charity haircut event (for elementary school students) will be held.



Strengthening Corporate Governance

- Establishment of a Nominating and Compensation Committee
- Establishment of a compliance system
- Appointment of female executives, expansion of foreign employees

