

Supplementary Material on the Financial Results for the First Quarter of the Fiscal Year Ending August 2026



KOJIMA

(Tokyo Stock Exchange, Prime Market: 7513)

[Important Notes Regarding This Document]

This document has been prepared as supplementary material to the "Summary of Financial Results for the Three Months Ended November 30, 2025," based on information available as of January 9, 2026.

This document is not intended for the purpose of soliciting investments. We kindly ask that any investment decisions be made based on your own judgment.

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Summary of Financial Results for the First Quarter (Sep–Nov)



(million yen, %)	FY2025/8 1Q		FY2026/8 1Q		
	Results	% to sales	Results	% to sales	YoY
Net sales	62,305	100.0	65,668	100.0	105.4
Gross profit	16,921	27.16	18,135	27.62	107.2
SG&A expenses	16,366	26.3	16,923	25.8	103.4
Personnel expenses	6,161	9.9	6,384	9.7	103.6
Advertising expenses	225	0.4	330	0.5	146.9
Promotion expenses	656	1.1	754	1.1	115.0
Logistics expenses (Shipping)	2,556	4.1	2,534	3.9	99.1
Rent expenses	2,216	3.6	2,274	3.5	102.6
Utilities	522	0.8	489	0.7	93.6
Depreciation	317	0.5	354	0.5	111.5
Others	3,710	6.0	3,800	5.8	102.4
Operating profit	554	0.9	1,211	1.8	218.5
Non-operating income	101	0.2	98	0.2	97.3
Non-operating expenses	23	0.0	43	0.1	186.3
Ordinary profit	632	1.0	1,267	1.9	200.2
Extraordinary income	—	—	25	0.0	—
Extraordinary losses	7	0.0	29	0.0	383.0
Profit before income taxes	625	1.0	1,262	1.9	202.0
Corporate, inhabitant and business tax	71	0.1	330	0.5	462.1
Income taxes – deferred	150	0.2	99	0.2	66.4
Profit income	403	0.6	832	1.3	206.4

Net Sales (By Sales Channel)

(million yen, %)	FY2025/8 1Q		FY2026/8 1Q	
	Results	Results	Difference	YoY
Total	62,305	65,668	+3,362	105.4
Existing stores	61,496	64,346	+2,850	104.6
Stores	50,416	53,430	+3,014	106.0
30 stores located in Tokyo	13,614	14,711	+1,096	108.1
106 stores located outside Tokyo	36,801	38,719	+1,917	105.2
EC	8,438	8,219	(218)	97.4
In-house website	2,199	2,211	+12	100.5
Shopping mall site	6,238	6,007	(230)	96.3
Corporate customer business (offices)	2,641	2,696	+54	102.1
New stores, Closed	808	1,321	+512	163.3

Difference + 3.3

(billion yen)



Net Sales (By Product)

(million yen, %)	FY2025/8 1Q		FY2026/8 1Q		
	Amount	Composition ratio	Amount	Composition ratio	YoY
Audio visual products	9,299	14.9	8,665	13.2	93.2
Cameras	1,584	2.5	1,865	2.8	117.8
TVs	4,370	7.0	3,829	5.8	87.6
Recorders and video cameras	786	1.3	633	1.0	80.6
Audos	765	1.2	690	1.1	90.1
Home appliances	26,231	42.1	26,075	39.7	99.4
Refrigerators	4,830	7.8	4,357	6.6	90.2
Washing machines	4,566	7.3	4,501	6.9	98.6
Kitchen appliances	3,482	5.6	3,577	5.4	102.7
Seasonal home electronics (Air conditioners)	5,730	9.2	6,163	9.4	107.5
Personal care electronics	3,847	6.2	4,207	6.4	109.4
Personal care electronics	2,920	4.7	2,842	4.3	97.3
Information communications equipment products	19,181	30.8	21,474	32.7	112.0
PCs	3,119	5.0	4,372	6.7	140.2
PC peripherals	2,357	3.8	2,244	3.4	95.2
Cellular phones	9,869	15.8	11,115	16.9	112.6
Other products	7,233	11.6	9,120	13.9	126.1
Video games	2,208	3.5	2,496	3.8	113.0
Sporting goods	532	0.9	531	0.8	99.6
Toys	828	1.3	1,050	1.6	126.7
Medicine and daily goods	357	0.6	453	0.7	126.8
Retail goods sales	61,946	99.4	65,336	99.5	105.5
Other business	358	0.6	331	0.5	92.5
Total	62,305	100.0	65,668	100.0	105.4
Housing equipment	The figures included in each product category are separately aggregated.	2,239	3.6	3,029	4.6
					135.3

