

## Summary of Consolidated Financial Results for the First Six Months of the Fiscal Year Ending March 31, 2026 (FY2025) (Japanese Standards)

November 7, 2025

Company name: Duskin Co., Ltd. Shares listed: Tokyo  
Code number: 4665 URL: <https://www.duskin.co.jp>  
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Scheduled date for release of half-year report: November 13, 2025  
Scheduled date of dividend payment commencement: December 8, 2025  
Preparation of additional financial results materials: Yes  
Holding of financial results meeting: Yes (for institutional investors and analysts)

Amounts in the following tables are rounded down to the nearest million yen.

### 1. Consolidated Financial Results for the Six-Month Period from April 1, 2025 to September 30, 2025

#### (1) Results of operation

Percentages indicate the change against the previous fiscal year.

|                               | Net sales       |     | Operating profit |      | Ordinary profit |      | Profit attributable to owners of the parent |      |
|-------------------------------|-----------------|-----|------------------|------|-----------------|------|---------------------------------------------|------|
|                               | Millions of yen | %   | Millions of yen  | %    | Millions of yen | %    | Millions of yen                             | %    |
| 6 months ended Sept. 30, 2025 | 95,078          | 3.7 | 4,691            | 19.5 | 6,569           | 19.4 | 4,248                                       | 21.7 |
| 6 months ended Sept. 30, 2024 | 91,727          | 6.9 | 3,924            | 33.1 | 5,503           | 34.1 | 3,490                                       | 31.8 |

Note: Comprehensive income - 6 months ended Sept. 30, 2025: 4,875 million yen (111.2%); 6 months ended Sept. 30, 2024: 2,308 million yen (-52.4%)

|                               | Profit per share | Profit per share (Fully diluted) |
|-------------------------------|------------------|----------------------------------|
|                               | Yen              | Yen                              |
| 6 months ended Sept. 30, 2025 | 90.47            | 90.45                            |
| 6 months ended Sept. 30, 2024 | 72.98            | 72.96                            |

#### (2) Financial positions

|                      | Total assets    | Net assets      | Equity ratio |
|----------------------|-----------------|-----------------|--------------|
|                      | Millions of yen | Millions of yen | %            |
| As of Sept. 30, 2025 | 201,190         | 153,674         | 76.2         |
| As of Mar. 31, 2025  | 203,318         | 151,542         | 74.4         |

Reference: Shareholders' equity - Sept. 30, 2025: 153,348 million yen; March 31, 2025: 151,197 million yen

### 2. Dividends

|                                      | Dividends per share |              |              |          |                |
|--------------------------------------|---------------------|--------------|--------------|----------|----------------|
|                                      | End of 1st Q        | End of 2nd Q | End of 3rd Q | Year-end | Total (Annual) |
|                                      | Yen                 | Yen          | Yen          | Yen      | Yen            |
| Year ended Mar. 31, 2025             | —                   | 50.00        | —            | 62.00    | 112.00         |
| Year ending Mar. 31, 2026            | —                   | 50.00        |              |          |                |
| Year ending Mar. 31, 2026 (Forecast) |                     |              | —            | 65.00    | 115.00         |

Notes: Revision from the most recently announced dividend forecast: None

### 3. Forecast of Consolidated Financial Results for FY2025 (April 1, 2025 - March 31, 2026)

Percentages indicate the change against the same period of the previous fiscal year.

|                           | Net sales       |     | Operating profit |     | Ordinary profit |     | Profit attributable to owners of the parent |     | Profit per share |
|---------------------------|-----------------|-----|------------------|-----|-----------------|-----|---------------------------------------------|-----|------------------|
|                           | Millions of yen | %   | Millions of yen  | %   | Millions of yen | %   | Millions of yen                             | %   | Yen              |
| Year ending Mar. 31, 2026 | 195,000         | 3.3 | 7,900            | 8.7 | 11,600          | 8.4 | 9,000                                       | 2.2 | 191.72           |

Note: Revision from the most recently announced financial results forecast: None

Notes:

1. Significant changes in the scope of consolidation during the period: Yes  
Newly included: 1 company (Duskin Serve Minami Kanto Co., Ltd.)  
Excluded: 3 companies (Duskin Hong Kong Co., Ltd., Kenko Saien Co., Ltd. and Bishoku Kobo Co., Ltd.)
2. Adoption of special accounting methods for preparation of the consolidated financial statements: Yes  
Note: For details, refer to “Notes to special accounting methods for preparation of consolidated financial statements” in “(3) Notes to Consolidated Financial Statements” in “2. Consolidated Financial Statements” on page 11 of the attached document.
3. Changes in accounting principles and estimates, and retrospective restatements  
(1) Changes due to revision of accounting standards: None  
(2) Changes other than (1) above: None  
(3) Changes in accounting estimates: None  
(4) Retrospective restatements: None

