HitoMile Co., Ltd.

November 13, 2026
TSE Code: 7686

FY2026 2nd Quarter Consolidated Financial Results
For the Six-Month Period Ended September 30, 2026

FY2026 2nd Quarter Results Summary:

- Consolidated Sales: JPY 69,992 million (+ 1.1% YoY)
  - Seller : JPY 69,819 million (+ 1.1% YoY)
  - Platform : JPY 1,659 million (+24.9% YoY)

- Gross Profit : JPY 16,746 million (+ 0.9% YoY)
- Operating Profit: JPY 345 million (−62.0% YoY)

Excerpted Consolidated Profit Performance

The mainstay B2B business was the primary driver of sales growth.

Operating profit declined due to restructuring costs that were not incurred in the first half of the previous fiscal year.

(JPY in million)	FY26 Q2	FY25 Q2	Change	
Sales	69,992	69,221	770	1.1%
Gross Profit	16,746	16,603	142	0.9%
SGA Expenses	16,400	15,693	706	4.5%
Operating Profit	345	909	-563	-62.0%
Recurring Profit	368	911	-542	-59.5%
Net Profit	289	372	-83	-22.4%
Gross Margin	23.9%	24.0%	–	–
Operating Margin	0.5%	1.3%	–	–

SGA Expenses Breakdown

(JPY in million)	FY26 Q2	FY25 Q2	Change	
Personnel Cost	8,903	8,901	1	0.0%
Advertising & Sales Promotions	229	228	0	0.3%
Others	7,268	6,563	704	10.7%
SGA Expenses in Total	16,400	15,693	706	4.5%

Others: Costs increased as a result of software development and an increase in recruitment costs.

Excerpted Balance Sheet

(JPY in million)	End of '26 September	End of '26 March	Change
Current Assets	21,914	21,973	-59
Cash	2,345	2,936	-591
A/R	10,355	10,719	-364
Inventory	5,827	5,677	150
Others	3,385	2,640	745
Non-current Assets	16,925	16,392	532
Total	38,839	38,366	472

(JPY in million)	End of '26 September	End of '26 March	Change
Liabilities	33,703	33,364	338
A/P	17,556	16,921	634
Debt	11,151	10,255	895
Others	4,995	6,187	-1,191
Net Assets	5,135	5,002	133
Total	38,839	38,366	472

Segment Breakdown

(JPY in billion)	FY26 Q2	FY25 Q2	Change	
Sales	69,992	69,221	770	1.1%
Seller	69,819	69,083	736	1.1%
Platform	1,659	1,328	330	24.9%
Adjustments	-1,486	-1,190	-296	-
Operating Profit	345	909	-563	-62.0%
Seller	666	1,008	-342	-33.9%
Platform	-320	-99	-221	-

➢ **Seller**

- The Seller Segment is a business engaged in the sales and marketing of owned products, such as liquor and daily necessities.
- The B2B business continues to perform solidly.

➢ **Platform**

- The Platform Segment is a business that consolidates the logistics business and the marketplace business for third-party products, which is scheduled to fully launch in the second half of the fiscal year.

➢ **Adjustment**

- Inter-segment transactions occurring between the Platform Segment and the Seller Segment are eliminated.

FY2026 Full Year Earning Forcasts

(JPY in billion)	FY26 Q2 Results	FY26 Full-Year Guidance	Progress
Sales	69,992	145,000	48.3%
Operating Profit	345	2,100	16.4%
Recurring Profit	368	1,950	18.9%
Net Profit	289	650	44.5%

Disclaimer

This material contains forward-looking statements about HitoMile Co., Ltd. and its consolidated subsidiaries ("Kakuyasu") that speak only as of this date.

Hitomile disclaims any obligation to update these statements. Forward-looking statements may include, but are not limited to, statements regarding future financial results, long-term value creation goals, productivity, operating efficiency, liquor or goods prices and so on. Many risks, contingencies and uncertainties could cause actual results to differ materially from Hitomile's forward-looking statements.

Additional information concerning these and other factors can be found in Hitomile's filings with the Financial Services Agency and the Tokyo Stock Exchange, including the most recent annual report and quarterly reports.