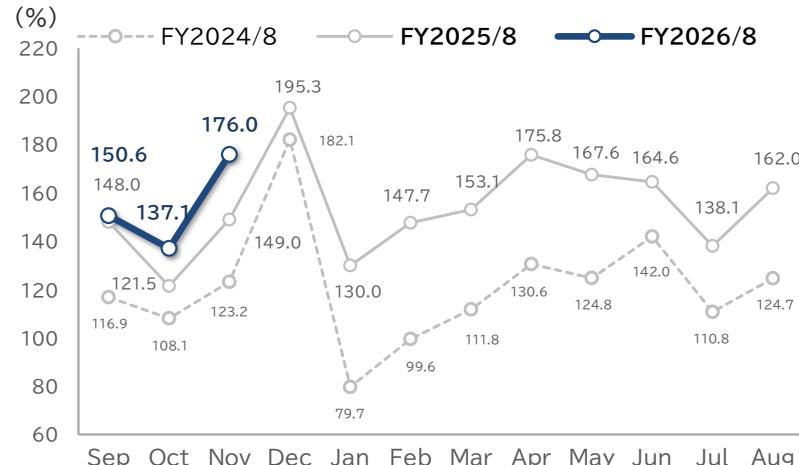
Note1) The details for each product category are excerpts.

Note2) The breakdown of 'Other Businesses' includes income from real estate rentals and related items.

Net Sales (By Product)

* Including YoY Comparison of Orders Received (POS basis)

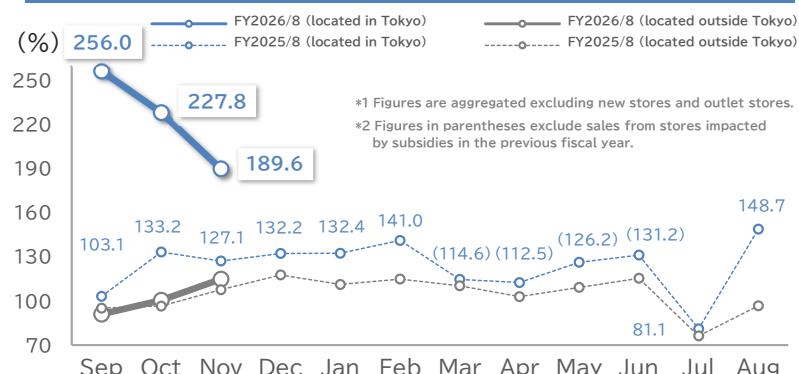
① Cellular phones (vs. FY2023/8: Comparison with "Prior to the revision of the Telecommunications Business Act")



■FY2024 In December 2023, the revision of the Telecommunications Business Act led to a rush of demand, and the reactionary fall in demand caused sales to drop after January.

■FY2026 The impact of the re-regulation due to the revision of the same Act in December 2024 was minor, and sales continued to be strong.

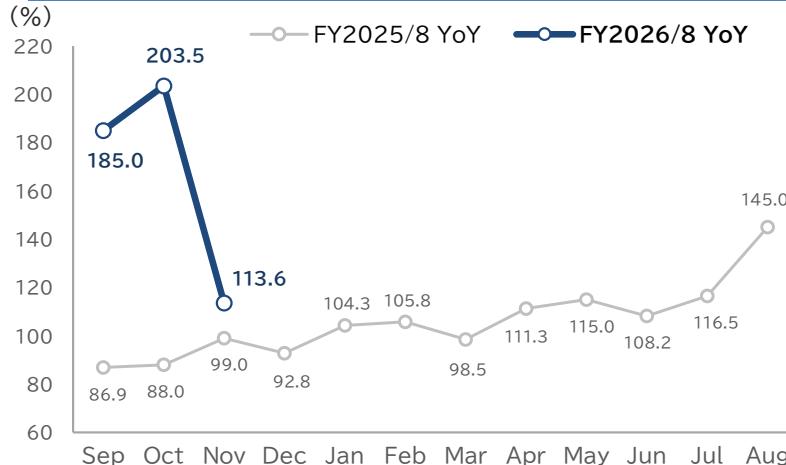
③ Air conditioners (vs. FY2024/8: Comparison with "Prior to the change in the Zero Emission Tokyo Strategy")



■FY2025 Changes in the Zero Emission Tokyo Strategy led to strong sales, mainly at stores in Tokyo.

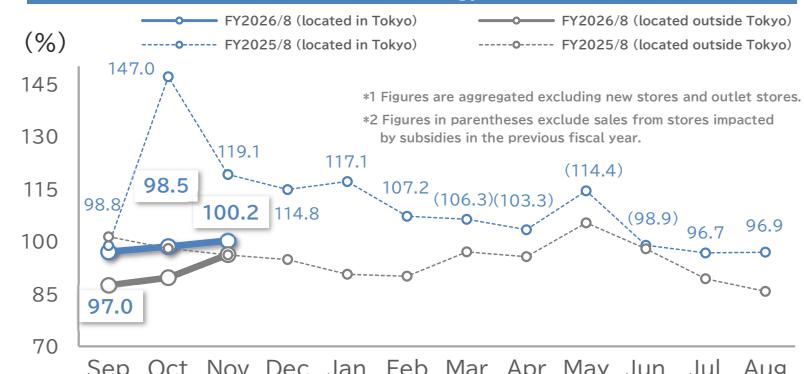
■FY2026 Sales remained strong because the Zero Emission Tokyo Strategy was expanded for older adults and people with disabilities at the end of August of the previous fiscal year.

