Earnings Results Briefing for the First Quarter of the Fiscal Year Ending March 31, 2027

KOMEHYO HOLDINGS

August 13, 2026
Komehyo Holdings Co., Ltd.
Securities code: 2780
(Tokyo Stock Exchange Standard and Nagoya Stock Exchange Main Market)

Hello, everyone.

I am Ishihara, President and Representative Director of Komehyo Holdings Co., Ltd.

Thank you very much for watching this earnings results briefing video for the first quarter of the fiscal year ending March 31, 2027.

I will now explain the results for the first quarter.

From reuse to relay use. We will hand on that "value".

To realize a circular economy, we will cultivate relay reuse as a social culture and contribute to the development of a sustainable society.

Vision

to a "culture."
from 'philosophy'
Relay reuse from
'philosophy' to a "culture".

Mission

We respect people for making products, thank people for connecting products for use by other people, and by providing those who reuse such products with inspiration, we will create empathy for a circular society.

Value

We listen and empathize with what others say.
We value the importance of talking.
We take action proactively.
We are not afraid of creating change.

RELAY USE

'Things fulfill their mission only when they are passed down from person to person (relay) and put to effective use (use).' This is our unique concept.

Our group does not simply provide products; instead, we play a role in proposing value to customers and co-creating value with them. We value the thoughts of the people who create things and the thoughts of those who connect things "for someone else," and we make the next person who uses them smile, be happy, and be enriched.
The entire group will work to create a society where such thoughts and efforts are commonplace.

https://komehyohds.com/mission_vision_value/

First, I would like to explain our corporate philosophy.

Our group has established

a Vision of "making relay use a 'culture' rather than just an 'idea'." This is our unique concept, which goes beyond simple reuse—where goods are merely passed from one person to another—to cherish the thoughts of those who create things and those who connect them, ensuring that their value is faithfully passed on to the next user.

By cultivating this relay use into a social norm, or in other words, a "culture," we contribute to the development of a sustainable recycling society.

This is the reason for our group's existence and the starting point for all our business growth.

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Highlights of cumulative financial results for the first quarter of the fiscal year ending March 31, 2027

Consolidated financial results for the first quarter of the fiscal year ending March 2027

Individual purchase amount (consolidated)	Consolidated sales	Consolidated operating profit	Consolidated ordinary profit	Quarterly profit attributable to owners of parent
30,438 million yen	65,820 million yen	3,533 million yen	3,334 million yen	2,081 million yen
YoY 136.5%	YoY 142.7%	YoY 399.8%	YoY 511.2%	YoY 589.0%

Breakdown of consolidated sales

Retail ratio	Overseas ratio	Domestic tax exemption ratio
46.1%	16.6%	16.6%
YoY +3.3pt	YoY +2.6pt	YoY +3.3pt

Number of stores

Group total 347 stores

	Domestic stores	Overseas stores
Total	304 stores	43 stores (6 countries/regions)
Sales stores	13	13
Purchasing centers	228	2
Purchasing and sales stores	63	28

Now, I will move on to the consolidated summary for the first quarter.

Consolidated sales achieved a significant increase, reaching 65.82 billion yen, or 142.7% of the same period last year.

Consolidated operating profit recorded a significant increase, reaching 3.533 billion yen, or 399.8% of the same period last year.

In addition, individual purchases, which indicate the company's purchasing power, reached 30.438 billion yen, or 136.5% of the same period last year, marking a record high on a quarterly basis.

The number of stores reached 347, including those in Japan and overseas, and we are steadily expanding our network globally.

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Evaluation of the First Quarter of the Fiscal Year Ending March 31, 2027

Driven by the promotion of "strengthening individual purchases" and "retail-first" strategies set at the end of the previous fiscal year, we achieved record-high quarterly individual purchases and net sales.
The increase in SG&A expenses was absorbed by the growth in gross profit, resulting in significant profit growth at each profit level.

▍Market Trends for Main Products

JEWELRY

[Gold / Brand Jewelry]
Although it entered a correction phase due to the impact of high U.S. interest rates, the market remains at a high level. Brand jewelry is performing steadily, centered on vintage items, in line with price revisions.
[Diamond]
While the market is softening, large-carat diamonds with high asset value remain firm.

WATCH

Although the market softened due to exchange rate fluctuations from the end of April to May, it partially recovered in June due to the progress of the weak yen and price revisions by major brands.

BAG

Although this is usually a period of downward trends, this term we maintained a high market level until May due to the impact of inventory shortages accompanying strong inbound demand. From June onwards, the inventory supply shortage eased, and while it shifted to a gradual downward trend, it maintained a higher market level compared to the previous fiscal year.

FASHION

The rise in market prices for products with high domestic and overseas demand strongly drove both purchasing and sales. Other popular products also performed steadily.

Evaluation	Results	
Purchase ★★★	Individual purchases YoY 136.5%	• The amount of purchases reached a record high on a quarterly basis. • Steady progress in new openings of purchasing centers and purchasing and sales stores • Purchasing measures and strengthened customer engagement were successful, with existing stores driving the growth of total individual purchases • In addition to gold bullion remaining at high price levels and price revisions by brand companies, robust domestic and overseas demand continued against the backdrop of a weak yen and rising stock prices
Net sales ★★★	YoY 142.7%	• Record-high net sales on a quarterly basis • Retail ratio: 46.1% (YoY: +3.3pt) • Tax-free sales YoY: 178.0% • Utilized strong purchasing and high-quality inventory carried over from the previous fiscal year, with both retail and corporate sales performing steadily • Flagship stores and sales stores opened in the previous fiscal year contributed fully
Gross profit margin* ★★☆	YoY +0.6 pt*	• Gross profit margin: 21.9% • Contributed to the improvement of gross profit margin by supplying high-margin individual purchase items with a retail-first approach • Although the profit margin for corporate sales fell short of the plan, the gross profit margin improved by 0.6pt YoY due to the growth in retail
SG&A expenses to sales ratio ★★★	YoY △2.9 pt (Improvement)	• SG&A expenses to sales ratio: 16.5% • Continued investment in strengthening purchasing and sales, as well as investment for future growth • SG&A expenses to sales ratio declined due to economies of scale accompanying significant revenue growth
Operating profit ★★★	YoY 399.8%	• Operating profit margin: 5.4% (YoY: +3.5pt) • The increase in gross profit significantly absorbed the increase in SG&A expenses, leading to a substantial expansion in operating profit

* The YoY change in gross profit margin is calculated as the difference between the gross profit margins of the current and previous periods (rounded to the second decimal place)

This is an overview of the comprehensive evaluation for the first quarter.

Amidst a complex market environment, the Company did not simply benefit from external factors; rather, the promotion of "strengthening individual purchases" and "retail-first" strategies, which we set at the end of the previous fiscal year, has borne fruit at a high level.

On the purchasing side, in addition to the steady progress of new store openings such as purchasing centers, the strengthening of customer attraction and engagement at existing stores has been successful, with existing stores strongly driving the growth of total individual purchases.

Utilizing high-quality inventory purchased in the previous fiscal year, and with contributions from stores opened in the previous fiscal year, we achieved increased revenue in net sales.

Regarding the external environment, we observed gold bullion trading at high levels, list price revisions by major brands, and robust domestic and international demand for second-hand goods driven by the weak yen and rising stock prices; our ability to capitalize on these trends and effectively link our purchasing and sales activities led to the results achieved this time.

Brand Fashion Business: Outlook for the second quarter of Fiscal Year Ending March 31, 2027

- **Net sales are expected to continue expanding, led by retail, in 2Q, backed by strong purchases from individual customers and high-quality inventory.**
- **While continuing active growth investments, we aim to achieve our full-year plan by mitigating downside risks through the flexible use of corporate sales against market fluctuation risks.**

▌Market price forecast trends for main products

JEWELRY

Brand jewelry and overseas demand provide support

【Gold / Brand Jewelry】 Although there are concerns about fluctuations in gold prices due to geopolitical risks, brand jewelry is expected to remain firm, backed by list price revisions and overseas demand.
【Diamond】 As it is a seasonal off-season, market prices tend to be soft.

WATCH

Market prices remain firm, backed by list price revisions, etc.

Some popular models are showing a slightly softer trend; we will continue to carefully monitor risks such as market price declines during rapid yen appreciation and geopolitical risks.

BAG

Expectations for high price stability, centered on popular models

Due in part to list price revisions by major brands, the overall market distribution volume, especially for popular models, is limited; therefore, products with high demand are expected to remain stable at high prices. On the other hand, as in typical years, we anticipate a general downward trend in market prices toward the seasonal lull in September.

FASHION

High-price range items and vintage products drive the market

A gradual rise in some brands is expected to continue, and market prices are expected to remain high, especially for high-price range items. In addition, demand for vintage products is on an upward trend, and market prices are expected to remain firm.

