Notes:
・This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.
・Joyful Honda’s fiscal year ends in June.

WONDERFUL
JOYFUL
50TH
ANNIVERSARY

Create More Fans of Joyful Honda!!

FY2026 Financial Results (Fiscal Year Ended June 20, 2026)

Supplementary Materials for Financial Results

JOYFUL HONDA CO., LTD.
(Securities Code: 3191)

August 3, 2026

Impact of Consolidation of Honda Co., Ltd.

On September 30, 2025, the Company acquired all the shares of Honda Co., Ltd. and made Honda a subsidiary.

Honda Co., Ltd. became a consolidated subsidiary after the share acquisition. The Company began consolidated reporting in FY2026. Comparisons are based on the non-consolidated results for FY2025.

Honda Co., Ltd. is deemed to have been acquired on December 20, 2025. Accordingly, FY2026 includes Honda’s results for the period from December 21, 2025 to June 20, 2026.


We will further strengthen our core strengths—
our stores and our people—and enhance
sustainable corporate value by realizing our
“Specialty-driven Home Center model”.
JOYFUL HONDA
JOYFUL HONDA

FY2026 Financial Results Highlights

JOYFUL HONDA

1. **Consolidated net sales reached 101.4% of the forecast, while consolidated operating profit reached 99.2% of the forecast.**
   - Net sales increased due to the consolidation of Honda Co., Ltd., the opening of new stores, and growing demand for naphtha-derived products
   - Operating profit decreased due to higher costs associated with the consolidation of Honda Co., Ltd., as well as investments in human capital to support future growth

2. **New store openings and renovations of existing stores progressed as planned to enhance the value of our stores as highly specialized retail locations**

3. **Advanced our M&A strategy through our dedicated M&A team, including making Honda Co., Ltd. a subsidiary and signing a memorandum of understanding on a business integration with ARCLANDS CORPORATION**

P/L (Consolidated)

JOYFUL HONDA

	FY2025		FY2026		YoY Change		vs. Forecasts		(Reference) Honda Co., Ltd. FY2026	
	Amount	% of Net Sales	Amount	% of Net Sales	Amount	%	Amount	%	Amount	% of Net Sales
Net Sales	128,980	100.0	**132,817**	**100.0**	+3,836	103.0	+1,817	101.4	2,832	100.0
Gross Profit	40,985	31.8	**41,784**	**31.5**	+798	101.9	+684	101.7	738	26.1
Operating Revenue	6,758	5.2	**7,071**	**5.3**	+313	104.6	+71	101.0	16	0.6
Operating Gross Profit	47,743	37.0	**48,856**	**36.8**	+1,112	102.3	+756	101.6	755	26.7
SG&A Expenses	36,995	28.7	**40,124**	**30.2**	+3,128	108.5	+824	102.1	820	29.0
Operating Profit	10,748	8.3	**8,732**	**6.6**	(2,016)	81.2	(67)	99.2	(65)	(2.3)
Ordinary Profit*	11,878	9.2	**9,954**	**7.5**	(1,923)	83.8	(45)	99.5	(41)	(1.4)
Profit before Income Taxes	11,695	9.1	**12,178**	**9.2**	+482	104.1	+278	102.3	(41)	(1.5)
Profit	8,327	6.5	**9,002**	**6.8**	+675	108.1	+202	102.3	(47)	(1.7)

Notes:
- Ordinary Profit: Japanese accounting standard item (includes non-operating income/expenses)
- Millions of yen and percentage; Yen amounts are rounded down to millions; Percentages are rounded to the first decimal place
- *vs. Forecast* is based on the consolidated financial forecast for the fiscal year ending June 20, 2026 (June 21, 2025 to June 20, 2026), as announced in the "Notice Concerning Revision of Financial Results Forecast" released on February 2, 2026.

P/L (Joyful Honda Non-consolidated)

JOYFUL HONDA

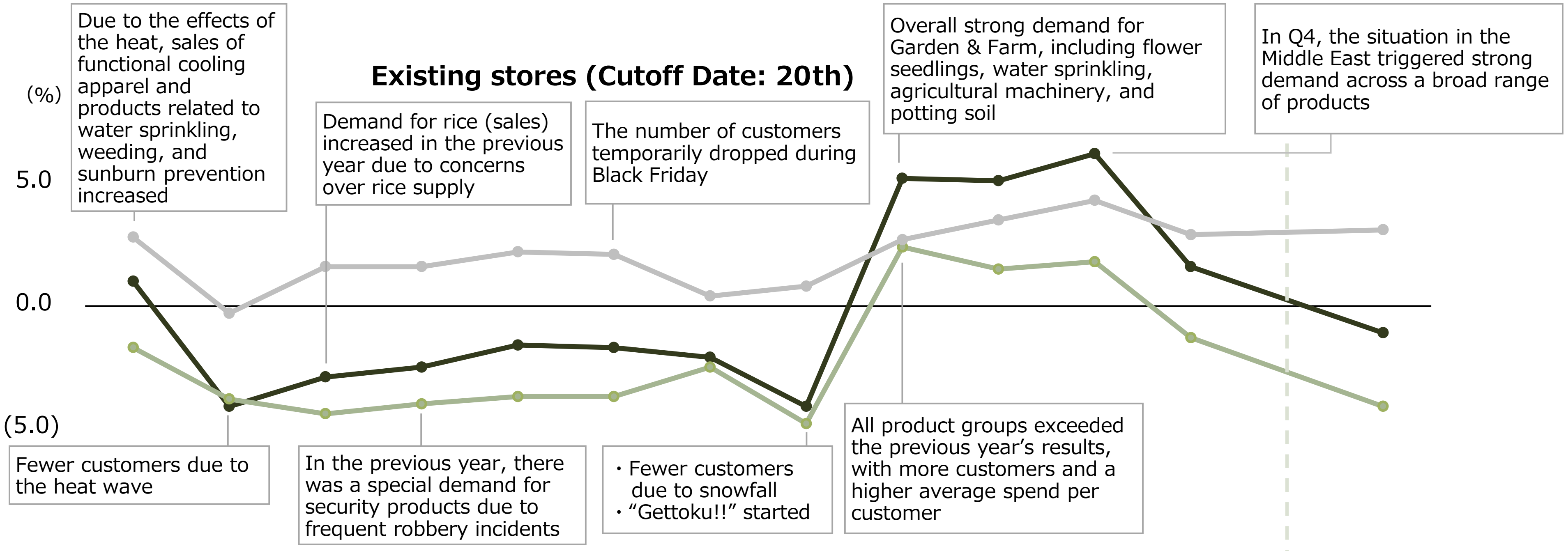
	FY2025		FY2026		YoY Change		Comments (YoY)
	Amount	% of Net Sales	Amount	% of Net Sales	Amount	%	
Net Sales	128,980	100.0	**130,146**	**100.0**	+1,165	100.9	■ Cumulative existing-store sales: 100.1%
Gross Profit	40,985	31.8	**41,061**	**31.6**	+76	100.2	
Operating Revenue	6,758	5.2	**7,054**	**5.4**	+296	104.4	■ Revenue increased due to higher tenant rents, etc.
Operating Gross Profit	47,743	37.0	**48,116**	**37.0**	+372	100.8	
SG&A Expenses	36,995	28.7	**39,235**	**30.1**	+2,240	106.1	■ Increase in personnel expenses and expenses associated with new store openings
Operating Profit	10,748	8.3	**8,880**	**6.8**	(1,867)	82.6	
Ordinary Profit*	11,878	9.2	**10,079**	**7.7**	(1,798)	84.9	
Profit before Income Taxes	11,695	9.1	**10,363**	**8.0**	(1,331)	88.6	■ Gain on sale of investment securities (unwinding of cross-shareholding): Approx. ¥450 million
Profit	8,327	6.5	**7,188**	**5.5**	(1,139)	86.3	