② PCs (excluding tablets)



■FY2026 Sales remained strong, driven by last-minute demand before the end of Windows 10 support in October.
**Sales remained strong in November, with replacement demand continuing even after the support ended.*

④ Refrigerators (vs. FY2024/8: Comparison with "Prior to the change in the Zero Emission Tokyo Strategy")

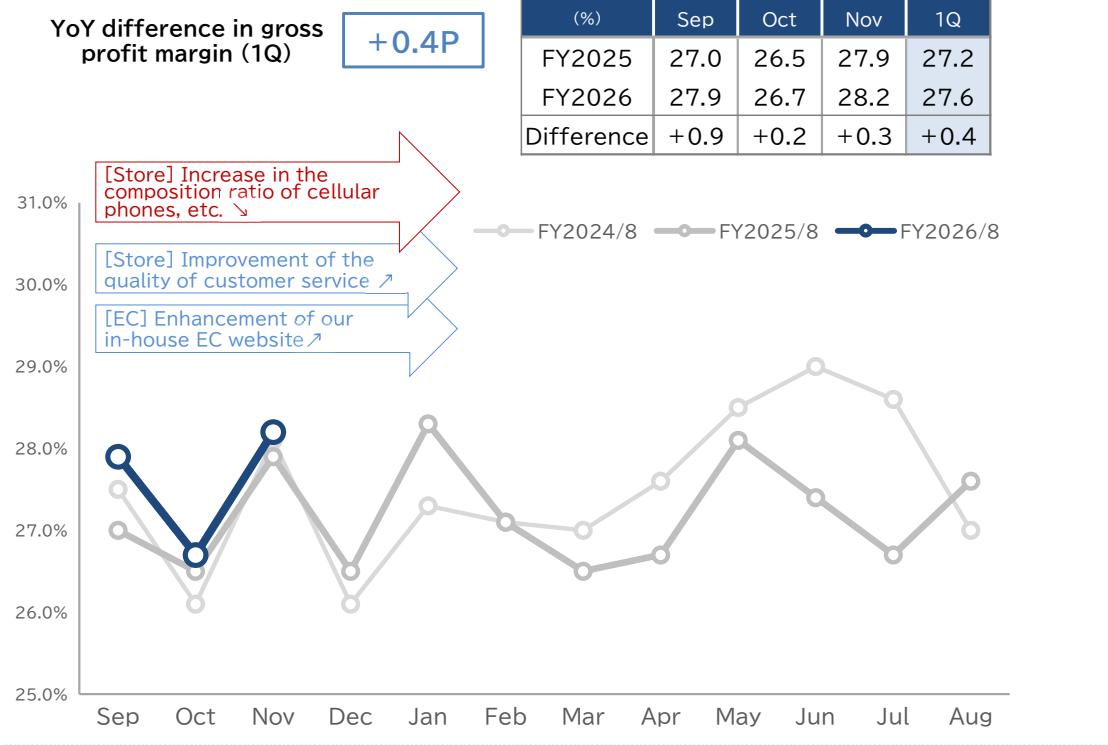


■FY2025 Changes in the Zero Emission Tokyo Strategy led to strong sales, mainly at stores in Tokyo.

■FY2026 Sales were sluggish due to factors such as a reactionary decline following the strong performance of the previous fiscal year and the lengthening of the replacement cycle.

Gross Profit Margin

Total



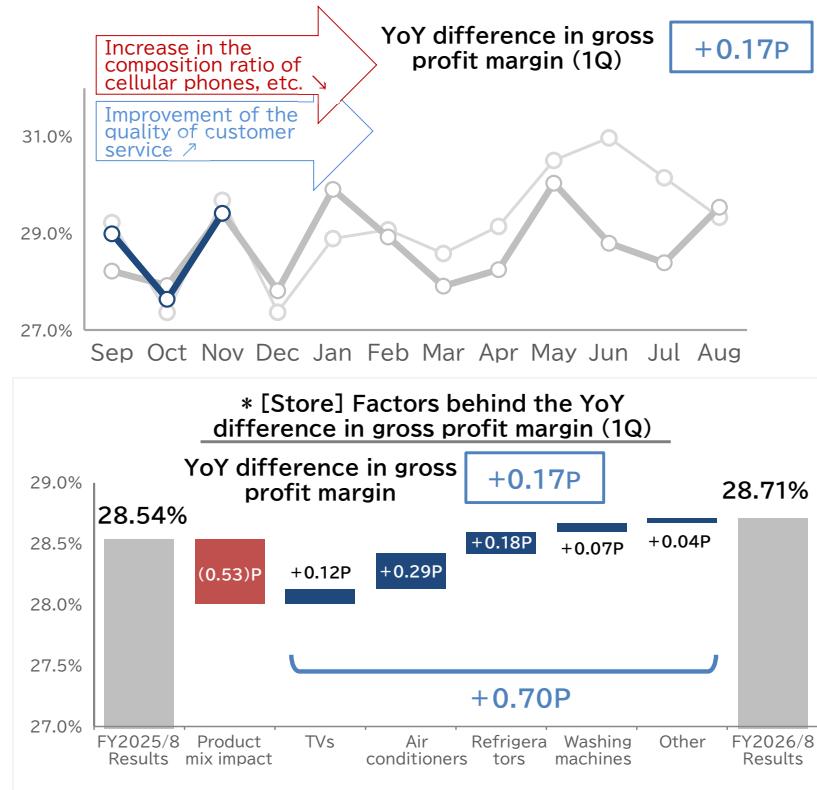
■ FY2025 1Q (EC) The gross profit margin improved primarily through the enrichment of our in-house EC website content and the expansion of payment options.