4. Number of shares issued (Common stock)

|                                                        |                                           |                                           |
|--------------------------------------------------------|-------------------------------------------|-------------------------------------------|
| Number of shares issued                                | As of Sept. 30, 2025: 48,000,000          | As of March 31, 2025: 48,000,000          |
| Number of treasury shares                              | As of Sept. 30, 2025: 977,459             | As of March 31, 2025: 1,055,752           |
| Average number of shares outstanding during the period | 6 months ended Sept. 30, 2025: 46,967,442 | 6 months ended Sept. 30, 2024: 47,823,472 |

This summary of financial statements is exempt from the audit by certified public accountants or audit corporations.

Explanation regarding the appropriate use of business forecasts

Note for the financial forecast:

The financial forecast contained in this report is based on information available at the time of preparation of the report and certain assumptions considered reasonable, and thus Duskin makes no warranty as to the achievability of the forecast. Readers are advised that actual results may differ significantly from the forecast.

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## 1. Business Results and Financial Position

### (1) Business Results

During the first six months of fiscal 2025 (April 1 to September 30, 2025), the Japanese economy was on a gradual recovery path against a backdrop of improved employment and income conditions. Prices remained high, however, and risks of an economic downturn such as the impact of U.S. tariff policies have intensified, leaving the outlook uncertain.

In such an environment, we have launched our three-year-long Medium-Term Business Plan 2028, which covers the period from fiscal 2025 (the year ending March 31, 2026) to fiscal 2027 (the year ending March 31, 2028). This three-year plan is the first phase of our Long-Term Business Policy Do-Connect, under which we will challenge ourselves to achieve our three EXcellence goals (explore new businesses, expand to related businesses, excel in our existing businesses) and foster a corporate culture that supports these efforts.

During this six-month period, the Direct Selling Group began recruiting franchisees for its Rescue Service (emergency locksmith services) in July. Additionally, Duskin Rent-All (rental of special event and daily use items) has launched the rental of the Rescue Training Module<sup>®</sup>. This is a new training equipment that enables practical learning for rescue and medical operations at such sites as collapsed buildings following earthquakes. It is designed for disaster prevention and hazard mitigation in preparation for large-scale disasters, which are increasingly a concern. This initiative is part of our efforts to create social value.

In January 2025, the Food Group's flagship business, Mister Donut, celebrated its 55th anniversary in Japan. To mark this occasion, we unveiled our new slogan: "Always cozy, always evolving — Mister Donut." This signifies our commitment to stakeholders that we will be pursuing new challenges while continuing our existing business efforts.

In addition, as part of our business development initiatives, in July 2025, we entered into a capital and business alliance agreement with Nosh Inc., led by President Tomoya Tanaka, and acquired a portion of its outstanding shares. This Osaka-based company operates the frozen meal delivery brand "nosh."

During this six-month period, we achieved sales growth across all business segments. Consolidated net sales increased 3,350 million yen (3.7%) year-on-year to 95,078 million yen, resulting in profit growth at each stage. Specifically, consolidated operating profit increased by 766 million yen (19.5%) year-on-year to 4,691 million yen. Consolidated ordinary profit increased by 1,066 million yen (19.4%) year-on-year to 6,569 million yen, driven by higher share of profits of entities accounted for using the equity method. The absence of loss on valuation of inventories, which we posted in the previous six-month period, also contributed to this result. Profit attributable to owners of the parent increased by 758 million yen (21.7%) year-on-year to 4,248 million yen.

Millions of yen

|                                             | 6 months ended<br>Sept. 30, 2024 | 6 months ended<br>Sept. 30, 2025 | Increase/decrease |      |
|---------------------------------------------|----------------------------------|----------------------------------|-------------------|------|
|                                             |                                  |                                  |                   | %    |
| Consolidated net sales                      | 91,727                           | 95,078                           | 3,350             | 3.7  |
| Consolidated gross profit                   | 40,971                           | 42,180                           | 1,208             | 3.0  |
| Consolidated operating profit               | 3,924                            | 4,691                            | 766               | 19.5 |
| Consolidated ordinary profit                | 5,503                            | 6,569                            | 1,066             | 19.4 |
| Profit attributable to owners of the parent | 3,490                            | 4,248                            | 758               | 21.7 |

