# Financial Results Briefing Material
# for the Three Months Ended June 30, 2026

(April 01, 2026 – June 30, 2026)

**August 10, 2026**

**NAFCO Co., Ltd.**

**(Securities Code: 2790)**

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

(April 01, 2026 – June 30, 2026)

# Results for the Three Months Ended June 30, 2026

(Millions of yen)

| | Three months ended June 30, 2025 | % of total operating revenue | Three months ended June 30, 2026 | % of total operating revenue | YoY change |
|---|---|---|---|---|---|
| Total operating revenue | 47,064 | 100.0% | 47,451 | 100.0% | 100.8% |
| Operating profit | 1,823 | 3.9% | 1,701 | 3.6% | 93.3% |
| Ordinary profit | 1,797 | 3.8% | 1,624 | 3.4% | 90.4% |
| Profit | 766 | 1.6% | 905 | 1.9% | 118.2% |

[Revenue]

- Gross profit: Sales significantly decreased due to struggles against weather conditions in stark contrast to the dry rainy season and high temperatures of early June.
- Expenses: The effects of delivery operation review have continued from the previous period, with progress proceeding largely according to plan.

* Total operating revenue was calculated by adding operating revenue to net sales.

# Statements of Income

(Millions of yen)

| | Three months ended June 30, 2025 | % of sales | Three months ended June 30, 2026 | % of sales | YoY change |
|---|---|---|---|---|---|
| Net sales | 46,874 | 100.0% | 47,239 | 100.0% | 100.8% |
| Gross profit | 16,408 | 35.0% | 15,871 | 33.6% | 96.7% |
| Operating gross profit | 16,598 | 35.4% | 16,083 | 34.0% | 96.9% |
| Selling, general and administrative expenses | 14,774 | 31.4% | 14,382 | 30.4% | 97.3% |
| Operating profit | 1,823 | 3.9% | 1,701 | 3.6% | 93.3% |
| Ordinary profit | 1,797 | 3.8% | 1,624 | 3.4% | 90.4% |
| Profit | 766 | 1.6% | 905 | 1.9% | 118.2% |

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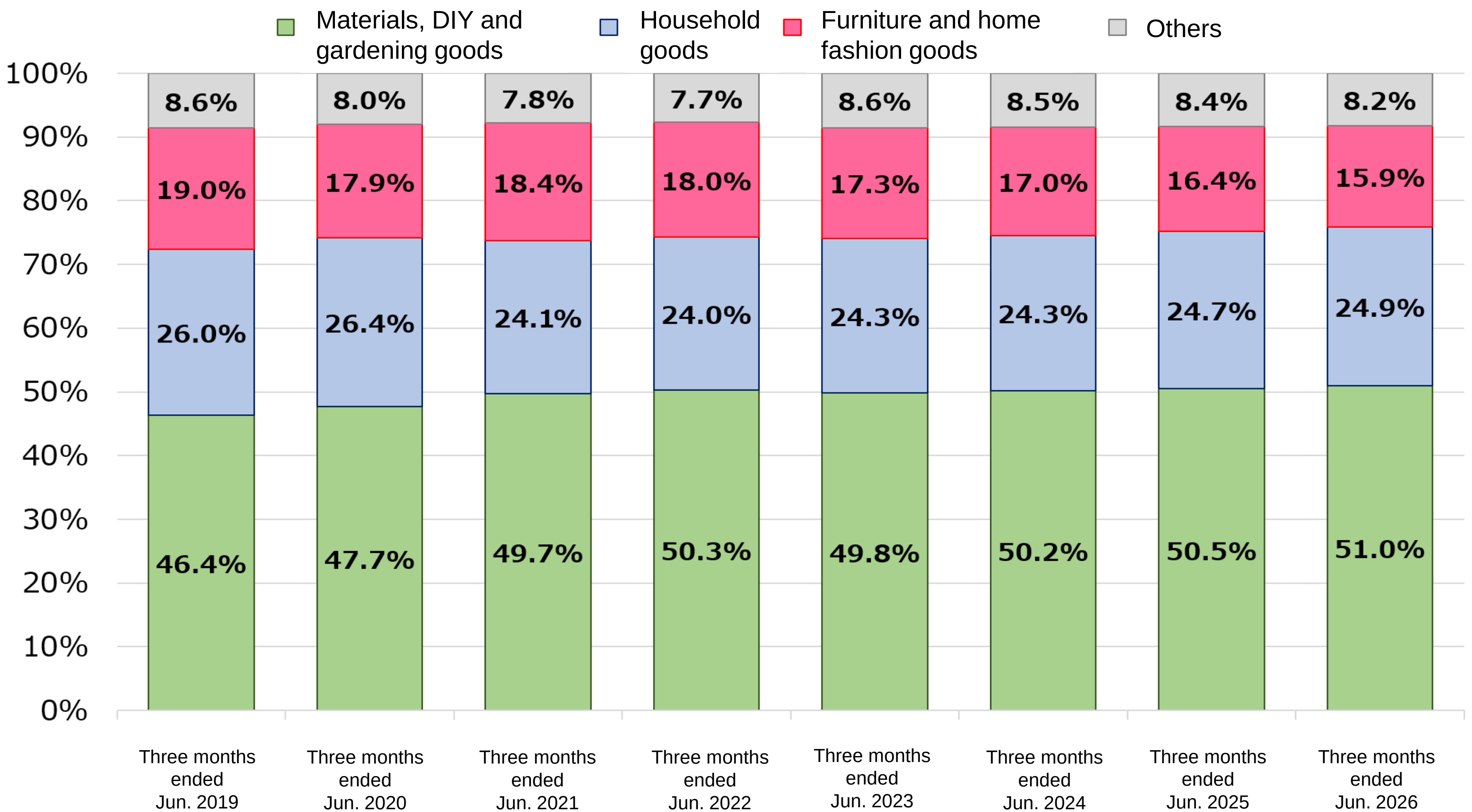
# Balance Sheets

(Millions of yen)

