Q3 FY03/26
Institutional Investor Meeting

Consolidated Financial Results for the Nine Months Ended December 31, 2025 (Under Japanese GAAP)

EDION Corporation

February 6, 2026

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1. Q3 FY03/26 Results

2. FY03/26 Earning Forecast

3. Key Topics

1. Q3 FY03/26 Results

Consolidated Statements of Income (Q3 FY03/26)

Million yen, %	Q3 FY03/25			Q3 FY03/26			
	% of Sales	Results	% of FY2024	% of Sales	Results	% of FY2025	YoY Change
Net Sales		**572,580**	**106.5**		**585,869**	**102.3**	**13,288**
Gross Profit	29.37	168,171	107.2	28.96	169,663	100.9	1,492
SG&A Expenses	**26.25**	**150,300**	**104.0**	**25.90**	**151,735**	**101.0**	**1,435**
Advertising and Selling Expenses	6.4	36,840	103.7	6.3	37,132	100.8	292
Personnel Expenses	10.7	61,148	103.2	10.6	62,176	101.7	1,028
Equipment Costs and Administrative Expenses	7.6	43,564	103.8	7.5	43,739	100.4	174
Depreciation	1.5	8,746	111.3	1.5	8,686	99.3	-60
Operating Profit	**3.12**	**17,871**	**145.6**	**3.06**	**17,928**	**100.3**	**57**
Non-Operating Income	0.2	1,151	101.0	0.3	1,474	128.1	323
Non-Operating Expenses	0.1	515	61.0	0.1	693	134.5	177
Ordinary Profit	**3.2**	**18,507**	**147.2**	**3.2**	**18,709**	**101.1**	**202**
Extraordinary Income	0.0	142	94.3	0.1	347	243.7	204
Extraordinary Losses	0.1	415	109.8	0.1	731	176.1	316
Profit before Income Taxes	**3.2**	**18,234**	**147.7**	**3.1**	**18,325**	**100.5**	**91**
Total Income Taxes	1.0	5,941	137.5	1.0	5,872	98.8	-68
Profit Attributable to Non-Controlling Interests	0.0	50	-192.5	0.0	32	63.7	-18
Profit Attributable to Owners of the Parent	**2.1**	**12,242**	**152.1**	**2.1**	**12,420**	**101.5**	**178**

Summary

Net Sales
Existing store sales were 102.2% compared to the same period last year (104.9% compared to the same period last year for the three months from October to December).
Sales increased due to increased demand for PCs following the end of Windows10 upgrades support for air conditioners, strong sales of games & toys, and continued growth in sales of mobile phones.
As of the end of December, four stores had opened and two had closed.

Gross Profit
Down 0.41 points from the previous year
Although the gross margin ratio decreased due to the gross margin mix, profit increased due to increased sales.

SG&A Expenses
Although labor costs increased due to wage increases, the selling and administrative expense ratio improved by 0.35 points compared to the previous period due to a reduction in advertising and promotional expenses.

Non-Operating Income
Increase due to revenue from recall handling fees.

Non-Operating Expenses
Increase in interest expenses due to rise in borrowing rates (recording of CVC operating expenses).

Extraordinary Income
Compensation of approximately ¥200 million for withdrawal from the free paper business.

Extraordinary Losses (Major Breakdown)
Asset removal expenses +135 million yen Closure, renovation, etc.

Loss on disposal of fixed assets + ¥111 million Renovation, etc.

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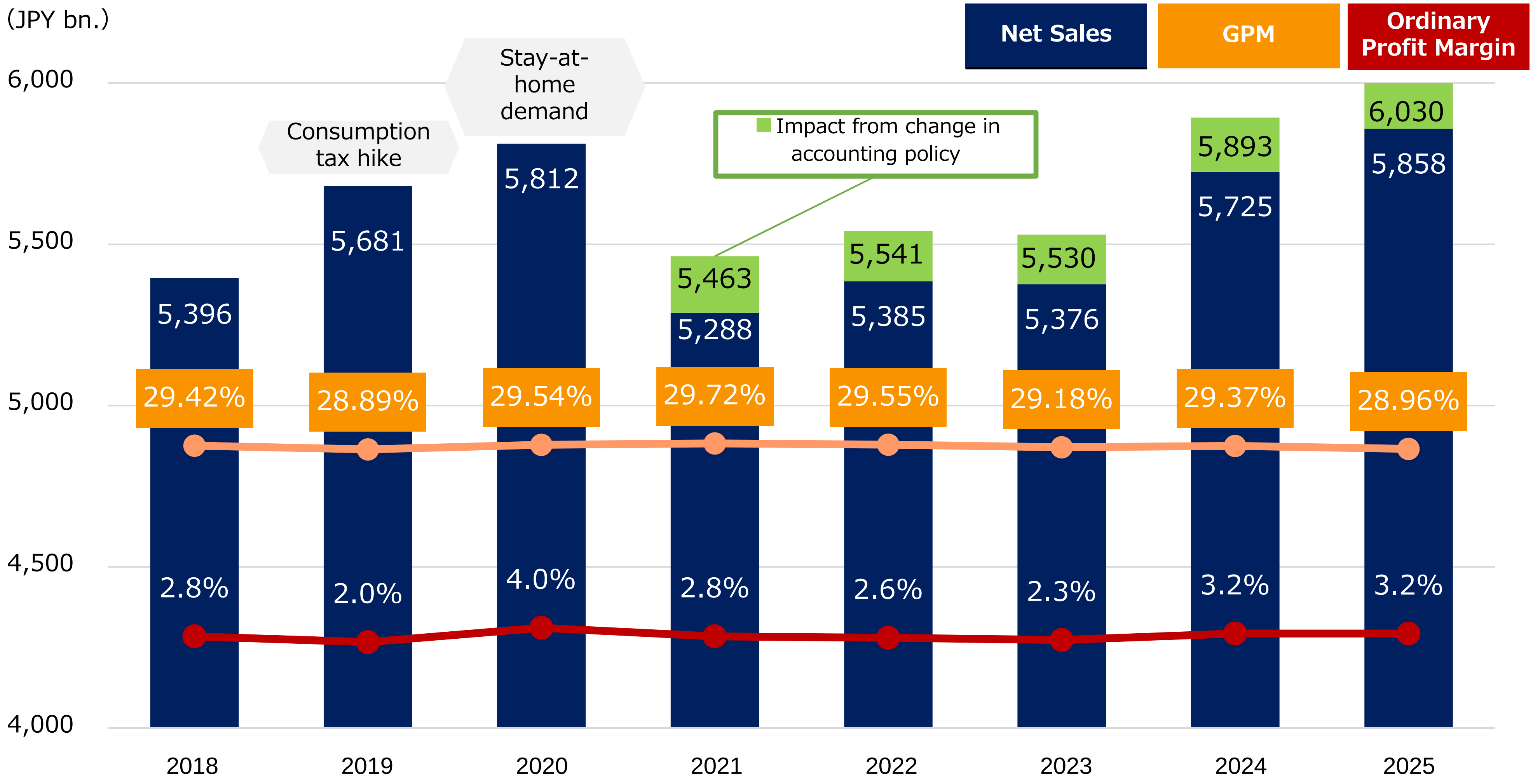
Earnings (Q3 FY03/26)