## Results by business segment

### Sales

Millions of yen

|                           | 6 months ended<br>Sept. 30, 2024 | 6 months ended<br>Sept. 30, 2025 | Increase/decrease |     |
|---------------------------|----------------------------------|----------------------------------|-------------------|-----|
|                           |                                  |                                  |                   | %   |
| Direct Selling Group      | 53,743                           | 55,609                           | 1,865             | 3.5 |
| Food Group                | 31,168                           | 32,420                           | 1,252             | 4.0 |
| Other Businesses          | 8,241                            | 8,420                            | 178               | 2.2 |
| Total                     | 93,153                           | 96,450                           | 3,296             | 3.5 |
| Intersegment eliminations | -1,425                           | -1,371                           | 53                | —   |
| Consolidated net sales    | 91,727                           | 95,078                           | 3,350             | 3.7 |

Note: Sales by business segment above include intersegment sales.

### Operating profit (loss)

Millions of yen

|                                                  | 6 months ended<br>Sept. 30, 2024 | 6 months ended<br>Sept. 30, 2025 | Increase/decrease |       |
|--------------------------------------------------|----------------------------------|----------------------------------|-------------------|-------|
|                                                  |                                  |                                  |                   | %     |
| Direct Selling Group                             | 3,073                            | 2,572                            | -501              | -16.3 |
| Food Group                                       | 3,754                            | 5,229                            | 1,474             | 39.3  |
| Other Businesses                                 | 313                              | 368                              | 55                | 17.6  |
| Total                                            | 7,142                            | 8,170                            | 1,028             | 14.4  |
| Intersegment eliminations and corporate expenses | -3,217                           | -3,479                           | -261              | —     |
| Consolidated operating profit                    | 3,924                            | 4,691                            | 766               | 19.5  |

Note: Operating profit or loss above includes intersegment transactions.

### a. Direct Selling Group

Sales of the Direct Selling Group increased 1,865 million yen (3.5%) year-on-year to 55,609 million yen. Despite a decline in sales of the mainstay Clean Service (rental and sales of dust control and other products) businesses, we achieved this result thanks to increased sales in other businesses, including Care Service (professional cleaning and technical services). On the other hand, operating profit decreased by 501 million yen year-on-year (16.3%) to 2,572 million yen. There are several factors contributing to the decline in profits. One of the main factors is related to the accounting method for the sales of the new mop cleaner with built-in mop storage unit launched in February 2025. For this new product, we have adopted an accounting method that records the cost in full when the product is first shipped to franchisees and records monthly sales from rental contracts with customers later on. Since shipments of this product exceeded the initial projections, this recording of costs in advance was reflected in the increase in costs. Increases in personnel expenses and sales promotion expenses also contributed to the decline in profits. In the meantime, one notable development that contributed to our business results was that we were contracted to provide cleaning services for the common areas of the 2025 Osaka-Kansai Expo, held from April 13 to October 13, 2025, as well as cleaning for some of the individual pavilions and providing hygiene products.

Sales of Clean Service, the mainstay business of the Direct Selling Group, declined in both residential and commercial sectors.

Looking at sales in the residential sector by product, shipments of the new mop cleaner with built-in mop storage unit have exceeded the initial plan, and the cleaning mop set for pets continued to perform well. However, sales of mop products, our mainstay products, as a whole declined. On the other hand, the overall decline in sales of household products narrowed compared to the same period last year. The main factors contributing to this were strong sales of our new product, a shower head with a water purification function that produces ultra-fine bubbles, and an increase in sales of fire extinguishers. Regarding the latter, we were able to successfully capture replacement demand, as many products already in circulation have recently expired.

As for sales activities focused on sales visits to households, which we have continued to expand since last fiscal year, the number of new customers acquired by these sales activities has increased compared to the same period last year.

Sales to businesses declined overall. Although high-function mats, including those with antiviral properties, continued to perform well, sales of our mainstay mat products overall declined. In addition, sales of mop products remained at the previous year's level, also contributing to the results.

Care Service increased its sales thanks to growth in royalty income and sales of chemicals and equipment, which were driven by increased customer-level sales. Looking at customer-level sales by service, ServiceMaster (professional cleaning services) recorded strong sales in air conditioner cleaning and regular cleaning services for business facilities, while Merry Maids (home cleaning and helper services) performed well in its house cleaning service. Terminix (pest control and comprehensive hygiene management) saw strong performance in its pest control services, and the weed-removal-related services of Total Green (plant and flower upkeep) also performed well due to the early arrival and prolonged duration of the extreme heat. Home Repair (fixing scratches and dents) also posted higher sales year-on-year.

Among other Direct Selling Group businesses, Duskin Rent-All, which received a larger number of orders for event setup services, recorded higher sales, and Health Rent (rental and sales of assisted-living products) and Life Care (support services for seniors), both of which experienced growing demand amid an aging population, also increased sales. In addition, sales of the cosmetic-related businesses, the uniform-related businesses and Rescue Service also grew.