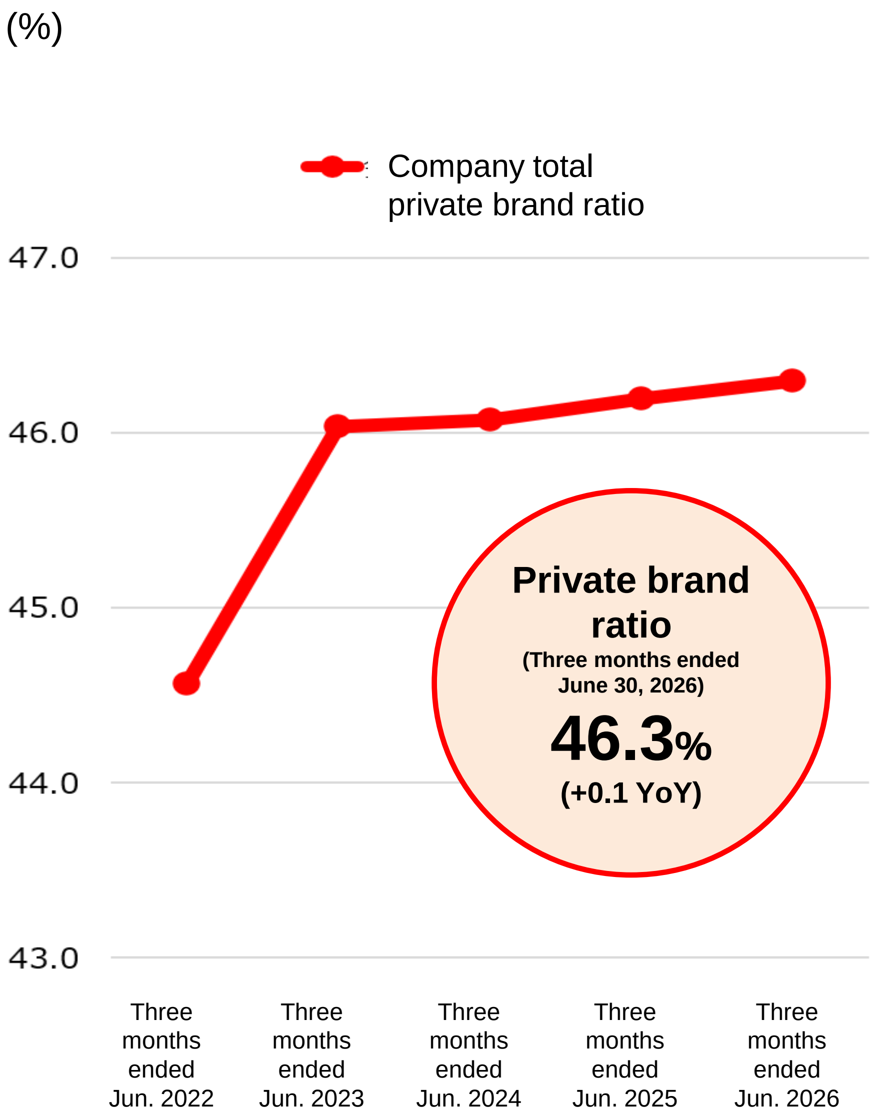
| | Fiscal year ended March 31, 2026 | Three months ended June 30, 2026 | Change from the end of the previous fiscal year |
|---|---|---|---|
| **Total assets** | **215,957** | **225,919** | **+9,961** |
| **Current assets** | **84,279** | **94,323** | **+10,043** |
| Of which, cash and deposits | 11,523 | 20,555 | +9,031 |
| **Non-current assets** | **131,677** | **131,595** | **(81)** |
| Of which, property, plant and equipment | 117,492 | 117,440 | (52) |
| **Liabilities** | **63,115** | **72,853** | **+9,738** |
| Of which, interest-bearing liabilities (short-term borrowings, current portion of long-term borrowings, long-term borrowings) | **17,695** | **27,030** | **+9,335** |
| **Net assets** | **152,842** | **153,065** | **+223** |
| **Ratio of interest-bearing liabilities (%)** | **8.2** | **12.0%** | |
| **Equity ratio (%)** | **70.8** | **67.8%** | |
| **Current ratio (%)** | **174.4** | **162.3%** | |
| **Non-current ratio (%)** | **86.2** | **86.0%** | |