- Net sales (before the change in accounting policy) were the highest since fiscal 2018
  (The highest figure since fiscal 2010, when the Japanese government's "Home Appliance Eco-Point Scheme" boosted replacement purchases (implementation period: May 2009 to March 31, 2011).)
- Gross profit margin 28.96% YoY 29.37% - 0.41 pt. decrease (impact of product mix including PCs and game consoles)
- SG & A ratio of 25.90% in the fiscal year under review 26.25% in the fiscal year under review improved by 0.35 points/Ordinary income ratio was 3.2%

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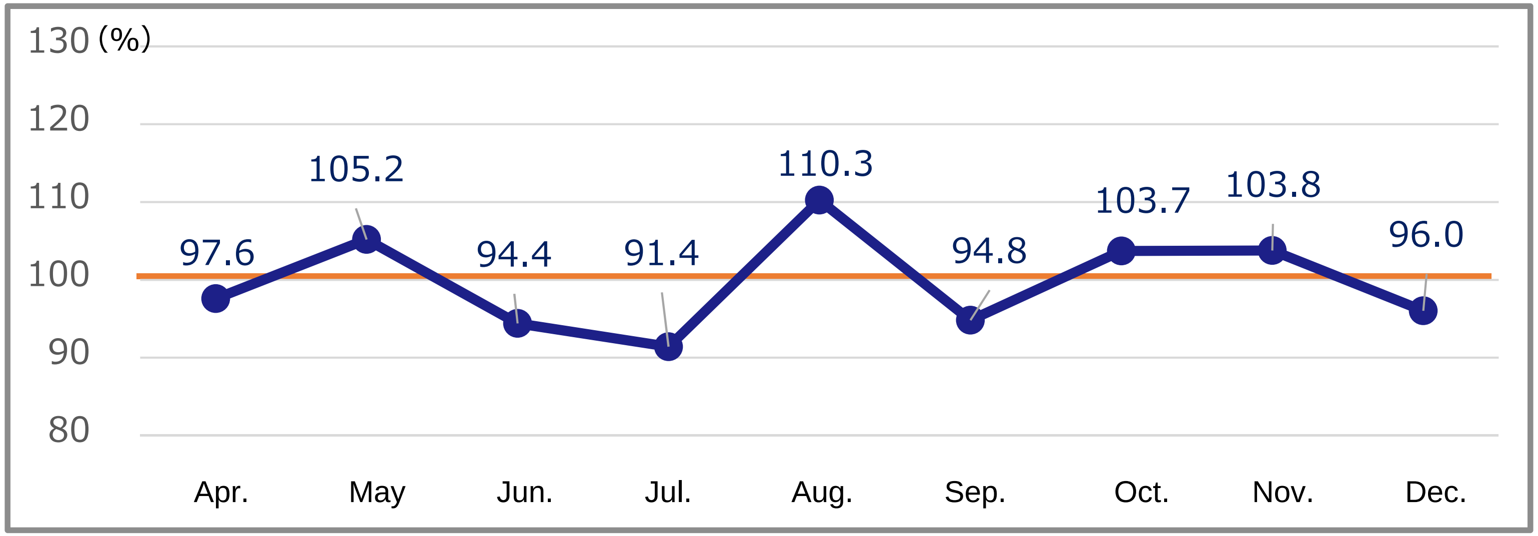
Comparison of Orders by Product

YoY (Orders acquired at POS)

TVs

Cumulative total from April to December YoY 99.0%

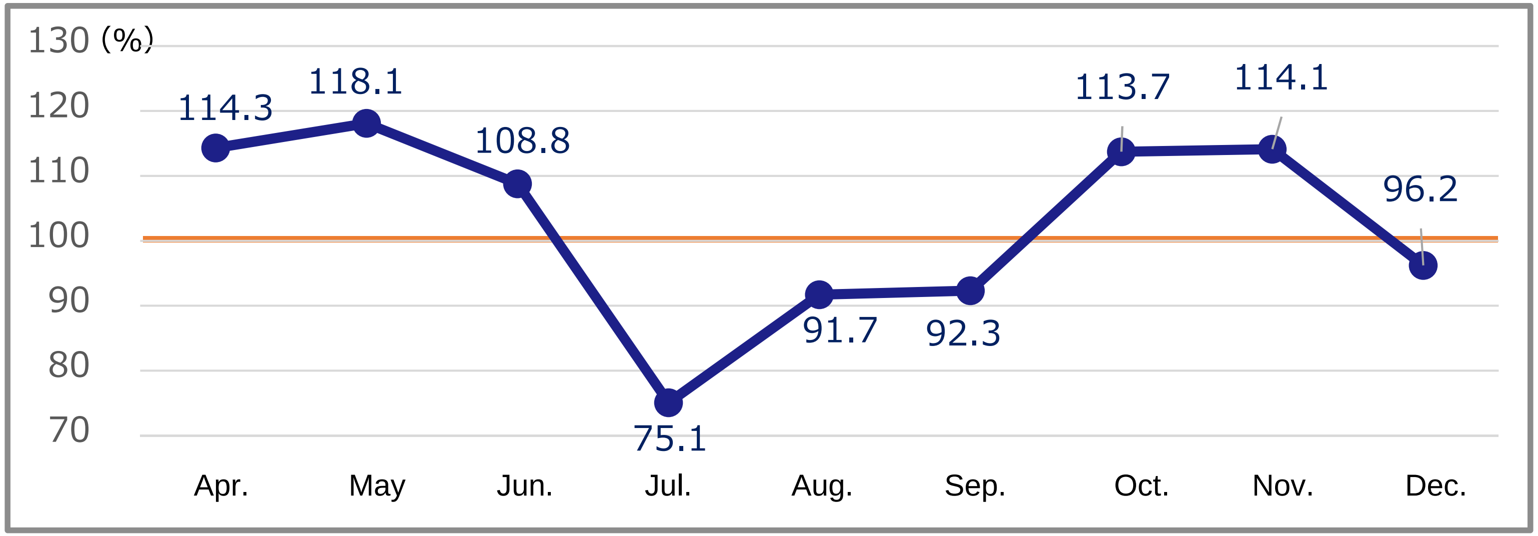
Large models with mini-LED led strong sales. The trend has shifted from a uniform downtrend to a bottoming trend.



Air Conditioners

Cumulative total from April to December YoY 97.7%

In the first half of 2024, there was strong demand due to extreme heat. Although hurdles were high this fiscal year, solid demand continues as a necessity.