Notes:
- Ordinary Profit: Japanese accounting standard item (includes non-operating income/expenses)
- Millions of yen and percentage; Yen amounts are rounded down to millions; Percentages are rounded to the first decimal place

YoY Change in Monthly Existing Store Sales (Joyful Honda Non-consolidated)

JOYFUL HONDA

- **In Q4 (April to June), demand for naphtha-derived products expanded due to the situation in the Middle East, contributing approximately 1.75 billion yen**
- **Strived to ensure a steady supply of naphtha-derived products to meet growing demand, thereby implementing our Mission "Securing Essential Items"**
- **Renovating one home center into a mixed-use commercial complex, aiming to generate returns through the effective utilization of store assets**



	FY2026 July	August	September	October	November	December	January	February	March	April	May	June	Cumulative	FY2027 July
● : Sales	1.0	(4.1)	(2.9)	(2.5)	(1.6)	(1.7)	(2.1)	(4.1)	5.2	5.1	6.2	1.6	**0.1**	(1.1)
● : # of customers	(1.7)	(3.8)	(4.4)	(4.0)	(3.7)	(3.7)	(2.5)	(4.8)	2.4	1.5	1.8	(1.3)	**(2.0)**	(4.1)
● : Average sale per customer	2.8	(0.3)	1.6	1.6	2.2	2.1	0.4	0.8	2.7	3.5	4.3	2.9	**2.1**	3.1

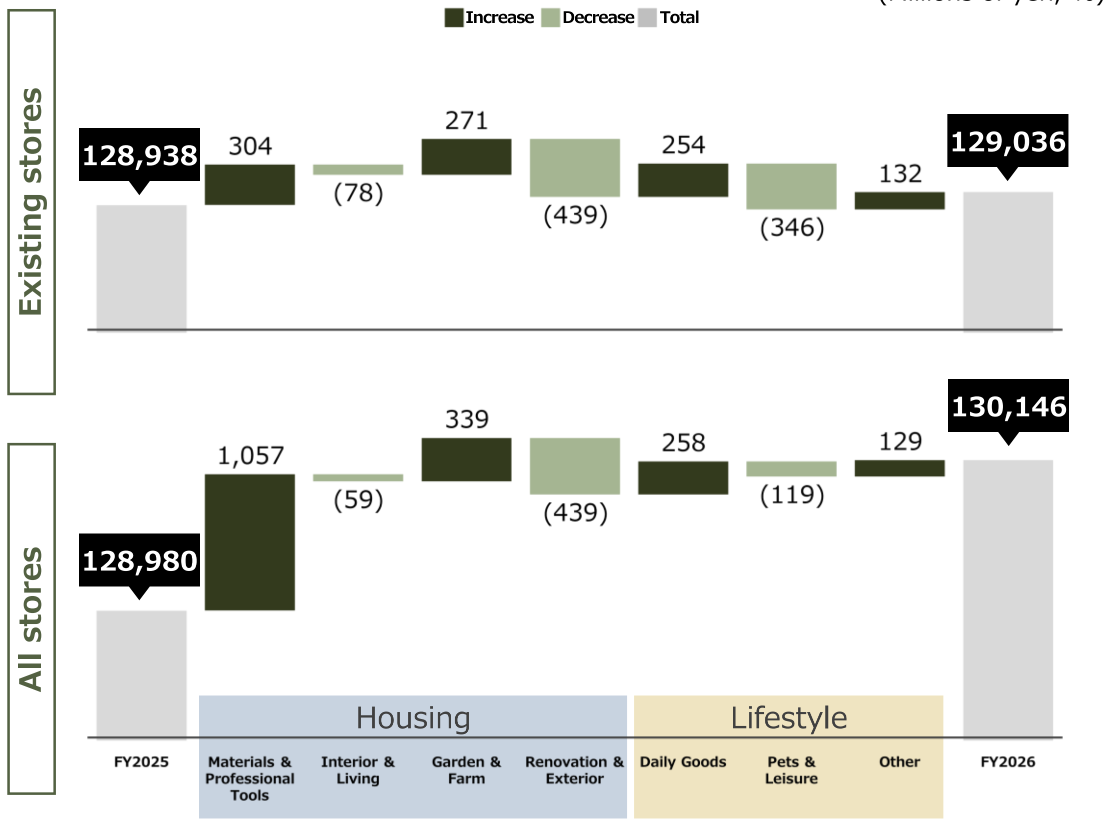
Net Sales by Product Group and Gross Profit (Joyful Honda Non-consolidated)

JOYFUL HONDA

- Driven by the impact of new specialty store openings, the Materials & Professional Tools and Garden & Farm saw significant growth
- The decline in gross profit margin was due to a decrease in net sales of building materials associated with a drop in housing starts and our efforts to maintain the price competitiveness of products that attract customers to our stores. Selling prices of standard products were reviewed and revised as appropriate in light of rising purchase costs.

