



Supplementary Materials

for the First Quarter of the Fiscal Year
Ending March 31, 2027
(Three Months Ended June 30, 2026)

August 7, 2026
AOKI Holdings Inc.(8214)



ANNIVERSAIRE

Contents

-  **Three Months of FY3/27 Review of Operations 3**
-  **Three Months of FY3/27 Result by Segment 9**
-  **Supplementary Documents 13**

Note : All monetary figures are rounded down.

Three Months of FY3/27 Review of Operations

Three Months of FY3/27 Results Summary

Business climate

- The diversification of customer needs and changes of consumption behavior
- Rising uncertainty due to overseas conditions and various cost increases
- Consumers' persistent tendency to save on expenses due to rising prices
- Fluctuations in consumer demand due to unfavorable weather

Three Months of FY3/27 Results

- First decline in sales and profits in six fiscal years on a first-quarter basis
- Sluggish performance in the Fashion Business
- Sales and profit growth in the Entertainment Business supporting overall consolidated results
- Progress against the full-year earnings forecast was below the plan

Net sales

43.0 billion yen
(down 1.6% YoY)

Operating
profit

1.1 billion yen
(down 49.9% YoY)

Ordinary
profit

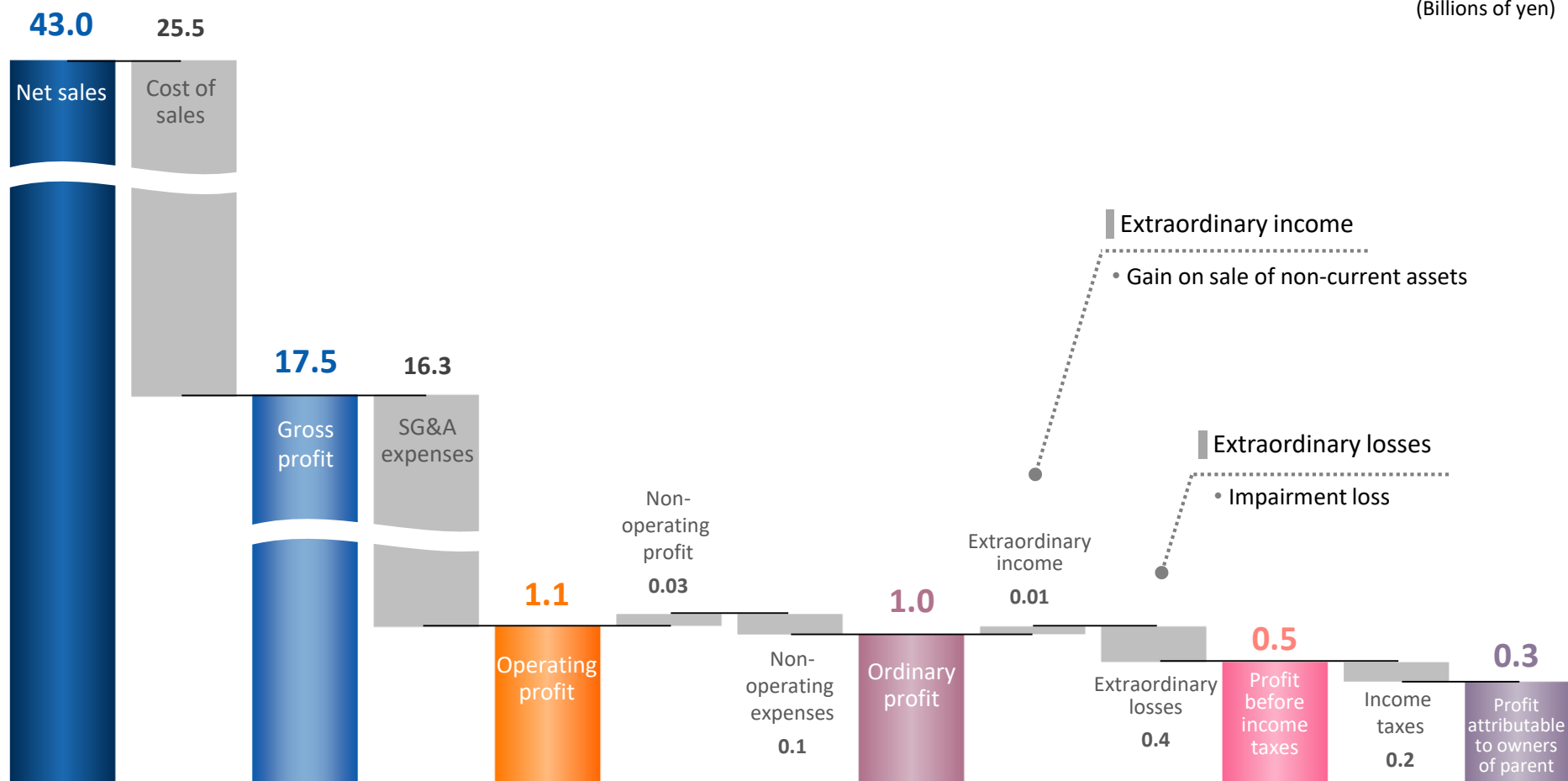
1.0 billion yen
(down 54.6% YoY)