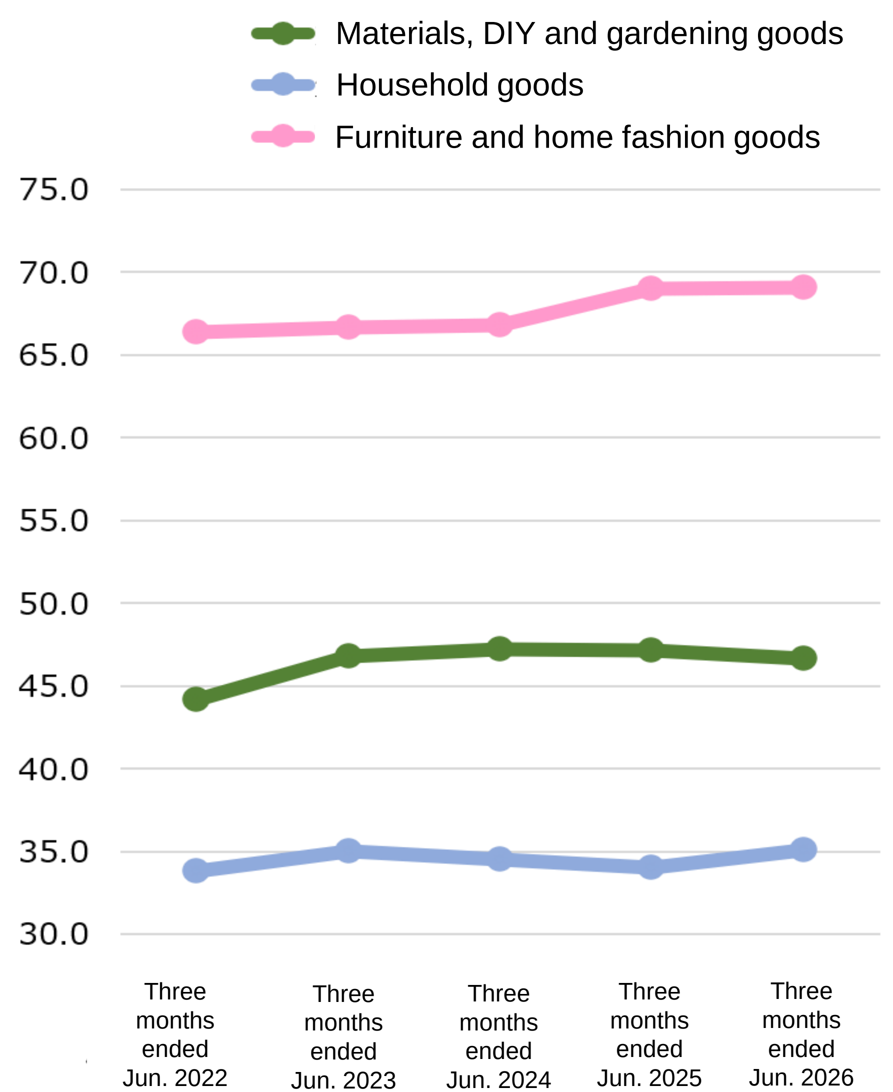
# Trend in Sales Composition by Product



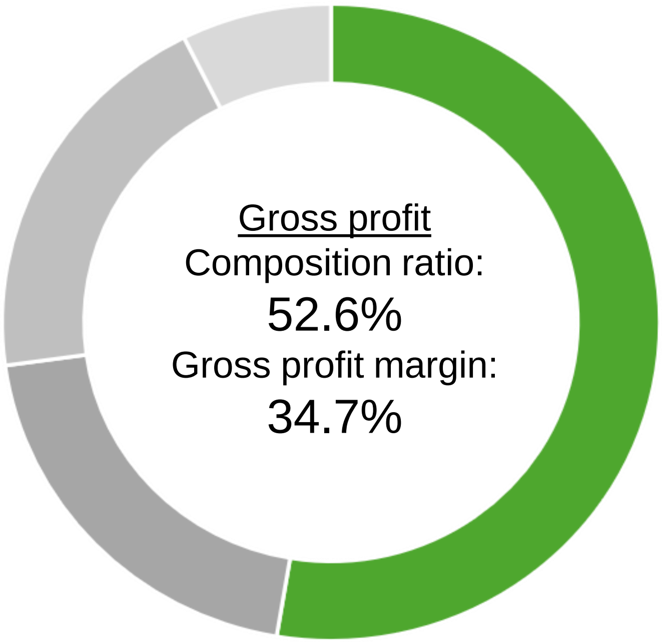

- Starting with the fiscal year ended March 2026, certain products have been reclassified from the materials, DIY and gardening goods segment to the household goods segment.
- Figures for the periods prior to the period under review are shown using the segment classifications applied at the time of their original disclosure.

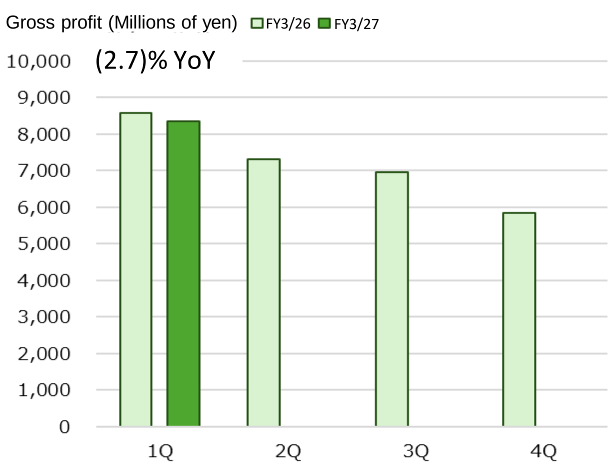
# Trends in Private Brand Ratio (Three Months Ended June 30)



# Materials, DIY and Gardening Goods



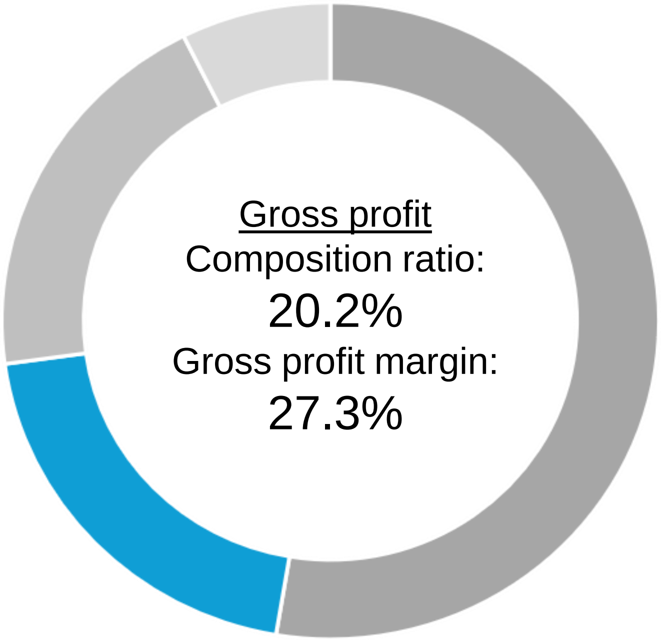

## Segment overview

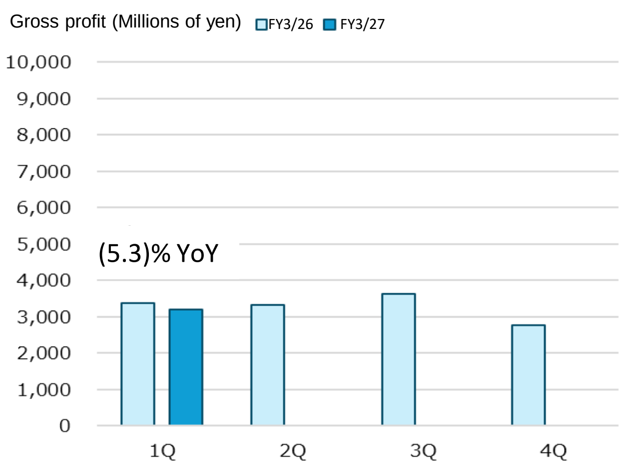
- Net sales: ¥24.0 billion (101.8% YoY)
- Sales composition ratio: 51.0%
- Gross profit margin: 34.7% (down 1.6 pp YoY)
- Private brand ratio: 46.6% (down 0.6 pp YoY)

## Quarterly overview

- Sales of potting soil, fertilizer, vegetable seedlings, and others were sluggish due to the high number of rainy days in April and June.
- Sales of petroleum products grew due to concerns over the situation in the Middle East.
- Air conditioner-related components performed strongly partly due to the impact of stricter energy efficiency standards.