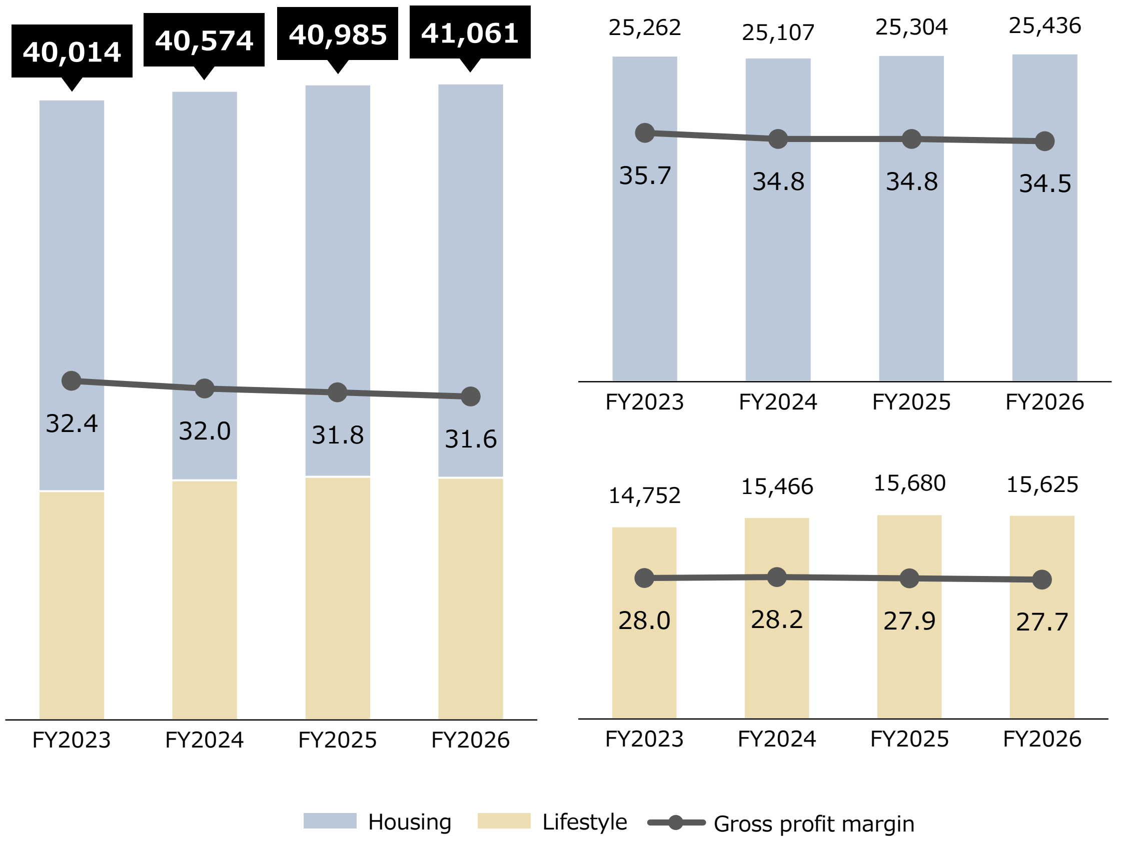
Change in Net Sales

(Millions of yen, %)



Gross Profit

(Millions of yen, %)



SG&A Expenses and Total Working Hours (Joyful Honda Non-consolidated)

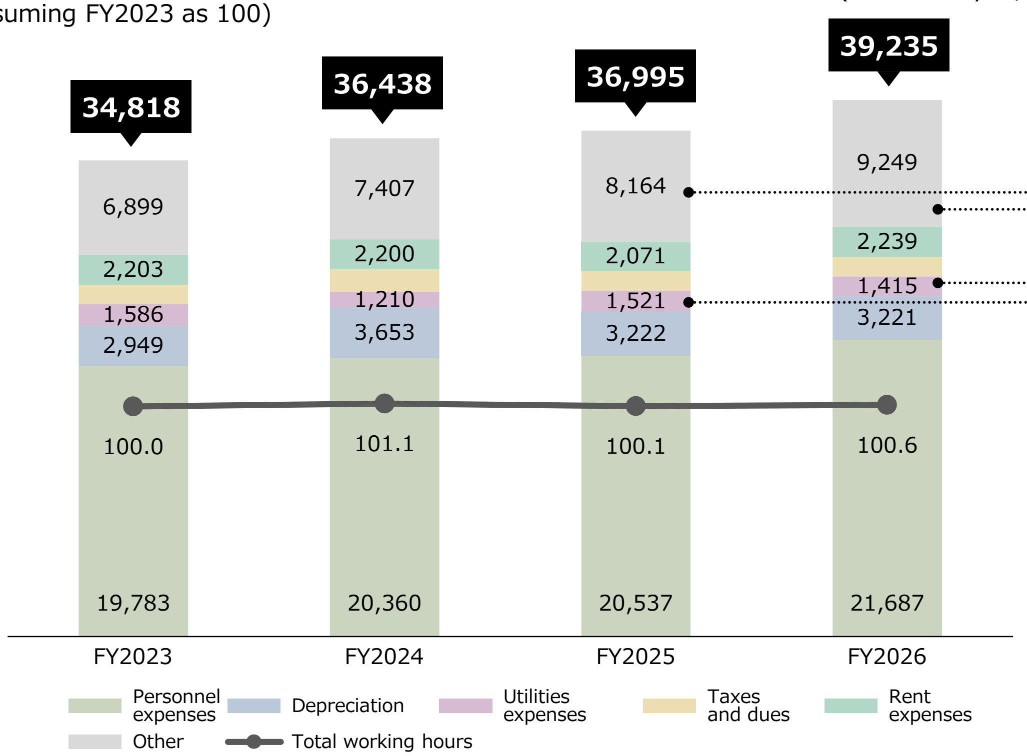
JOYFUL HONDA

- **Personnel expenses increased as a result of the decision to raise wages, including bonuses, as a proactive investment in human capital aimed at generating future profits**
- **Increased rent expenses due to aggressive opening of specialty stores**

SG&A Expenses and Total Working Hours

***Total working hours: +0.6% compared with FY2023**
(assuming FY2023 as 100)

(Millions of yen, %)



* Advertising expenses are included in "Other"
* Subcontracted labor costs had been so far included in personnel expenses but from this fiscal year, we use figures including subcontracted labor costs in other (selling expenses).

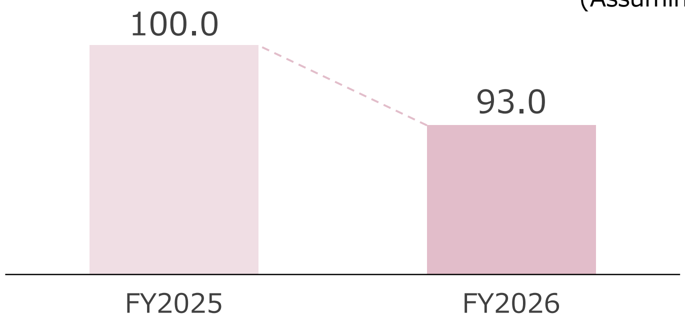
Key SG&A Expenses (Other) YoY Change

(Millions of yen)

	FY2025	FY2026	YoY change
Administrative Expenses	333	**751**	+417
Repair Expenses	825	**934**	+109
Security and Management Expenses	1,911	**2,136**	+225
		⋮	
Total others	8,164	**9,249**	+1,085

Changes in Utilities Expenses

(Assuming FY2025 as 100)



