

## Consolidated Financial Results

Under Japanese Standards for the Third Quarter of the fiscal year ending April 30, 2026 (Unaudited)

Scheduled date of commencement of dividend payment: –

Supplementary documents for results prepared: Yes

Results presentation held: None

(Figures are rounded down to million yen.)

### 1. Consolidated Performance for the Third Quarter of the Fiscal Year Ending April 30, 2026 (May 1, 2025 - January 31, 2026)

#### (1) Consolidated Results of Operations – cumulative

(% indicates year on year changes)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
1/31/2026	379,477	5.1	15,967	(10.3)	17,197	(5.8)	(88)	–
1/31/2025	360,893	4.2	17,808	(18.2)	18,255	(20.6)	11,367	(20.2)

Note 1: Comprehensive income 1/31/2026: 2,874 million yen [(75.8)%] 1/31/2025: 11,878 million yen [(26.5)%]

	Earnings per share	Earnings per share (diluted)
	Yen	Yen
1/31/2026	(2.38)	–
1/31/2025	94.76	94.57

Note 2: The per share information pertains to Common Stock. For per share information for Class-A Preferred Stock, refer to “Reference” below.

#### (2) Consolidated Financial Position

	Total assets	Net assets	Shareholders' equity ratio
	Million yen	Million yen	%
1/31/2026	341,754	172,977	50.1
4/30/2025	344,598	175,971	50.6

Reference: Shareholders' equity 1/31/2026: 171,318 million yen 4/30/2025: 174,279 million yen

### 2. Dividends

	Dividend per share				
	First quarter end	Second quarter end	Third quarter end	Year end	Full year
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended 4/30/2025	–	22.00	–	22.00	44.00
Fiscal year ending 4/30/2026	–	24.00	–		
Fiscal year ending 4/30/2026 (Forecast)				24.00	48.00

Note 1: Revision to the most recently disclosed dividend forecast: None

Note 2: The dividend per share pertains to Common Stock. For dividend per share for Class-A Preferred Stock, refer to “Reference” below.

### 3. Forecasted Consolidated Results for the Fiscal Year Ending April 30, 2026 (May 1, 2025 - April 30, 2026)

(% indicates year on year changes)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
4/30/2026	495,000	4.7	20,000	(12.9)	21,000	(8.6)	1,000	(92.9)	5.46

Note 1: Revision to the most recently forecasted consolidated results: None

Note 2: The per share information in forecasted consolidated results pertains to Common Stock. For per share information for Class-A Preferred Stock, refer to “Reference” below.

## Notes

(1) Significant changes in the scope of consolidation during the period: None

(2) Application of special accounting methods in preparation for quarterly consolidated financial statements: Yes

Note: For further details, please refer to the section of “(3) Notes to Quarterly Consolidated Financial Statements, (Application of Special Accounting Methods in Preparation for Quarterly Consolidated Financial Statements)” of “2. Quarterly Consolidated Financial Statements and Main Notes” on page 8 of the attached material.

(3) Changes in accounting policies, changes in accounting estimates, and restatements

- i. Changes in accounting policies associated with revisions to accounting standards: None
- ii. Changes in accounting policies other than i. above: None
- iii. Changes in accounting estimates: None
- iv. Restatements: None

(4) Number of issued shares (common stock)

i. Number of issued shares (including treasury stock)	1/31/2026	85,212,380 shares	4/30/2025	85,212,380 shares
ii. Number of treasury stock	1/31/2026	889,863 shares	4/30/2025	906,132 shares
iii. Average number of shares outstanding during the period	Nine months ended 1/31/2026	84,316,936 shares		
	Nine months ended 1/31/2025	87,028,372 shares		

Note: The “Number of issued shares” pertains to Common Stock. For “Number of issued shares” for Class-A Preferred Stock, refer to “Reference” below.

\* Review of the Japanese-language originals of the attached quarterly consolidated financial statements by certified public accountants or an audit corporation: None

\* Request for appropriate use of the business outlook and other special remarks

Forward-looking statements in this document, including forecasts, are based on information available to management at the time of the announcement, which management assumes to be reasonable. Because of variable factors, actual results may differ from the forecast figures.