▌2Q Outlook

	Results forecast	YoY YoY comparison
Purchase	• Purchases from individual customers remain firm due to the active opening of purchasing centers and measures at existing stores. • In addition to the purchase of gold bullion accompanying the high-level trend of gold prices, the securing of high-quality inventory is progressing well, with list price revisions of major brands acting as a tailwind. • We are promoting inventory securing while managing market fluctuation risks, with an eye on the demand season in the second half.	↗
Net sales	• Net sales are expected to remain firm, centered on retail, backed by abundant inventory and purchases from individual customers. • High-level sales are maintained, supported by list price revisions of major brands and strong demand both domestically and overseas. • While focusing on priority supply to retail, we aim to maximize net sales by flexibly utilizing corporate sales in response to market trends of each product and fluctuations in gold prices.	↗
Gross profit margin	• Focus on strengthening high-margin purchases from individual customers and priority allocation to retail. • On the other hand, there is a possibility of falling below the plan if purchases of gold bullion increase due to fluctuations in gold prices, market prices of products fall, or if retail slows down and the ratio of corporate sales increases.	↗
SG&A expenses to sales ratio	• We will continue to balance growth investment and high profitability through efficient store operations and appropriate expense control. • With an eye on medium- to long-term scale expansion, we will implement additional investments in human resource recruitment and development, branding, and promotion measures. • We are promoting investment in DB integration between groups and IT infrastructure.	→
Operating profit	• We will steadily secure operating profit by accumulating gross profit through the strengthening of purchases from individual customers and retail, and by balancing this with appropriate expense control.	↗

Next, I will explain the “Outlook and Assumptions for 2Q” for the Brand Fashion business.

Regarding the overall purchasing and sales, we anticipate that the expansion of net sales led by retail will continue in 2Q, backed by the “strong purchases from individual customers” that reached a record high in 1Q, and the “high-quality and abundant inventory” secured through those purchases.

Regarding market price trends for main products, we assume that prices will remain firm, centered on high-demand products, influenced by successive list price revisions by various brands.

On the other hand, as a seasonal cycle of the reuse industry, there is a possibility that market prices will temporarily soften,and we will continue to carefully monitor downside risks associated with rapid exchange rate fluctuations and geopolitical risks.

Even under such an environment, we have established an operation that minimizes downside risks while maintaining inventory turnover by focusing on priority supply to “retail” and flexibly combining “corporate sales,” led by our in-house auctions.

We will continue to actively develop our business to ensure the achievement of our first-half and full-year plans by not easing our hands on active growth investments, while thoroughly ensuring profit through market price control.

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Contents

Today, we will proceed according to the following agenda.

1. Consolidated Earnings Results for the First Quarter of the Fiscal Year Ending March 31, 2027

First, I would like to report on the details of the consolidated earnings results for 1Q of the Fiscal Year Ending March 31, 2027.

Performance

Net sales increased by 142.7% year-on-year, reaching a record high on a quarterly basis.
Significant accumulation of gross profit absorbed the increase in SG&A expenses, and operating profit expanded to approximately 4 times the year-on-year level.

(unit : millions of yen)	2025.3-1Q	2026.3-1Q	2027.3-1Q	Changes	YoY	Plan Ratio*
Net sales	33,499	46,120	65,820	19,700	142.7%	26.1%
Gross profit	8,579	9,841	14,382	4,541	146.1%	-
Gross profit margin	25.6%	21.3%	21.9%	+0.6pt	-	-
SG&A expenses	6,442	8,958	10,849	1,891	121.1%	-
Operating profit	2,137	883	3,533	2,649	399.8%	32.7%
Operating profit margin	6.4%	1.9%	5.4%	+3.5pt	-	-
Ordinary profit	2,186	652	3,334	2,682	511.2%	34.4%
Quarterly profit attributable to owners of parent	1,412	353	2,081	1,727	589.0%	35.6%

* Progress rate against the full-year plan for the fiscal year ending March 2027 disclosed on May 14, 2026

The status of the consolidated statement of income is as shown.

Net sales increased by 142.7% year-on-year, reaching a record high on a quarterly basis.

Through the thorough implementation of "Retail First," which prioritizes the supply of high-margin items purchased from individuals to retail, the gross profit margin improved by 0.6 percentage points from the previous year.

While continuing growth investments, we recorded significant profit growth at each profit level due to the realization of economies of scale accompanying the substantial increase in revenue.

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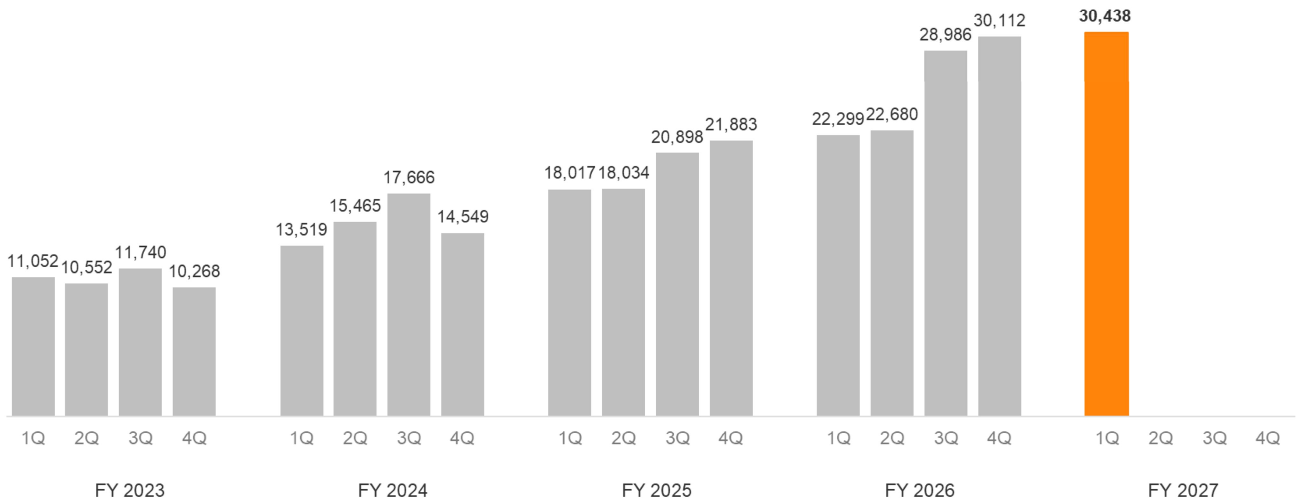
Purchase from individual customers (Group total)

Secured abundant high-quality inventory through the continuous opening of purchasing centers and steady growth of existing stores
Individual purchases recorded 136.5% YoY, reaching a record high

(unit : millions of yen)



* Individual purchase routes: Purchasing at stores, Purchasing at visited sites, Purchasing at events, Purchasing using home delivery services

This shows the trend in "Individual purchases," which is the source of our group's competitive advantage and the driving force of our business.

This is the result of the continuous opening of new purchasing centers, as well as the strengthening of promotions at existing stores, and the effects of digital marketing measures such as purchasing campaigns and SEO measures, which boosted the purchasing power of existing stores as a whole, leading to a record high on a quarterly basis.

The ability to stably purchase high-quality items directly from customers is the greatest source of our group's profitability and competitiveness.

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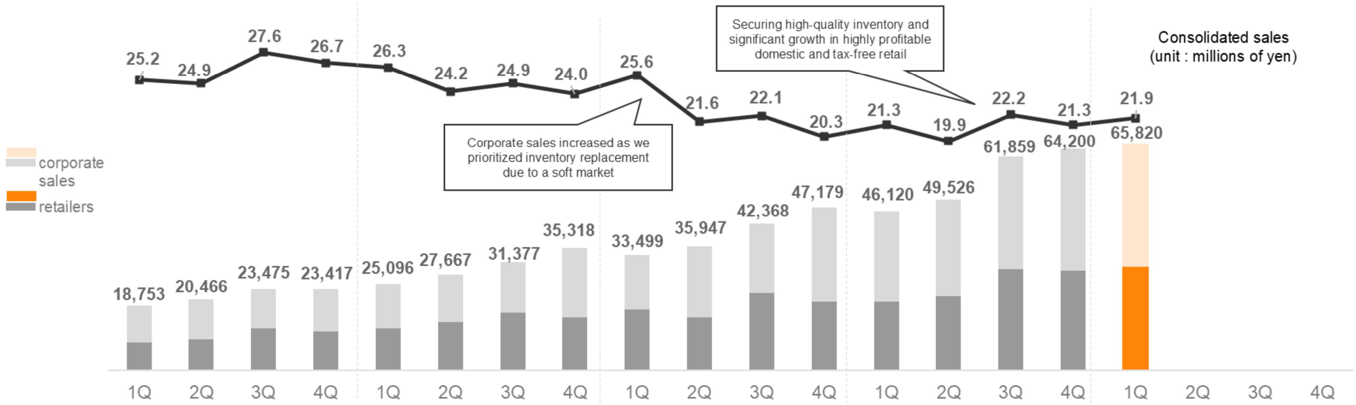
Trends in Consolidated Net Sales and Gross Profit Margin

Growth in both retail and corporate sales, driven by the expansion of purchases from individual customers
Gross profit margin steadily recovered to 21.9% by prioritizing the supply of high-quality inventory to retail



	FY2023				FY2024				FY2025				Fiscal Year Ended March 31, 2026				Fiscal Year Ending March 31, 2027			
Retail ratio[*1]	43.2%	43.8%	51.7%	47.6%	48.2%	50.8%	53.1%	43.7%	52.8%	42.5%	52.6%	41.9%	42.8%	43.4%	47.3%	45.1%	46.1%			
Tax-free sale ratio[*2]	5.0%	3.8%	8.8%	9.9%	12.3%	10.4%	16.0%	10.8%	18.4%	14.8%	13.3%	12.6%	13.3%	12.9%	16.4%	15.3%	16.6%			

*1 Retail ratio is calculated as retail sales / consolidated sales (retail sales include tax-free sales)
*2 Tax-free sale ratio is calculated as domestic duty-free sales / consolidated sales

This is the quarterly trend of consolidated sales and gross profit margin.