(Stores) Despite our efforts to improve the quality of customer service provided by sales staff and strengthen the sales of high value-added products, the gross profit margin declined from FY2024/8, primarily due to strong sales of cellular phones, which have a relatively low gross profit margin.

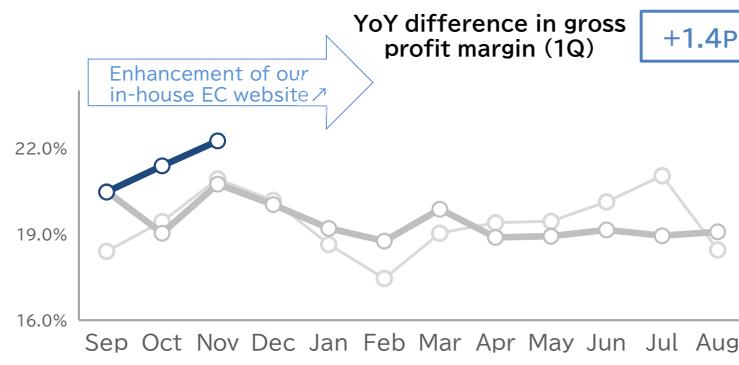
■ FY2026 1Q (EC) Gross profit margin increased due to improved profitability of the shopping mall sites, in addition to increased sales of high value-added products on our in-house EC website.

(Stores) Products with relatively low gross profit margins saw an increase in their sales composition ratios, as they did in FY2025/8. However, we strengthened our proposals for high value-added products and maintained the overall gross profit margin at the level of the previous fiscal year.

Stores



EC



* The figure for August FY2025/8 excludes the impact of consumption tax processing at mall-type EC sites.

SG&A Expenses

(million yen, %)	FY2025/8 1Q		FY2026/8 1Q		
	Results	% to sales	Results	% to sales	YoY
Net sales	62,305	100.0	65,668	100.0	105.4
SG&A expenses	16,366	26.3	16,923	25.8	103.4
Personnel expenses	6,161	9.9	6,384	9.7	103.6
Advertising expenses	225	0.4	330	0.5	146.9
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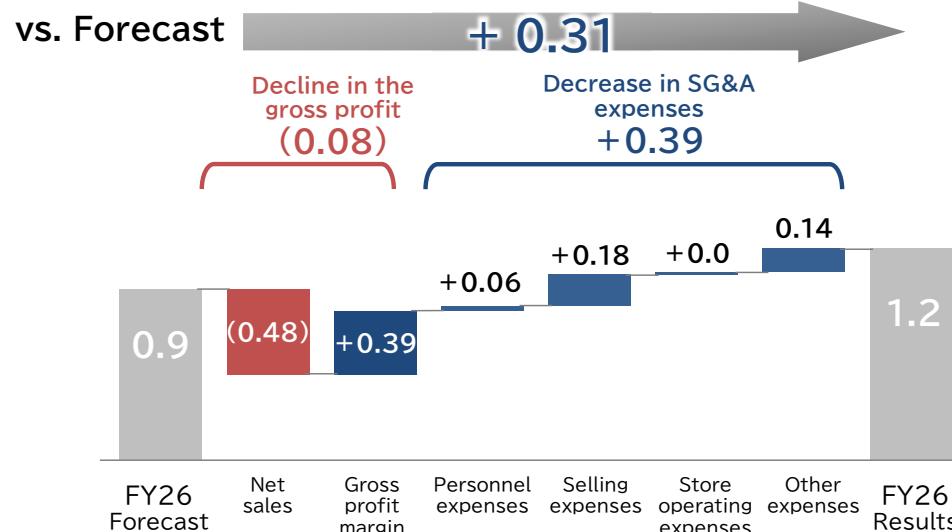
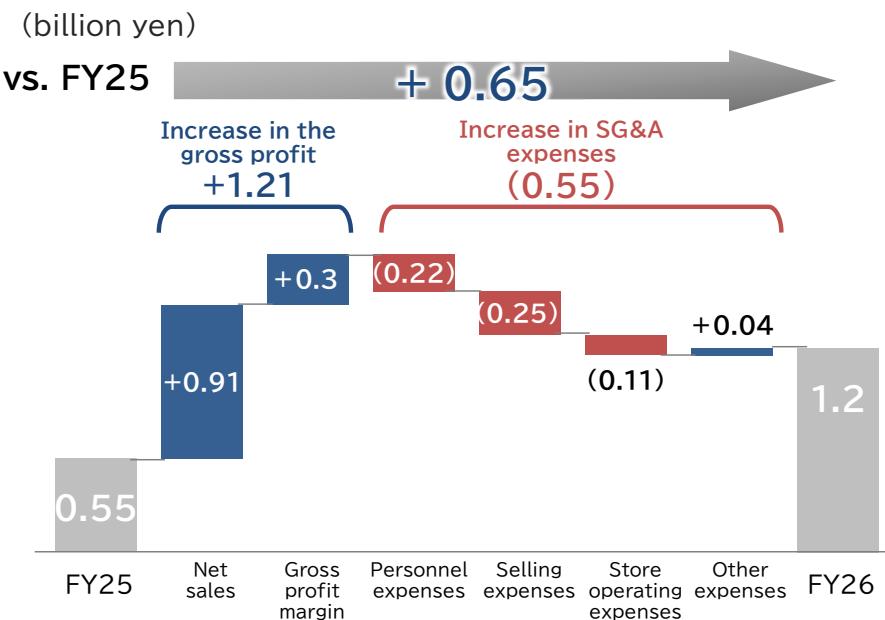
YoY difference (million yen)