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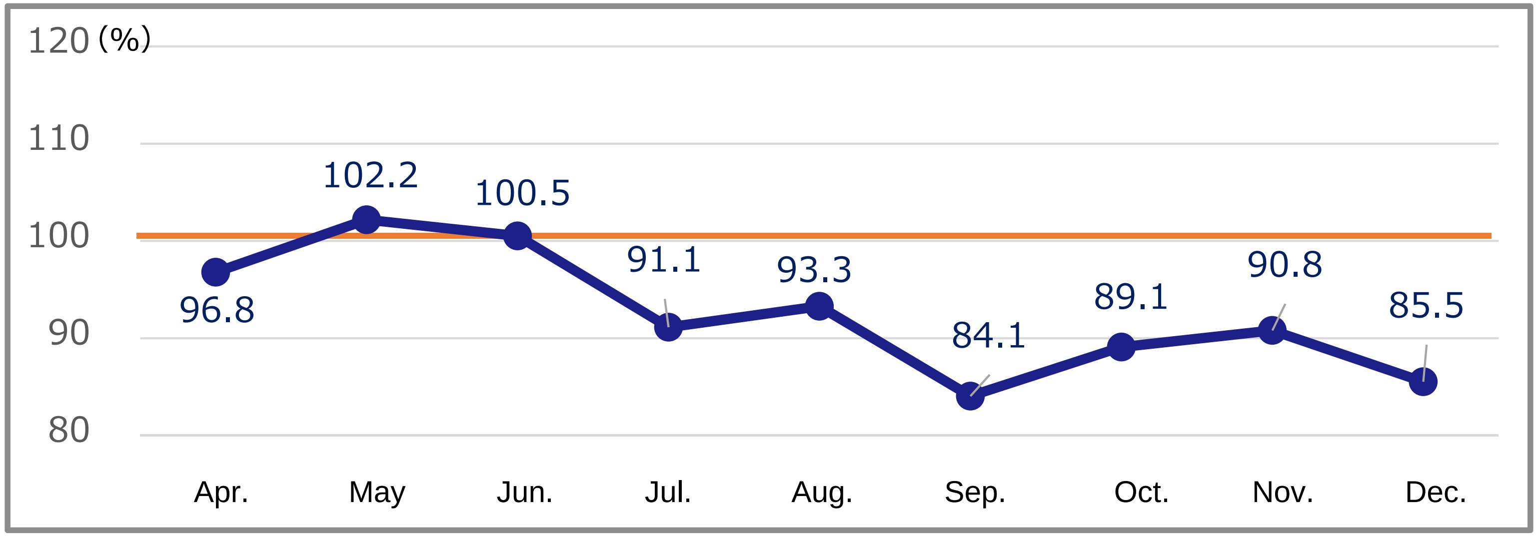
Comparison of Orders by Product

YoY (Orders acquired at POS)

Refrigerators

Cumulative total from April to December YoY 92.4%

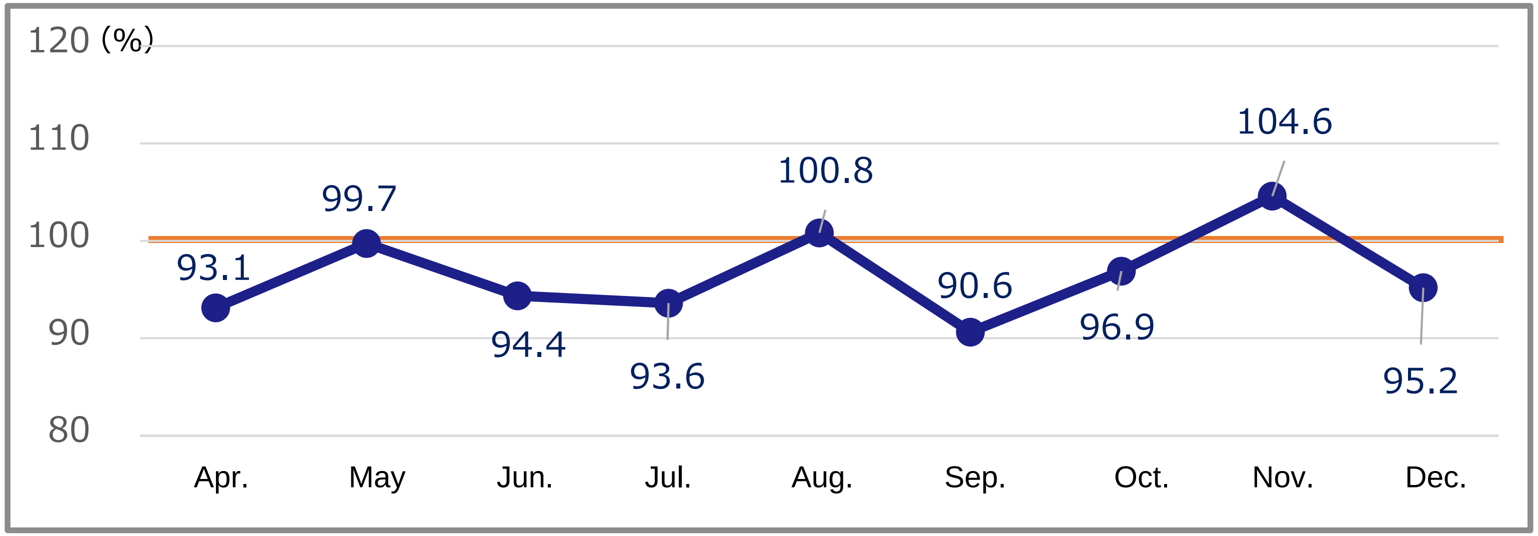
Demand for replacement refrigerators is weak overall. Demand for replacement of large, energy-saving models of 500 liters or more has continued to a certain extent.



Washing Machines

Cumulative total from April to December YoY 96.4%

Drum-type washing machines and vertical-type washing machines with large washing capacity (9kg or more) are doing well.