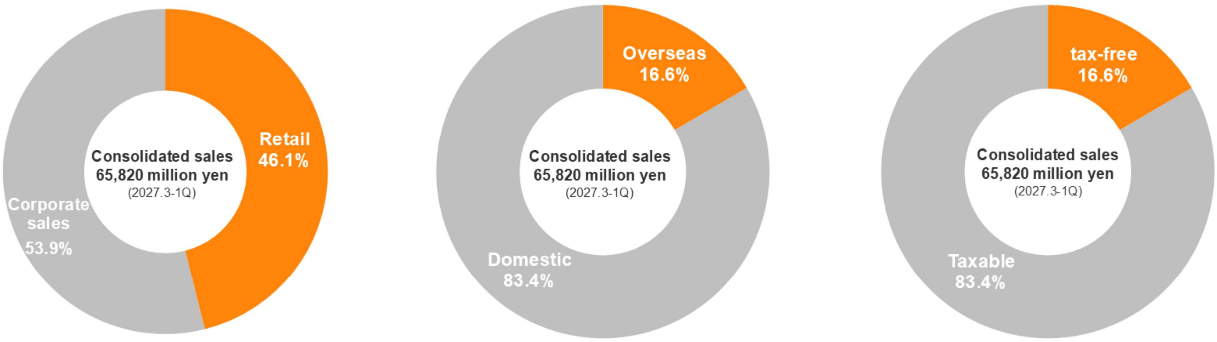
Net sales have grown significantly compared to the same period last year in both "retail" and "corporate sales."

Furthermore, for inventory exceeding retail demand, items with concerns regarding market fluctuation risks, and gold bullion such as ingots, we utilize our company's robust "corporate sales channels" to achieve early liquidation and profit realization. This ensures the maximization of inventory freshness and cash efficiency, as well as the thorough elimination of price decline risks.

Breakdown of consolidated Net sales (Retail/Overseas/Domestic tax-free sales)

【Retail】 Retail sales have steadily increased due to the acceleration of store openings both domestically and internationally and the supply of inventory with a retail-first approach.
【Overseas】 Brand awareness has improved due to aggressive store openings centered in the Asian region and business expansion in each area, contributing to the expansion of net sales.
【Tax-free】 We have reliably captured robust inbound tourism demand from various countries and regions, and the domestic tax exemption ratio has expanded to 16.6% (up 3.3pt YoY).

Retail ratio* | Overseas ratio* | Domestic tax exemption ratio*



* "Corporate sales" includes auction fees.

* "Overseas" does not include domestic tax-free sales, etc.
* Overseas ratio is calculated as (overseas group company sales + overseas export sales) / consolidated sales

* Domestic tax exemption ratio is calculated as domestic tax-free sales / consolidated sales.

The breakdown of sales composition is as shown.

By aggressively opening new stores—particularly across Asia—to boost brand recognition, and by steadily capturing robust domestic and international demand through the integration of key physical stores and e-commerce, we have successfully increased our retail sales ratio as well as the proportions of overseas and domestic tax-free sales.

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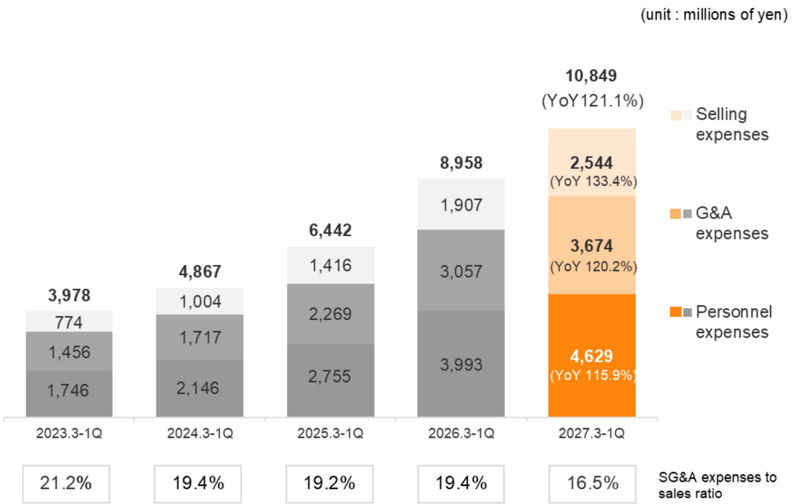
Changes in selling, general and administrative expenses

SG&A expenses increased to 121.1% YoY due to accelerated investment in store openings, customer acquisition, and sales promotion.
Although total SG&A expenses increased due to continued growth investments, the SG&A expenses to sales ratio decreased to 16.5% (down 2.9pt) due to scale benefits accompanying business expansion.



Selling expenses

- Increase in sales commissions, credit card fees, and advertising and promotional expenses for store openings and strengthening purchasing and retail operations, etc.

G&A expenses

- Increase in ground rent and depreciation, etc. associated with the expansion of the number of stores

Personnel expenses

- Increase in salaries and allowances, welfare expenses, etc. due to an increase in the number of hires

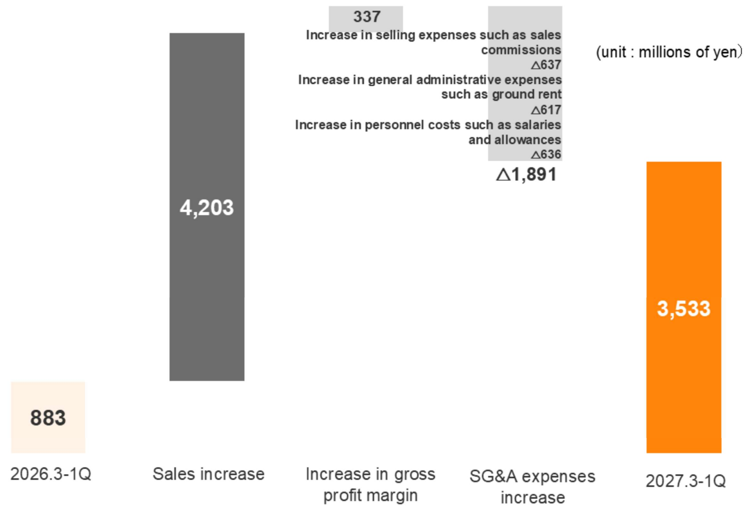
The status and details of SG&A expenses are as shown.

While we have not slowed down our aggressive investments for medium- to long-term growth, the SG&A expenses to sales ratio decreased by 2.9 percentage points YoY due to the scale benefits accompanying the expansion of net sales.

We evaluate this as a reflection of efficient operations and effective cost management functioning well.

Analysis of consolidated operating income

Gross profit expanded due to the strengthening of individual purchasing and the thorough implementation of a retail-first approach. We absorbed the increase in SG&A expenses with gross profit, resulting in a significant increase in operating profit.



Net sales

- High-quality inventory has been enhanced through the strengthening of individual purchasing.
- Growth in both retail and corporate sales

Gross profit margin

- Through the thorough implementation of a retail-first approach, we prioritized the supply of high-margin items purchased from individuals, leading to an improvement in the gross profit margin.
- For inventory exceeding retail demand, we successfully increased gross profit by early liquidation and profit realization through corporate sales.

SG&A expenses

- Increase in salary allowances due to base increase and increase in employees
- Increase in advertising and promotional expenses aimed at strengthening purchasing and retail.
- Increase in ground rent, etc. due to store openings
- Increase in sales commissions, etc. due to higher net sales

This is an analysis of the factors behind the change in consolidated operating profit from the same period of the previous year.

We achieved a significant increase in profit, from 0.883 billion yen in the previous year to 3.533 billion yen in the current quarter.

Regarding the breakdown of these factors, first, the significant revenue increase effect due to strong individual purchasing pushed up profit by 4.203 billion yen.