# Household Goods



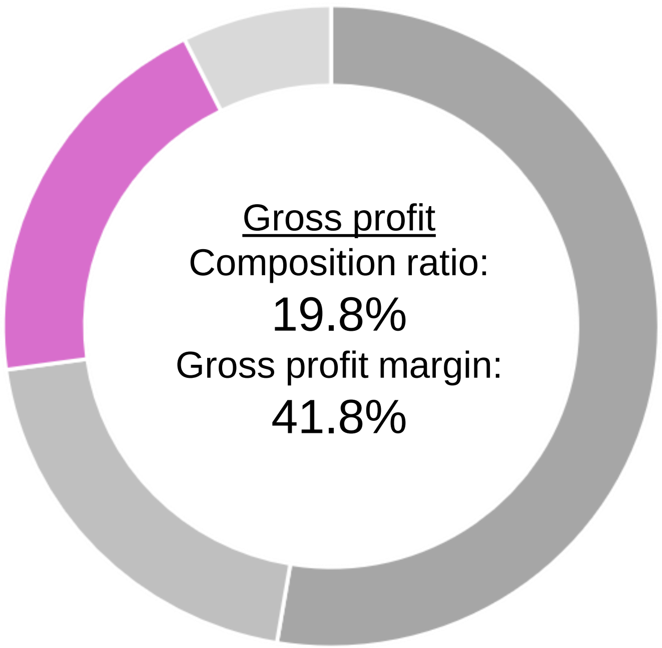

## Segment overview

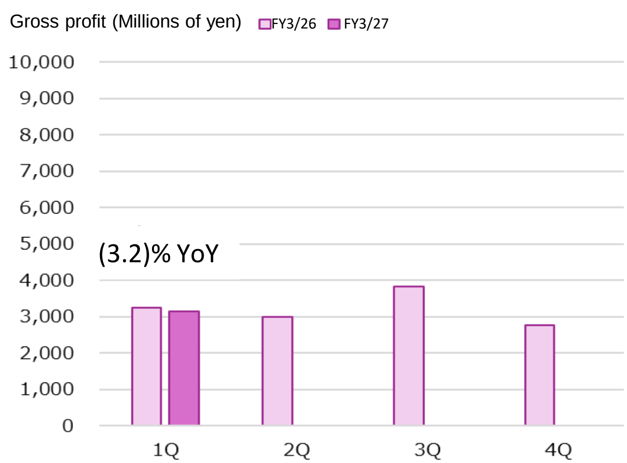
- Net sales: ¥11.7 billion (101.4% YoY)
- Sales composition ratio: 24.9%
- Gross profit margin: 27.3% (down 1.9 pp YoY)
- Private brand ratio: 35.1% (up 1.1 pp YoY)

## Quarterly overview

・Cooling products struggled due to rainfall and low temperatures in June.
・Sales of petroleum products such as plastic wrap grew due to concerns over the situation in the Middle East.

# Furniture and Home Fashion Goods




## Segment overview

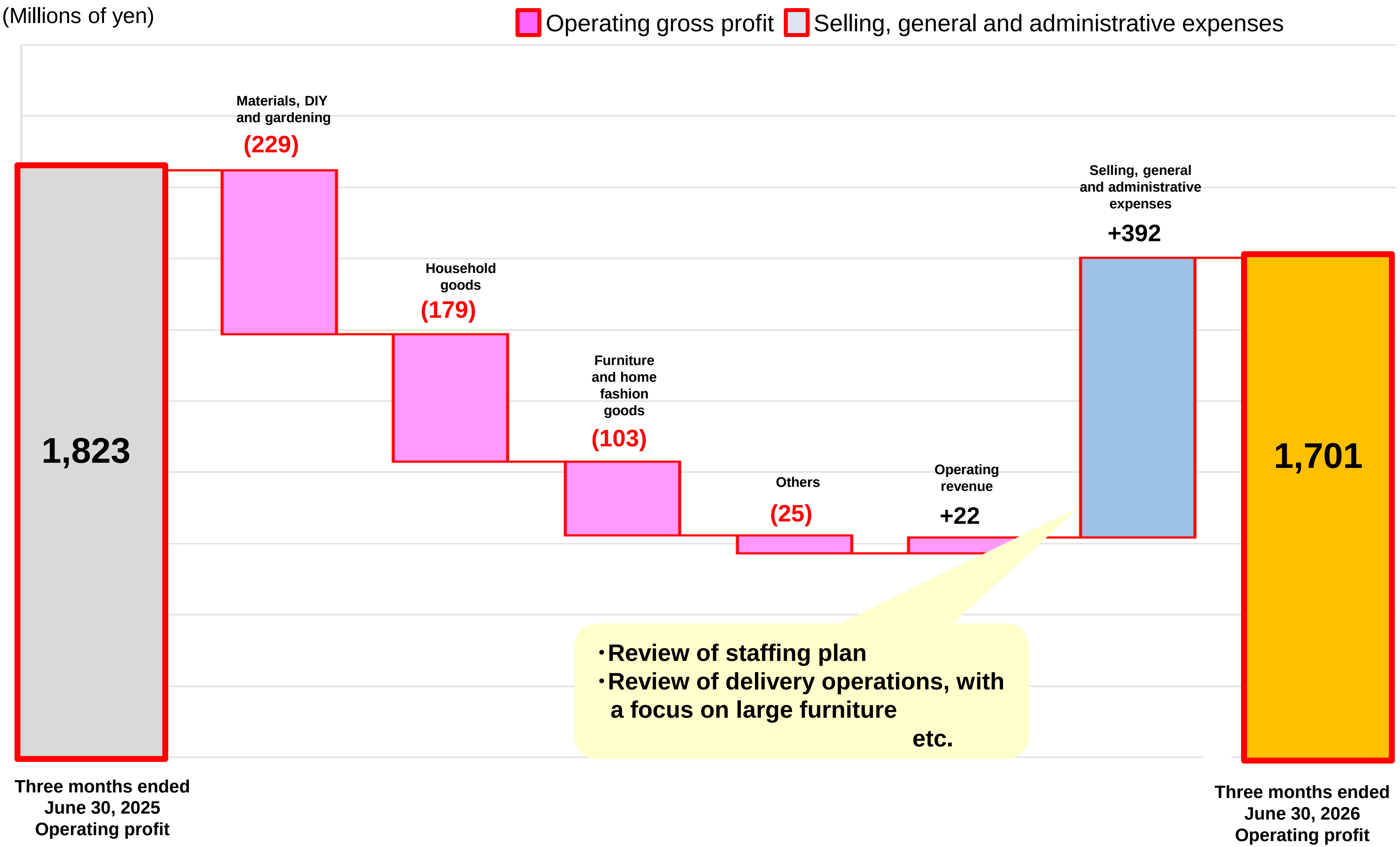
- Net sales: ¥7.5 billion (97.8% YoY)
- Sales composition ratio: 19.8%
- Gross profit margin: 41.8% (down 0.4 pp YoY)
- Private brand ratio: 69.1% (up 0.1 pp YoY)