Major factors for YoY difference

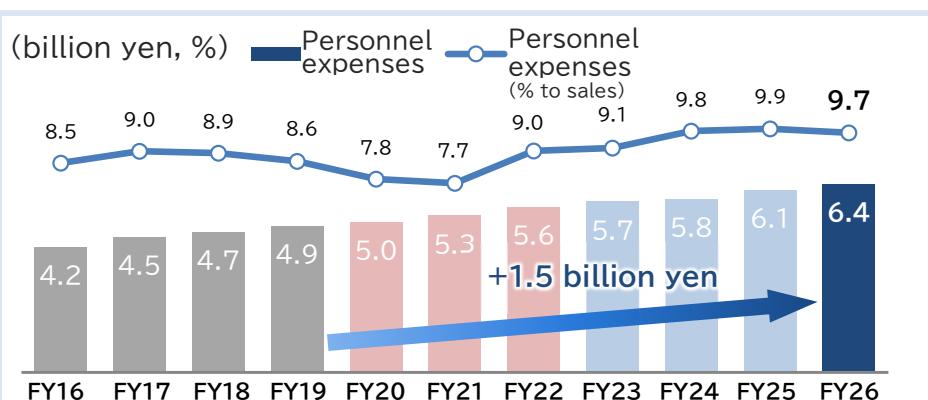
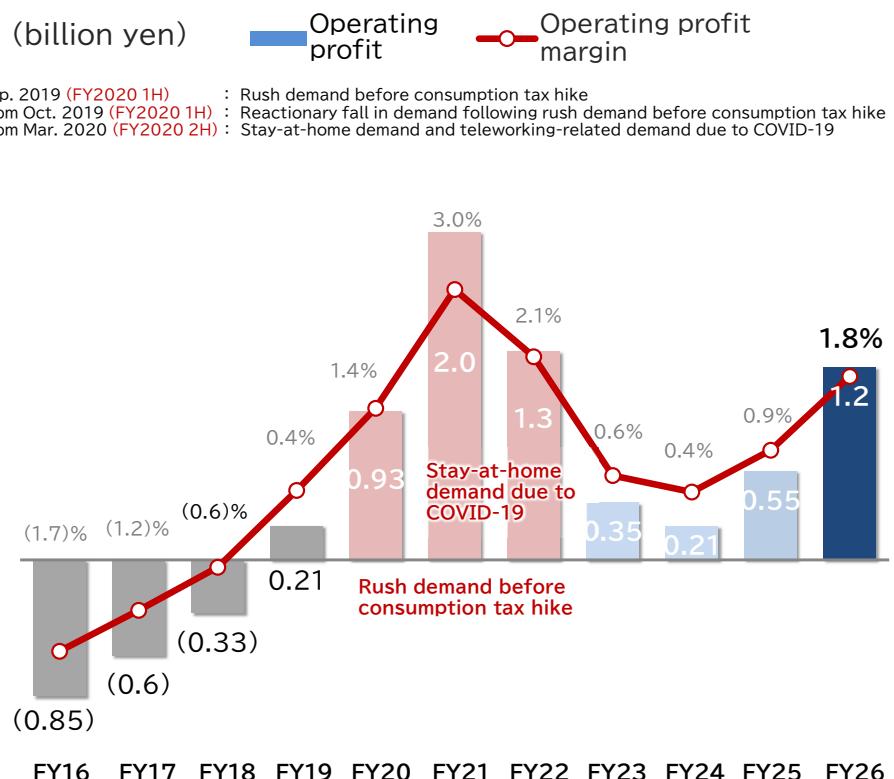
■ Personnel expenses	+223	To secure talent, personnel expenses increased primarily due to base salary raises and investments by creating a better workplace environment
■ Advertising expenses	+105	Advertising costs increased due to TV commercials for the Black Friday Campaign, a special project commemorating the 70th anniversary.
■ Promotion expenses (Including the expenses for exhibited products)	+98	Promotional expenses associated with 70th anniversary initiatives and EC coupon costs incurred additional expenses
■ Logistics expenses (Shipping)	(22)	Installation and delivery fees declined due to resulting from fewer deliveries of large appliances (TVs, refrigerators)
■ Utilities	(33)	Electricity costs declined attributable to the shift to a market-linked plan
■ Others	+90	Credit card fees increased(+53 million yen)
Total	+557	SG&A expenses to sales ratio was 25.8%, an improvement of 0.5 points compared to the same period last year.