## Reference

### (1) Per share information of Class-A Preferred Stock – cumulative

	Earnings per share	Earnings per share (diluted)
Nine months ended	Yen	Yen
1/31/2026	3.63	3.64
1/31/2025	100.74	100.54

### (2) Dividends – Class-A Preferred Stock

	Dividend per share				
	First quarter end	Second quarter end	Third quarter end	Year end	Full year
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended 4/30/2025	–	28.00	–	28.00	56.00
Fiscal year ending 4/30/2026	–	30.00	–		
Fiscal year ending 4/30/2026 (Forecast)				30.00	60.00

Note: Revision to the most recently disclosed dividend forecast: None

### (3) Per share information of Class-A Preferred Stock in forecasted consolidated results

	Earnings per share
Fiscal year ending 4/30/2026	Yen 17.48

Note: Revision to the most recently forecasted consolidated results: None

### (4) Number of issued shares – Class-A Preferred Stock

i. Number of issued shares (including treasury stock)	1/31/2026	32,246,962 shares	4/30/2025	32,246,962 shares
ii. Number of treasury stock	1/31/2026	1,338,498 shares	4/30/2025	1,394,070 shares
iii. Average number of shares outstanding during the period	Nine months ended 1/31/2026	30,872,771 shares		
	Nine months ended 1/31/2025	30,981,338 shares		

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# 1. Qualitative Information Regarding Consolidated Financial Results for This Quarter

## (1) Explanations Regarding Consolidated Results of Operations

During the first nine months of the fiscal year ending April 30, 2026 (May 1, 2025 - January 31, 2026), the Japanese economy showed signs of a gradual recovery driven by the improvement in the employment and income environment and the effects of various policies. However, certain conditions continue to present an uncertain outlook, such as the trends in trade policies in the United States and concerns over the impact of ongoing price increases on personal consumption.

Under these business conditions, in keeping with the management principle of “Always Putting the Customer First,” the ITO EN Group treated everyone involved with the Group as a customer, carefully listening to their opinions and requests, and vigorously engaged in business activities in a concerted effort while aiming to consider the customer’s viewpoint at all times.

As for the consolidated results for the first nine months of the fiscal year ending April 30, 2026, while net sales remained generally strong, operating income declined due to increases in raw material and other costs. In addition, due to the recording of an impairment loss in the vending machine business, which showed a decline in profitability, profit attributable to owners of parent decreased significantly.

The business performance for the first nine months of the fiscal year ending April 30, 2026 was as follows.

Net sales	379,477 million yen, up 5.1%
Operating income	15,967 million yen, down 10.3%
Ordinary income	17,197 million yen, down 5.8%
Loss attributable to owners of parent	(88) million yen (profit attributable to owners of parent of 11,367 million yen in the same period of the previous fiscal year)

Performance by each of the business segments was as follows.

### <Tea Leaves and Beverages Business>

Net sales of the Tea Leaves and Beverages Business for the first nine months of the fiscal year ending April 30, 2026 remained strong, as sales of green tea and matcha in North America, the Association of Southeast Asian Nations (ASEAN), and other overseas markets grew on the back of rising health consciousness, while domestic sales in Japan were generally on par with the same period of the previous year. Overseas, we currently sell our products in 50 countries and regions and plan to establish a local subsidiary in India in April 2026. Going forward, we will continue to promote the further globalization of “*Oi Ocha*” while continuing our marketing efforts with Shohei Otani serving as a global ambassador.

On the earnings front, operating income decreased due to various higher costs, including soaring prices of raw materials, mainly those for green tea, and higher rebates, despite improved profitability of the U.S. coffee bean business. In addition, since the profitability of the vending machine business has been decreasing due to the diversification of beverage consumption in recent years, impairment loss of 13,788 million yen related to this business was recorded in the third quarter under review. Going forward, we will transfer the aforementioned business to our subsidiary, NEOS Corporation, which operates vending machines and other businesses, with the aim of reforming the business structure and concentrating capital on core brands in order to flexibly execute strategies and establish profitability.

As a result of these activities, the Tea Leaves and Beverages Business recorded net sales of 338,572 million yen, up 5.3% year on year, and operating income of 12,550 million yen, down 13.5% year on year.