Profit attributable
to owners of parent

0.3 billion yen
(down 75.6% YoY)

Three Months of FY3/27 Results

(Billions of yen)



Major components

Net sales

Sales decreased, heavily impacted by slow sales in the Fashion Business

Gross profit

Gross profit margin: down 0.6pt due to higher purchase costs and other factors

SG&A expenses

SG&A ratio: up 2.0pt due to higher advertising and personnel expenses

Operating profit

Decrease in profit as lower sales could not absorb the increase in costs

Extraordinary losses

Increase in impairment losses due to an increased number of store closures

Profit

Decrease in profit due to a decrease in operating profit and higher extraordinary losses

Three Months of FY3/27 Consolidated Profit and Loss

(Millions of yen)

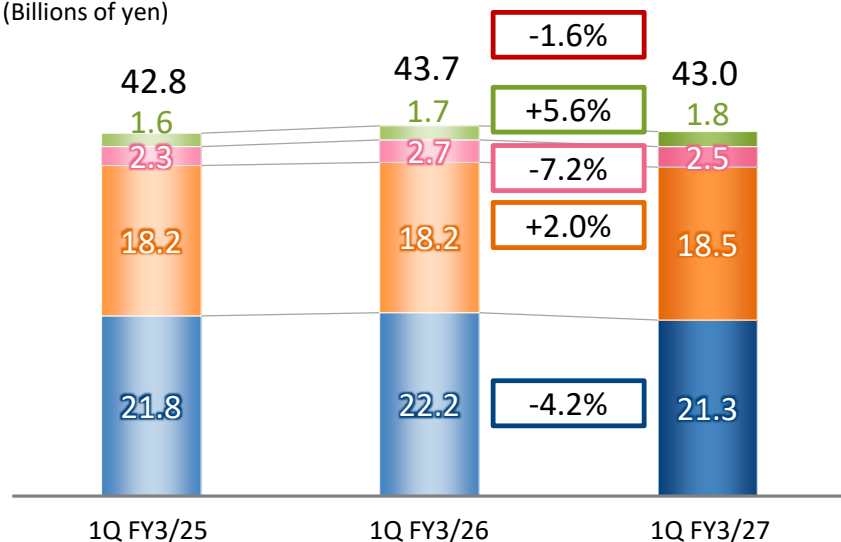
	Three Months of FY3/26	Three Months of FY3/27	YoY Change	YoY %
Net Sales	43,741	43,045	-696	98.4
Gross profit Gross margin	18,056 41.3pt	17,510 40.7pt	-545 -0.6pt	97.0
Selling, general and administrative expenses	15,699	16,330	630	104.0
Operating profit Operating margin	2,356 5.4pt	1,180 2.7pt	-1,176 -2.7pt	50.1
Non-operating profit	64	32	-32	49.6
Non-operating expenses	126	170	44	135.2
Ordinary profit	2,294	1,041	-1,253	45.4
Extraordinary income	-	10	10	-
Extraordinary losses	178	460	281	257.2
Profit attributable to owners of parent	1,307	318	-989	24.4
Net income per share (yen)	15.55	3.79	-11.76	-

Three Months of FY3/27 Results by Segment

Status of Each Segment		Performance of existing stores	YoY %	
			Forecast	Results
Fashion	Lower sales and an operating loss due to lower temperatures from unfavorable weather in June, despite firm sales of Casual apparel	Net sales	102.3	95.8
		Number of customers	98.1	92.0
		Sales per customer	104.3	104.1
Entertainment	Existing store performance remained firm with an increase in the number of customers driven by stronger measures to attract customers, resulting in record-high net sales and profits for a first quarter	Net sales	100.6	101.6
		Number of customers	100.6	101.6
		Sales per customer	99.7	99.3
Anniversaire and Bridal	Decrease in sales and an operating loss due to a lower number of weddings resulting from somewhat sluggish orders in the previous fiscal year, as well as higher costs such as advertising	Number of weddings	86.9	86.8
		Sales per couple	102.2	104.4

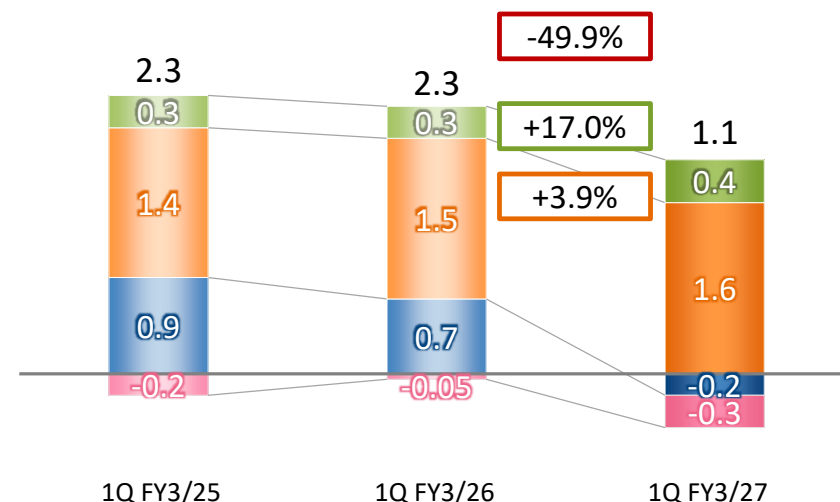
Net sales

(Billions of yen)