Operating Profit

Factors for increase/decrease 1Q



Changes in operating profit 1Q



Balance Sheet

(million yen)	As of Aug 31, 2025	As of Nov 30, 2025	Increase / Decrease
Total current assets	84,024	84,678	653
Cash and deposits	26,854	19,339	(7,515)
Accounts receivable – trade	11,780	13,860	2,080
Merchandise	37,083	40,445	3,362
Total non-current assets	36,761	36,860	99
Total property, plant and equipment	16,847	17,201	354
Total intangible assets	814	827	13
Total investments and other assets	19,099	18,831	(268)
Total assets	120,786	121,539	753
Total current liabilities	35,829	38,050	2,220
Accounts payable – trade	12,810	14,921	2,111
Current portion of long-term borrowings / bonds payable	2,609	2,409	(200)
Accounts payable – other	8,150	6,407	(1,742)
Total non-current liabilities	14,708	14,092	(616)
Long-term borrowings	6,892	6,343	(548)
Total liabilities	50,538	52,142	1,604
Total retained earnings	28,703	27,835	(868)
Total net assets	70,247	69,396	(851)
Total liabilities and net assets	120,786	121,539	753

Assets

Cash and deposits

- Decrease due to merchandise procurement
- Decrease due to the dividend payment
- Decrease due to payment of accounts payable (corporate tax, consumption tax, etc.)

Merchandise

- Strong sales of cellular phones, increased demand for seasonal products due to lower temperatures, and increased sales of games and PCs associated with the Christmas and year-end shopping season

Liabilities

Accounts payable – other

- Reduction in corporate tax, consumption tax, etc.
- Decrease due to payments for acquisition of non-current assets

Interest-bearing debt (Long-term borrowings)

- Decrease due to repayment of borrowings

(million yen, %)	As of Nov 30, 2024	As of Aug 31, 2025	As of Nov 30, 2025
Interest-bearing debt	6,118	9,501	8,752
D/E ratio	0.09	0.14	0.13

Net assets

Retained earnings

- Payment of dividends (1,700)
- Profit income +832
- Total (868)

Store Development

Number of stores	FY2025 Aug. 31	FY2026			
		Sep	Oct	Nov	1Q
All stores *As of month-end	139	139	140	139	139
New Open	—		+1		+1
Closed	—			(1)	(1)

New Open

■ On October 8, 2025

Kojima & BicCamera Aeon Mall Sendai Kamisugi Store
(Sendai City, Miyagi)

Closed

■ On November 9, 2025 Kojima & BicCamera Narumi Store (Nagoya City, Aichi)

Stand-alone stores



Supermarket complex



Shopping mall



Other complex stores



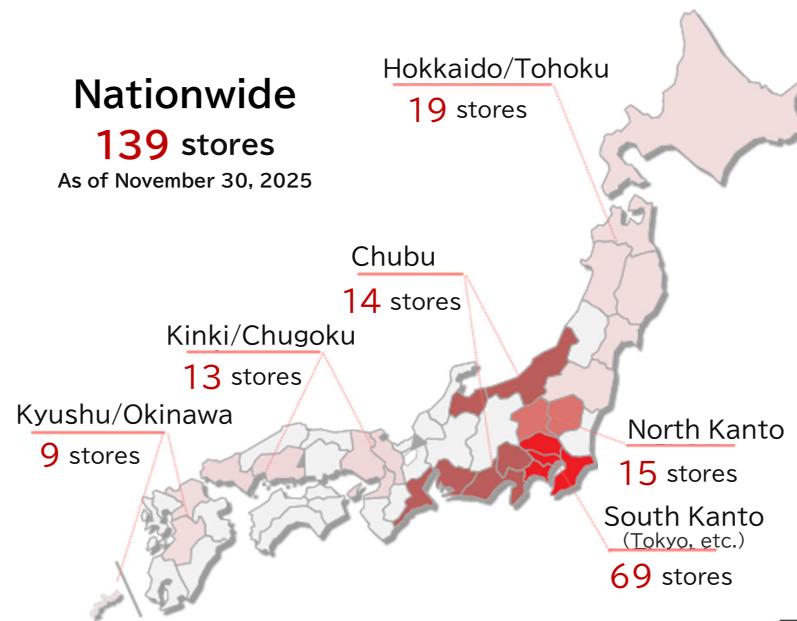
Number of stores, %	As of Nov 30, 2025	Composition ratio
All stores	139	—
Stand-alone stores	80	57.5
Supermarket complex	14	10.1
Shopping mall	35	25.2
Other complex stores	10	7.2