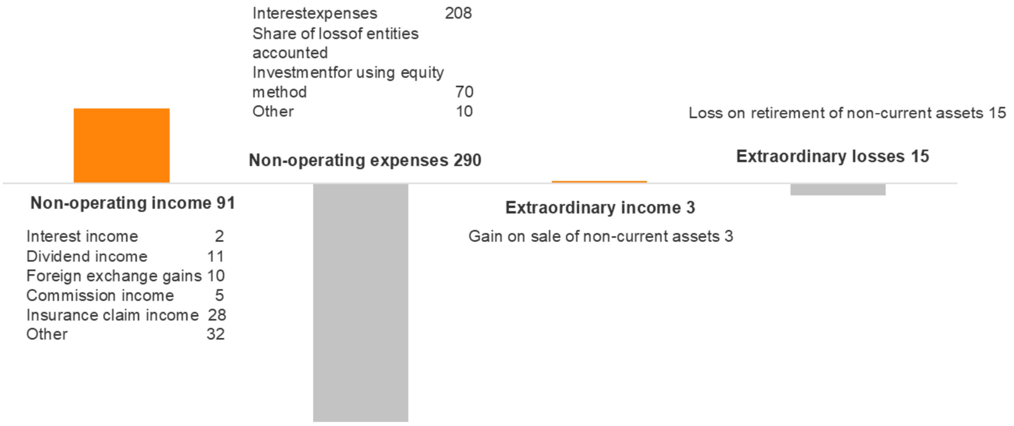
On the other hand, SG&A expenses increased by a total of 1.891 billion yen as an investment for future growth.

While executing aggressive investments, we achieved an expansion in purchasing and sales volume that far exceeded these investments, resulting in a sound profit growth structure that absorbed the investment costs.

Non-operating income and expenses/extraordinary income and losses

Although non-operating expenses such as interest expenses associated with growth investments were incurred, they were sufficiently absorbed by strong core business profits.
Ordinary profit achieved a significant increase of 511.2% YoY, and net income attributable to owners of parent achieved a significant increase of 589.0% YoY, securing sufficient profit with high progress against the full-year forecast.

(unit : millions of yen)



This is an overview of non-operating income and expenses and extraordinary income and losses.

In this quarter, due to borrowings to prepare for future robust purchase investments and store openings, non-operating expenses including interest expenses of 0.29 billion yen were incurred.

However, the high profitability of our core business has sufficiently absorbed the financing costs for growth.

Balance sheet overview

Inventories, which will be the source of future sales, are growing steadily due to proactive purchasing.
Although interest-bearing liabilities have increased due to borrowings for securing inventory, they are sufficiently covered by cash and deposits and highly liquid inventories,
maintaining high financial soundness.

(unit : millions of yen)	March 2026	2027.3-1Q	Changes
Current assets	85,697	91,914	6,217
Cash and deposits	19,790	20,224	434
Inventories	50,046	54,083	4,036
Other	15,860	17,606	1,746
Non-current assets	23,483	24,217	733
Assets	109,181	116,132	6,951
Liabilities	71,353	76,670	5,316
Interest-bearing liabilities	59,930	65,180	5,250
Other	11,426	11,489	65
Net assets	37,827	39,462	1,635
Liabilities and net Assets	109,181	116,132	6,951

・The Group's inventories are highly liquid, and the upfront investment in fresh and plentiful inventory serves as a competitive advantage.

・Cash and deposits + highly liquid inventories > interest-bearing liabilities,
so the risk is limited.

Inventories

- Inventory assets, which are the source of sales, increased due to strong individual purchases and strengthened corporate purchasing.

Interest-bearing liabilities

- Increase in inventories were financed with short-term borrowings

Net assets

- Steady profit recording absorbed dividend payments and increased net assets.

The balance sheet is as shown.

Total assets were 116.132 billion yen, an increase of 6.951 billion yen from the end of the previous fiscal year.

The main factor for this is that inventories, which are the source of sales, increased by 4.036 billion yen from the end of the previous fiscal year to 54.083 billion yen.

As a result of financing this ample inventory with short-term borrowings, interest-bearing liabilities increased by 5.25 billion yen to 65.18 billion yen.

While there are concerns about the expansion of interest-bearing liabilities, our inventories are highly liquid and can be immediately converted to cash in the market.

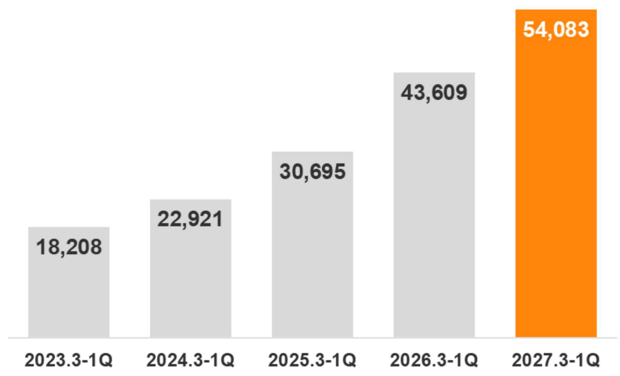
Furthermore, the total amount of cash and deposits and highly liquid inventories significantly exceeds interest-bearing liabilities.
Therefore, we have determined that our financial health is extremely

robust and the risk is limited.

Inventory Turnover

While continuing to secure inventory to strengthen retail, inventory turnover improved due to strong sales.
We aim to improve the cross ratio by optimizing profit margins and product turnover while proceeding with appropriate inventory securing.

Inventories (Unit: millions of yen)



	2023.3-1Q	2024.3-1Q	2025.3-1Q	2026.3-1Q	2027.3-1Q
Gross profit margin	25.2%	26.3%	25.6%	21.3%	21.9%
Inventory turnover	3.4 times	3.6 times	3.6 times	3.5 times	4.0 times
Cross ratio*	84.3%	93.4%	92.7%	74.1%	86.4%

* An indicator that is emphasized within the group, calculated as gross profit margin x inventory turnover rate.

This is the trend of inventory turnover, which indicates inventory efficiency.

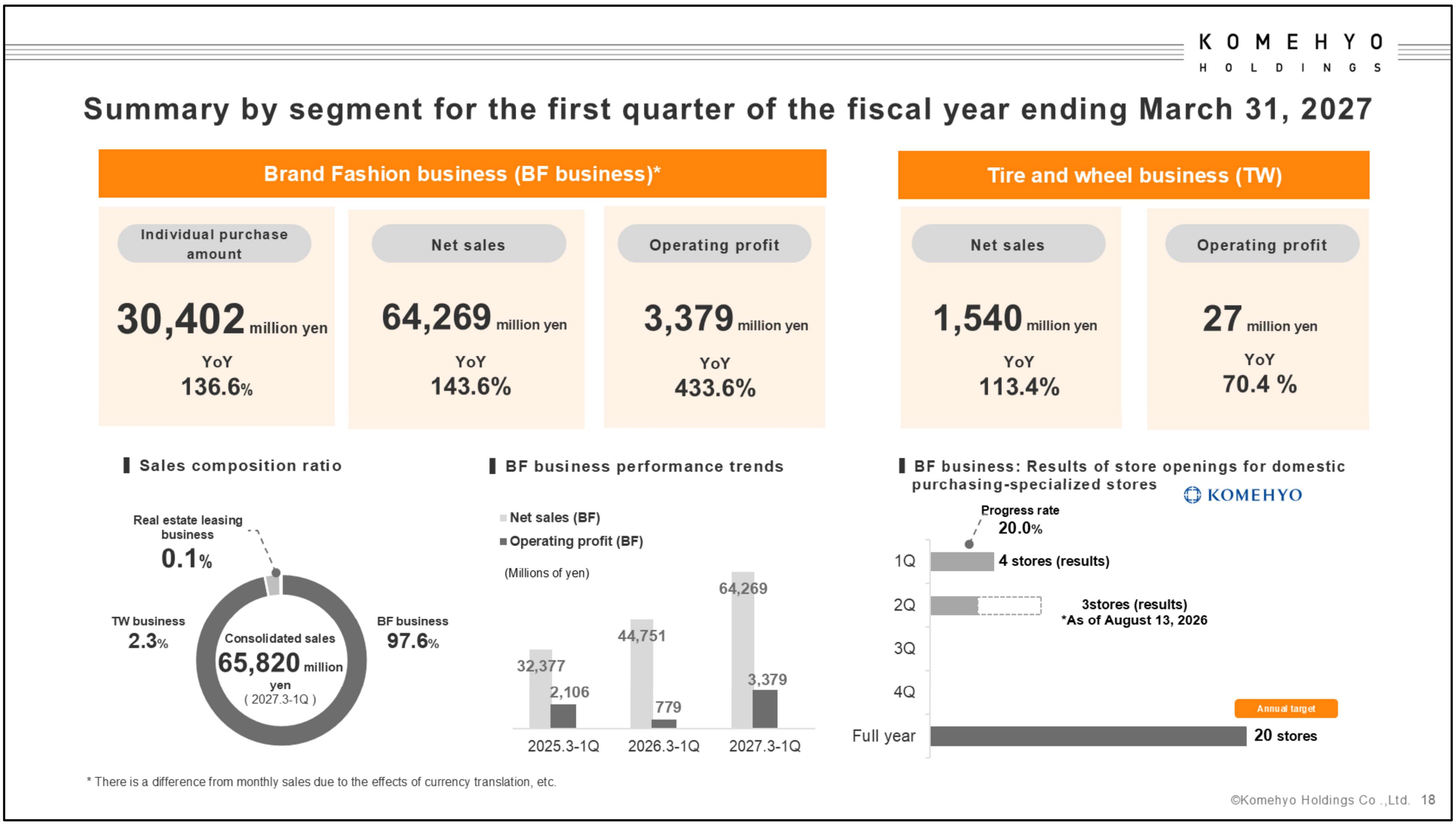
As a result of strong retail performance, the inventory turnover rate improved from 3.5 times in the previous year to 4.0 times in this quarter.