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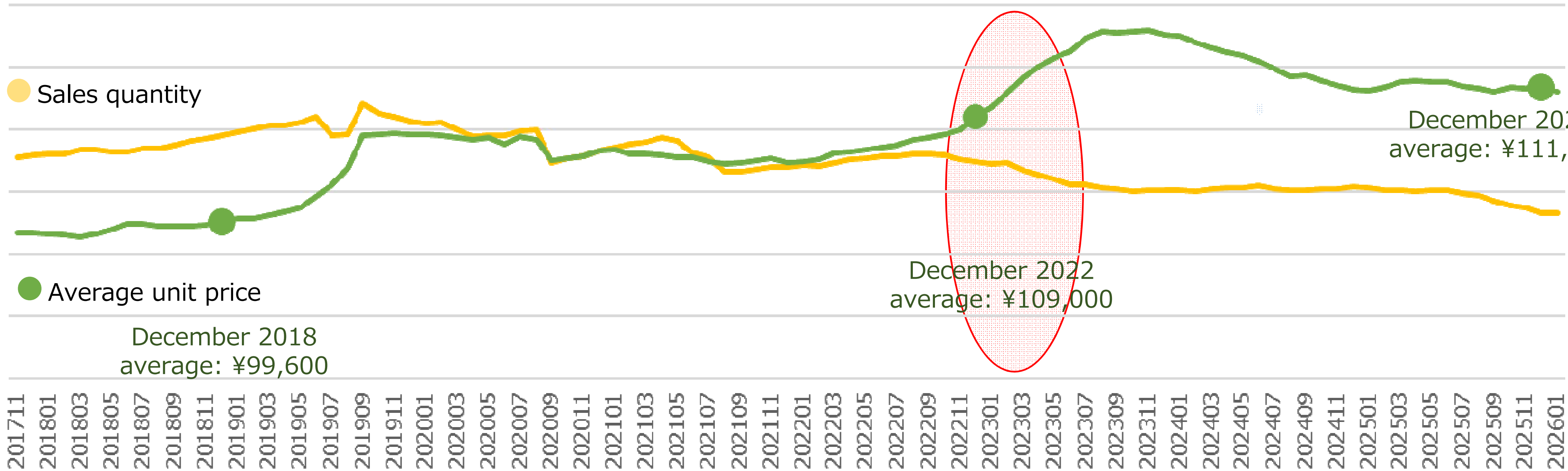
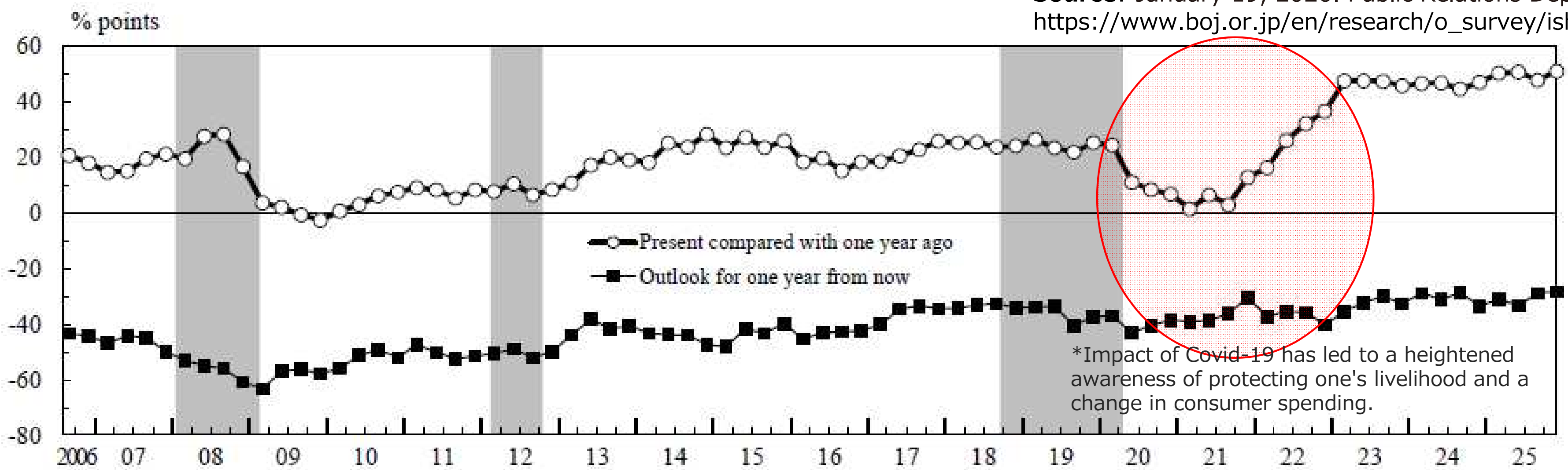
(Reference) Refrigerator sales trends

Our refrigerator sales volume and unit price trends (12-month moving average)



< Developments in the Spending D.I. >

Source: January 19, 2026. Public Relations Department Bank of Japan
https://www.boj.or.jp/en/research/o_survey/ishiki2601.htm



Excerpts from; Results of the 104th Opinion Survey on the General Public's Views and Behavior (December 2025 Survey)

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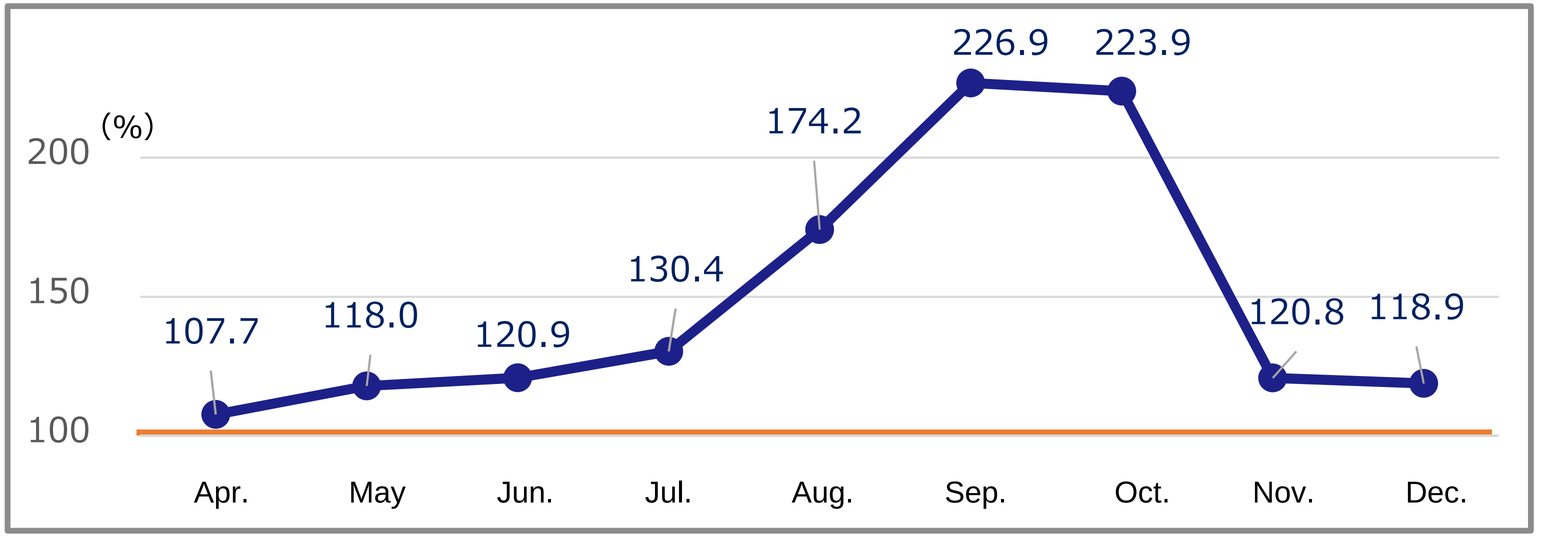
Comparison of Orders by Product

YoY (Orders acquired at POS)

PCs

Cumulative total from April to December YoY 146.2%

Consumer demand for Windows10 upgrades was strong in the wake of the end of support in October 2025, and remained strong during the holiday season.