Operating profit(loss)

(Billions of yen)

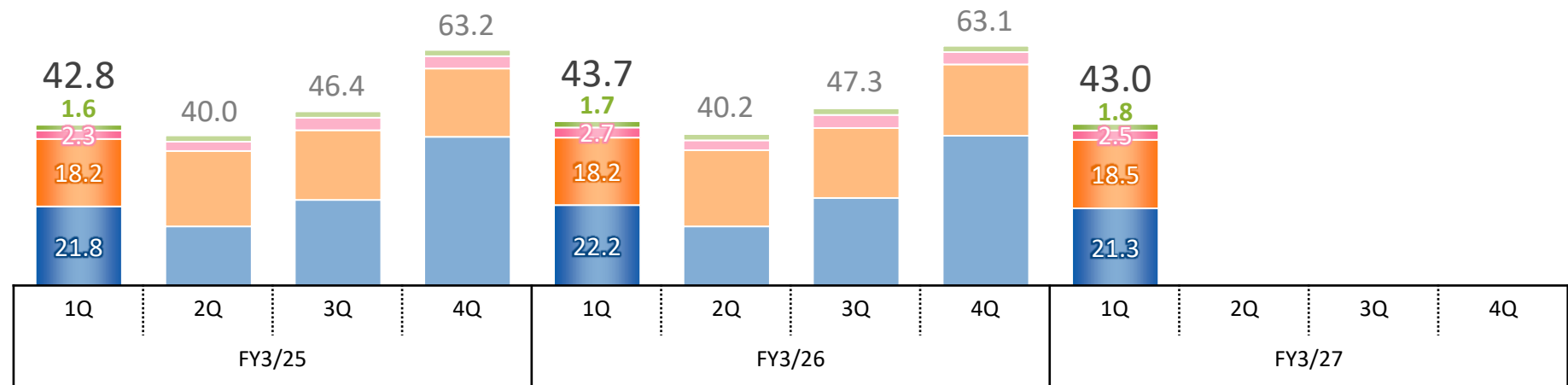


Note: The sum of the business segment items does not match the total because of inter-segment eliminations.

Quarterly Performance Trends by Segment

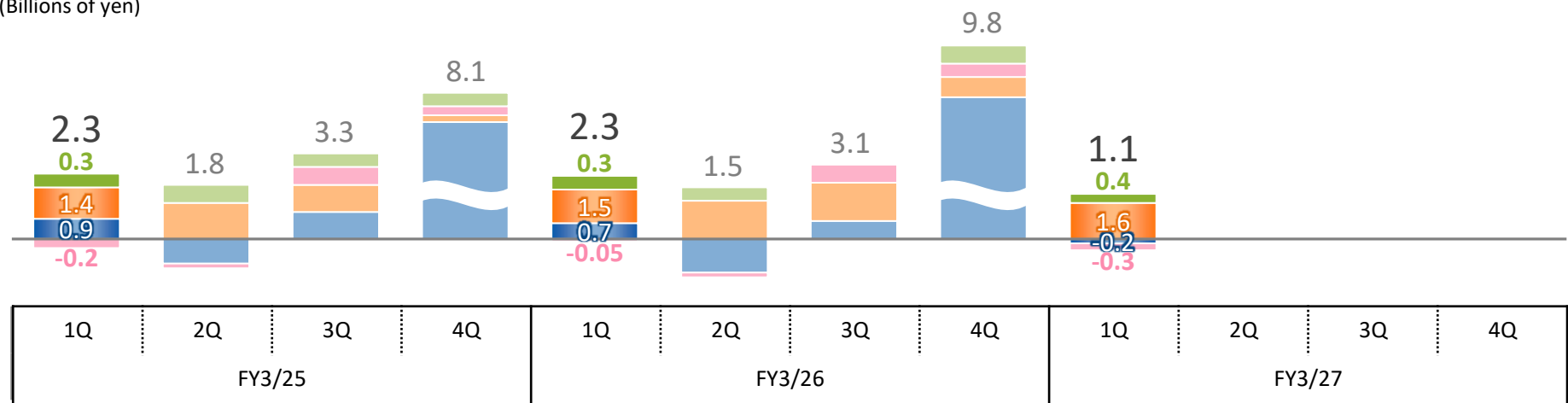
Net sales

(Billions of yen)



Operating profit(loss)

(Billions of yen)



Fashion Entertainment Anniversaire and Bridal Real Estate Leasing

Note: The sum of the business segment items does not match the total because of inter-segment eliminations.