Furthermore, the “Cross ratio calculated by multiplying the gross profit margin by the inventory turnover rate, has recovered sharply from 74.1% in the previous year to 86.4%.

We are achieving ideal inventory management by appropriately securing fresh inventory that meets market needs while maintaining a high turnover rate.

2. Segment Overview for the First Quarter of the Fiscal Year Ending March 31, 2027

Next, I will explain Part 2, Segment Overview.



First, here is the summary by segment.

Net sales in the Brand Fashion business were 64.269 billion yen, 143.6% of the same period last year, accounting for 97.6% of the total composition.

Operating profit was 433.6% of the same period last year, driving the earnings growth of the entire consolidated group.

Meanwhile, the Tire and Wheel business saw an increase in both revenue and profit.

Segment Overview for the First Quarter of the Fiscal Year Ending March 31, 2027

The Brand Fashion business achieved significant increases in both revenue and profit, with net sales up 143.6% YoY and operating profit up 433.6% YoY.
The Tire and Wheel business secured increased revenue, up 113.4% YoY, but experienced a decrease in profit due to the impact of growth investments and other factors.

	(unit : millions of yen)	2025.3-1Q	2026.3-1Q	2027.3-1Q	Changes	YoY
Brand fashion	Net sales	32,377	44,751	64,269	19,518	143.6%
	Operating profit	2,106	779	3,379	2,600	433.6%
	Operating profit margin*2	6.5%	1.7%	5.3%	+3.6pt	-
Tire and wheel	Net sales	1,111	1,359	1,540	181	113.4%
	Operating profit or Operating loss (△)	△3	38	27	△11	70.4%
	Operating profit margin*2	-	2.9%	1.8%	△1.1pt	-
Real estate leasing	Net sales	82	91	91	0	100.2%
	Operating profit	27	31	30	△1	96.7%
	Operating profit margin*2	33.2%	34.1%	33.0%	△1.1pt	-

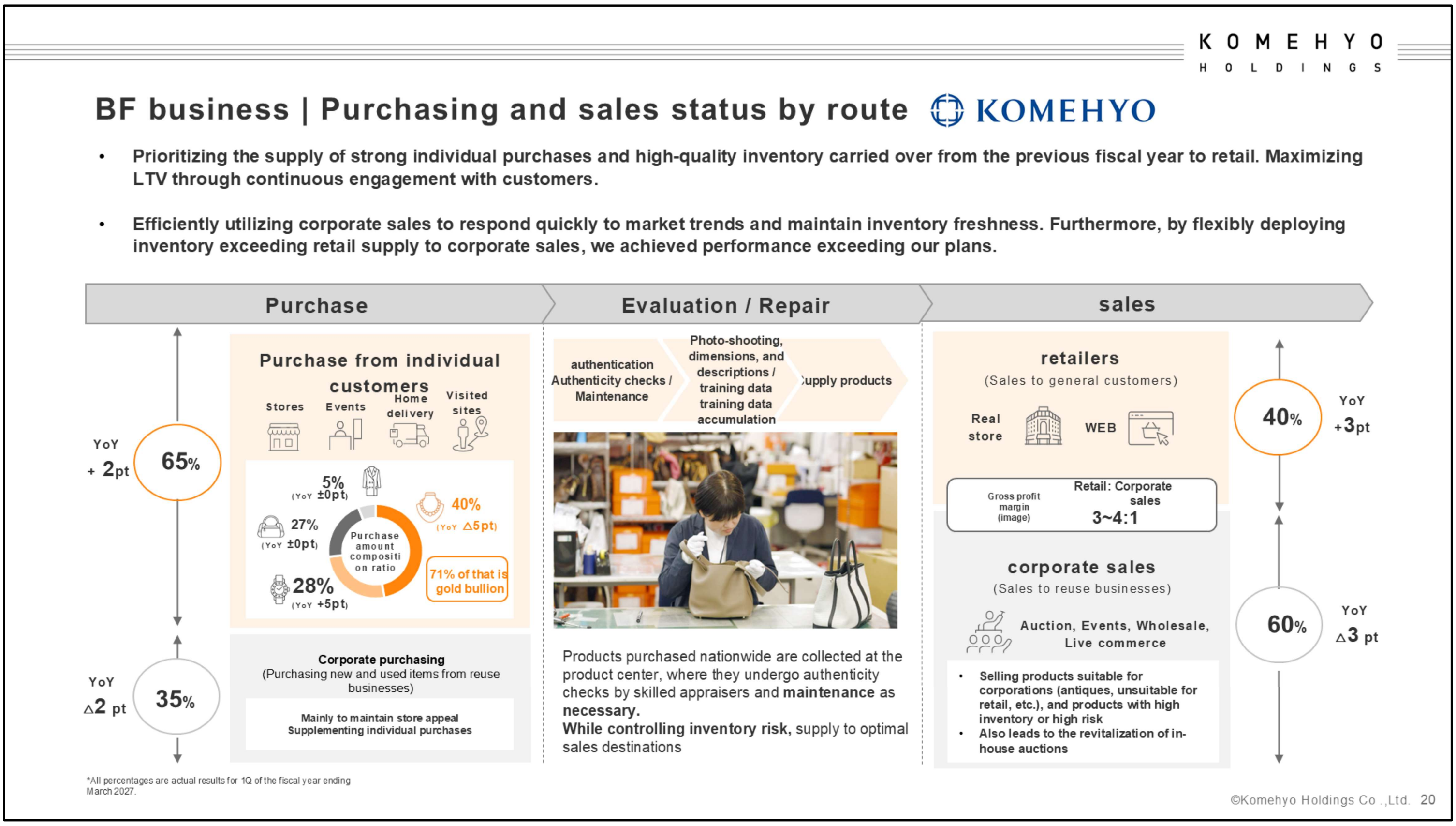
*1 Adjustments: Net sales (81) million yen, Operating profit 96 million yen
*2 YoY change in operating profit margin is calculated as the difference between the operating profit margins of the current and previous periods (rounded to the second decimal place).

This table summarizes the profit and loss figures by segment.

The Brand Fashion business achieved significant increases in both revenue and profit.

In the Tire and Wheel business, while revenue increased, the operating profit margin landed at 1.8% due to the impact of growth investments and other factors.

For the Real estate leasing business, both net sales and profit continue to perform stably in line with the plan.



Here, I will report on the actual results of purchasing and sales by route for our group's main company,"Komehyo Co., Ltd.“

First, regarding "purchasing," the composition ratio of "purchases from individual customers" in the total purchase amount increased by 2 points from the same period last year to 65%.

Through the opening of purchasing specialty stores and the steady growth of existing stores,we have been able to steadily expand the routes that are the source of our profits under our own initiative.

On the other hand, "corporate purchasing" has slightly decreased to a 35% composition ratio, but this is intended to complement store appeal and a rich product lineup, and is being controlled as planned.

Next is the performance of "sales."

The composition ratio of "retail" in net sales increased by 3 points from the same period last year to 40%.

The effects of the "Retail First" strategy we are promoting are appearing in the figures, strongly supporting the improvement of the group's overall gross profit margin.

Meanwhile, "corporate sales," which account for 60% of sales, are operating as a powerful sales channel to prevent inventory stagnation and efficiently recover cash on hand.
Furthermore, leveraging our own auctions for these corporate sales also helps to invigorate our auction business.