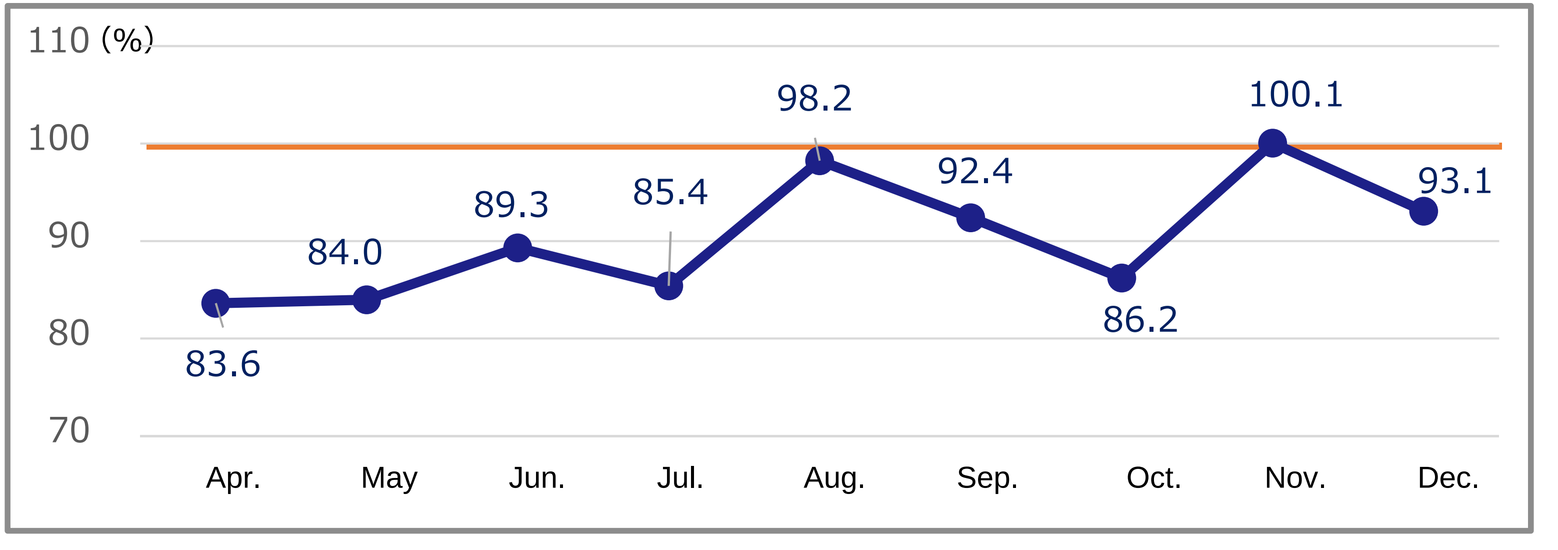


ELS Business

(Renovation)

Cumulative total from April to December YoY 90.2%

Sales increased due to the strong effect of government subsidies for renovation in FY 2024. The impact in fiscal 2025 continued until around 10. This was a year-on-year decrease.



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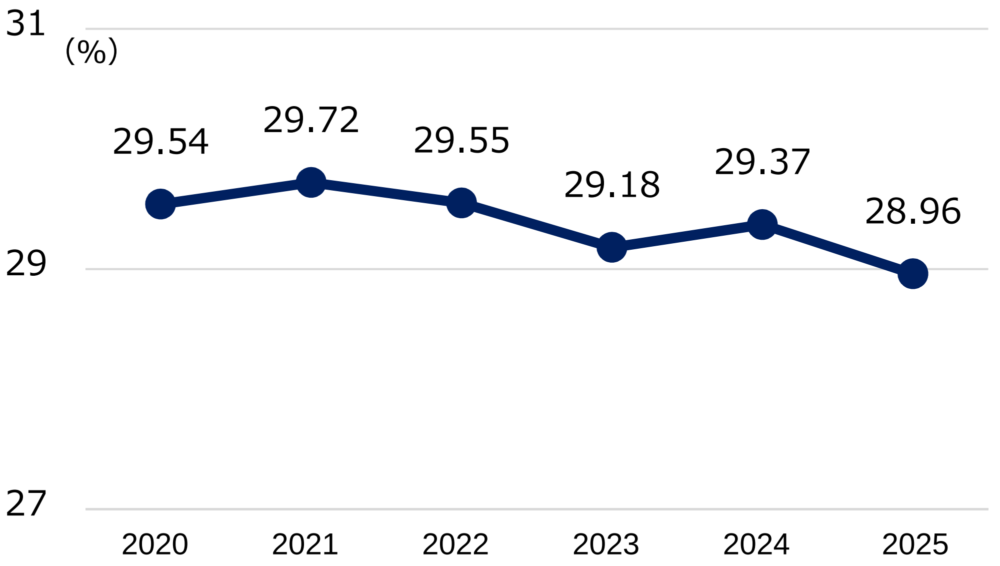
Gross Profit Margin and SG&A Ratio

● Gross Profit Margin



● Gross profit margin: 28.96% in Q3 FY03/2026, 29.37% in Q3 FY03/2025, YoY Change -0.41%

● Gross profit : YoY change of JPY1.49 bn.

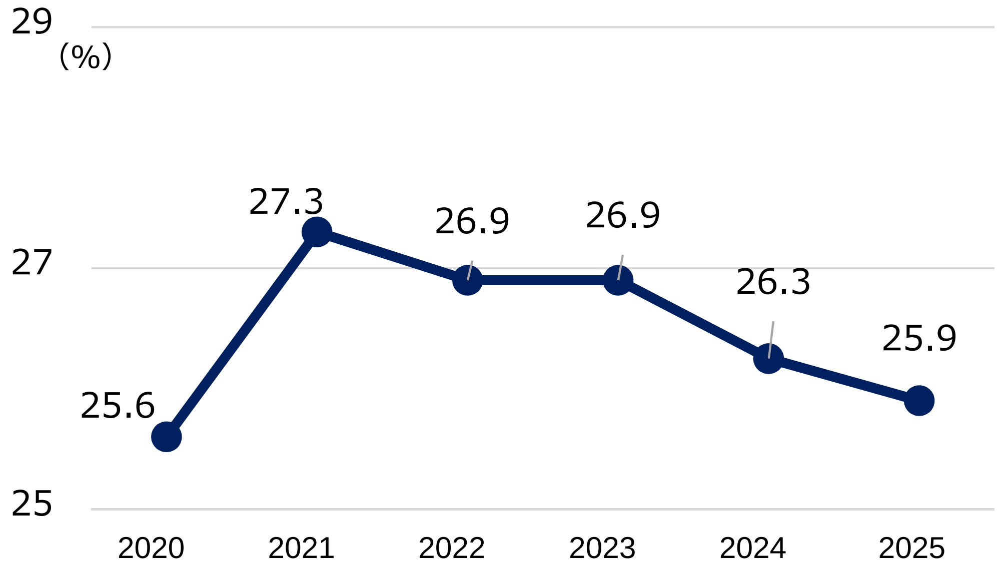
(Breakdown)

	FY03/2026	FY03/2025	Change（%）	Change (JPY)
1H	29.89%	30.17%	△0.27pt	+JPY0.50 bn.
Q3	27.16%	27.80%	△0.64pt	+JPY0.98 bn.

(Cause)

Third-quarter gross margin was impacted by product sales mix, most notably games and toys (down 0.49%) and increased PC sales (down 0.18%).

● SG&A-to-sales Ratio



● SG&A-to-sales Ratio : 25.90% in Q3 FY03/2026, 26.25% in Q3 FY03/2025, YoY Change -0.35pt.

● SG&A Expenses :
Q3 FY03/2026: JPY151.7 bn. (YoY change of JPY1.43 bn.)

(Main analysis)

In advertising and selling expenses, variable sales expenses increased by ¥410 million due to changes in net sales, but restraints such as flyer sales promotion were reduced.
It was controlled at 290 million yen.
Personnel expenses increased ¥1.02 billion. Facility management expenses increased by 170 million yen. Depreciation and amortization decreased ¥60 million.