## Quarterly overview

・High-priced durable goods struggled, partly due to inflation.
・Sales of certain manufacturers' products such as tableware grew due to last-minute demand ahead price increases.
・Seasonal summer products such as interior products struggled partly due to low temperatures.

# Factors for Changes in Operating Profit

(Millions of yen)



# Parts Cleaner


## Features

**Powerful degreasing and cleaning of metal parts**

**Powerful spray powered by $CO_2$ gas**

## Applications

**Cleaning of agricultural machinery and various mechanical components**

**Degreasing and cleaning of tools and metal parts**

**Brake system bearing**

# Short-sleeve T-shirts

**Cotton short-sleeve crew neck T-shirt**
**Sizes: Small to 2XL**

**Available in 10 different colors**

■ **100% natural cotton** ■ **Equipped with antibacterial and deodorizing functions**

# Reclining Chair

**[Nadia]**

- **Reclining function**
- **Footrest stores under the seat**
- **Smooth seat height adjustment with gas lift mechanism**
- **Silicone-filled backrest for a soft, enveloping feel**

# Selected Products That Grew in Q1

## [Air conditioner-related components]


Copper piping for air conditioner
・Compatible with new refrigerants
・Meets flame-retardant standards


Copper piping for air conditioner
・Compatible with new refrigerants
・Meets flame-retardant standards

Mounting bracket for outdoor air conditioner units
・Compact design for tight installation spaces
・Blast-finished surface for enhanced screw grip

## [Naphtha-related products]


Vinyl gloves
・Resistant to detergents and oil
・For use on either hand
・Powder free


Anti-fog bags
・Optimal transparency for food packaging
・OPP film with anti-fog coating


Chainsaw oil
・Remains fluid even in low temperatures
・Lubricant for chains and bars

# Store Openings and Renovation

| | Store Name | Opening | Location | Store Style |
|---|---|---|---|---|
| New Store | Iwaki Onahama | April | Fukushima | Home center |

[Partial list of stores with partial floor renovations]

| Store Name | Opening | Location | Renovation Overview |
|---|---|---|---|
| Moriyama | April | Aichi | ・Furniture floor |