## **b. Food Group**

Sales in the Food Group increased 1,252 million yen (4.0%) year-on-year to 32,420 million yen. The group saw an increase in total customer-level sales of all shops of Mister Donut, the core business of the group, and material and supply sales and royalty income also increased. Operating profit increased 1,474 million yen (39.3%) year-on-year to 5,229 million yen. The main factors contributing to this increase were higher gross profit accompanying increased sales, as well as an improved cost ratio mainly due to price revisions implemented during the previous fiscal year.

At Mister Donut, total customer-level sales at all shops exceeded those of the same period last year. There was a negative impact due to a decrease in the number of customers using donut exchange cards as a result of a drop in sales of the MISDO Lucky Bag at the end of 2024. However, thanks to price revisions during the previous fiscal year, the average customer spend exceeded the same period last year. An increase in the number of shops due to new store openings also contributed to the increase in customer-level sales. Noteworthy in the product lineup for the first quarter were collaboration products with the Kyoto green tea specialty brand Gion Tsujiri and the limited-time 55th-anniversary donut Mocchurin. Mocchurin, which featured a new texture concept with a chewy and fluffy feel, in particular received significant customer acclaim and contributed to increased sales. In the second quarter, in August, we launched New Home Cut as our 55th anniversary product. New Home Cut is an updated version of Home Cut — a classic donut since our founding — adapted for modern tastes. Furthermore, our annual autumn offerings — Satsumaimo Do Sweet

Potato and the Kuri Do Chestnut donut — along with MISDO HALLOWEEN × BLACK THUNDER, our collaboration with the popular chocolate snack brand, were well received by customers.

Among the Food Group's other businesses, the Katsu & Katsu pork cutlet restaurants maintained sales at nearly the same level as the previous year, while Boston House Co., Ltd., which became a subsidiary in January 2024, posted higher sales due to the strong performance of its main business, the Italian restaurant Napoli No Shokutaku.

### c. Other Businesses

The Other Businesses segment recorded total sales of 8,420 million yen, an increase of 178 million yen (2.2%) year-on-year. Operating profit increased 55 million yen (17.6%) year-on-year to 368 million yen. Overseas business sales declined mainly due to a decrease in sales of donut ingredients from Japan to overseas markets. However, domestic consolidated subsidiaries performed relatively well. Duskin Kyoeki Co., Ltd. (leasing and insurance agency services) recorded sales on par with the previous fiscal year, while Duskin Healthcare Co., Ltd. (medical facility hygiene management services) grew sales, contributing to the increase in the overall segment sales.

Overseas, Duskin Shanghai Co., Ltd., which rents and sells dust control products in China, posted lower sales. On the other hand, Big Apple Worldwide Holdings Sdn. Bhd., which operates a donut business mainly in Malaysia, posted higher year-on-year sales, driven by strong performance at promotional events and an increase in store count due to new openings. As for overseas sales of ingredients, materials and supplies, sales of donut ingredients to Hong Kong increased while sales of both donut ingredients and mats to Taiwan decreased, resulting in overall overseas sales falling below the results for the same period last year.

## (2) Financial Position

Consolidated total assets at the end of the second quarter of the current fiscal year (as of September 30, 2025) amounted to 201,190 million yen, a decrease of 2,128 million yen compared to the end of the previous fiscal year (March 31, 2025). Specifically, securities decreased by 3,289 million yen, and cash and deposits decreased by 1,955 million yen, while investment securities increased by 1,998 million yen and other intangible assets increased by 1,677 million yen.

Total liabilities amounted to 47,515 million yen, a decrease of 4,260 million yen compared to the end of the previous fiscal year. Specifically, accounts payable-other decreased by 2,235 million yen, the provision for bonuses decreased by 677 million yen, and income taxes payable decreased by 592 million yen.

Net assets totaled 153,674 million yen, an increase of 2,131 million yen compared to the end of the previous fiscal year. Specifically, retained earnings increased by 1,327 million yen, and valuation difference on available-for-sale securities increased by 1,141 million yen.

## (3) Forecast

Our forecasts of consolidated and non-consolidated financial results for the full year of fiscal 2025 (April 1, 2025 to March 31, 2026) remain unchanged from those announced on May 15, 2025. This decision was made after reevaluating the expected performance for the second half of the year, taking into account the trends in sales and costs over the first six-months and the amount of expenses incurred during that period. However, we have revised the breakdown by segment as follows.