Region	Number of stores, %	As of Nov 30, 2025	Composition ratio
All stores	139	—	
Hokkaido/Tohoku	19	13.7	
North Kanto *Includes 1 outlet store	15	10.8	
South Kanto (Tokyo, etc.) *Includes 31 stores in Tokyo	69	49.5	
Chubu	14	10.1	
Kinki/Chugoku	13	9.4	
Kyushu/Okinawa	9	6.5	

Nationwide

139 stores

As of November 30, 2025



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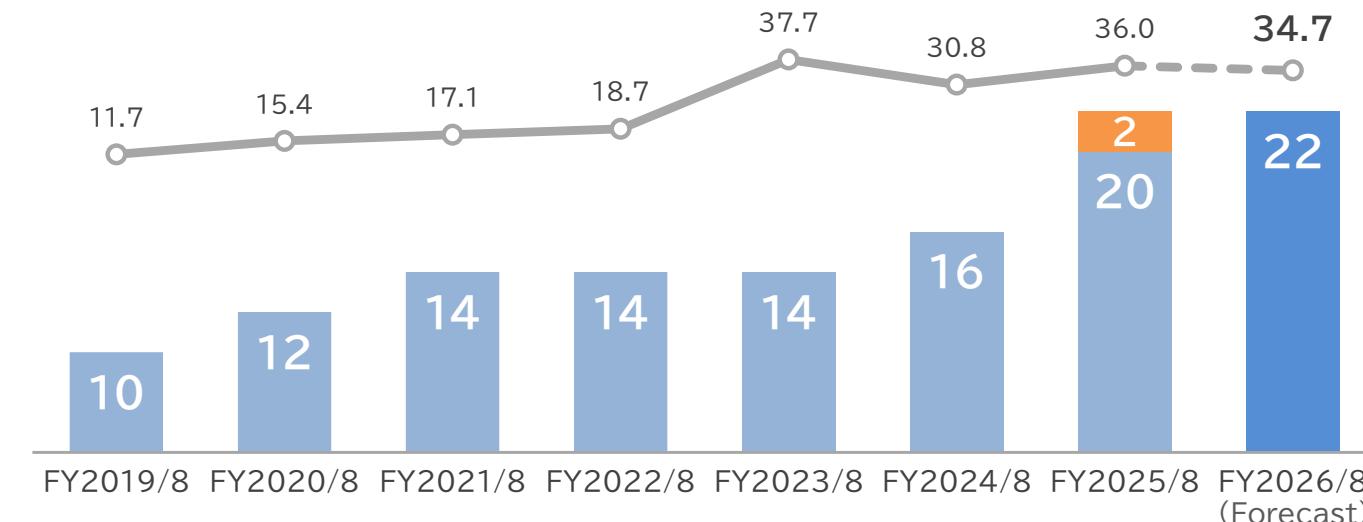
Earnings Forecast (FY2026/8)

(million yen, %)		1H			2H			Full year		
		FY2025/8	FY2026/8		FY2025/8	FY2026/8		FY2025/8	FY2026/8	
		Results	Forecast	YoY	Results	Forecast	YoY	Results	Forecast	YoY
Net sales		136,667	143,000	104.6	146,122	151,000	103.3	282,790	294,000	104.0
Operating profit		3,440	3,500	101.7	3,884	4,100	105.5	7,325	7,600	103.7
Ordinary profit		3,688	3,700	100.3	4,043	4,200	103.9	7,732	7,900	102.2
Profit income		2,491	2,500	100.4	2,217	2,400	108.2	4,709	4,900	104.1
% to sales	Gross profit	27.2	27.2	+0.0	27.1	27.2	+0.1	27.2	27.2	+0.1
	SG&A expenses	24.7	24.8	+0.1	24.5	24.5	+0.0	24.6	24.6	+0.1
	Operating profit	2.5	2.4	(0.1)	2.7	2.7	+0.1	2.6	2.6	+0.0
	Ordinary profit	2.7	2.6	(0.1)	2.8	2.8	+0.0	2.7	2.7	+0.0
	Profit income	1.8	1.7	(0.1)	1.5	1.6	+0.1	1.7	1.7	+0.0