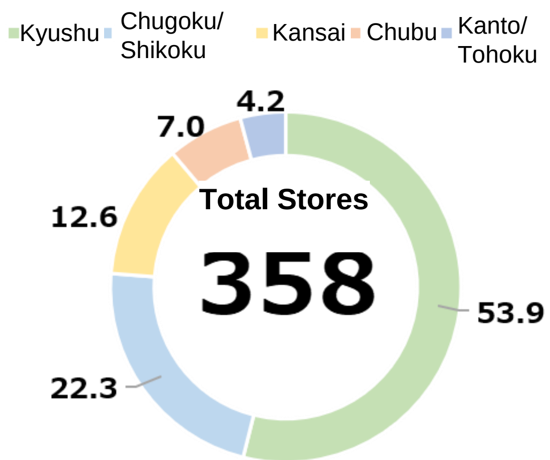

**Iwaki Onahama Store**
**(Home center)**



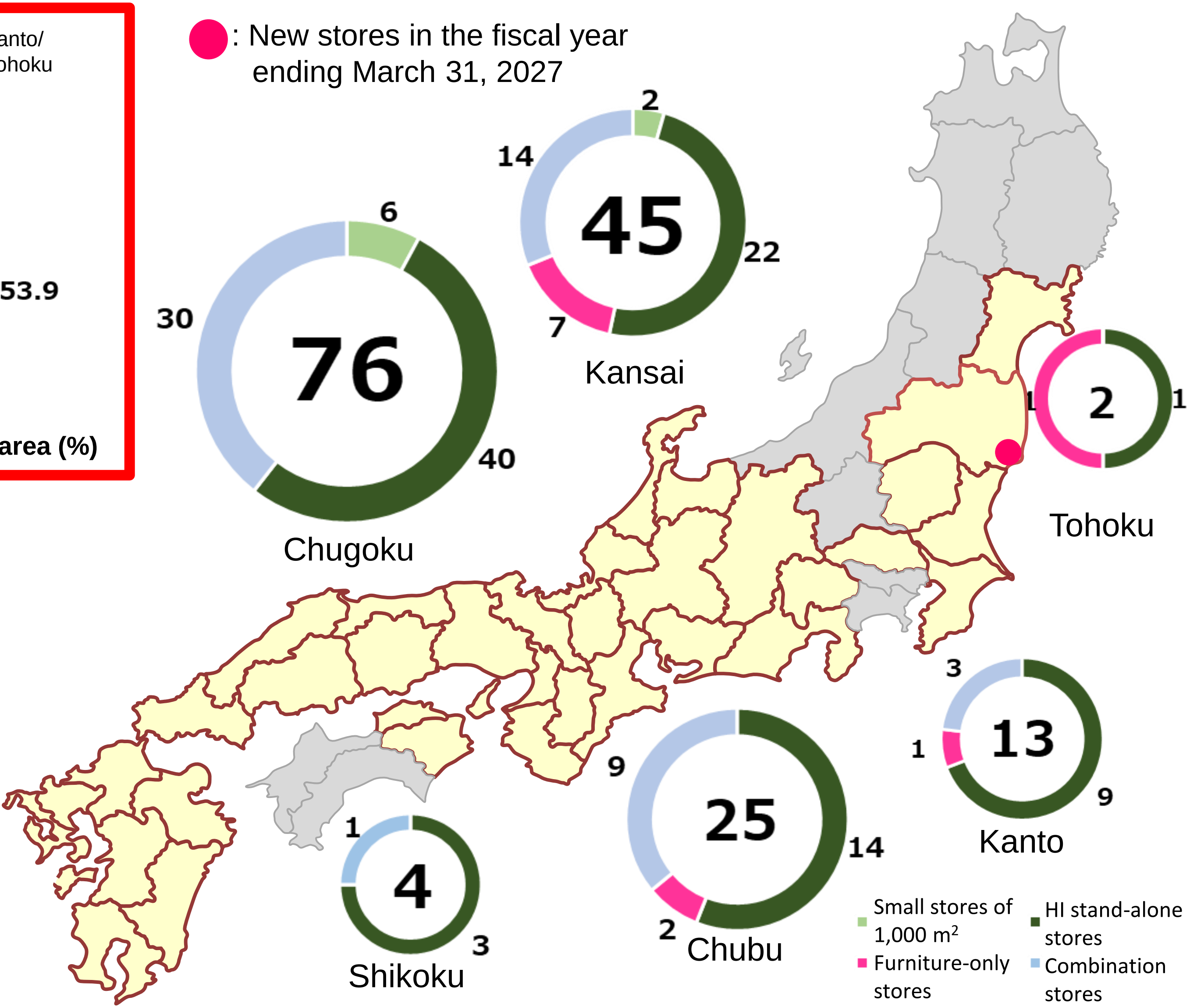

**Moriyama Store**
**(Combination store)**



# Number of Stores by Area




**Composition ratio (no. of stores) by area (%)**



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# Roles in Disasters

**Number of local authorities with which we have entered agreements**

**As of June 30, 2026 355 local authorities**

*Local authorities include the police
(excluding those during the application process from the number)

[Status of the 2026 Kumamoto earthquake]

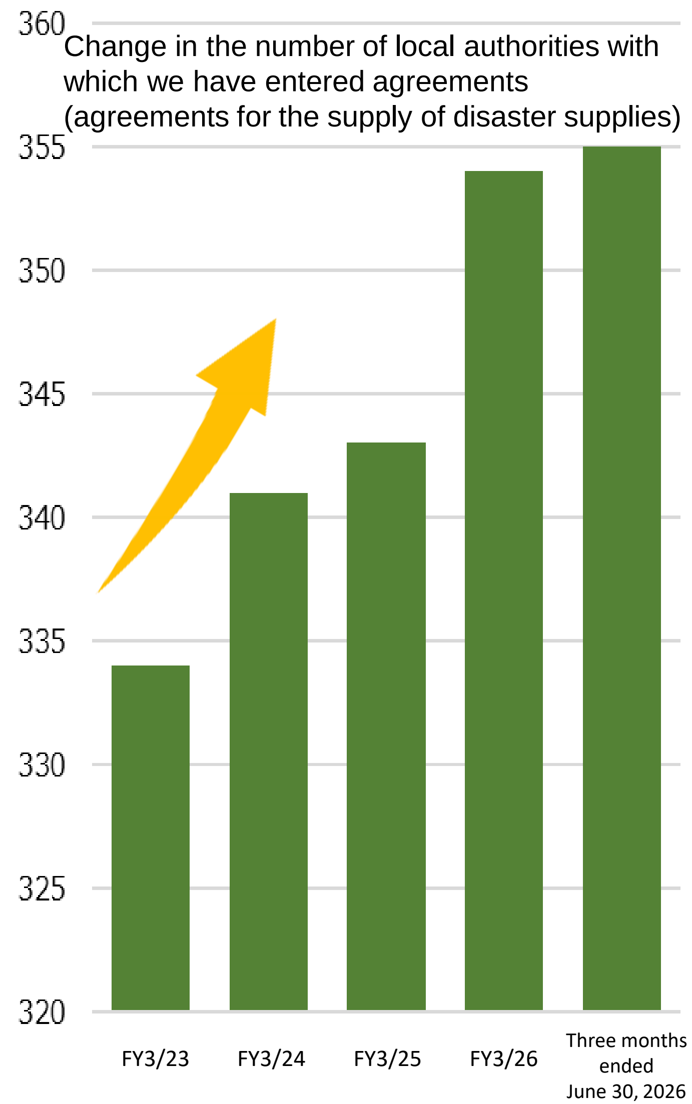
Status of personal injuries:

・While injuries and damage to employees' homes have been confirmed, no serious casualties have been reported at this time.

Status of stores and facilities:

・Of the 29 stores in Kumamoto Prefecture, some experienced damage to buildings and facilities as well as product damage. Due to safety checks and similar measures, 12 stores were temporarily closed, or sales were conducted with sales floor restrictions. As of July 31, all stores in Kumamoto Prefecture are operating.

We extend our deepest sympathies to everyone affected by the disaster, as well as to their families and those close to them. We sincerely pray for the earliest possible recovery of those affected.



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# Roles in Disasters

We strive to maintain a supply framework capable of rapidly responding to everchanging types and quantities of goods required according to conditions.

Some of our cleanup and emergency response products


[Black Sandbag]
・Contains UV absorber
・Reduces UV degradation
・For organizing and collecting temporary sandbags and construction waste


[#3000 Blue Tarp]
・Heavy duty (#3000 grade)
・Also for protective covering and emergency repairs