Three Months of FY3/27 Results by Segment

Fashion Business: Three Months of FY3/27 Review of Operations

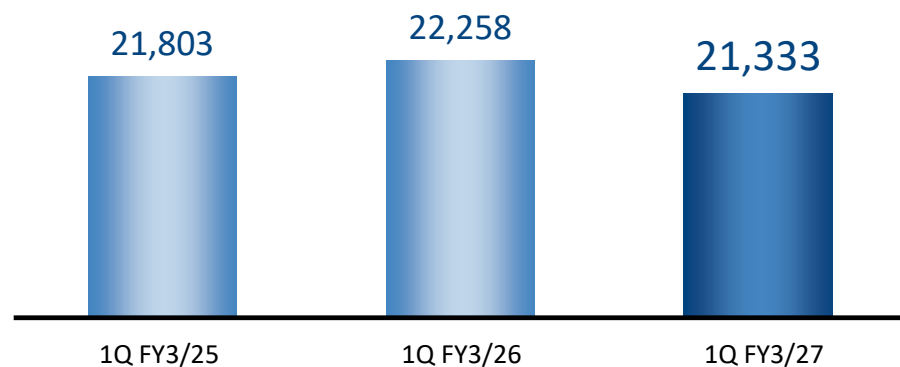
Lower sales and an operating loss due to lower temperatures from unfavorable weather in June, despite firm sales of Casual apparel

(Millions of yen)

	1Q FY3/27 Results	Vs. 1Q FY3/26	YoY %	Major components
Net sales	21,333	-925	95.8	- Existing store sales: down 4.2% YoY (June single month: down 15.4% YoY) - Existing stores performed firmly through May supported by growth in Casual apparel, but demand for summer apparel dropped significantly in June due to lower temperatures and other factors
Gross profit Gross margin	12,564 58.9%	-643 -0.4pt	95.1	- The rate of increase in purchase costs remained below that of the same period of the previous fiscal year - Lower gross margin due to sluggish sales of high-margin heavy clothing and other factors
SG&A expenses SG&A margin	12,767 59.8%	312 +3.8pt	102.5	- Increase in personnel expenses due to pay raises and other factors: up 4.6% YoY - Increase in fixed costs and other expenses due to a net increase in the number of stores - SG&A ratio: up 3.8pt YoY, also reflecting the impact of lower sales
Operating loss Operating margin	-202 -	-956 -	-	Operating loss due to lower sales and an increase in costs

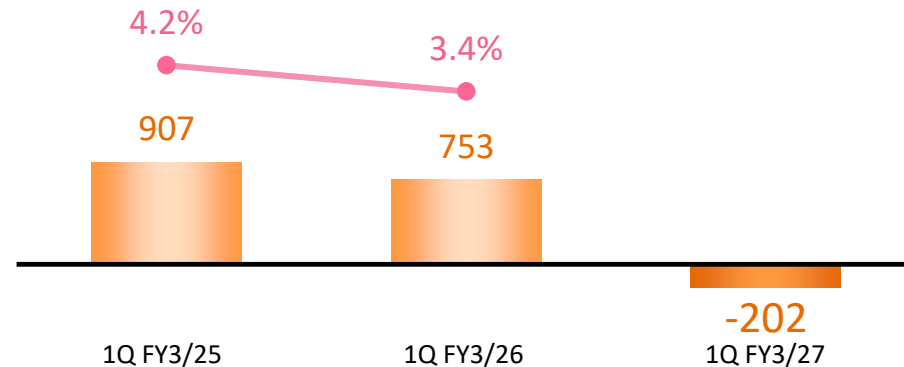
Net sales

(Millions of yen)



Operating profit(loss)/Operating margin

(Millions of yen)



Entertainment Business: Three Months of FY3/27 Review of Operations

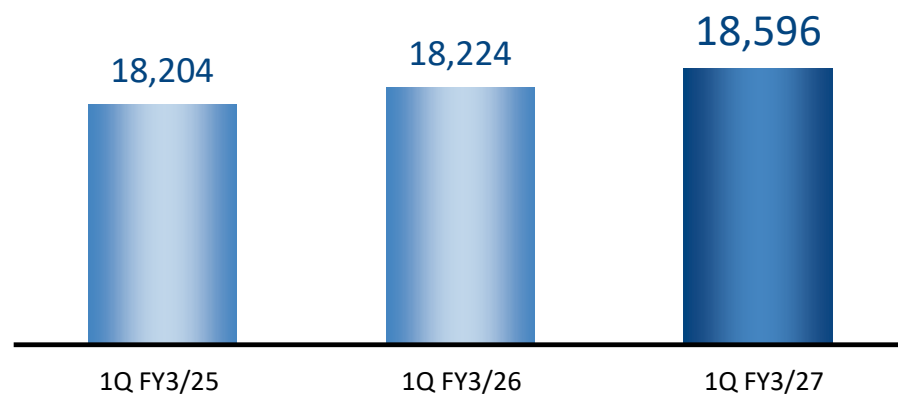
Existing store performance remained firm with an increase in the number of customers driven by stronger measures to attract customers, resulting in record-high net sales and profits for a first quarter

(Millions of yen)