B/S (Consolidated)

JOYFUL HONDA

(Millions of yen)

		FY2023 End (Non-consolidated)	FY2024 End (Non-consolidated)	FY2025 End (Non-consolidated)	FY2026 End
Assets	**Current Assets**	60,614	53,635	59,948	57,948
	Cash and Deposits	35,022	27,457	32,256	25,193
	Accounts Receivable - Trade*1	4,065	4,523	4,654	4,986
	Merchandise*2	18,729	19,277	20,510	24,465
	Non-Current Assets	100,313	106,054	105,625	109,724
	Total Assets	160,927	159,689	165,574	167,672
Liabilities and Net Assets	**Current Liabilities**	19,486	20,946	21,989	22,821
	Accounts Payable - Trade	6,511	7,235	7,114	8,014
	Short-Term Borrowings	0	0	0	0
	Current Portion of Long-Term Borrowings	3,091	2,932	4,890	4,317
	Non-Current Liabilities	22,111	17,763	21,792	18,412
	Long-Term Borrowings	9,120	6,188	9,794	5,476
	Total Liabilities	41,598	38,710	43,782	41,234
	Total Shareholders’ Equity	118,273	119,398	120,290	124,831
	Total Net Assets	119,329	120,979	121,791	126,438
	Total Liabilities and Net Assets	160,927	159,689	165,574	167,672

*1: Accounts receivable - trade includes contract assets and notes receivable - trade
*2: Merchandise includes work in progress, costs on construction contracts in progress, goods in transit, raw materials and supplies

On September 30, 2025, the Company acquired all the shares of Honda Co., Ltd. and made Honda a subsidiary.

Honda Co., Ltd. became a consolidated subsidiary after the share acquisition. The Company began consolidated reporting in FY2026. Comparisons are based on the non-consolidated results for FY2025.

Honda Co., Ltd. is deemed to have been acquired on December 20, 2025. Accordingly, FY2026 includes Honda’s results for the period from December 21, 2025 to June 20, 2026.

Honda’s balance sheet was consolidated in Q2 and its performance from Q3 onward will be reflected in profit and losses.

B/S (Joyful Honda Non-consolidated)

JOYFUL HONDA

(Millions of yen)

		FY2023 End	FY2024 End	FY2025 End	FY2026 End	vs. FY2025 End
Assets	**Current Assets**	60,614	53,635	59,948	54,966	**(4,982)**
	Cash and Deposits	35,022	27,457	32,256	23,591	**(8,664)**
	Accounts Receivable - Trade*1	4,065	4,523	4,654	4,784	**129**
	Merchandise*2	18,729	19,277	20,510	23,230	**2,719**
	Non-Current Assets	100,313	106,054	105,625	108,698	**3,072**
	Total Assets	160,927	159,689	165,574	163,664	**(1,909)**
Liabilities and Net Assets	**Current Liabilities**	19,486	20,946	21,989	21,521	**(468)**
	Accounts Payable - Trade	6,511	7,235	7,114	7,716	**602**
	Short-Term Borrowings	0	0	0	0	**—**
	Current Portion of Long-Term Borrowings	3,091	2,932	4,890	4,317	**(573)**
	Non-Current Liabilities	22,111	17,763	21,792	17,823	**(3,969)**
	Long-Term Borrowings	9,120	6,188	9,794	5,476	**(4,317)**
	Total Liabilities	41,598	38,710	43,782	39,344	**(4,437)**
	Total Shareholders' Equity	118,273	119,398	120,290	123,017	**2,726**
	Total Net Assets	119,329	120,979	121,791	124,319	**2,528**
	Total Liabilities and Net Assets	160,927	159,689	165,574	163,664	**(1,909)**

Comments (Compared with FY2025 End)

- Cash and deposits decreased by approximately ¥8.6 billion
  - Profit before income taxes +¥10,363 million
  - Increase in inventories ¥(2,719) million
  - Purchases of non-current assets ¥(5,319) million
  - Repayments of long-term borrowings ¥(4,890) million
  - Dividends paid ¥(4,484) million
  - Purchase of shares of subsidiaries and associates ¥(1,865) million
  - Payment of income taxes ¥(3,192) million

- Net assets increased by approximately ¥2.5 billion

*1: Accounts receivable - trade include contract assets
*2: Merchandise includes work in progress, costs on construction contracts in progress, goods in transit, raw materials and supplies

Capital Expenditures, Depreciation, and Cash Flows (Consolidated)

JOYFUL HONDA

1. Capital Expenditures and Depreciation

(Millions of yen)

	FY2023 (Non-consolidated)	FY2024 (Non-consolidated)	FY2025 (Non-consolidated)	FY2026	Comments	FY2027 End (Forecast)
Capital Expenditures	9,290	8,891	2,390	**5,098**	■ Following the execution of the MOU on business integration, the Company independently reassessed its investment efficiency and priorities	**6,250**
Depreciation	2,949	3,653	3,222	**3,249**	■ Opened specialty stores systematically	**3,700**

2. Cash Flows

(Millions of yen)

	FY2023 (Non-consolidated)	FY2024 (Non-consolidated)	FY2025 (Non-consolidated)	FY2026	Breakdown
Cash Flows from Operating Activities	9,807	12,672	9,069	**7,283**	■ Profit before income taxes +¥12,178 million ■ Gain on bargain purchase ¥(1,940) million ■ Income taxes paid ¥(3,194) million
Cash Flows from Investing Activities	(7,738)	(9,059)	(2,334)	**(5,131)**	■ Purchase of property, plant and equipment and intangible assets ¥(5,327) million ■ Purchase of shares of subsidiaries and associates (after consolidation adjustments) ¥(210) million
Cash Flows from Financing Activities	(9,566)	(11,178)	(2,032)	**(9,396)**	■ Repayments of long-term borrowings ¥(4,890) million ■ Dividends paid ¥(4,484) million
Net Increase (Decrease) in Cash and Cash Equivalents	(7,497)	(7,564)	4,702	**(7,244)**	■ Total of the above CF
Increase in Cash and Cash Equivalents Resulting from Merger with Unconsolidated Subsidiaries	—	—	96	**—**	
Cash and Cash Equivalents at End of Period	34,984	27,419	32,218	**24,974**	

Capital Expenditures, Depreciation, and Cash Flows (Joyful Honda Non-consolidated)

JOYFUL HONDA

1. Capital Expenditures and Depreciation

(Millions of yen)

	FY2023	FY2024	FY2025	FY2026	Comments	FY2027 End (Forecast)
Capital Expenditures	9,290	8,891	2,390	**4,994**	■ Following the execution of the MOU on business integration, the Company independently reassessed its investment efficiency and priorities	**6,000**
Depreciation	2,949	3,653	3,222	**3,221**	■ Opened specialty stores systematically	**3,500**