### <Restaurant Business>

The “*TULLY’S COFFEE*” specialty coffee shops rolled out the “*TULLY’S HOLIDAY MARKET*” campaign in November 2025 and launched “*Pistachio Donut*” and “*Dubai Chocolate Latte*,” a beverage inspired by a sweet treat “Dubai chocolate” originating in the Middle East. The vibrant appearance and uniqueness of the products became a hot topic on social media and other platforms. In addition, the introduction of a new web-based reservation system for “*HAPPY BAG 2026*,” a lucky bag for the end of year and new year season, allows customers to more easily make reservations, leading to increased sales. Other factors, such as an increase in the number of stores and an increase in average spend per customer due to price revisions, resulted in strong sales. Operating income, on the other hand, declined due to increases in costs for raw materials, mainly coffee beans, labor costs, and store opening costs.

With respect to new store openings, we opened stores in a variety of locations, including hospitals and transportation facilities, as well as commercial facilities. In January 2026, we opened “Roastery Sagamiono-Chuo Park Store (Kanagawa),” the only store nationwide with a roasting machine, and the store serves a special cup of coffee only available there. The total number of stores was 831, up 13 stores from the end of the previous fiscal year, as of the end of January 2026.

As a result of these activities, the Restaurant Business recorded net sales of 35,136 million yen, up 6.6% year on year, and operating income of 2,930 million yen, down 3.5% year on year.

**<Others>**

The Others recorded net sales of 5,768 million yen, down 11.7% year on year, and operating income of 504 million yen, down 12.2% year on year.

**(2) Explanations Regarding Consolidated Financial Position**

The following is a consolidated financial position at the end of the third quarter of the fiscal year ending April 30, 2026.

Total assets as of January 31, 2026 stood at 341,754 million yen, decreased by 2,843 million yen from the end of the previous fiscal year. These changes in total assets mainly reflected a decrease of 16,825 million yen in “Cash and deposits,” an increase of 13,880 million yen in “Accounts receivable - trade,” an increase of 4,223 million yen in “Merchandise and finished goods,” an increase of 3,785 million yen in “Raw materials and supplies,” an increase of 2,767 million yen in “Other” under “Current assets,” a decrease of 1,392 million yen in “Leased assets, net,” a decrease of 11,574 million yen in “Other, net” under “Property, plant and equipment,” and an increase of 1,619 million yen in “Other” under “Investments and other assets.”

Liabilities as of January 31, 2026 stood at 168,777 million yen, increased by 150 million yen from the end of the previous fiscal year. These changes in liabilities mainly reflected an increase of 5,661 million yen in “Accounts payable - trade,” a decrease of 2,749 million yen in “Income taxes payable,” and a decrease of 1,905 million yen in “Provision for bonuses.”

Net assets as of January 31, 2026 stood at 172,977 million yen, decreased by 2,994 million yen from the end of the previous fiscal year. This mainly reflected a decrease of 5,669 million yen in “Retained earnings” due to “Dividends of surplus,” and an increase of 1,839 million yen in “Foreign currency translation adjustment.”

**(3) Explanations Regarding Forecasts for Consolidated Results and Future Outlook**

As for the consolidated business outlook for the fiscal year ending April 30, 2026, revisions have been made to the forecasts that were announced on June 2, 2025, as shown below, due to the recording of impairment loss in the vending machine business. For details, please refer to the “Notice of Recognition of Impairment Loss and Revisions to Earnings Forecasts (Consolidated and Non-Consolidated)” released on January 27, 2026.

	(Millions of yen)				
	Net sales	Operating income	Ordinary income	Profit attributable to owners of parent	Earnings per share (yen) (Common Stock)
Previous forecasts (A)	490,000	25,500	25,700	16,000	135.72
Revised forecasts (B)	495,000	20,000	21,000	1,000	5.46
Difference (B-A)	5,000	(5,500)	(4,700)	(15,000)	
Change (%)	1.0	(21.6)	(18.3)	(93.8)	
(Reference) Previous fiscal year (ended April 30, 2025)	472,716	22,969	22,973	14,156	117.50

## 2. Quarterly Consolidated Financial Statements and Main Notes

### (1) Quarterly Consolidated Balance Sheet

As of April 30, 2025 and January 31, 2026

(Millions of yen)