Some of our heatstroke prevention products

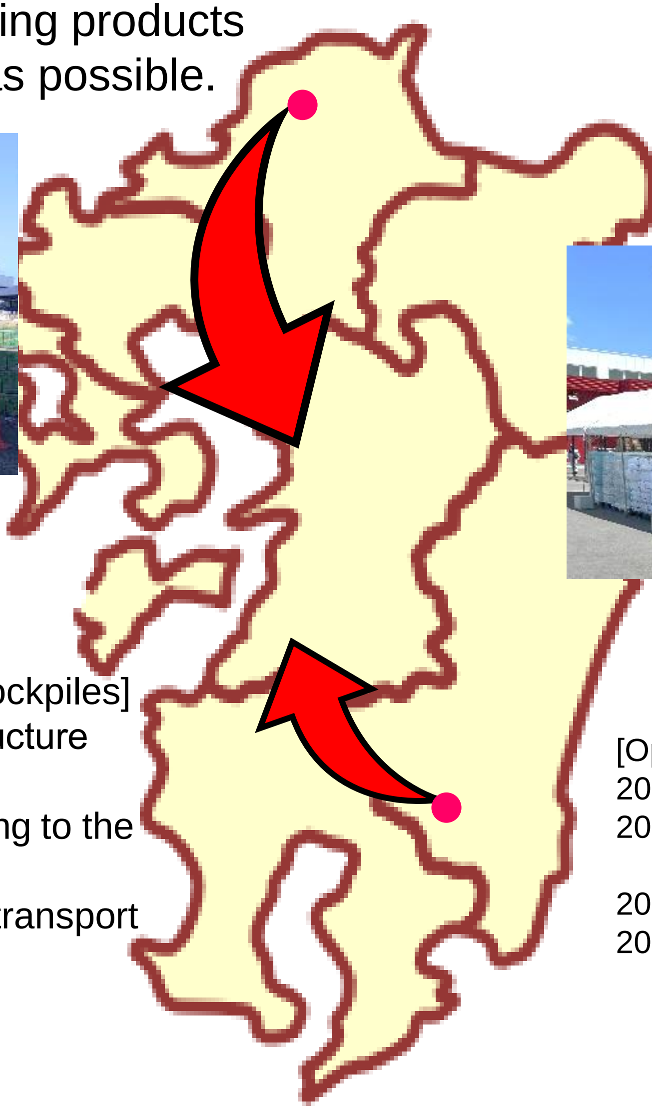

[Ice Towel]
・Cool-to-the touch, use as-is
・Quick-drying
・Antibacterial and deodorizing
・Wet the towel for a greater cooling effect

[Foam Container]
・Styrofoam container with excellent heat and cold retention properties
・Outer dimensions: L515 mm x W395 mm x D268 mm
・Inner dimensions: L475 mm x W355 mm x D222 mm
・Capacity: Approx. 35 L

[High-Performance Ice Pack]
・Sub-freezing type
・Size (approx.): W110 mm x D165 mm x H30 mm
・Estimated freezing time: 12 to 24 hours

# Roles in Disasters

We are committed to delivering products that are needed as quickly as possible.



[Emergency Shipment of Disaster Stockpiles]
Making the most of Kyushu's infrastructure

- Prioritizing safety and speed
- Supplying necessary goods according to the situation
- Using store premises as temporary transport hubs

[Operational Status Over the Past 10 Years]
2019 Fukuoka Logistics Center
2021 Kansai Logistics Center
Wakamiya Logistics Center
2023 Chubu Logistics Center
2024 Minami Kyushu Logistics Center

# Forecast for the Fiscal Year Ending March 31, 2027

(April 01, 2026 – March 31, 2027)

# Forecast for the Fiscal Year Ending March 31, 2027

(Millions of yen)

| | Fiscal year ending March 31, 2027 (Plan) | % of total operating revenue | YoY change | Fiscal year ended March 31, 2026 (Results) | % of total operating revenue |
|---|---|---|---|---|---|
| Total operating revenue | 180,770 | 100.0% | 103.1% | 175,272 | 100.0% |
| Operating profit | 2,930 | 1.6% | 179.1% | 1,636 | 0.9% |
| Ordinary profit | 3,030 | 1.7% | 203.7% | 1,488 | 0.8% |
| Profit | 1,270 | 0.7% | 567.9% | 223 | 0.1% |

# Appendix

- Income and expenses pertaining to real estate leasing are reclassified as operating revenue and selling, general and administrative expenses from the fiscal year ended March 31, 2025.
- Starting with the fiscal year ended March 2026, certain products have been reclassified from the materials, DIY and gardening goods segment to the household goods segment.
- Figures for the periods prior to the period under review are shown using the segment classifications applied at the time of their original disclosure.

# Statements of Income

| Items (Millions of yen) | Three months ended June 30, 2024 | | | Three months ended June 30, 2025 | | | Three months ended June 30, 2026 | | |
|---|---|---|---|---|---|---|---|---|---|
| | Results | YoY change | % of sales | Results | YoY change | % of sales | Results | YoY change | % of sales |
| Net sales | 48,519 | 93.8% | 100.0% | 46,874 | 96.6% | 100.0% | 47,239 | 100.8% | 100.0% |
| Gross profit | 16,521 | 94.8% | 34.1% | 16,408 | 99.3% | 35.0% | 15,871 | 96.7% | 33.6% |
| Operating gross profit | 16,693 | 95.3% | 34.3% | 16,598 | 99.4% | 35.4% | 16,083 | 96.9% | 34.0% |
| Selling, general and administrative expenses | 15,182 | 101.8% | 31.3% | 14,774 | 97.3% | 31.4% | 14,382 | 97.3% | 30.4% |
| Operating profit | 1,511 | 58.1% | 3.1% | 1,823 | 120.7% | 3.9% | 1,701 | 93.3% | 3.6% |
| Ordinary profit | 1,527 | 56.8% | 3.1% | 1,797 | 117.7% | 3.8% | 1,624 | 90.4% | 3.4% |
| Profit | 963 | 59.5% | 2.0% | 766 | 79.5% | 1.6% | 905 | 118.2% | 1.9% |

| Existing Stores (YoY change) | Three months ended June 30, 2024 | Three months ended June 30, 2025 | Three months ended June 30, 2026 |
|---|---|---|---|
| Net sales | 96.9% | 96.5% | 100.5% |
| Customers | 103.1% | 93.2% | 97.3% |
| Customer average | 93.9% | 103.4% | 103.2% |