2. Cash Flows

(Millions of yen)

	FY2023	FY2024	FY2025	FY2026	Breakdown
Cash Flows from Operating Activities	9,807	12,672	9,069	**7,504**	■ Profit before income taxes +¥10,363 million ■ Increase in inventories ¥(2,719) million
Cash Flows from Investing Activities	(7,738)	(9,059)	(2,334)	**(6,772)**	■ Purchase of property, plant and equipment and intangible assets ¥(5,319) million ■ Purchase of shares of subsidiaries and associates ¥(1,865) million
Cash Flows from Financing Activities	(9,566)	(11,178)	(2,032)	**(9,396)**	■ Repayments of long-term borrowings ¥(4,890) million ■ Dividends paid ¥(4,484) million
Net Increase (Decrease) in Cash and Cash Equivalents	(7,497)	(7,564)	4,702	**(8,664)**	■ Total of the above CF
Increase in Cash and Cash Equivalents Resulting from Merger with Unconsolidated Subsidiaries	―	―	96	**―**	
Cash and Cash Equivalents at End of Period	34,984	27,419	32,218	**23,553**	

Execution of MOU regarding business integration with ARCLANDS CORPORATION

JOYFUL HONDA

- **Guided by our "Specialty-driven Home Center model" concept, we aim to become Japan's leading home center**
- **Revised the schedule for the establishment of a joint holding company through a share transfer (announced on July 3, 2026)**

Strategic Direction and Expected Synergies from Business Integration

JOYFUL HONDA

Strengths in broad product ranges and highly specialized services

Joyful Honda handles a broad range of fields, including professional materials, gardening and farming, home renovation, interior and living room goods, and pet and leisure products

JOYFUL HOME

ARCLANDS

Strengths in offering quality-focused products at low prices and creating attractive stores

Centered on home centers, Arclands operates on a nationwide basis a broad portfolio of businesses, including retail businesses, such as home renovation, pet-related products, and arts and crafts, as well as food services, wholesale, and real estate

NICO PET
ARC OASIS
WIZ'A
ARC HOME
FRESH HOUSE

Expected Synergies from Business Integration

1. Collaboration in Product Development and Procurement
2. Integration of Customer Base and Marketing Functions
3. Sharing of Store Development and Operational Expertise
4. Optimization of Business Infrastructure

Post-Integration

The Companies aim to enhance their earning power over the medium to long term and maximize their corporate value by fully leveraging their combined resources.

Initiatives in FY2026

JOYFUL HONDA

- **Opened seven specialty stores, including one under a new store format. Sales progressed in line with plan, led by Joyful Honda Shizaikan**
- **Attracted new customers by renovating sales areas in growth categories*1 at existing stores**

Status of New Store Openings

FY2026 results	Goals for FY2028
7	20 to 30

New Stores Opened in FY2026: 7 stores

Q1	Pet’s CLOVER Kashiwanoha Store
Q2	Hondaya Ageo Hinode Store
Q3	Hondaya Yashio Nishibukuro Store
	Joyful Honda Shizaikan Chiba Hamanocho Store
Q4	New store format Joyful Honda Shizaikan FARM GARDEN + Tochigi Hakonomorimachi Store
	Hondaya Higashikurume Hachimancho Store
	Joyful Honda Shizaikan Kitamoto Nakamaru Store

Strengthening Existing Stores

- Following the renovation of the Pet Wing, overall customer traffic at the Arakawaoki Store increased
- YoY changes in customer traffic in Arakawaoki Store
  - March: 110.6%
  - April: 105.0%
  - May: 107.3%
  - June: 103.0%

Renovated in FY2026

Arakawaoki Store: Renovation of Pet Wing
Joyful Honda Shizaikan Isesaki Nirazukamachi Store: Expansion of sales floor
Hitachinaka Store: Renovation of daily goods and interior areas
Kimitsu Store: Renovation of Garden Wing
JOYHON Yoshioka Store: Renovation of pet-related area

*1 Building materials, garden, home renovation, pets, and arts and crafts

Initiatives in FY2026

- **We will build a company-wide, cross-functional data infrastructure and leverage it for our DX strategy, combining growth initiatives (expanding customer touchpoints and improving customer satisfaction) with operational improvements (enhancing operational efficiency). We will proceed with system development in FY2027 and aim to begin operations in FY2028.**

Overview of the Digital Strategy Currently Being Implemented

Customer Touchpoints

- **In-store pickup service, etc.** **(online purchase data)** — Data Integration
- **Smartphone apps** **(customer behavior data)** — Data Integration
- **Store POS system** **(in-store purchase data)** — Data Integration
- **Use of digital technology, etc.** **(customer needs and preferences)** — Data Integration

Data Infrastructure

Build and Utilize a New System

- Company-wide, cross-functional data infrastructure
- State-of-the-art digital infrastructure
- Granular data management capable of addressing diverse customer needs

Operations, Management, and Analysis

- Data Integration — **Inventory and order management** **(timely management)**
- Data Integration — **Payment & points** **(streamlining sales promotion)**
- Data Integration — **Data analysis & paperless operations** **(improving operational efficiency)**

Allocate the time saved through operational efficiency improvements to employee skill development

Initiatives in FY2026

JOYFUL HONDA

Further Enhancing Our Strength (human capital)

Establish a system for developing specialized talent and systematically pass on knowledge and skills

- Clarified the items in the skills map with more practical content and standardized evaluation criteria company-wide
  → **Clearly defined what to learn next**
- **Decided to introduce a new system** that organizes educational materials and training programs, enabling employees to access learning content tailored to their skill levels
- Expanded the library of employee training videos linked to the skills map
  New training videos created in FY2026: **133**

Develop every employee into a highly capable professional with extensive product knowledge and technical expertise

Systematically maintaining and strengthening our strength of high expertise

Creating Culture

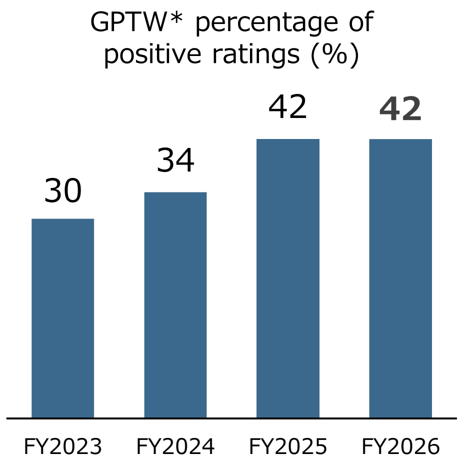
Create time to focus on skill development through digital transformation (DX) and other initiatives

Initiatives (excerpt)

Launch of an in-house training program "Manabi (learning) Time"