	As of April 30, 2025	As of January 31, 2026
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	89,908	73,083
Notes receivable - trade	65	62
Accounts receivable - trade	66,839	80,720
Merchandise and finished goods	46,255	50,479
Raw materials and supplies	13,014	16,800
Other	16,334	19,102
Allowance for doubtful accounts	(423)	(358)
<b>Total current assets</b>	<b>231,995</b>	<b>239,888</b>
<b>Non-current assets</b>		
<b>Property, plant and equipment</b>		
Buildings and structures, net	25,764	26,019
Land	23,223	23,511
Leased assets, net	4,522	3,130
Other, net	23,846	12,272
<b>Total property, plant and equipment</b>	<b>77,356</b>	<b>64,933</b>
<b>Intangible assets</b>		
Goodwill	762	564
Other	5,759	6,027
<b>Total intangible assets</b>	<b>6,521</b>	<b>6,591</b>
<b>Investments and other assets</b>		
Other	28,850	30,469
Allowance for doubtful accounts	(125)	(128)
<b>Total investments and other assets</b>	<b>28,724</b>	<b>30,340</b>
<b>Total non-current assets</b>	<b>112,603</b>	<b>101,866</b>
<b>Total assets</b>	<b>344,598</b>	<b>341,754</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable - trade	35,292	40,954
Short-term loans payable	24,177	10,757
Lease obligations	1,448	1,197
Accrued expenses	32,418	31,872
Income taxes payable	2,749	-
Provision for bonuses	4,292	2,387
Other	7,741	7,833
<b>Total current liabilities</b>	<b>108,120</b>	<b>95,002</b>
<b>Non-current liabilities</b>		
Bonds payable	10,000	10,000
Long-term loans payable	35,001	48,620
Lease obligations	2,445	2,412
Net defined benefit liability	6,824	7,080
Other	6,233	5,660
<b>Total non-current liabilities</b>	<b>60,505</b>	<b>73,774</b>
<b>Total liabilities</b>	<b>168,626</b>	<b>168,777</b>

## Quarterly Consolidated Balance Sheet – Continued

(Millions of yen)

	As of April 30, 2025	As of January 31, 2026
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Capital stock	19,912	19,912
Capital surplus	4,788	4,788
Retained earnings	153,367	147,607
Treasury shares	(5,930)	(5,763)
<b>Total shareholders' equity</b>	<b>172,137</b>	<b>166,545</b>
<b>Accumulated other comprehensive income</b>		
Valuation difference on available-for-sale securities	2,059	3,046
Revaluation reserve for land	(6,074)	(6,074)
Foreign currency translation adjustment	5,400	7,240
Remeasurements of defined benefit plans	755	560
<b>Total accumulated other comprehensive income</b>	<b>2,141</b>	<b>4,773</b>
<b>Share acquisition rights</b>	<b>82</b>	<b>47</b>
<b>Non-controlling interests</b>	<b>1,610</b>	<b>1,611</b>
<b>Total net assets</b>	<b>175,971</b>	<b>172,977</b>
<b>Total liabilities and net assets</b>	<b>344,598</b>	<b>341,754</b>

## (2) Quarterly Consolidated Statement of Income and Comprehensive Income

From May 1 to January 31, 2025 and 2026

### Quarterly Consolidated Statement of Income

(Millions of yen)

	Nine months ended January 31, 2025	Nine months ended January 31, 2026
<b>Net sales</b>	<b>360,893</b>	<b>379,477</b>
Cost of sales	224,733	243,981
<b>Gross profit</b>	<b>136,159</b>	<b>135,495</b>
Selling, general and administrative expenses	118,350	119,528
<b>Operating income</b>	<b>17,808</b>	<b>15,967</b>
<b>Non-operating income</b>		
Interest income	461	306
Dividend income	91	105
Share of profit of entities accounted for using equity method	106	402
Foreign exchange gains	—	709
Other	469	673
<b>Total non-operating income</b>	<b>1,128</b>	<b>2,198</b>
<b>Non-operating expenses</b>		
Interest expenses	385	661
Foreign exchange losses	11	—
Loss on cancellation of leases	133	96
Other	151	211
<b>Total non-operating expenses</b>	<b>681</b>	<b>969</b>
<b>Ordinary income</b>	<b>18,255</b>	<b>17,197</b>
<b>Extraordinary income</b>		
Gain on sales of non-current assets	2	8
Gain on donation of non-current assets	4	—
Gain on sales of investment securities	21	2
<b>Total extraordinary income</b>	<b>28</b>	<b>10</b>
<b>Extraordinary losses</b>		
Loss on sales of non-current assets	—	4
Loss on abandonment of non-current assets	211	677
Loss on valuation of investment securities	9	39
Loss on sale of investment securities	—	35
Impairment loss	189	14,265
<b>Total extraordinary losses</b>	<b>410</b>	<b>15,023</b>
<b>Income before income taxes</b>	<b>17,874</b>	<b>2,184</b>
<b>Income taxes</b>	<b>6,219</b>	<b>2,043</b>
<b>Net income</b>	<b>11,655</b>	<b>140</b>
<b>Profit attributable to non-controlling interests</b>	<b>287</b>	<b>228</b>
<b>Profit (loss) attributable to owners of parent</b>	<b>11,367</b>	<b>(88)</b>