First, we have lowered both the sales and operating profit forecasts for the Direct Selling Group. This adjustment reflects the sales trends observed during the reporting six-month period, as well as the likelihood of rising costs due to shipments of the mop cleaner with built-in mop storage unit continuing to exceed the plan set at the beginning of this fiscal year. Regarding the Food Group, we have raised both sales and operating profit forecasts based on the performance of our flagship Mister Donut brand during

the reporting six-month period. For the Other Businesses segment forecast, we have revised only the sales figures upward. Regarding corporate expenses, we have revised the forecast to account for certain expenses that are expected to remain unused.

Should any revisions to the full-year consolidated earnings forecast become necessary in the future, we will promptly report them.

Millions of yen

|  |                                                     |                  | Full-year forecast                          |                                           |                           |
|--|-----------------------------------------------------|------------------|---------------------------------------------|-------------------------------------------|---------------------------|
|  |                                                     |                  | Figures announced<br>on May 15, 2025<br>(1) | Figures revised on<br>Nov. 7, 2025<br>(2) | Revised amount<br>(2)-(1) |
|  | Direct Selling Group                                | Net sales        | 112,000                                     | 111,700                                   | -300                      |
|  |                                                     | Operating profit | 6,700                                       | 5,500                                     | -1,200                    |
|  | Food Group                                          | Net sales        | 68,700                                      | 68,900                                    | 200                       |
|  |                                                     | Operating profit | 8,600                                       | 9,400                                     | 800                       |
|  | Other Businesses                                    | Net sales        | 16,900                                      | 17,000                                    | 100                       |
|  |                                                     | Operating profit | 550                                         | 550                                       | —                         |
|  | Intersegment eliminations<br>and corporate expenses | Net sales        | -2,600                                      | -2,600                                    | —                         |
|  |                                                     | Operating profit | -7,950                                      | -7,550                                    | 400                       |
|  | Consolidated total                                  | Net sales        | 195,000                                     | 195,000                                   | —                         |
|  |                                                     | Operating profit | 7,900                                       | 7,900                                     | —                         |

## 2. Consolidated Financial Statements

### (1) Consolidated Balance Sheets

Millions of yen

|                                                            | As of March 31, 2025 | As of September 30, 2025 |
|------------------------------------------------------------|----------------------|--------------------------|
| <b>Assets</b>                                              |                      |                          |
| Current assets                                             |                      |                          |
| Cash and deposits                                          | 18,096               | 16,140                   |
| Notes and accounts receivable - trade, and contract assets | 11,370               | 11,996                   |
| Lease receivables and investments in leases                | 1,040                | 1,006                    |
| Securities                                                 | 7,988                | 4,698                    |
| Merchandise and finished goods                             | 8,388                | 8,697                    |
| Work in process                                            | 295                  | 335                      |
| Raw materials and supplies                                 | 3,179                | 3,366                    |
| Accounts receivable - other                                | 7,809                | 7,602                    |
| Other                                                      | 2,441                | 2,273                    |
| Allowance for doubtful accounts                            | -16                  | -12                      |
| Total current assets                                       | 60,594               | 56,105                   |
| Non-current assets                                         |                      |                          |
| Property, plant and equipment                              |                      |                          |
| Buildings and structures                                   | 47,723               | 48,045                   |
| Accumulated depreciation                                   | -33,438              | -33,956                  |
| Buildings and structures, net                              | 14,284               | 14,089                   |
| Machinery, equipment and vehicles                          | 29,029               | 29,291                   |
| Accumulated depreciation                                   | -20,643              | -21,054                  |
| Machinery, equipment and vehicles, net                     | 8,385                | 8,237                    |
| Land                                                       | 22,441               | 22,423                   |
| Construction in progress                                   | 804                  | 874                      |
| Other                                                      | 17,754               | 15,890                   |
| Accumulated depreciation                                   | -13,510              | -12,108                  |
| Other, net                                                 | 4,243                | 3,781                    |
| Total property, plant and equipment                        | 50,160               | 49,407                   |
| Intangible assets                                          |                      |                          |
| Goodwill                                                   | 279                  | 334                      |
| Software                                                   | 5,659                | 5,010                    |
| Other                                                      | 3,075                | 4,752                    |
| Total intangible assets                                    | 9,014                | 10,097                   |
| Investments and other assets                               |                      |                          |
| Investment securities                                      | 69,509               | 71,507                   |
| Long-term loans receivable                                 | 0                    | 0                        |
| Retirement benefit asset                                   | 6,624                | 6,727                    |
| Deferred tax assets                                        | 946                  | 987                      |
| Guarantee deposits                                         | 5,035                | 4,990                    |
| Other                                                      | 1,470                | 1,403                    |
| Allowance for doubtful accounts                            | -37                  | -37                      |
| Total investments and other assets                         | 83,549               | 85,579                   |
| Total non-current assets                                   | 142,724              | 145,084                  |
| <b>Total assets</b>                                        | <b>203,318</b>       | <b>201,190</b>           |