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Consolidated Balance Sheet

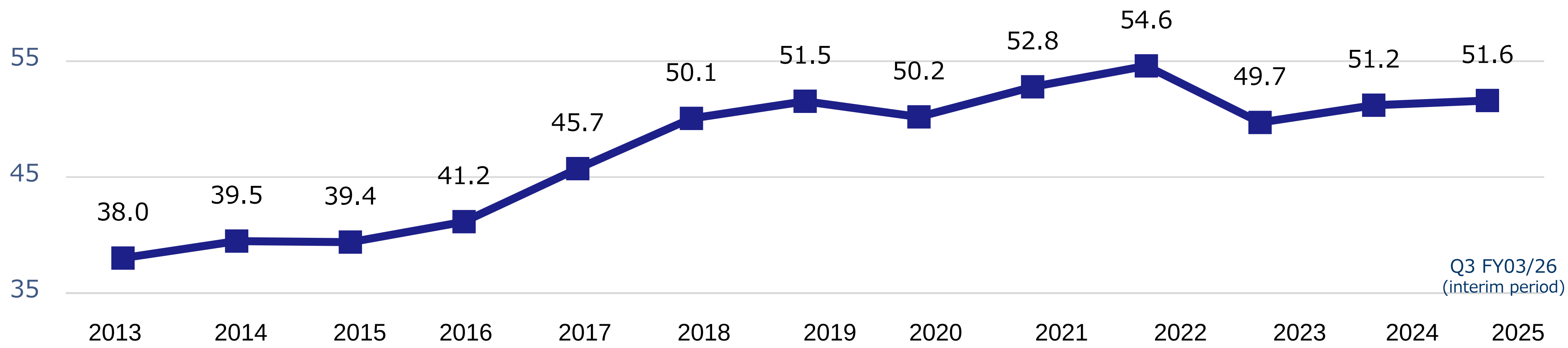
(millions of yen)

Assets	2025 End of March	2025 End of December	Change
Cash and Deposits	8,834	10,829	1,995
Merchandise and Finished Goods	120,087	136,715	16,628
Other	62,251	55,453	△6,797
Current Assets	191,173	202,999	11,825
Property, Plant and Equipment	175,690	175,503	△187
Intangible Assets	11,934	10,903	△1,031
Investments and Other Assets	56,032	57,130	1,098
Non-Current Assets	243,657	243,537	△120
Total Assets	**434,830**	**446,536**	**11,705**

(millions of yen)

Liabilities and Net Assets	2025 End of March	2025 End of December	Change
Short-term Borrowings	31,255	25,584	△5,670
Current Portion of Llong-Term Debt	3.470	9,868	6,398
Current Portion of Bonds	2,510	—	△2,510
Current Liabilities	144,220	154,107	9,887
Long-Term Borrowings	40,667	34,621	△6,045
Non-Current Liabilities	67,664	61,630	△6,034
Total Liabilities	**211,884**	**215,737**	**3,853**
Net Assets	**222.946**	**230,798**	**7,852**
Total Liabilities and Net Assets	**434,830**	**446,536**	**11,705**

● **Equity Ratio** (%)



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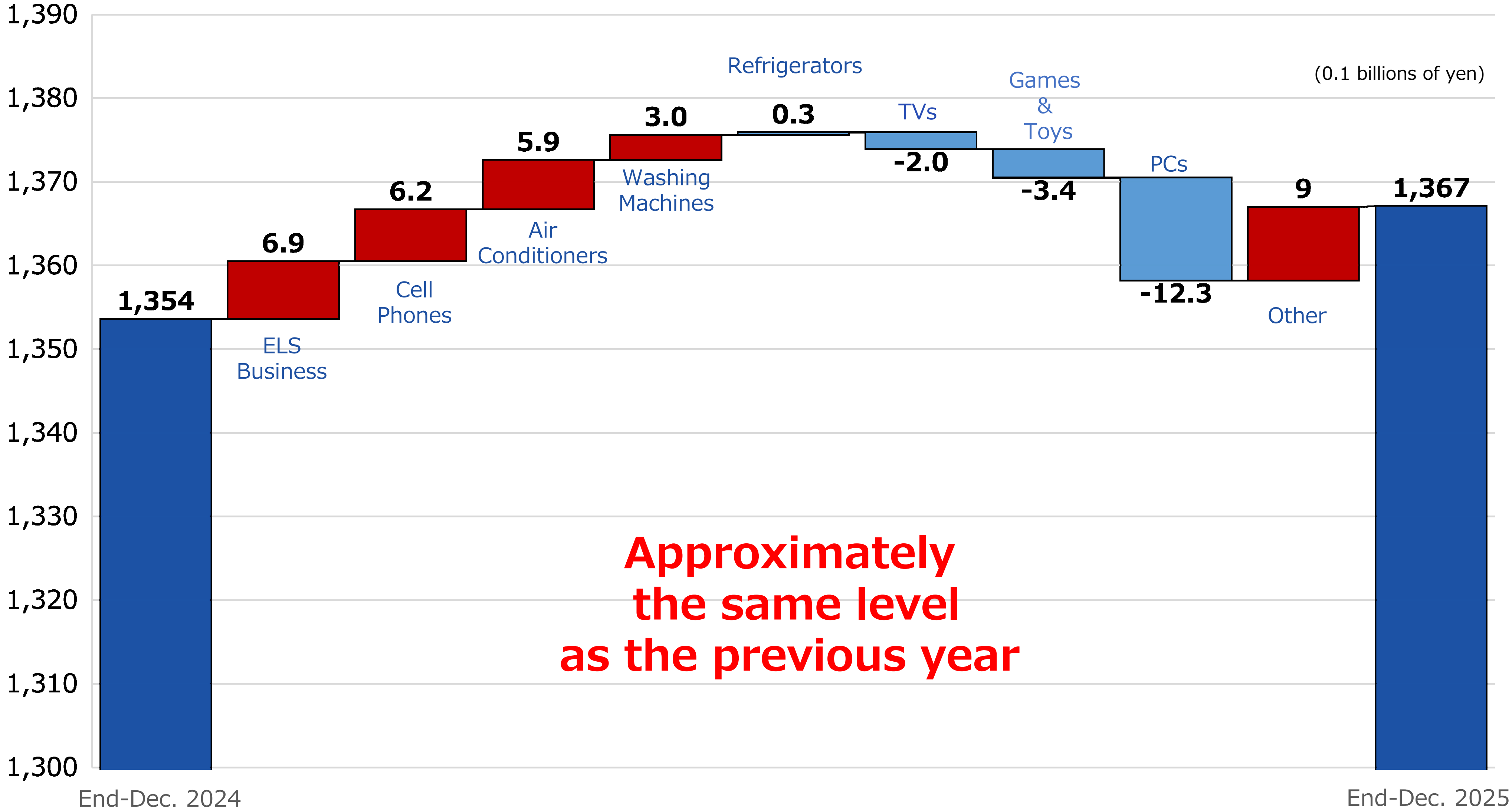
Inventory Status