	1Q FY3/27 Results	Vs. 1Q FY3/26	YoY %	Major components
Net sales	18,596	372	102.0	- Existing-store sales: up 1.6% YoY - Sales growth driven by a steady increase in the number of customers resulting from stronger measures to attract customers
Gross profit Gross profit margin	3,860 20.8%	247 +1.0pt	106.8	- Increase driven by sales growth - FIT24's strong performance helped boost profits
SG&A expenses SG&A margin	2,251 12.1%	186 +0.8pt	109.0	- Increase in cashless payment processing fees and other expenses due to sales growth: up 11.6% YoY - Increase in personnel expenses due to pay raises and other factors: up 4.8% YoY
Operating profit Operating margin	1,608 8.6%	60 +0.1pt	103.9	Profit increased due to growth in gross profit more than offsetting increase in SG&A expenses

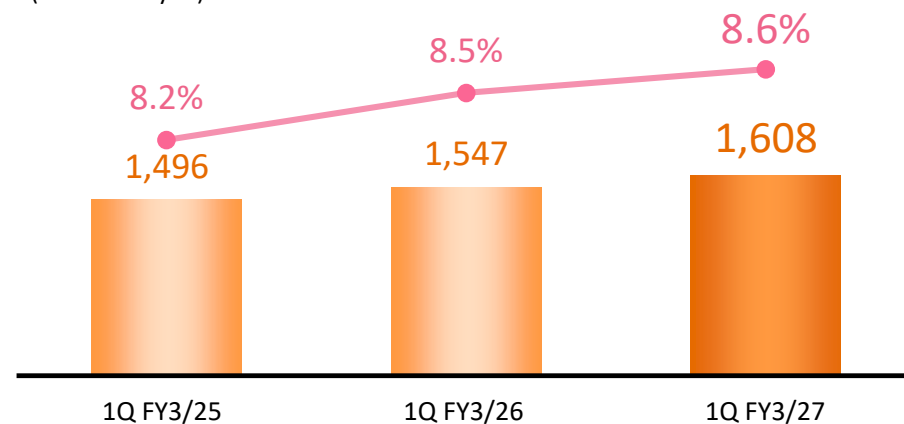
Net sales

(Millions of yen)



Operating profit/Operating margin

(Millions of yen)



Anniversaire and Bridal Business: Three Months of FY3/27 Review of Operations

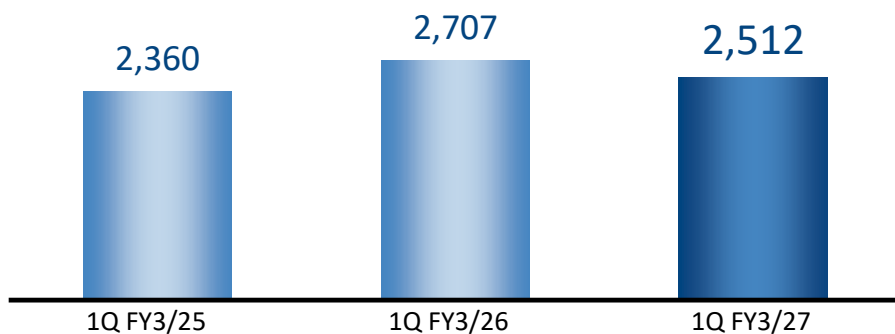
Decrease in sales and an operating loss due to a lower number of weddings resulting from somewhat sluggish orders in the previous fiscal year, as well as higher costs such as advertising

(Millions of yen)

	1Q FY3/27 Results	Vs. 1Q FY3/26	YoY %	Major components
Net sales	2,512	-195	92.8	- Decrease in the number of weddings at existing stores (Down 100 couples YoY, down 13.2% YoY) - Further promoting the capture of demand for corporate banquets
Gross profit Gross profit margin	774 30.8%	-154 -3.5pt	83.3	Gross profit margin declined due to a decrease in the number of weddings and higher costs, despite an increase in sales per couple through appropriate pricing and other measures
SG&A expenses SG&A margin	1,075 42.8%	89 +6.4pt	109.1	- Increase in advertising expenses due to enhanced in-house efforts to attract customers: up 8.6% YoY - Increase in personnel expenses due to pay raises and other factors: up 10.7% YoY
Operating loss Operating margin	-301 -	-244 -	-	Operating loss continued due to a decrease in the number of weddings, among other factors

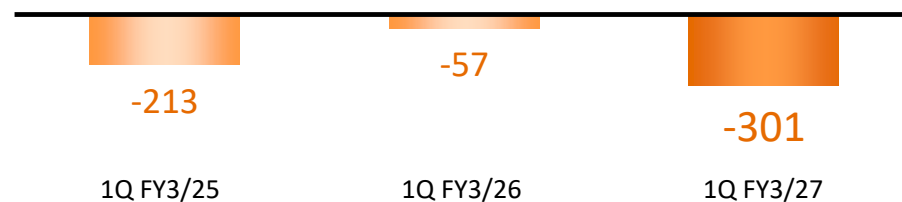
Net sales

(Millions of yen)



Operating loss

(Millions of yen)



Supplementary Documents

Three Months of FY3/27 Results by Segment

(Millions of yen)