Millions of yen

|                                                       | As of March 31, 2025 | As of September 30, 2025 |
|-------------------------------------------------------|----------------------|--------------------------|
| <b>Liabilities</b>                                    |                      |                          |
| Current liabilities                                   |                      |                          |
| Notes and accounts payable - trade                    | 8,273                | 7,833                    |
| Current portion of long-term borrowings               | 22                   | 4                        |
| Income taxes payable                                  | 3,033                | 2,441                    |
| Provision for bonuses                                 | 4,305                | 3,628                    |
| Provision for loss on disaster                        | 473                  | 391                      |
| Asset retirement obligations                          | 0                    | –                        |
| Accounts payable - other                              | 10,386               | 8,151                    |
| Guarantee deposit received for rental products-CL     | 8,565                | 8,495                    |
| Other                                                 | 7,036                | 7,353                    |
| Total current liabilities                             | 42,097               | 38,299                   |
| Non-current liabilities                               |                      |                          |
| Long-term borrowings                                  | 197                  | 3                        |
| Retirement benefit liability                          | 5,271                | 5,226                    |
| Asset retirement obligations                          | 864                  | 871                      |
| Long-term guarantee deposits                          | 1,141                | 698                      |
| Deferred tax liabilities                              | 2,197                | 2,415                    |
| Lease liabilities                                     | 6                    | 1                        |
| Total non-current liabilities                         | 9,678                | 9,216                    |
| Total liabilities                                     | 51,776               | 47,515                   |
| <b>Net assets</b>                                     |                      |                          |
| Shareholders' equity                                  |                      |                          |
| Share capital                                         | 11,352               | 11,352                   |
| Capital surplus                                       | 11,110               | 11,111                   |
| Retained earnings                                     | 119,146              | 120,473                  |
| Treasury shares                                       | -3,389               | -3,176                   |
| Total shareholders' equity                            | 138,220              | 139,762                  |
| Accumulated other comprehensive income                |                      |                          |
| Valuation difference on available-for-sale securities | 8,902                | 10,044                   |
| Deferred gains or losses on hedges                    | 0                    | 1                        |
| Foreign currency translation adjustment               | 482                  | 524                      |
| Remeasurements of defined benefit plans               | 3,591                | 3,015                    |
| Total accumulated other comprehensive income          | 12,977               | 13,585                   |
| Share acquisition rights                              | 23                   | 10                       |
| Non-controlling interests                             | 321                  | 315                      |
| Total net assets                                      | 151,542              | 153,674                  |
| Total liabilities and net assets                      | 203,318              | 201,190                  |

**(2) Consolidated Statements of Income and Statements of Comprehensive Income**

## Consolidated statements of income

Millions of yen

|                                                                          | Six months ended<br>September 30, 2024 | Six months ended<br>September 30, 2025 |
|--------------------------------------------------------------------------|----------------------------------------|----------------------------------------|
| Net sales                                                                | 91,727                                 | 95,078                                 |
| Cost of sales                                                            | 50,756                                 | 52,898                                 |
| Gross profit                                                             | 40,971                                 | 42,180                                 |
| Selling, general and administrative expenses                             | 37,047                                 | 37,488                                 |
| Operating profit                                                         | 3,924                                  | 4,691                                  |
| Non-operating income                                                     |                                        |                                        |
| Interest income                                                          | 137                                    | 179                                    |
| Dividend income                                                          | 267                                    | 238                                    |
| Rental income from facilities                                            | 69                                     | 52                                     |
| Commission income                                                        | 145                                    | 150                                    |
| Share of profit of entities accounted for using equity method            | 722                                    | 767                                    |
| Other                                                                    | 462                                    | 599                                    |
| Total non-operating income                                               | 1,805                                  | 1,987                                  |
| Non-operating expenses                                                   |                                        |                                        |
| Interest expenses                                                        | 0                                      | 0                                      |
| Rental expenses on facilities                                            | 38                                     | 24                                     |
| Compensation expenses                                                    | 22                                     | 44                                     |
| Loss on valuation of inventories                                         | 77                                     | —                                      |
| Compensation for damage                                                  | 46                                     | —                                      |
| Other                                                                    | 39                                     | 39                                     |
| Total non-operating expenses                                             | 226                                    | 109                                    |
| Ordinary profit                                                          | 5,503                                  | 6,569                                  |
| Extraordinary income                                                     |                                        |                                        |
| Gain on sale of non-current assets                                       | 1                                      | 46                                     |
| Gain on sale of investment securities                                    | 100                                    | 67                                     |
| Gain from refund due to capital reduction at subsidiaries and associates | 170                                    | —                                      |
| Total extraordinary income                                               | 272                                    | 114                                    |
| Extraordinary losses                                                     |                                        |                                        |
| Loss on abandonment of non-current assets                                | 47                                     | 28                                     |
| Loss on disaster                                                         | 69                                     | —                                      |
| Total extraordinary losses                                               | 117                                    | 28                                     |
| Profit before income taxes                                               | 5,658                                  | 6,654                                  |
| Income taxes                                                             | 2,147                                  | 2,387                                  |
| Profit                                                                   | 3,511                                  | 4,267                                  |
| Profit attributable to non-controlling interests                         | 20                                     | 18                                     |
| Profit attributable to owners of parent                                  | 3,490                                  | 4,248                                  |