Cumulative Year-on-year Comparison From April to December



*Amounts less than 100 million yen are rounded down

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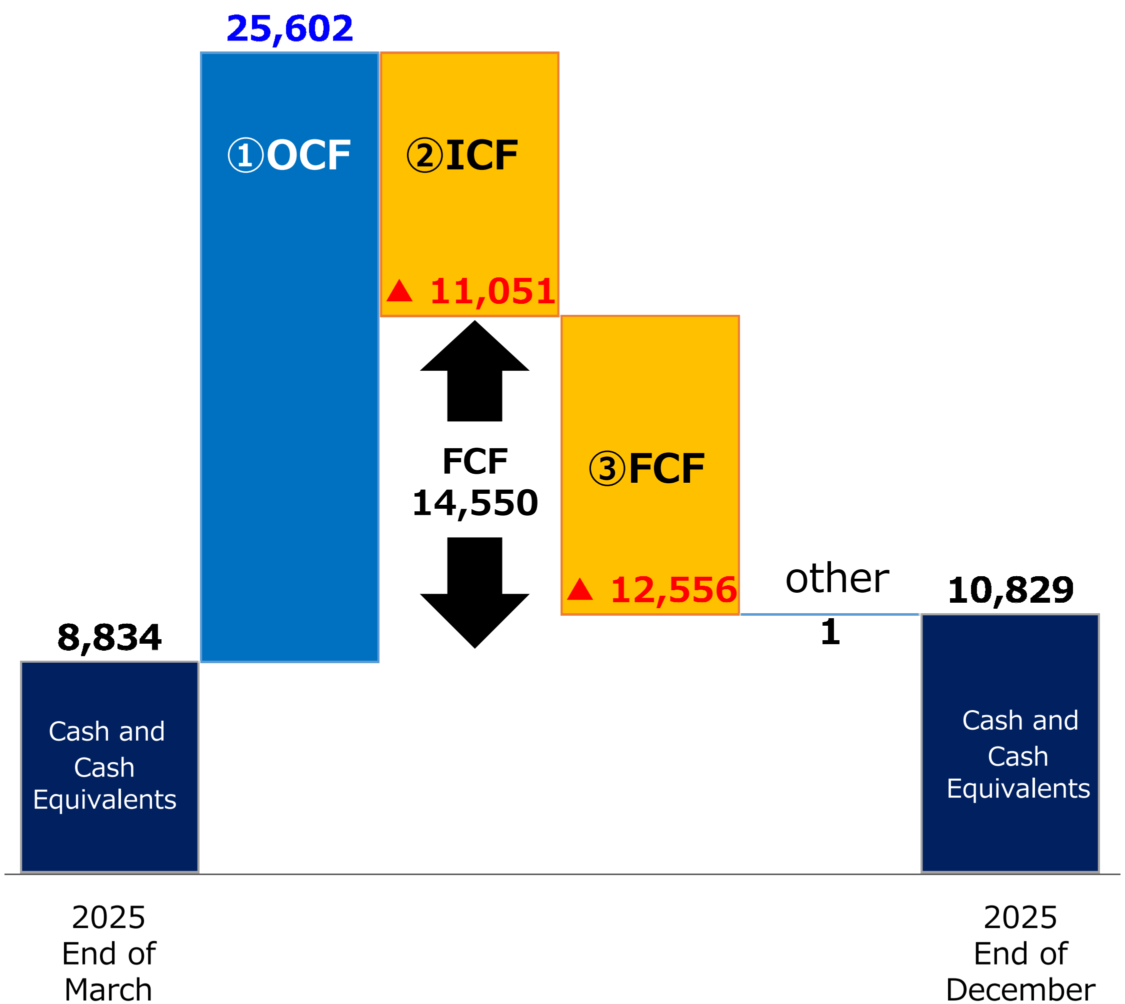
Consolidated Statements of Cash Flows

- "Cash flow from operating activities" before income taxes was 34.8 billion yen (an increase)
- "Cash flow from investing activities" was the same as the previous period
- "Free cash flow" was 14.5 billion yen

● **Changes in Cash and Deposits**

(millions of yen)



● **Consolidated Statements of Cash Flows**

(millions of yen)	2024 End of December	2025 End of December
Income before income taxes	18,234	18,325
Provision for bonuses	△2,664	△3,042
Trade receivables (increase)	3,633	3,397
Change in inventories (increase)	△17,527	△16,680
Others	32,975	32,838
Subtotal	34,652	34,838
Income taxes	△4,998	△8,944
Other	△182	△290
① Operating CF	**29,472**	**25,602**
Acquisition of property, plant and equipment	△8,031	△8,312
Other	△2,748	△2,739
② Investment activities CF	**△10,779**	**△11,051**
① + (2) Free cash flow	**18,693**	**14,550**
Short-term borrowings	△10,078	△5,670
Long-term borrowings	△899	371
Repurchase of treasury stock	△4,991	△2,017
Dividend payment	△4,389	△4,501
Other	△755	△739
③ Financial activities CF	**△21,113**	**△12,556**
① (2) (3) Change in cash and cash equivalents	**9,590**	**10,829**

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2. Earnings Forecasts and Store Opening Plans

Consolidated Earnings Forecast

million yen, %	1H		2H		FY March 2026			
	Results	% of FY03/25	Forecast	% of FY03/25	% of Sales	**Forecast**	% of FY03/25	YoY Change
Net Sales	**385,668**	**101.4**	**404,331**	**104.3**		**790,000**	**102.8**	**21,870**
Gross Profit	115,287	100.4	113,213	104.7	28.92	228,500	102.5	5,634
SG&A Expenses	101,500	101.2	102,000	102.8	25.8	203,500	102.0	4,029
Advertising and Selling Expenses	24,971	100.8	24,467	103.4	6.3	49,438	102.1	995
Personnel Expenses	41,491	101.9	41,604	101.6	10.5	83,095	101.8	1,434
Equipment Costs and Administrative Expenses	29,268	100.3	29,949	105.5	7.5	59,218	102.8	1,639
Depreciation	5,769	102.8	5,978	96.8	1.5	11,748	98.7	-40
Operating Profit	**13,787**	**95.1**	**11,213**	**126.0**	**3.2**	**25,000**	**106.9**	**1,605**
Ordinary Profit	**14,353**	**95.5**	**11,646**	**124.9**	**3.3**	**26,000**	**106.8**	**1,649**
Profit Attributable to Owners of the Parent	**9,336**	**93.1**	**5,163**	**126.3**	**1.8**	**14,500**	**102.7**	**381**

- **Net Sales** : 1H Results:100.9%, 2H Forecast:103.9%, and 102.5% for the Full Year (vs. FY03/25)
- **Gross Profit Margin** : Taking into account the impact of the first half of the fiscal year ending March 2026, the figure is expected to be 28.92% (29.01% for the FY03/25)
- **SG&A Expenses** : The main reason for the increase was an increase in sales fluctuations (advertising costs and new store sales costs)
  Increase in personnel costs due to increases in salary base, etc.
  Facilities and administrative expenses will increase due to higher rents for new stores.
  (Will be one-time expenses such as store relocation and remodeling costs in this fiscal year)

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Store Openings, Relocations, and Closings (Actual and Planned)

			New Openings	Relocations and Renovations	Closures	YoY Change	End-of-Period Store Count
FY03/2025	**Actual**	Full-year	7	1	7	±0	454
FY03/2026	**Planned**	Full-year	3	5	-	+3	457
	Actual	**3Q** (Nine Months total)	**4**	***4**	**2**	**+2**	**456**

*Includes one store other than electronics retailers: mobile phone specialty stores, etc.