## Quarterly Consolidated Statement of Comprehensive Income

(Millions of yen)

	Nine months ended January 31, 2025	Nine months ended January 31, 2026
<b>Net income</b>	<b>11,655</b>	<b>140</b>
<b>Other comprehensive income</b>		
Valuation difference on available-for-sale securities	200	951
Foreign currency translation adjustment	93	1,943
Remeasurements of defined benefit plans, net of tax	(8)	(195)
Share of other comprehensive income of entities accounted for using equity method	(61)	34
<b>Total other comprehensive income</b>	<b>223</b>	<b>2,733</b>
<b>Comprehensive income</b>	<b>11,878</b>	<b>2,874</b>
Comprehensive income attributable to owners of parent	11,529	2,543
Comprehensive income attributable to non-controlling interests	349	330

**(3) Notes to Quarterly Consolidated Financial Statements**  
**(Note Regarding the Company's Position as a Going Concern)**

Not applicable

**(Note Regarding Significant Changes in the Amount of Shareholders' Equity)**

Not applicable

**(Application of Special Accounting Methods in Preparation for Quarterly Consolidated Financial Statements)**

(Calculation of income taxes)

The effective tax rate after the application of deferred tax accounting to the income before income taxes for the fiscal year including the third quarter under review is reasonably estimated, and the tax expenses are calculated by multiplying income before income taxes by this estimated effective tax rate.

**(Notes to Quarterly Consolidated Statement of Cash Flows)**

A quarterly consolidated statement of cash flows for the first nine months of the fiscal year ending April 30, 2026 (May 1, 2025 - January 31, 2026) has not been prepared. Depreciation (including amortization of intangible assets other than goodwill) and amortization of goodwill for the nine months ended January 31, 2025 and 2026 were as follows.

	(Millions of yen)	
	Nine months ended January 31, 2025	Nine months ended January 31, 2026
Depreciation	6,440	6,864
Amortization of goodwill	587	197

**(Notes on Segment Information, etc.)**

For the first nine months of the fiscal year ended April 30, 2025 (May 1, 2024 – January 31, 2025)

## 1. Information regarding amounts of sales and profits or losses by reporting segment

(Millions of yen)

	Reporting Segment				Adjustment	Total
	Tea Leaves /Beverages Business	Restaurant Business	Others	Total		
Net sales:						
(1) Outside	321,399	32,963	6,529	360,893	–	360,893
(2) Intersegment	872	4	1,928	2,804	(2,804)	–
Total net sales	322,271	32,967	8,458	363,698	(2,804)	360,893
Segment profits	14,513	3,036	575	18,125	(316)	17,808

Notes: i. The segment profits adjustment includes (579) million yen in amortization of goodwill and 263 million yen in intersegment transactions.

ii. Segment profits are adjusted to the operating income figure on the Quarterly Consolidated Statement of Income.

For the first nine months of the fiscal year ending April 30, 2026 (May 1, 2025 – January 31, 2026)

## 1. Information regarding amounts of sales and profits or losses by reporting segment

(Millions of yen)

	Reporting Segment				Adjustment	Total
	Tea Leaves /Beverages Business	Restaurant Business	Others	Total		
Net sales:						
(1) Outside	338,572	35,136	5,768	379,477	–	379,477
(2) Intersegment	1,322	229	480	2,032	(2,032)	–
Total net sales	339,895	35,365	6,248	381,509	(2,032)	379,477
Segment profits	12,550	2,930	504	15,985	(18)	15,967

Notes: i. The segment profits adjustment includes (197) million yen in amortization of goodwill and 179 million yen in intersegment transactions.

ii. Segment profits are adjusted to the operating income figure on the Quarterly Consolidated Statement of Income.

## 2. Information regarding impairment losses on non-current assets or goodwill by reporting segment

(Significant impairment losses on non-current assets)

Since the profitability of the vending machine business in the Tea Leaves and Beverages Business has been decreasing, an impairment loss of 13,788 million yen was recorded.