Held study sessions for each team and shared the content with all stores.
→ Actively rolled out initiatives deemed effective at individual stores across the company
→ Toward continuous improvement across all stores

FY2026 Job Satisfaction Affirmation Rate



Continuously implement measures to improve the job satisfaction affirmation rate

- Increased the number of annual days off for full-time employees
  (117 days in FY2025
  → 119 days in FY2026)
- Raised base pay for three consecutive years to offset rising prices
  Starting salary for new college graduates in FY2026: ¥241,550
  (FY2025: ¥232,550)
- No. of new graduates hired in FY2026: 43

* GPTW® (Great Place To Work®): An organization that surveys workplace satisfaction in approximately 150 countries and recognizes outstanding workplaces through certifications and rankings

Initiatives in FY2026

- Continue to make investments in Honda Co., Ltd., which was included as our subsidiary, and implement business improvement initiatives

Honda Co., Ltd. operating margin in FY2026
(2.3)%

Aim to achieve profitability in FY2027

Launching initiatives to "improve operational efficiency" and "strengthen procurement capabilities (optimize procurement costs)"

Honda Co., Ltd.

- Strengthening Earning Power
- Improving operations

System

- Integrating core systems
- Standardizing mobile devices and internal chat tools
- Replacing the POS system and introducing self-checkout machines
  Supporting cashless payments

Products & Merchandising

- Launching the integration of sales promotion and merchandising
- Streamlining the in-store POP creation process
- Starting to consolidate our suppliers to optimize procurement costs

Continuing ESG Management

JOYFUL HONDA

Installed a Solar Carport at Utsunomiya Store

- The second installation following the solar carport introduced at Chiba Newtown Store, which began operating in July 2025
- Parking: 346 spaces
  Generating capacity: 1,126.4 kW
  Estimated annual power generation: Approx. 1.2 million kWh
- Expected to reduce CO_2 emissions by approximately 486 metric tons annually
- By adopting the Power Purchase Agreement (PPA) model, we expect annual electricity cost savings of approximately 10 million yen

Introduced Zero-Emission Electricity at Three Stores in Gunma Prefecture

- Selected as a power recipient site for Gunma Prefecture's third phase of the "Local Production for Local Consumption PPA (Gunma Model)" program
- Nitta Store, Chiyoda Store, and JOYHON Yoshioka Store will receive renewable electricity generated by a prefectural hydroelectric power plant for three years
- By combining this with rooftop solar power generation facilities, we aim to expand the use of renewable energy and further advance decarbonization

Hosted Community Partnership Events

- No. of events held
  vs. FY2025: +45 times per year
- Actively held disaster prevention events and joint disaster prevention drills in partnership with local governments and businesses

FY2026 Results and Future Initiatives

JOYFUL HONDA

- To realize our specialty-driven home center model, we made upfront investments in stores tailored to regional characteristics and growth areas, as well as in our people. We will continue to work on developing stores with highly specialized services.

Business Challenges

- Decrease in sales (Growth of existing businesses)
- Soaring purchase prices
- Declining customer traffic (Population decline)
- Too many stores
- Declining housing starts
- Rising construction costs (Prolonged construction period)
- Increasing consumer price consciousness
- human capital development (Knowledge transfer), etc.

FY2026 Key Initiatives

Upfront investment in stores targeting growth areas

- Opened multiple specialty stores, including new store formats
- Consolidation of Honda Co., Ltd. as a subsidiary
- Sales reform in the Reform Division, establishment of a new showroom, and store rebranding
- Renovation of existing stores
- Promoted AI-driven DX to expand customer touchpoints and improve operational efficiency
- Continuing ESG Management

Upfront investment in human capital

- Increased wages
- Enhance the team structure
- Visualized job proficiency levels and job standards → Included them in the education system

Initiatives for FY2027 and Beyond

Promote DX

- Develop a cross-functional data platform
- Expand services and develop an in-house app
- Improve customer convenience and increase customer traffic

Specialty store openings

M&A

Renovation of existing stores

Enhance the specialization of physical stores

- Customer service with expertise
- Develop an educational framework and create opportunities for knowledge acquisition
- Improve store operations

Promote DX

Business integration with ARCLANDS CORPORATION

…

Realizing a specialty-driven home center model

P/L Full-Year Financial Results Forecasts (Consolidated)

JOYFUL HONDA

	FY2026	FY2027 Forecast		
		Amount	1H	2H
Net Sales	132,817 (100.0)	**140,000 (100.0)**	**69,700 (100.0)**	**70,300 (100.0)**
Gross Profit	41,784 (31.5)	**44,500 (31.8)**	**22,090 (31.7)**	**22,410 (31.9)**
SG&A Expenses	40,124 (30.2)	**43,100 (30.8)**	**21,290 (30.5)**	**21,810 (31.0)**
Operating Profit	8,732 (6.6)	**8,600 (6.1)**	**4,350 (6.2)**	**4,250 (6.0)**
Ordinary Profit	9,954 (7.5)	**9,800 (7.0)**	**4,930 (7.1)**	**4,870 (6.9)**
Profit	9,002 (6.8)	**6,600 (4.7)**	**3,350 (4.8)**	**3,250 (4.6)**
EBITDA	12,005	**12,300**	—	—
EBITDA Margin	9.0%	**8.8%**	—	—
ROE	7.1%	**5.2%**	—	—