## Consolidated statements of comprehensive income

Millions of yen

|                                                                                   | Six months ended<br>September 30, 2024 | Six months ended<br>September 30, 2025 |
|-----------------------------------------------------------------------------------|----------------------------------------|----------------------------------------|
| Profit                                                                            | 3,511                                  | 4,267                                  |
| Other comprehensive income                                                        |                                        |                                        |
| Valuation difference on available-for-sale securities                             | -826                                   | 1,099                                  |
| Foreign currency translation adjustment                                           | 7                                      | -14                                    |
| Remeasurements of defined benefit plans, net of tax                               | -463                                   | -571                                   |
| Share of other comprehensive income of entities accounted for using equity method | 79                                     | 94                                     |
| Total other comprehensive income                                                  | -1,202                                 | 607                                    |
| Comprehensive income                                                              | 2,308                                  | 4,875                                  |
| Comprehensive income attributable to                                              |                                        |                                        |
| Comprehensive income attributable to owners of parent                             | 2,287                                  | 4,856                                  |
| Comprehensive income attributable to non-controlling interests                    | 20                                     | 18                                     |

### **(3) Notes to Consolidated Financial Statements**

#### **Notes to special accounting methods for preparation of consolidated financial statements**

##### **— Calculation of tax expenses**

The Company calculates tax expenses in the following method: it first makes a reasonable estimate of the effective tax rate for the projected consolidated profit before income taxes for the fiscal year, including the first six months, after applying tax effect accounting, and then multiplies profit before income taxes for the six months under review by that estimated effective tax rate.

## Notes to segment information and other information

### 1) First six months of FY2024 (April 1 to September 30, 2024)

#### a) Sales, income or losses by reportable business segment, and breakdown of revenue Millions of yen

|                                       | Direct Selling Group | Food Group | Other Businesses <sup>1</sup> | Total  | Adjustment <sup>3</sup> | Consolidated total <sup>4</sup> |
|---------------------------------------|----------------------|------------|-------------------------------|--------|-------------------------|---------------------------------|
| Sales                                 |                      |            |                               |        |                         |                                 |
| Clean Service businesses              | 38,980               | —          | —                             | 38,980 | —                       | 38,980                          |
| Care Service businesses               | 7,243                | —          | —                             | 7,243  | —                       | 7,243                           |
| Mister Donut business                 | —                    | 28,929     | —                             | 28,929 | —                       | 28,929                          |
| Other                                 | 7,206                | 2,234      | 5,984                         | 15,425 | —                       | 15,425                          |
| Revenue from contracts with customers | 53,430               | 31,163     | 5,984                         | 90,579 | —                       | 90,579                          |
| Other revenue <sup>2</sup>            | —                    | —          | 1,148                         | 1,148  | —                       | 1,148                           |
| To outside customers                  | 53,430               | 31,163     | 7,133                         | 91,727 | —                       | 91,727                          |
| Intersegment sales and transfers      | 313                  | 4          | 1,107                         | 1,425  | -1,425                  | —                               |
| Total                                 | 53,743               | 31,168     | 8,241                         | 93,153 | -1,425                  | 91,727                          |
| Segment income (loss)                 | 3,073                | 3,754      | 313                           | 7,142  | -3,217                  | 3,924                           |

Notes:

1. Other Businesses are comprised of the businesses that are not categorized in reportable business segments, including office equipment and vehicle leasing, insurance agent services, hospital management services and overseas businesses.
2. Other revenue represents revenue from leasing of office equipment and vehicles.
3. Segment income (loss) adjustments of -3,217 million yen include a 22 million yen elimination for intersegment sales and transfers and -3,240 million yen of corporate expenses that cannot be allocated to a particular reportable business segment.
4. Segment income (loss) has been adjusted for consistency with operating profit that is shown in the consolidated statements of income.