	Three Months of FY3/26	%	Three Months of FY3/27	%	YoY change	YoY %
Net sales	43,741	100.0	43,045	100.0	-696	98.4
Fashion	22,258	100.0	21,333	100.0	-925	95.8
Entertainment	18,224	100.0	18,596	100.0	372	102.0
Anniversaire and Bridal	2,707	100.0	2,512	100.0	-195	92.8
Real Estate Leasing	1,770	100.0	1,869	100.0	99	105.6
Gross profit	18,056	41.3	17,510	40.7	-545	97.0
Fashion	13,208	59.3	12,564	58.9	-643	95.1
Entertainment	3,612	19.8	3,860	20.8	247	106.8
Anniversaire and Bridal	929	34.3	774	30.8	-154	83.3
Real Estate Leasing	374	21.1	438	23.5	64	117.1
SG&A expenses	15,699	35.9	16,330	37.9	630	104.0
Fashion	12,454	56.0	12,767	59.8	312	102.5
Entertainment	2,065	11.3	2,251	12.1	186	109.0
Anniversaire and Bridal	986	36.4	1,075	42.8	89	109.1
Operating profit (loss)	2,356	5.4	1,180	2.7	-1,176	50.1
Fashion	753	3.4	-202	-	-956	-
Entertainment	1,547	8.5	1,608	8.6	60	103.9
Anniversaire and Bridal	-57	-	-301	-	-244	-
Real Estate Leasing	371	21.0	434	23.2	63	117.0

Note: Please refer to page 20 for a breakdown of the Entertainment Business.

Three Months of FY3/27 Major Expenses

(Millions of yen)

		Three Months of FY3/27									
		Total		Fashion		Entertainment		Anniversaire and Bridal		Real Estate Leasing	
			YoY %		YoY %		YoY %		YoY %		YoY %
Advertising expenses	SG&A expenses	2,098	101.7	1,421	99.3	259	104.9	402	108.6	-	-
Personnel expenses	Total	12,175	103.0	4,935	104.6	5,728	102.4	1,023	102.0	-	-
	Cost of sales	5,415	101.5	-	-	4,725	101.9	690	98.3	-	-
	SG&A expenses	6,759	104.3	4,935	104.6	1,003	104.8	332	110.7	-	-
Rents	Total	7,015	100.5	3,064	101.1	3,596	100.3	393	100.7	1,216	101.7
	Cost of sales	4,061	99.8	0	100.0	3,566	100.3	390	100.7	1,216	101.7
	SG&A expenses	2,953	101.5	3,064	101.1	29	98.4	3	103.6	-	-
Depreciation	Total	2,578	102.8	556	106.3	1,640	102.8	201	102.2	112	99.8
	Cost of sales	1,841	102.7	4	91.4	1,560	101.4	198	102.5	112	99.8
	SG&A expenses	736	103.2	552	106.4	79	142.6	2	80.1	-	-

Notes: 1. The sum of the business segment items does not match the total because the total includes expenses of AOKI Holdings Inc. and inter-segment eliminations.
2. Please refer to page 21 for a breakdown of the Entertainment Business.

Three Months of FY3/27 Number of Stores Opened/Closed

(Number of stores)

Business Segment	Stores/Facilities		Three Months of FY3/26			FY3/26	Three Months of FY3/27		
			Opened	Closed	Number of Stores	Number of Stores	Opened	Closed	Number of Stores
Fashion	AOKI		-	1	496	493	-	1	492
	ORIHICA		7	2	111	118	3	-	121
	Total		7	3	607	611	3	1	613
Entertainment	KAIKATSU CLUB		2	1	486	497	3	2	498
	COTE D'AZUR		-	2	83	83	-	2	81
	FiT24		-	1	115	112	2	-	114
	JIYU KUKAN and others	Directly managed	-	-	34	35	1	-	36
		FC	-	-	48	46	-	-	46
	Total		2	4	766	773	6	4	775
Anniversaire and Bridal	ANNIVERSAIRE		-	-	10	10	-	-	10
Consolidated Total			9	7	1,383	1,394	9	5	1,398

Three Months of FY3/27 Capital Expenditures and Depreciation

(1) Capital Expenditures

(Millions of yen)

Business Segment	Stores/Facilities	Three Months of FY3/26	Three Months of FY3/27	YoY change	YoY %
Fashion	AOKI and ORIHICA	777	833	55	107.2
Entertainment	KAIKATSU CLUB	1,767	1,147	-619	64.9
	COTE D'AZUR	23	43	20	190.0
	FIT24	21	202	181	959.4
	JIYU KUKAN and others	105	70	-35	66.8
	Total	1,870	1,453	-416	77.7
Anniversaire and Bridal	ANNIVERSAIRE	30	98	68	329.1
Consolidated Total		2,722	2,560	-161	94.1

(2) Depreciation

(Millions of yen)

	Three Months of FY3/26	Three Months of FY3/27	YoY change	YoY %
Consolidated Total	2,506	2,578	71	102.9

Reference: Three Months of FY3/27 Fashion Business Performance

(1) Change in existing-store sales, number of customers and sales per customer at existing stores (%)