# Segments

| Net sales (Millions of yen) | Three months ended June 30, 2024 | | | Three months ended June 30, 2025 | | | Three months ended June 30, 2026 | | |
|---|---|---|---|---|---|---|---|---|---|
| | Results | YoY change | % of sales | Results | YoY change | % of sales | Results | YoY change | % of sales |
| Materials, DIY and gardening goods | 24,372 | 94.6% | 50.2% | 23,676 | 97.1% | 50.5% | 24,094 | 101.8% | 51.0% |
| Household goods | 11,802 | 93.8% | 24.3% | 11,583 | 98.1% | 24.7% | 11,744 | 101.4% | 24.9% |
| Furniture and home fashion goods | 8,248 | 92.0% | 17.0% | 7,683 | 93.1% | 16.4% | 7,513 | 97.8% | 15.9% |
| Others | 4,095 | 93.0% | 8.5% | 3,931 | 96.0% | 8.4% | 3,886 | 98.9% | 8.2% |
| Total | 48,519 | 93.8% | 100.0% | 46,874 | 96.6% | 100.0% | 47,239 | 100.8% | 100.0% |

| Gross profit (Millions of yen) | Three months ended June 30, 2024 | | | Three months ended June 30, 2025 | | | Three months ended June 30, 2026 | | |
|---|---|---|---|---|---|---|---|---|---|
| | Results | YoY change | % of sales | Results | YoY change | % of sales | Results | YoY change | % of sales |
| Materials, DIY and gardening goods | 8,731 | 95.9% | 35.8% | 8,585 | 98.3% | 36.3% | 8,355 | 97.3% | 34.7% |
| Household goods | 3,187 | 93.5% | 27.0% | 3,383 | 106.2% | 29.2% | 3,204 | 94.7% | 27.3% |
| Furniture and home fashion goods | 3,396 | 93.7% | 41.2% | 3,244 | 95.5% | 42.2% | 3,141 | 96.8% | 41.8% |
| Others | 1,205 | 92.8% | 29.4% | 1,195 | 99.1% | 30.4% | 1,170 | 97.9% | 30.1% |
| Total | 16,521 | 94.8% | 34.1% | 16,408 | 99.3% | 35.0% | 15,871 | 96.7% | 33.6% |

# Number of Stores by Area and Business Type

| Number of stores at the end of the term | Three months ended June 30, 2024 | | | Three months ended June 30, 2025 | | | Three months ended June 30, 2026 | | |
|---|---|---|---|---|---|---|---|---|---|
| | Combination stores | HI stand-alone stores | Furniture-only stores | Combination stores | HI stand-alone stores | Furniture-only stores | Combination stores | HI stand-alone stores | Furniture-only stores |
| **Kyushu** | 81 | 109 | 3 | 80 | 111 | 3 | 79 | 111 | 3 |
| **Chugoku and Shikoku** | 31 | 51 | 1 | 31 | 49 | 0 | 31 | 49 | 0 |
| **Kansai** | 16 | 25 | 8 | 15 | 24 | 8 | 14 | 24 | 7 |
| **Chubu** | 9 | 13 | 2 | 9 | 14 | 2 | 9 | 14 | 2 |
| **Kanto and Tohoku** | 3 | 9 | 2 | 3 | 9 | 2 | 3 | 10 | 2 |
| **Total** | 140 | 207 | 16 | 138 | 207 | 15 | 136 | 208 | 14 |
| | **363** | | | **360** | | | **358** | | |

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# Balance Sheets

| Items (Millions of yen) | Fiscal year ended March 31, 2025 | | | Fiscal year ended March 31, 2026 | | | Three months ended June 30, 2026 | | |
|---|---|---|---|---|---|---|---|---|---|
| | Results | Compared to the end of the previous fiscal year | Change from the end of the previous fiscal year | Results | Compared to the end of the previous fiscal year | Change from the end of the previous fiscal year | Results | Compared to the end of the previous fiscal year | Change from the end of the previous fiscal year |
| **Total assets** | 225,195 | 97.0% | (7,050) | 215,957 | 95.9% | (9,238) | 225,919 | 104.6% | +9,961 |
| **Current assets** | 90,228 | 90.6% | (9,345) | 84,279 | 93.4% | (5,948) | 94,323 | 111.9% | +10,043 |
| **Of which, cash and deposits** | 18,500 | 56.1% | (14,496) | 11,523 | 62.3% | (6,977) | 20,555 | 178.4% | +9,031 |
| **Non-current assets** | 134,966 | 101.7% | ＋2,294 | 131,677 | 97.6% | (3,289) | 131,595 | 99.9% | (81) |
| **Of which, property, plant and equipment** | 120,994 | 101.5% | ＋1,784 | 117,492 | 97.1% | (3,501) | 117,440 | 100.0% | (52) |
| **Liabilities** | 71,239 | 97.7% | (1,646) | 63,115 | 88.6% | (8,123) | 72,853 | 115.4% | +9,738 |
| **Of which, interest-bearing liabilities** | 18,355 | 97.5% | (473) | 17,695 | 96.4% | (660) | 27,030 | 152.8% | +9,335 |
| **Net assets** | 153,956 | 96.6% | (5,404) | 152,842 | 99.3% | (1,114) | 153,065 | 100.1% | +223 |

| | Fiscal year ended March 31, 2025 | Fiscal year ended March 31, 2026 | Three months ended June 30, 2026 |
|---|---|---|---|
| **Cash and deposit ratio (%)** | 8.2% | 5.3% | 9.1% |
| **Ratio of interest-bearing liabilities (%)** | 8.2% | 8.2% | 12.0% |
| **Equity ratio (%)** | 68.4% | 70.8% | 67.8% |

# Stock (Full-year)

| | Fiscal year ended March 31, 2024 | Fiscal year ended March 31, 2025 | Fiscal year ended March 31, 2026 |
|---|---|---|---|
| **Number of issued shares** | 29,784,400 | 29,784,400 | 29,784,400 |
| **Number of treasury shares** | 3,007,890 | 5,201,723 | 5,201,723 |
| **Net assets per share (yen)** | 5,951 | 6,262 | 6,217 |
| **Dividend per share (yen)** | 58 | 58 | 58 |
| **Earnings per share (yen)** | 110 | 6 | 9 |
| **Payout ratio (%)** | 52.6 | 834.5 | 638.1 |

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We will disclose information as needed at an appropriate time depending on the external environment and the progress of business performance.

This document may contain forward-looking statements. These statements are not statements of past fact, but are instead forecasts based on hypotheses and assumptions determined from information available at the current time.

They also involve risks and uncertainties related to economic trends, market environments, and the like.
Actual business performance may therefore differ from the Company’s forecasts.

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