Dividends and Purchase of Treasury Shares

		FY2019/8	FY2020/8	FY2021/8	FY2022/8	FY2023/8	FY2024/8	FY2025/8	FY2026/8 (Forecast)
	Total	10	12	14	14	14	16	22	22
Dividends per share (yen)	1H	0	0	0	0	0	0	0	0
	Commemorative	0	0	0	0	0	0	2	0
	2H	10	12	14	14	14	16	20	22
Total cash dividends (million yen)		776	931	1,079	1,079	1,080	1,231	1,700	1,700
Dividend payout ratio (%)		11.7	15.4	17.1	18.7	37.7	30.8	36.0	34.7
Purchase of treasury shares	Number of shares (in thousands)	300	—	500	—	—	300	—	—
	Total acquisition (million yen)	154	—	419	—	—	279	—	—

■ Ordinary dividend (yen) ■ Commemorative dividend (yen) ■ Dividend payout ratio (%)



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Topics ①

70th Anniversary Special Project

Collaboration with popular content

Black Friday Festival

Event Period: November 1, 2025, to November 30, 2025



Special collaboration campaign with the 50th anniversary of My Melody and the 20th anniversary of Kuromi, Sanrio characters

Jujutsu Kaisen × Kojima Collaboration Campaign

Event Period : Part1 December 6, 2025, to January 4, 2026
Part2 January 24, 2026 scheduled to start



Collaboration with *Jujutsu Kaisen*, the anime show that begins airing in January 2026

Improvement of labor productivity

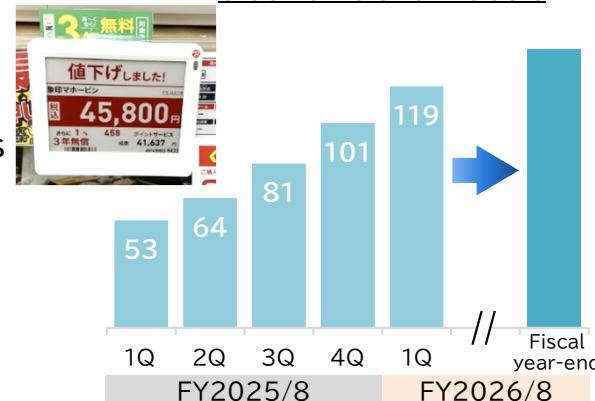
Pursuing operational efficiency

The number of stores that have introduced electronic shelf tags increased to 119.

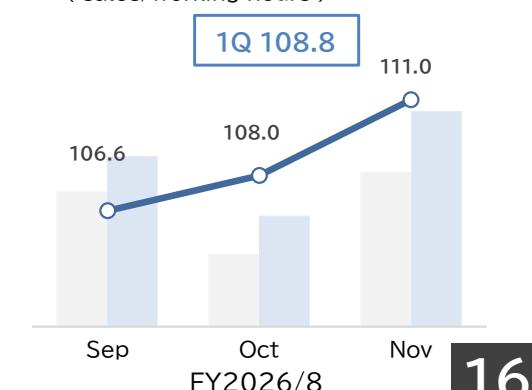
By FY2026/8, introducing electronic shelf labels is scheduled to complete

⇒ **Sales per man-hour** (sales/working hours) are rising, although personnel expenses tend to increase

Change in the number of stores with electronic shelf labels



Sales per man-hour YoY(%)
(sales/working hours)



Topics ②

Earnings expansion in growth businesses

Corporate customer business

- Acquisition of new customers through expansion of corporate sales offices

Kobe corporate customer business office opened (2025/11/4)



Covers the Kinki and Chugoku regions by leveraging the office location in front of JR Kobe Station

Housing equipment business

- Training of sales staff for renovation and renewable-energy products and store managers
- Overhaul of the plumbing renovation section (implemented at 31 stores)



External evaluation

Selected for the CDP 2025 Climate Change “A List” for the first time

We have been selected for the first time as an “A List” company in the climate change category of CDP 2025, a survey conducted by CDP, an international environmental nonprofit organization.



Shareholder returns

Change to (Expansion of) the Shareholder Benefit System (released on January 9, 2026)

Shareholder benefits are based on the number of shares held, and benefits with a record date of the last day of February will be expanded, as detailed below.
*The new system will be applied to shareholders recorded (either in written or electronic form) in the Company's shareholder register as of the last day of February 2026.

<Record date: end of February>

Before change	After change	
Shares held	Number of Vouchers	Number of Vouchers
100 or more	1,000-yen voucher x 1	1,000-yen voucher x 2
500 or more	1,000-yen voucher x 3	1,000-yen voucher x 4
1,000 or more		
3,000 or more	1,000-yen voucher x 5	1,000-yen voucher x 6
5,000 or more		