#### b) Impairment loss of non-current assets or goodwill by reportable business segment

##### Significant impairment loss on non-current assets

None.

##### Significant change in the amount of goodwill

None.

The amortization of goodwill during the first six months of FY2024 and the balance of goodwill at the end of the second quarter are as follows:

|              | Direct Selling Group | Food Group | Other Businesses | Elimination or corporate | Total |
|--------------|----------------------|------------|------------------|--------------------------|-------|
| Amortization | 45                   | 6          | 6                | —                        | 58    |
| Balance*     | 216                  | 66         | 31               | —                        | 314   |

\* Goodwill at the end of the second quarter includes 216 million yen of goodwill in the Direct Selling Group resulting from the purchase by Duskin and its subsidiaries of the business operations of several franchisees and 59 million yen of goodwill for Kenko Saien Co., Ltd., which the Company acquired in January 2024 in the Food Group and 31 million yen of goodwill in Other Businesses for Big Apple Worldwide Holdings Sdn. Bhd., which the Company acquired in February 2017.

##### Significant gains on negative goodwill

None.

## 2) First six months of FY2025 (April 1 to September 30, 2025)

## a) Sales, income or losses by reportable business segment, and breakdown of revenue

Millions of yen

|                                       | Direct Selling Group | Food Group | Other Businesses <sup>1</sup> | Total  | Adjustment <sup>3</sup> | Consolidated total <sup>4</sup> |
|---------------------------------------|----------------------|------------|-------------------------------|--------|-------------------------|---------------------------------|
| Sales                                 |                      |            |                               |        |                         |                                 |
| Clean Service businesses              | 38,665               | —          | —                             | 38,665 | —                       | 38,665                          |
| Care Service businesses               | 8,011                | —          | —                             | 8,011  | —                       | 8,011                           |
| Mister Donut business                 | —                    | 30,058     | —                             | 30,058 | —                       | 30,058                          |
| Other                                 | 8,624                | 2,361      | 6,222                         | 17,207 | —                       | 17,207                          |
| Revenue from contracts with customers | 55,301               | 32,419     | 6,222                         | 93,942 | —                       | 93,942                          |
| Other revenue <sup>2</sup>            | —                    | —          | 1,135                         | 1,135  | —                       | 1,135                           |
| To outside customers                  | 55,301               | 32,419     | 7,357                         | 95,078 | —                       | 95,078                          |
| Intersegment sales and transfers      | 308                  | 1          | 1,062                         | 1,371  | -1,371                  | —                               |
| Total                                 | 55,609               | 32,420     | 8,420                         | 96,450 | -1,371                  | 95,078                          |
| Segment income (loss)                 | 2,572                | 5,229      | 368                           | 8,170  | -3,479                  | 4,691                           |

Notes:

1. Other Businesses are comprised of the businesses that are not categorized in reportable business segments, including office equipment and vehicle leasing, insurance agent services, hospital management services and overseas businesses.
2. Other revenue represents revenue from leasing of office equipment and vehicles.
3. Segment income (loss) adjustments of -3,479 million yen include a 26 million yen elimination for intersegment sales and transfers and -3,505 million yen of corporate expenses that cannot be allocated to a particular reportable business segment.
4. Segment income (loss) has been adjusted for consistency with operating profit that is shown in the consolidated statements of income.

## b) Impairment loss of non-current assets or goodwill by reportable business segment

**Significant impairment loss on non-current assets**

None.

**Significant change in the amount of goodwill**

None.

The amortization of goodwill during the first six months of FY2025 and the balance of goodwill at the end of the second quarter are as follows:

Millions of yen

|              | Direct Selling Group | Food Group | Other Businesses | Elimination or corporate | Total |
|--------------|----------------------|------------|------------------|--------------------------|-------|
| Amortization | 40                   | 5          | 6                | —                        | 51    |
| Balance*     | 228                  | 86         | 19               | —                        | 334   |

\* Goodwill at the end of the second quarter includes 228 million yen of goodwill in the Direct Selling Group resulting from the purchase by Duskin and its subsidiaries of the business operations of several franchisees and 53 million yen of goodwill for Kenko Saiken Co., Ltd. (now Boston House Co., Ltd.), which the Company acquired in January 2024 in the Food Group and 19 million yen of goodwill in Other Businesses for Big Apple Worldwide Holdings Sdn. Bhd., which the Company acquired in February 2017.

**Significant gains on negative goodwill**

None.

**Notes on significant changes in shareholders' equity**

None.

**Notes relating to going concern assumption**

None.