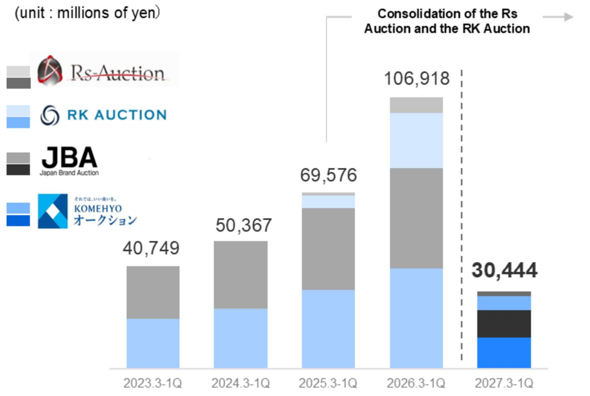
Products purchased nationwide are collected at the product center, where they undergo strict authenticity checks by skilled appraisers andmaintenance as necessary.

By leveraging our group's strength, our "discerning eye,“ we reduce inventory risk and achieve optimal capital efficiency and safety.

BF business | Auction GMV (Gross Merchandise Volume) Trends

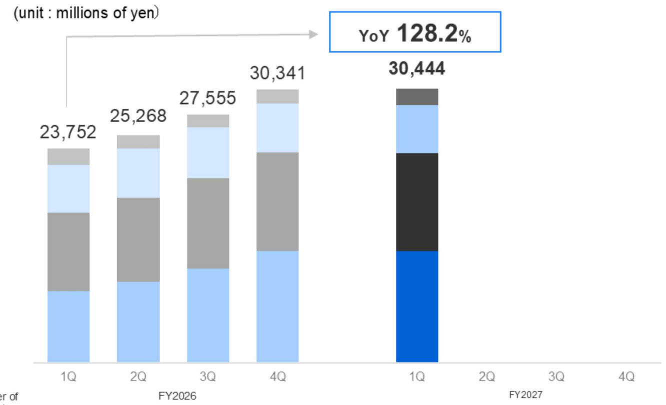
B-to-B auction business, the core of the Group's "business that contributes to distribution"
Grew significantly by 128.2% YoY for the four businesses combined due to the expansion of the membership base and an increase in the number of events held

▌Trends in full-year auction GMV (Gross Merchandise Volume)



Total number of cumulative member companies for the four businesses combined	2,811	3,602	6,252	6,538	-
Total number of events held for the four businesses combined	279	279	287	383	-

▌Quarterly trends in auction GMV (Gross Merchandise Volume)



Total number of cumulative member companies for the four businesses combined	6,040	6,229	6,395	6,538	6,691	-	-	-
Total number of events held for the four businesses combined	89	95	100	99	102	-	-	-

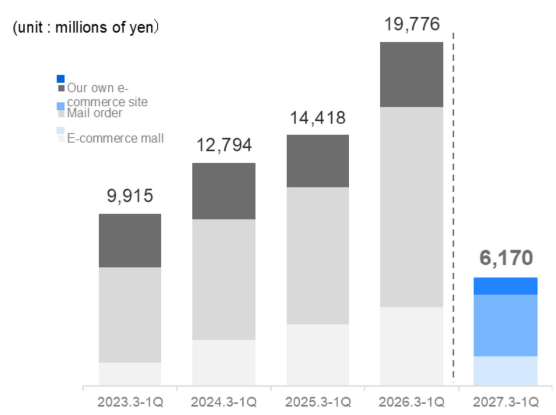
Regarding our Group's B-to-B auction business.

Boasting one of the largest auction operation know-hows in Japan, we have achieved steady expansion in the number of member companies and due to an increase in the number of events held, auction GMV for this quarter grew strongly by 128.2% YoY.

BF business | E-commerce sales*1 trends KOMEHYO

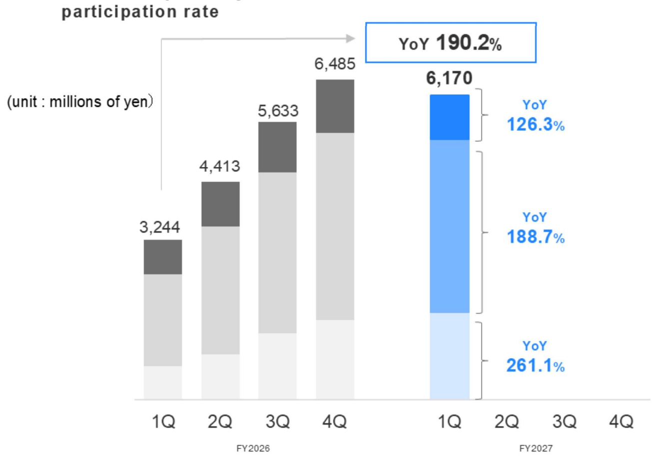
- E-commerce sales grew significantly to 190.2% YoY, and the e-commerce participation rate*2 also remained stable. Due to the optimization of sales promotions on major domestic malls and the growth of cross-border malls, E-commerce mall sales expanded significantly to 261.1% YoY.
- The maximization of the number of items listed on e-commerce sites and the establishment of in-store tax-free purchases (tax-free back orders, up 395.2% YoY) by foreign visitors to Japan who check products in advance contributed to this growth.

Trends in full-year E-commerce sales and e-commerce participation rate



	2023.3-1Q	2024.3-1Q	2025.3-1Q	2026.3-1Q	2027.3-1Q
E-commerce participation rate	40.9%	36.9%	33.8%	36.2%	-

Trends in quarterly E-commerce sales and e-commerce participation rate



	FY2026 1Q	FY2026 2Q	FY2026 3Q	FY2026 4Q	FY2027 1Q	FY2027 2Q	FY2027 3Q	FY2027 4Q
E-commerce participation rate	32.6%	38.6%	34.3%	39.1%	36.9%	-	-	-

*1 E-commerce sales / retail sales
*2 Sales that are the sum of sales from the company's own e-commerce site and e-commerce mall, and sales from customers purchasing products at stores via the company's e-commerce site. Integration with offline is essential for digital marketing strategies that leverage our strengths.

These are the results for E-commerce sales.

E-commerce sales at KOMEHYO for this quarter showed rapid growth, reaching 190.2% YoY.

In particular, the expansion of listings on major domestic malls and the automatic optimization of inventory linkage resulted in external mall sales reaching 261.1% YoY.

Furthermore, against the backdrop of strong inbound demand, products checked in advance via e-commerce are being requested for in-store pickup, with tax-free purchases via this "tax-free back order" service surging to 395.2% YoY.

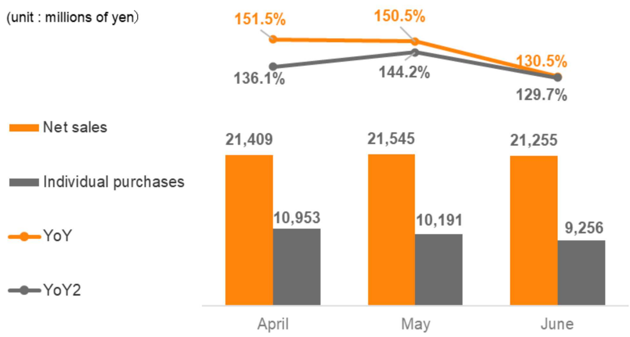
The construction of purchasing channels that integrate online and real stores is progressing.

KOMEHYO HOLDINGS

BF business | Monthly Review for the First Quarter of the Fiscal Year Ending March 31, 2027

Focusing on "Individual purchases" and "Retail" from the beginning of the fiscal year to improve profitability

First Quarter Monthly Trends*



	April	May	June	1Q
Retail ratio	45.3%	45.8%	45.2%	45.4%
Tax-free sale ratio	17.9%	17.3%	15.9%	17.0%
Number of stores opened	7	7	3	17

* Monthly net sales and individual purchases of the Brand Fashion business include overseas subsidiaries.

1Q Total Net Sales
64,269 million yen
YoY 143.6%

1QTotal individual purchases
30,402 millions of yen
YoY 136.6%

- ✓ Opened a total of 17 stores in 1Q, primarily focusing on purchasing centers
- ✓ Recorded individual purchases of 10 billion yen in a single month in April and May due to the effects of new store openings and purchasing measures
- ✓ Intentionally carried over high-quality inventory purchased in the previous fiscal year to the current fiscal year and actively sold it through retail
- ✓ Although jewelry and watch market prices have been soft since May, downside risk was mitigated by flexibly utilizing corporate sales
- ✓ Compared to other products, bags have maintained a steady market price

This is the monthly trend for the current quarter.

Individual purchases exceeded 10 billion yen in both April and May due to the effects of new store openings and proactive measures.