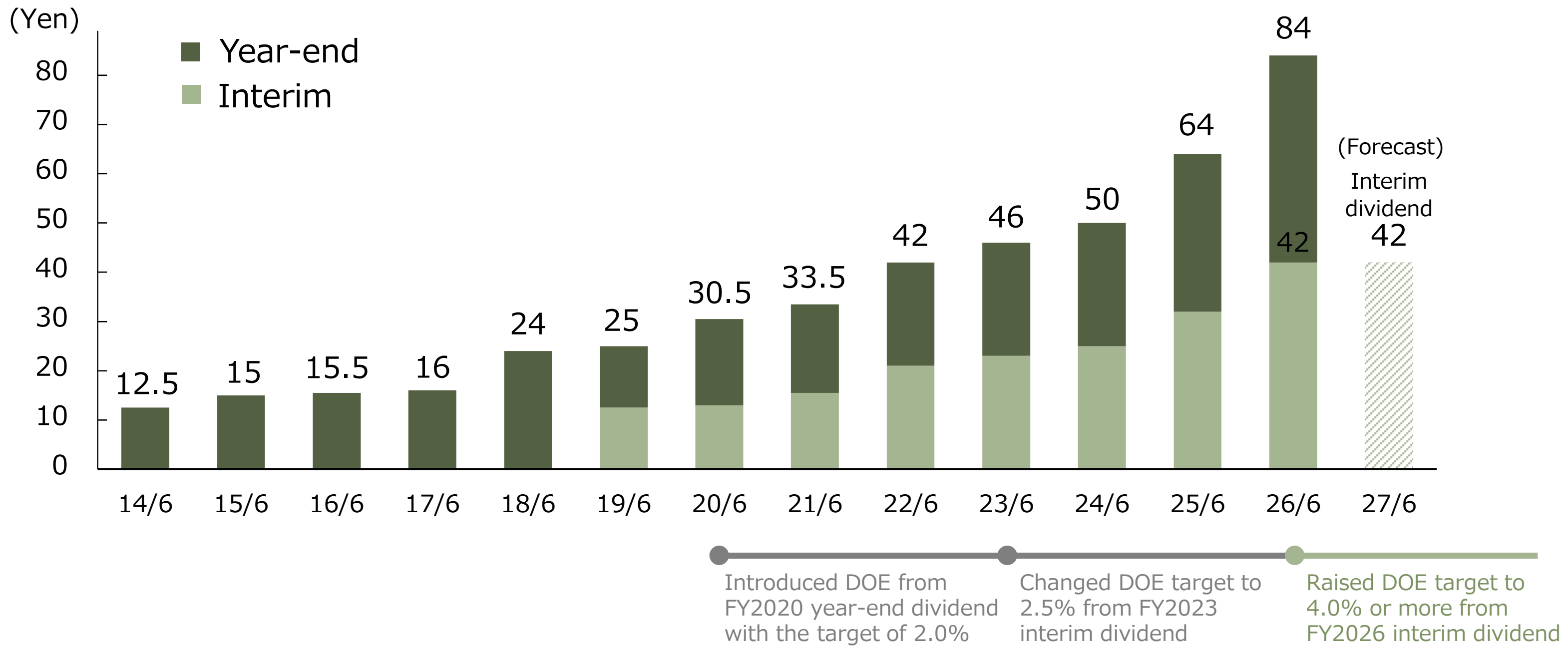
Notes:
- Millions of yen and percentage; Figures in parentheses are percentage of sales; Yen amounts are rounded down to millions; Percentages are rounded to the first decimal place
- In FY2026, the Company recorded approximately ¥1.94 billion in gain on bargain purchase and approximately ¥450 million in gain on sale of investment securities as extraordinary income.

Shareholder Returns

JOYFUL HONDA

- The Company has executed an MOU with ARCLANDS CORPORATION regarding the business integration through the establishment of a joint holding company (share transfer). As dividends will be paid by the joint holding company following its establishment, the year-end dividend for FY2027 is yet to be determined.
- The interim dividend forecast for FY2027 is 42.00 yen per share, unchanged from the previous fiscal year.

Dividend Results and Forecast



* Based on the number of shares after adjustment for stock splits

[Dividend Policy]

DOE (dividend on equity ratio) target: 4.0% or higher (effective from the FY2026 interim dividend)

Progressive Dividends in Line with Sustainable Profit Growth, Based on the Dividend Policy

P/L (Joyful Honda Non-consolidated)

JOYFUL HONDA

	FY2022		FY2023		FY2024		FY2025		FY2026		YoY change	
	Amount	% of Net Sales	Amount	% of Net Sales	Amount	% of Net Sales	Amount	% of Net Sales	Amount	% of Net Sales	Amount	%
Net Sales	123,555	100.0	123,362	100.0	126,894	100.0	128,980	100.0	**130,146**	**100.0**	+1,165	100.9
Gross Profit	40,000	32.4	40,014	32.4	40,574	32.0	40,985	31.8	**41,061**	**31.6**	+76	100.2
Operating Revenue	5,499	4.5	5,899	4.8	6,431	5.1	6,758	5.2	**7,054**	**5.4**	+296	104.4
Operating Gross Profit	45,500	36.8	45,914	37.2	47,006	37.0	47,743	37.0	**48,116**	**37.0**	+372	100.8
SG&A Expenses	33,261	26.9	34,818	28.2	36,438	28.7	36,995	28.7	**39,235**	**30.1**	+2,240	106.1
Operating Profit	12,238	9.9	11,095	9.0	10,568	8.3	10,748	8.3	**8,880**	**6.8**	(1,867)	82.6
Ordinary Profit	13,224	10.7	12,240	9.9	11,645	9.2	11,878	9.2	**10,079**	**7.7**	(1,798)	84.9
Profit before Income Taxes	13,916	11.3	12,250	9.9	12,978	10.2	11,695	9.1	**10,363**	**8.0**	(1,331)	88.6
Profit	11,098	9.0	8,528	6.9	9,091	7.2	8,327	6.5	**7,188**	**5.5**	(1,139)	86.3

Notes:
- Ordinary Profit: Japanese accounting standard item (includes non-operating income/expenses)
- Millions of yen and percentage; Yen amounts are rounded down to millions; Percentages are rounded to the first decimal place

Quarterly P/L (Joyful Honda Non-consolidated)

JOYFUL HONDA

	Q1		Q2		Q3		Q4		FY2026	
	Results	YoY change	Results	YoY change	Results	YoY change	Results	YoY change	Results	YoY change
Net Sales	32,102 (100.0)	98.5	32,044 (100.0)	98.7	30,448 (100.0)	100.3	35,550 (100.0)	105.9	**130,146 (100.0)**	100.9
Gross Profit	10,094 (31.4)	97.6	10,092 (31.5)	97.8	9,441 (31.0)	99.6	11,433 (32.2)	105.5	**41,061 (31.6)**	100.2
Operating Revenue	1,747 (5.4)	104.7	1,717 (5.4)	104.3	1,771 (5.8)	104.0	1,818 (5.1)	104.6	**7,054 (5.4)**	104.4
Operating Gross Profit	11,842 (36.9)	98.6	11,810 (36.9)	98.7	11,212 (36.8)	100.3	13,251 (37.3)	105.3	**48,116 (37.0)**	100.8
SG&A Expenses	9,133 (28.5)	101.7	9,187 (28.7)	100.8	9,102 (29.9)	104.6	11,812 (33.2)	115.9	**39,235 (30.1)**	106.1
Operating Profit	2,708 (8.4)	89.3	2,622 (8.2)	91.9	2,109 (6.9)	85.3	1,439 (4.0)	60.4	**8,880 (6.8)**	82.6
Ordinary Profit	3,007 (9.4)	90.8	2,925 (9.1)	93.3	2,404 (7.9)	87.7	1,742 (4.9)	64.8	**10,079 (7.7)**	84.9
Profit before Income Taxes	2,991 (9.3)	91.7	2,978 (9.3)	94.9	2,461 (8.1)	91.8	1,932 (5.4)	73.9	**10,363 (8.0)**	88.6
Profit	2,073 (6.5)	93.1	2,011 (6.3)	92.8	1,707 (5.6)	92.6	1,395 (3.9)	66.8	**7,188 (5.5)**	86.3