October 2025 Opened S&B at Iida-Interchange Store (Nagano Prefecture)

EDION Group

1,183 stores

As of end-December 2025

- **EDION-owned stores 456**
- **Franchise stores 727**

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3. Key Topics

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Continue to Strengthen Services Menu

From Changing Light Bulbs to Air Conditioner Cleaning and Barrier-free Remodeling

Home appliance professionals offer comprehensive solutions to customers' concerns with a menu of more than 100 services

Website Redesigned:

The website uses machine translation

https://service-info.edion.jp/service/

On 14 July 11, 2025, EDION set up a “Okomarigoto* Counseling Counter" at EDION stores nationwide

***A minor inconvenience**

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EDION Original PB Product [e angle]

For the three months from October to December

NEW LIVING FROM A New Angle

A unique, out-of-the-box approach to home appliances.
They are created by reexamining our daily lives.

Release date	Product name
October 29	Oven
November 11	Hand blender
November 14	Hybrid humidifier
Late November	Hot Sandoz Maker
November 26	Human-Sensitive Ceramic Heater
December 17	Cleaner with Dust Station
December 18	Air Refresher
December 29	Multi-Cleaning Pen

● Check out the latest product lineup on the e-angle website (Japanese domestic specifications)
https://www.edion.com/eangle *(Published in Japanese)

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Jointly Developed Product with NITORI HD

Introduction of jointly developed products

Combined Sales of Both Companies Exceeded 1 million Units!

EDION x ニトリ

Edion directly managed stores* and EdionNet Shop also sells them

For the three months from October to December

Release date	Product name
October 7	Projector
October 17	LED ceiling light
October 24	Tank portable easy water supply humidifier
November 18	Nano moisture mist hair dryer
December 20	Adjustable electric kettle (0.8 L)
December 26	Non-oil fryer (2.2 L)

*Not available in some stores

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Sports Team Performance

At the 45 All Japan Corporate Women's Ekiden (Queens Ekiden in Miyagi) held on 23 Sunday, 11, 2025, the team crossed the finish and won the championship for the first time since its foundation in 1989


Mikuni Yada ran her first marathon on Sunday, January 25, 2026. She set a new Japanese record for debut marathons at the 45th Osaka International Women's Marathon!

POWER OF SPORTS

Sanfrecce Hiroshima won the 2025 J.LEAGUE YBC Levain Cup on Saturday, November 1, 2025, for the first time in three years (and for the second time overall)

Sanfrecce Hiroshima Regina won the Empress's Cup JFA 47th All-Japan Women's Football Championship for the first time, held on January 1, 2026 (New Year's Day)

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ESG Sustainability Initiatives

We Strive to be a Company That Continually Endeavors to Support Richness and Abundance in Our Customers' Lives

Environment

- **CO2 emission reduction target:**
  - Establishment of roadmap for CO2 reduction
  - FY 2030 target 46% reduction compared to FY 2013
  - FY 2050 target of carbon neutrality
- **Creating Environmentally Friendly Stores:**
  - Two stores certified by Nearly ZEB
  - Number of photovoltaic power generation systems installed: 87
  - Promoting the introduction of the PPA model
- **Realizing a recycling-oriented society:**
  - Promotion of recycling and reuse of small home appliances

Social

- **Promoting Human Resource Development:**
  - Development of future human resources by EDION Academy
  - Establishment of a unique in-house certification system "Skill Certification"
- **Health Management Initiatives:**
  - Certification as an Excellent Health Management Corporation (Large Corporations) for six consecutive years
  - Promotion of work style reforms
- **Community Contribution Activities:**
  - Supporting the independence of persons with disabilities (sponsored by Paralym Art)
  - Contributing to Local Communities through Sports (Athletics, archery, soccer, etc.)

Paralym Art®
障がい者アートを応援しています

2025
健康経営優良法人
KENKO Investment for Health
大規模法人部門

Governance

- **Transition to Company with Audit and Supervisory Committee (June 2024)**
- **Strengthening Board Governance:**
  - Increase the ratio of outside directors and female directors
- **Nomination and Compensation Committee:**
  - Independent Outside Directors Ratio: 75%
- **Sustainability Management:**
  - Sustainability Promotion Committee established (June 2022)
  - Sustainability Policy established (May 2023)

Composition of the Board of Directors

(As of June 27, 2025)

For the latest ESG/sustainability information, please visit the following website (https://www.edion.co.jp/en/sustainability). The website uses machine translation.

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Dividends and Share Prices

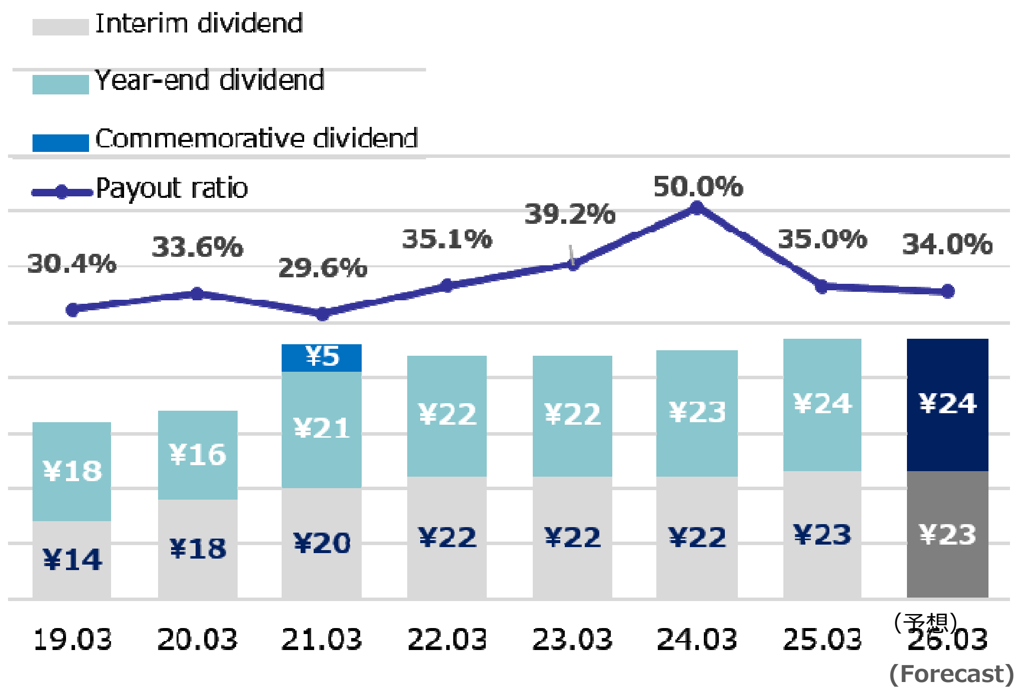
While striving to improve capital efficiency, as measured through ROIC growth, we will focus on maintaining a sound and stable balance sheet.

1. Dividend Policy

EDION recognizes the return of profits to shareholders as an important management issue. Accordingly, we maintain a basic dividend policy of providing stable dividends with a payout ratio of at least 30% while comprehensively considering relevant factors such as business performance and our operating environment.

2. Share Buybacks

Based on the assumption that shareholder return measures contribute to the improvement in capital efficiency, we will flexibly implement these measures while comprehensively considering factors such as business performance, our operating environment, and various elements related to our market environment, including investments and stock prices.



■Stock Price Trends (Ticker TYO:2730)

*Recent stock price trends since 2010

Disclaimer

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February 6, 2026

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