						1Q	1Q	2Q	First half	3Q	4Q	Second	Full year
		Apr.	May	Jun.	Result	Forecast	Forecast	Forecast	Forecast	Forecast	half	Forecast	
Net sales	FY3/27	-0.1	3.6	-15.4	-4.2	2.3	2.5	2.4	4.4	2.2	3.0	2.8	
	FY3/26	-1.8	5.1	-1.4	0.5		-0.8	-0.1	0.6	-2.3	-1.3	-0.8	
Number of customers	FY3/27	-4.2	-0.1	-17.5	-8.0	-1.9	-2.1	-2.0	-0.6	0.2	-0.2	-1.0	
	FY3/26	-5.9	0.1	-5.2	-3.8		-2.6	-3.3	-1.0	-5.6	-3.4	-3.4	
Sales per customer	FY3/27	4.3	3.8	2.7	4.1	4.3	4.7	4.5	5.0	2.0	3.2	3.8	
	FY3/26	4.3	5.0	4.0	4.4		1.9	3.3	1.6	3.5	2.3	2.7	

(2) Number of units sold and unit prices of suits

		1Q	YoY %	First half	YoY %	Second half	YoY %	Full year	YoY %
Number of units sold (in thousands)	FY3/27	121	90.6						
	FY3/26	134	89.9	220	91.1	524	96.1	744	94.5
Unit price (thousands of yen)	FY3/27	33.4	101.2						
	FY3/26	33.0	109.6	32.6	106.5	30.1	100.7	30.8	102.3

Reference: Three Months of FY3/27 Fashion Business Performance

(3) Sales by category

(Millions of yen)

	Three Months of FY3/26	%	Three Months of FY3/27	%	YoY change	YoY %
Business	12,424	58.4	11,450	56.3	-974	92.2
Casual	4,866	22.9	5,058	24.9	192	103.9
Ladies'	3,967	18.7	3,826	18.8	-141	96.4
Total	22,258	-	21,333	-	-925	95.8

Business :Suits, formal wear, coats, dress shirts, ties, etc Casual :Jackets, slacks, casual wear (includes Pajama suits) , etc

Notes:1. The sum of the categories does not match the total because the total includes 'Other' items such as alteration.

2. The sales composition ratio for each category is calculated based on the sum of the respective categories.

Reference: Three Months of FY3/27 Entertainment Business Performance

(1) Results by business format

(Millions of yen)

	Three Months of FY3/26	%	Three Months of FY3/27	%	YoY change	YoY %
Net sales	18,224	100.0	18,596	100.0	372	102.0
KAIKATSU CLUB	13,786	100.0	14,221	100.0	435	103.2
COTE D'AZUR	2,274	100.0	2,123	100.0	-150	93.4
FiT24	1,388	100.0	1,496	100.0	108	107.8
JIYU KUKAN and others	1,869	100.0	1,287	100.0	-581	68.9
Gross profit	3,612	19.8	3,860	20.8	247	106.8
KAIKATSU CLUB (including FiT24)	3,019	19.9	3,307	21.0	287	109.5
COTE D'AZUR	358	15.8	286	13.5	-72	79.9
JIYU KUKAN and others	265	14.2	268	20.9	3	101.2
SG&A expenses	2,065	11.3	2,251	12.1	186	109.0
KAIKATSU CLUB (including FiT24)	1,562	10.3	1,757	11.2	195	112.5
COTE D'AZUR	275	12.1	240	11.3	-34	87.4
JIYU KUKAN and others	218	11.7	249	19.4	31	114.3
Operating profit	1,547	8.5	1,608	8.6	60	103.9
KAIKATSU CLUB (including FiT24)	1,457	9.6	1,549	9.9	92	106.3
COTE D'AZUR	83	3.7	46	2.2	-37	55.3
JIYU KUKAN and others	47	2.6	19	1.5	-28	41.2

Note: The sum of the business format items does not match the total because includes inter-segment eliminations.

Reference: Three Months of FY3/27 Entertainment Business Performance

(2) Major expenses by business format

(Millions of yen)

		Three Months of FY3/27							
		Entertainment Total		KAIKATSU CLUB		COTE D'AZUR		JIYU KUKAN and others	
			YoY %		YoY %		YoY %		YoY %
Advertising expenses	SG&A expenses	259	104.9	221	113.0	38	72.4	4	713.7
Personnel expenses	Total	5,728	102.4	4,700	104.5	727	92.8	300	96.3
	Cost of sales	4,725	101.9	3,935	103.5	630	94.4	159	96.1
	SG&A expenses	1,003	104.8	765	110.1	97	83.8	141	96.4
Rents	Total	3,596	100.3	2,913	101.5	483	93.4	201	100.3
	Cost of sales	3,566	100.3	2,893	101.5	480	93.3	194	99.8
	SG&A expenses	29	98.4	19	103.3	3	101.0	7	112.8
Depreciation	Total	1,640	102.8	1,461	103.6	106	90.7	69	122.4
	Cost of sales	1,560	101.4	1,441	104.1	89	87.5	39	72.2
	SG&A expenses	79	142.6	19	77.7	17	111.9	30	-

Note: KAIKATSU CLUB includes FiT24.