Notes:
- Ordinary Profit: Japanese accounting standard item (includes non-operating income/expenses)
- Millions of yen and percentage; Figures in parentheses are percentage of sales; Yen amounts are rounded down to millions; Percentages are rounded to the first decimal place

Trends in Sales and Composition Ratio by Product Group
(Joyful Honda Non-consolidated)

JOYFUL HONDA

	FY2022	FY2023	FY2024	FY2025	**FY2026**
Housing	71,213 (57.6)	70,728 (57.3)	72,095 (56.8)	72,776 (56.4)	**73,673 (56.6)**
Materials & Professional Tools	22,402 (18.1)	22,375 (18.1)	23,400 (18.4)	24,221 (18.8)	**25,278 (19.4)**
Interior & Living	17,294 (14.0)	17,367 (14.1)	17,287 (13.6)	17,251 (13.4)	**17,191 (13.2)**
Garden & Farm	17,177 (13.9)	16,978 (13.8)	17,105 (13.5)	16,947 (13.1)	**17,286 (13.3)**
Renovation & Exterior	14,339 (11.6)	14,007 (11.4)	14,302 (11.3)	14,355 (11.1)	**13,916 (10.7)**
Lifestyle	52,341 (42.4)	52,633 (42.7)	54,799 (43.2)	56,204 (43.6)	**56,473 (43.4)**
Daily Goods	36,347 (29.4)	36,140 (29.3)	37,243 (29.3)	38,532 (29.9)	**38,790 (29.8)**
Pets & Leisure	14,955 (12.1)	15,491 (12.6)	16,604 (13.1)	16,708 (13.0)	**16,589 (12.7)**
Other	1,038 (0.8)	1,000 (0.8)	950 (0.7)	964 (0.7)	**1,093 (0.8)**
Total	123,555	123,362	126,894	128,980	**130,146**

Note: Millions of yen and percentage; Figures in parentheses are percentage of sales; Yen amounts are rounded down to millions; Percentages are rounded to the first decimal place

Trends in Sales and Composition Ratio by Product Group
(Quarterly, Joyful Honda Non-consolidated)

JOYFUL HONDA

	Q1		Q2		Q3		Q4		FY2026	
	Sales	YoY change	Sales	YoY change	Sales	YoY change	Sales	YoY change	Sales	YoY change
Housing	17,680 (55.1)	98.9	18,139 (56.6)	97.5	16,917 (55.6)	100.6	20,936 (58.9)	107.4	**73,673 (56.6)**	**101.2**
Materials & Professional Tools	6,074 (18.9)	101.5	5,976 (18.7)	98.5	5,869 (19.3)	102.3	7,358 (20.7)	114.4	**25,278 (19.4)**	**104.4**
Interior & Living	4,169 (13.0)	98.7	4,612 (14.4)	96.0	4,257 (14.0)	98.9	4,151 (11.7)	106.0	**17,191 (13.2)**	**99.7**
Garden & Farm	4,168 (13.0)	100.7	3,699 (11.5)	98.3	3,605 (11.8)	102.7	5,813 (16.4)	105.1	**17,286 (13.3)**	**102.0**
Renovation & Exterior	3,268 (10.2)	92.8	3,850 (12.0)	97.3	3,184 (10.5)	97.8	3,613 (10.2)	99.8	**13,916 (10.7)**	**96.9**
Lifestyle	14,422 (44.9)	98.0	13,905 (43.4)	100.2	13,531 (44.4)	99.9	14,614 (41.1)	103.9	**56,473 (43.4)**	**100.5**
Daily Goods	9,820 (30.6)	97.9	9,670 (30.2)	101.7	9,251 (30.4)	99.5	10,048 (28.3)	103.7	**38,790 (29.8)**	**100.7**
Pets & Leisure	4,341 (13.5)	97.8	3,934 (12.3)	96.4	4,019 (13.2)	99.4	4,293 (12.1)	103.6	**16,589 (12.7)**	**99.3**
Other	260 (0.8)	106.3	300 (0.9)	102.9	259 (0.9)	130.4	272 (0.8)	119.7	**1,093 (0.8)**	**113.4**
Total	32,102	98.5	32,044	98.7	30,448	100.3	35,550	105.9	**130,146**	**100.9**

Note: Millions of yen and percentage; Figures in parentheses are percentage of sales; Yen amounts are rounded down to millions; Percentages are rounded to the first decimal place

List of Number of Saturdays, Sundays, and Holidays (Cutoff Date: 20th)

JOYFUL HONDA

		Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Total
FY2025	Sat.	5	4	4	5	4	3	5	4	4	5	3	4	50
	Sun.	4	5	4	5	4	4	5	4	4	5	4	4	52
	Holidays	1	1	1	2	1	1	2	1	2	0	4	0	16
FY2026	Sat.	5	4	5	4	4	5	4	4	4	5	4	5	53
	Sun.	5	4	4	5	4	4	5	4	4	5	4	4	52
	Holidays	0	2	1	2	1	1	2	1	2	0	4	0	16
Difference	Sat.	0	0	+1	-1	0	+2	-1	0	0	0	+1	+1	+3
	Sun.	+1	-1	0	0	0	0	0	0	0	0	0	0	0
	Holidays	-1	+1	0	0	0	0	0	0	0	0	0	0	0

Company Profile

JOYFUL HONDA

JOYFUL HONDA CO., LTD. (Securities code: 3191)

Head Office	1-16-2 Fujisaki, Tsuchiura, Ibaraki
Date of incorporation	December 15, 1975
Capital	¥12 billion
Consolidated net sales	¥132.8 billion *1
Number of employees (consolidated)	4,835 (including 1,973 full-time employees) *1
Representative	Ikuo Hirayama, President
Main business activity	Home center business, home renovation business
Number of stores	16 home centers and 17 specialty stores
Store areas (Number of home centers / Number of specialty stores)	Chiba (6/5), Ibaraki (4/1), Gunma (3/2), Saitama (1/4), Tochigi (1/2), Tokyo (1/3)
Affiliated companies	MTJ FITNESS Corporation, JOYFUL AK CO., LTD.

*1 Figures as of June 20, 2026

Disclaimer

JOYFUL HONDA

Cautionary statement concerning forward-looking statements

This material is solely for the purpose of providing information to investors and is not intended as a solicitation to buy or sell.

This document is based on information available as of August 3, 2026.

Forward-looking statements in this document are based on targets and forecasts and do not constitute commitments or guarantees. You should also be aware that the Company’s performance in the future may differ in some respects from the Company’s current forward-looking statements.

Although statements regarding the industry, etc., are based on various pieces of data that are believed to be reliable, the Company does not guarantee their accuracy or completeness.

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