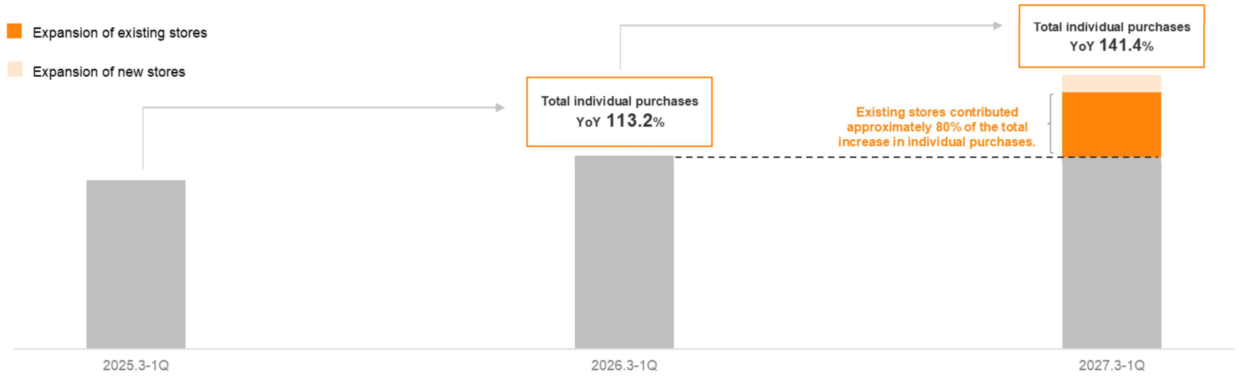
Net sales also grew significantly by actively selling high-quality inventory that was intentionally carried over from the previous fiscal year through retail channels.

BF business | The First Quarter of the Fiscal Year Ending March 31, 2027 Highlights (1) (Domestic)

In addition to new store openings, we are expanding our domestic purchasing share by strengthening the purchasing power of existing stores that have a solid customer base.

Strengthening purchasing power of existing stores* KOMEHYO

- Individual purchases at KOMEHYO continued to grow significantly, reaching 141.4% YoY.
- Digital marketing measures such as strengthened promotions, purchasing campaigns, and SEO measures have been successful, with the improvement of existing stores, including flagship stores, strongly driving overall growth.
- Even in an environment where competition for store openings is intensifying, we are promoting further expansion of our domestic share by using both "new store openings" and "strengthening existing stores" as our two main pillars.



*Target: Komehyo Co., Ltd.

Highlights of domestic business.

In addition to opening new stores, we are focusing on strengthening the purchasing power of existing stores with a solid customer base, aiming for steady market share expansion even in an environment of intensifying store opening competition.

Individual purchases at KOMEHYO showed a significant increase of 141.1% YoY due to the effects of digital marketing measures for existing stores, with existing stores contributing approximately 80% of the total increase in purchases.

KOMEHYO HOLDINGS

BF business | Fiscal Year Ending March 31, 2027 1Q Highlights (2) (Domestic)

Furthermore, we are promoting store creation that captures diversified customer needs through store openings that leverage the strengths of each group company.

Store Openings

(1) Joint store opening of "BRAND OFF SHIBUYA" and "Rodeo Drive SHIBUYA"*

"BRAND OFF SHIBUYA"

"Rodeo Drive SHIBUYA"

Leveraging each other's customer base (tax-free x domestic customers) and main products (bags x watches) to demonstrate powerful synergy.

- Built a solid foundation for profit expansion through customer traffic exceeding the plan and a high tax-free sale ratio.
- Aiming to promote initiatives that connect the demand of abundant store visitors to reliable revenue growth through improved traffic flow and higher purchase rates.

- Sales of high-profit-margin products were successful, and both revenue and profit significantly exceeded the plan.
- Despite being located on the 5th floor, we generated store visits through e-commerce linkage and in-building customer referrals.

(2) Opening of the flagship store "Selby Okachimachi Station Store"

- Opened the company's first flagship store
- This is the second store in the same area, and the number of purchasing customers has surged to approximately 2.5 times.
- Leveraging the prime location, the development of new, inbound, and surrounding customers is progressing smoothly.

* "BRAND OFF SHIBUYA" opened as a flagship store, and "Rodeo Drive SHIBUYA" opened as a purchasing and sales store (the definition of a flagship store differs by company).

Regarding store opening results, in May, "BRAND OFF SHIBUYA" and "Rodeo Drive SHIBUYA" opened jointly, and we are striving to create stores that leverage each other's customer base and main products.

In addition, Selby opened its first flagship store, "Selby Okachimachi Station Store," and we are focusing on expanding our proposals to existing customers while also cultivating new customers.

BF business | The First Quarter of the Fiscal Year Ending March 31, 2027 Highlights (Overseas)

Promoting active store openings, primarily in ASEAN and the Greater Bay Area (Guangdong-Hong Kong-Macao Greater Bay Area)
In North America, the construction of a business foundation for future growth is steadily progressing

Store Opening Progress

1Q Results

- Existing stores, led by those in Hong Kong, are performing as planned
  Store openings are also progressing smoothly in accordance with the growth speed of each country
- Regarding North America, individual purchasing is progressing steadily, exceeding the plan, and we have steadily established a local purchasing foundation. In addition, while steadily securing revenue through corporate sales, our in-house e-commerce is also growing reliably as awareness expands.
- Regarding iShopShops, which became a subsidiary in the previous fiscal year, we have flexibly controlled SG&A expenses such as marketing costs, limiting losses and keeping the financial impact minimal. Moving forward, in addition to starting the cultivation of live streamers and the construction of a robust seller network, we plan to use API integration to list high-quality inventory held by our group directly on ShopShops' e-commerce in bulk. Through this, we aim for dramatic growth in GMV.

April 15, 2026 Open
BRAND OFF Admiralty LAB Concept store
(Hong Kong)

April 30, 2026 Open
BRAND OFF Taichung Zhongyou Department Store
(Taiwan)

May 1, 2026 Open
BRAND OFF Mong kok MOKO store
(Hong Kong)

May 1, 2026 Open
KOMEHYO PLQ MALL
(Singapore)

Next, regarding the progress of our overseas business.

We are actively expanding, primarily in ASEAN, the Greater China area, and North America.

Overseas store expansion is progressing extremely well, and against the target set in our Medium-term Management Plan of "30 new store openings overseas from FY2025 to FY2028," we have opened a total of 26 stores as of this first quarter. The progress rate has already reached 86.7%.

In addition, existing stores, led by those in Hong Kong, are performing steadily as planned, and brand recognition is increasing dramatically in local markets.

Furthermore, in the massive "North American" market, results for individual purchasing are progressing steadily at a pace exceeding our initial plan, and we are steadily securing revenue, primarily through corporate sales.

As awareness of our in-house e-commerce is also growing locally, the foundation for future growth is being established.

Regarding iShopShops, which we made a subsidiary in the previous fiscal year, we have flexibly controlled SG&A expenses, including marketing costs, thereby limiting losses and keeping the financial impact to an extremely minimal level.

Moving forward, in addition to starting the cultivation of live streamers and the construction of a seller network, which are our strengths, we plan to build a system that allows for bulk integration with ShopShops' e-commerce by utilizing API integration for the abundant inventory data held by our group.

Through this, our group's overwhelming inventory capabilities will merge with our digital dissemination power, realizing dramatic growth in GMV and profitability in the global market.

The Tire and Wheel business | Overview of the tire and wheel business for the First Quarter of the Fiscal Year Ending March 31, 2027

Achieved increased revenue through a strategic shift to high-margin products and expansion of self-planned wheel sales
Operating profit remained above forecast despite an increase in SG&A expenses due to investments in new warehouses and promotions

Net sales	Cost of used goods purchased
Achieved increased revenue	Although lower than the same period last year, **promoting operational efficiency**

Background to revenue growth

Shift to high-margin products and increase in average unit price

- Strategic shift to high-margin products in response to changes in the market environment
- Average unit price increased due to a focus on selling high-priced products and a review of labor charges

Operational efficiency in the used goods department

- Promoted standardization and efficiency of the "Sasage" (photography, measurement, and copywriting) and listing system at the new warehouse
- Increased supply capacity for used goods both in e-commerce and at stores, leading to steady revenue growth

Significant growth in self-planned wheels

- Sales of high-margin wheels such as the "BRADLEY" series grew significantly both domestically and overseas
- Both domestic and export sales made great strides, firmly driving the growth of the entire business

Next, I will provide an overview of the Tire and Wheel business.

While we secured increased revenue for the quarter, operating profit decreased as a result of front-loading growth investments for long-term efficiency and customer acquisition, such as initial costs associated with the operation of the new warehouse and active implementation of promotions.

However, in reality, the business is performing at an extremely steady pace, exceeding our initial forecast.

There are two main factors supporting the revenue growth this quarter.

The first is a strategic shift toward high-margin products and an increase in average unit price.

By promptly shifting to high-margin products in response to market changes, and further strengthening sales of high-priced products and optimizing labor charges, our average unit price has steadily increased, strengthening our profit structure.

The second factor is the significant growth of our self-planned wheels.

Sales of our high-margin self-planned wheels, including our flagship "BRADLEY" series, have grown significantly, not only in Japan but also in export sales to overseas markets.

3. Future Initiatives

Next, I will explain Part 3, Future Initiatives.