Reference: Three Months of FY3/27 Entertainment Business Performance

(3) Entertainment Business:

Change in existing-store sales, number of customers and sales per customer at existing stores

- Existing stores : KAIKATSU CLUB, COTE D'AZUR, FIT24

(%)

					1Q	1Q	2Q	First half	3Q	4Q	Second	Full year
		Apr.	May	Jun.	Result	Forecast	Forecast	Forecast	Forecast	Forecast	half	Forecast
Net sales	FY3/27	0.9	5.0	-1.4	1.6	0.6	0.6	0.6	1.7	-0.3	0.7	0.6
	FY3/26	1.2	2.9	-0.4	1.2		1.0	1.1	1.7	2.5	2.1	1.6
Number of customers	FY3/27	1.0	4.5	-0.8	1.6	0.6	0.3	0.4	1.3	0.2	0.7	0.6
	FY3/26	-1.0	-0.1	-1.9	-1.0		-1.2	-1.1	1.3	0.3	0.8	-0.2
Sales per customer	FY3/27	-1.1	0.1	-1.3	-0.7	-0.3	0.2	-0.1	0.2	-0.4	-0.1	-0.1
	FY3/26	1.9	2.2	0.8	1.7		1.3	1.5	-0.3	1.0	0.3	0.9

Note : Number of customers and sales per customer do not include FIT24 fitness facilities which is monthly membership fee business

Reference: Three Months of FY3/27 Entertainment Business Performance

(4) KAIKATSU CLUB:

Change in existing-store sales, number of customers and sales per customer at existing stores

(%)

					1Q	1Q	2Q	First half	3Q	4Q	Second	Full year
		Apr.	May	Jun.	Result	Forecast	Forecast	Forecast	Forecast	Forecast	half	Forecast
Net sales	FY3/27	1.7	5.7	-0.9	2.2	0.8	0.8	0.8	1.5	-0.4	0.6	0.7
	FY3/26	1.4	2.6	0.4	1.5		1.4	1.5	2.0	3.7	2.9	2.1
Number of customers	FY3/27	1.8	5.4	-0.2	2.4	0.8	0.3	0.6	1.2	0.1	0.6	0.6
	FY3/26	-0.8	-0.2	-1.4	-0.8		-0.9	-0.9	1.8	1.4	1.6	0.3
Sales per customer	FY3/27	-1.2	-0.1	-1.5	-0.9	-0.4	0.2	0.0	0.1	-0.4	-0.2	-0.1
	FY3/26	1.9	1.9	1.1	1.6		1.4	1.5	-0.6	1.1	0.2	0.9

Notes : 1. Sales include FiT24 sales

2. Number of customers and sales per customer do not include FiT24 fitness facilities which is monthly membership fee business

Reference: Three Months of FY3/27 Entertainment Business Performance

(5) COTE D'AZUR:

Change in existing-store sales, number of customers and sales per customer at existing stores

(%)

					1Q	1Q	2Q	First half	3Q	4Q	Second	Full year
		Apr.	May	Jun.	Result	Forecast	Forecast	Forecast	Forecast	Forecast	half	Forecast
Net sales	FY3/27	-4.2	0.4	-5.2	-2.9	-0.8	-0.4	-0.6	2.8	0.2	1.6	0.5
	FY3/26	0.4	4.6	-5.4	-0.1		-1.5	-0.9	-0.2	-5.2	-2.7	-1.7
Number of customers	FY3/27	-4.7	-1.6	-5.7	-3.9	-1.1	-0.3	-0.7	1.9	0.7	1.3	0.3
	FY3/26	-2.0	0.8	-5.5	-2.2		-2.7	-2.5	-2.5	-7.1	-4.9	-3.6
Sales per customer	FY3/27	0.5	2.1	0.6	1.1	0.3	-0.1	0.1	0.8	-0.5	0.2	0.2
	FY3/26	2.5	3.8	0.1	2.1		1.2	1.6	2.3	2.0	2.3	1.9

Reference: Three Months of FY3/27 Anniversaire and Bridal Business Performance

(1) YoY change in the number of couples married and sales per couple at existing locations

		1Q Result	YoY %	First half Forecast	YoY %	Second half Forecast	YoY %	Full year Forecast	YoY %
Number of weddings	FY3/27	658	86.8	1,378	92.6	2,022	107.0	3,400	100.7
	FY3/26	758	111.3	1,488	104.9	1,889	96.6	3,377	100.1
Average sales per couple (thousands of yen)	FY3/27	4,309	104.4	4,251	101.9	4,427	101.2	4,356	101.7
	FY3/26	4,127	103.0	4,171	103.4	4,374	105.4	4,284	104.5

Notes: 1. Not include family weddings and photo weddings

2. Average sales per couple are wedding sales per couple and do not include cancellation fee. The revenue recognition accounting standard not applied.

(2) YoY change in the number of wedding orders at existing locations

		1Q Result	First half	Second half	Full year
Number of Wedding orders (YoY %)	FY3/27	98.5			
	FY3/26	105.8	101.7	99.5	100.6

Note: Not include family weddings and photo weddings.

Disclaimer Regarding Forecasts

These materials have been prepared with the purpose of understanding our company, and are not intended as a solicitation to invest in the company.

Forecasts and forward-looking statements in these materials are based on assumptions judged to be valid and information available to the Company at the time the materials were created. These materials are not promises by the Company regarding future performance. Please be aware that actual performance may differ significantly from these forecasts for a number of reasons.