Initiatives for the Second Quarter of the Fiscal Year Ending March 31, 2027

・From the 2Q onwards, while continuing "individual purchasing" and "retail first," we will aim to maximize customer attraction and profit opportunities through new store openings and the deepening of existing stores
・Overseas, we will proceed with the development and expansion of the B2B distribution foundation and steadily promote the construction of a global platform

▍Future store opening and expansion plans

July 31	Sales stores	「Komehyo Sunway Velocity」(Malaysia)
August 1	Purchasing and sales store	「BRAND OFF Vintage Salon」(Shanghai)
August 12	Auction	「JBA Shanghai Auction」(Shanghai) started
August 19	Purchasing and sales store	「BRAND OFF Causeway Bay LAFORET store」(Hong Kong)
Scheduled for August	Establishment of subsidiary	「BRAND OFF MACAU LIMITED (tentative name)」(Macau)
Scheduled for October	Establishment of subsidiary	「PT KOMEHYO INDONESIA (tentative name)」(Indonesia)
Scheduled for December	Purchasing and sales store	「BRAND OFF LUXE VINTAGE」(Japan)
Scheduled for this winter	Flagship store	「KOMEHYO Nagoya Main Store Main Building 1st Floor」Full renewal

▍2Q Topics

(1) "KOMEHYO Nagoya Main Store Main Building 1st Floor" Phase 1 renovation completed

・A portion of the area that had been under renovation since June was completed at the end of July

・The second phase of construction will start from mid-August, and we aim for a full renewal this winter while continuing operations as usual in areas other than the relevant area

・Aiming to improve customer purchasing experience and increase profits by expanding the number of stores and enhancing in-store circulation

(2) "JBA Shanghai Auction" started (2026.8.12~)

・Launched the group's first overseas B2B auction in Shanghai, China

・Introduced locally the group's auction operation know-how (over 6,600 total group members), one of the largest in Japan, as well as strict Japanese-quality authentication standards using expert staff with a discerning eye and authentication AI

・Leveraging the group's international logistics network to build a trading foundation where high-quality products gather. Promoting the strengthening of the distribution network in China and global expansion

We are currently proceeding with the topics for the 2Q and our future initiatives.

First, regarding our "Future store opening and expansion plans," we will continue to accelerate store openings overseas, with a focus on Asia.

Furthermore, as announced in May, as an important milestone in our future global strategy, we are planning new entries into "Macau" and "Indonesia."

In Japan, we are advancing business development to meet all types of demand, such as opening a store specializing in vintage items in December, across the entire group.

From here, I would like to talk about two points regarding the "2Q Topics."

First, regarding the "KOMEHYO Nagoya Main Store Main Building 1st Floor,“ we are currently proceeding with construction toward a full renewal, and the first phase of renovation was completed at the end of July, with the renovated area opening ahead of schedule.

Following the second phase of construction starting in mid-August, we are planning a grand opening this winter.

Through further expansion of the number of items handled and re-evolution into a layout with high circulation, we aim to enhance the customer purchasing experience and maximize profits.

And overseas, we launched the "JBA Shanghai Auction" on August 12.

For our group, this is our first in-house operated B2B auction overseas.

Leveraging our group's strengths in "discerning eye" and "proprietary authentication AI technology," as well as the brand recognition and trust that BRAND OFF has built up to date, we will promote the strengthening of our distribution network in Shanghai and market share expansion in the global market.

In this way, even from the 2Q onwards, by maintaining an aggressive stance, we will increase touchpoints with many customers and aim for further business expansion and business deepening.

Regarding the Acquisition of Shares of GarageBank, Inc. (Making it a Wholly Owned Subsidiary)

01 / Deal Overview

Number of shares acquired: 467,864 shares (Voting rights: 100.0%)

Acquisition price: 1.6 billion yen +
Advisory fees: approx. 0.08 billion yen
Total: approx. 1.68 billion yen

Contract signing date: July 16, 2026

Stock transfer execution date: July 29, 2026

02 / Overview of GarageBank, Inc.

GarageBank

Established: January 22, 2020

Capital: 50 million yen

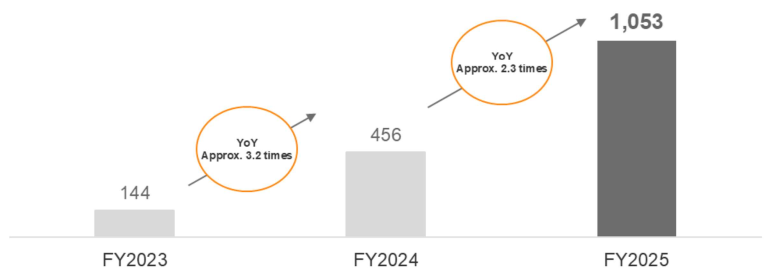
Location: Toranomon Central Building 8F,
1-7-1 Nishi-Shimbashi, Minato-ku, Tokyo

Business activities: Development and operation of the physical asset management and utilization app "cashari"

03 / Performance Trends of GarageBank, Inc.

Net sales have rapidly expanded approximately 7.3 times in 2 years

(unit : millions of yen)



(unit:millions of yen)	FY2023	FY2024	FY2025
Net sales	144	456	1,053
Operating profit*	△145	△286	△206
Profit attributable to owners of parent	△144	△295	△242
Net assets	189	136	42

* Operating losses are due to the upfront investment phase accompanying business expansion, and we aim for early profitability improvement by investing our management resources.
The impact on consolidated earnings is currently under review, and the amount of goodwill will be disclosed after it is finalized.

Finally, I would like to explain the overview of GarageBank, Inc., which we made a subsidiary in July.

GarageBank, Inc. was established in 2020 and develops and operates "cashari," an app for managing and utilizing physical assets.

The company was established in 2020 and develops and operates the physical asset management and utilization app "cashari."

Net sales have expanded approximately 7.3 times over the last two years.

As a startup, the company is still in the investment phase for system development and marketing, so it is currently posting an operating loss. However, the technology and high customer acquisition capability that the company possesses are extremely important for achieving the discontinuous growth we aim for and our long-term goal in our Medium-term Management Plan,
"Net sales of 500 billion yen."

Overview and Expected Effects of the "cashari" Service

04 / About the "cashari" service

Visualize the value of your belongings in as little as 30 seconds just by taking a photo with your smartphone at home. Choose from "sell," "leaseback," or "donate" to monetize your items.

05 / Expected effects

This project is a strategic investment aimed at achieving the long-term goal of "500 billion yen in net sales" set forth in our Medium-term Management Plan. We aim for non-linear growth in GMV by integrating our value chain with the technology and customer base possessed by Garage Bank.

Komehyo Holdings

- Outstanding discerning eye
- Integrated value chain from "purchasing to product commercialization and sales"
- Real-time market price database and reuse human resources and other management resources

×

Garage Bank

- Proprietary technology (image appraisal and credit judgment) based on a track record of 400,000 cumulative downloads
- Patented leaseback system that allows for monetization without parting with items
- Agile system development and improvement capabilities that quickly adapt to market changes

- Revitalization of purchasing and distribution cycles
- Acceleration and improved accuracy of appraisals in "cashari," and expansion of items handled
- Creation of new customer experiences that allow for "monetization without parting with items"
- Improvement of GMV through "visualization of item value" using data × AI

By combining our
・discerning eye
・integrated value chain from purchasing to sales,
・market price database and reuse human resources,
as our top-tier resources,

with the
・proprietary image appraisal and credit judgment technology that visualizes the value of items
・patented leaseback system
・system development capabilities
possessed by Garage Bank,

we will leverage these digital strengths to:

・create new customer experiences that allow for monetization without parting with items
・improve the appraisal accuracy of "cashari" by utilizing our assets and expand the range of items handled
・revitalize our group's purchasing and distribution cycles.

Furthermore, we will contribute to the improvement of the group's overall GMV.

KOMEHYO HOLDINGS

Disclaimer

This document is an English translation of a document prepared in Japanese.

Statements in this document that are not historical facts; statements concerning current plans, forecasts, strategies, and opinions of KOMEHYO Co., Ltd. are forward-looking statements subject to various risks and uncertainties.

These statements are prepared based on assumptions of the management of Komehyo Holdings Co.,Ltd. using currently available information.

Actual results may differ significantly from forecasts due to a variety of factors; therefore, investors should not place undue reliance upon them.

In addition, this document is not intended to solicit investments. Investors should make investment decisions at their own discretion.

IR contact

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We have made an exceptionally strong start to the fiscal year, with both the value of individual purchases and net sales reaching record highs for a single quarter, alongside a significant increase in profits.

I am convinced that these results stem from the steady, day-to-day efforts of our frontline teams—who constantly ask, "What can we do for our customers right now?" and swiftly implement necessary measures—combined with the robust "Relay-Use" value chain system that is our company's pride.

Moving forward, we will accelerate our momentum to achieve the goals set for the second quarter and our medium-term management plan, while continuing to aggressively expand our business.

We remain fully committed to meeting the expectations of our investors and, above all, to becoming a company that is chosen and loved by customers around the world.

That concludes my presentation.

Thank you very much for your attention.