

For the Three Months Ended June 30, 2026

# Quarterly Financial Results

Vega corporation Co., Ltd.

Securities code: 3542



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# 1

## **Overview of Quarterly Financial Results for the Three Months Ended June 30, 2026**



Company-Wide  
Performance  
Overview

The LOWYA business performed well, with net sales of **4,991 million yen (YoY 114.7%)**, operating profit of **352 million yen (YoY 133.5%)**, and an operating profit margin of **7.1% (up 1.0 pts YoY)**.

|                      | For the Three Months<br>Ended June 30 | YoY            |
|----------------------|---------------------------------------|----------------|
| Net sales            | <b>4,991</b> million yen              | <b>114.7 %</b> |
| Net sales (LOWYA)    | <b>4,918</b> million yen              | <b>115.4 %</b> |
| Net sales (DOKODEMO) | <b>73</b> million yen                 | <b>82.1 %</b>  |
| Operating profit     | <b>352</b> million yen                | <b>133.5 %</b> |

LOWYA Business  
Overview

- **The Company's own e-commerce and actual stores (OMO)** performed well due to the opening of new actual stores. Net sales were **4,918 million yen (YoY 115.4%)**, and operating profit was **356 million yen (YoY 136.1%)**.
- Net sales from the Company's own e-commerce and actual stores (OMO) were **3,295 million yen (YoY 138.5%)**.
- During the quarter under review, the Company opened **three** actual stores. As of June 30, 2026, the Company operates **a total of 16 stores**.

DOKODEMO Business  
Overview

- Due to **the repeal of the U.S. de minimis duty exemption**, the mandatory online consultation requirement for the sale of **designated drugs requiring abuse-prevention measures** and other regulatory changes, GMV was **442 million yen (YoY 79.4%)**, and net sales were **73 million yen (YoY 82.1%)**.

\* 1. The Company's own e-commerce: This category was renamed from "flagship store" to "the Company's own e-commerce" effective from the fourth quarter of the previous fiscal year

\* 2. OMO (Online Merges with Offline): the integration of online (internet) and offline (actual store) channels

\* 3. GMV: Gross Merchandise Value (Gross Merchandise Value)

# Financial Highlights (First Three Months)



(Million yen)

|                          | For the Three<br>Months Ended June<br>30, 2025 | For the Three<br>Months Ended June<br>30, 2026 | YoY           | 1H Plan for the<br>Fiscal Year Ending<br>March 31, 2027 | Progress toward 1H<br>Plan for the Fiscal<br>Year Ending March<br>31, 2027 |
|--------------------------|------------------------------------------------|------------------------------------------------|---------------|---------------------------------------------------------|----------------------------------------------------------------------------|
| <b>Net sales</b>         | <b>4,351</b>                                   | <b>4,991</b>                                   | <b>114.7%</b> | <b>9,200</b>                                            | <b>54.3%</b>                                                               |
| <b>Gross profit</b>      | <b>2,248</b>                                   | <b>2,666</b>                                   | <b>118.6%</b> | —                                                       | —                                                                          |
| Gross profit margin      | 51.7%                                          | 53.4%                                          | —             | —                                                       | —                                                                          |
| <b>SG&amp;A expenses</b> | <b>1,984</b>                                   | <b>2,313</b>                                   | <b>116.6%</b> | —                                                       | —                                                                          |
| SG&A expense ratio       | 45.6%                                          | 46.4%                                          | —             | —                                                       | —                                                                          |
| <b>Operating profit</b>  | <b>264</b>                                     | <b>352</b>                                     | <b>133.5%</b> | <b>550</b>                                              | <b>64.2%</b>                                                               |
| Operating profit margin  | 6.1%                                           | 7.1%                                           | —             | —                                                       | —                                                                          |
| <b>Ordinary profit</b>   | <b>267</b>                                     | <b>353</b>                                     | <b>132.1%</b> | <b>555</b>                                              | <b>63.7%</b>                                                               |
| <b>Profit</b>            | <b>178</b>                                     | <b>220</b>                                     | <b>123.5%</b> | <b>338</b>                                              | <b>65.0%</b>                                                               |

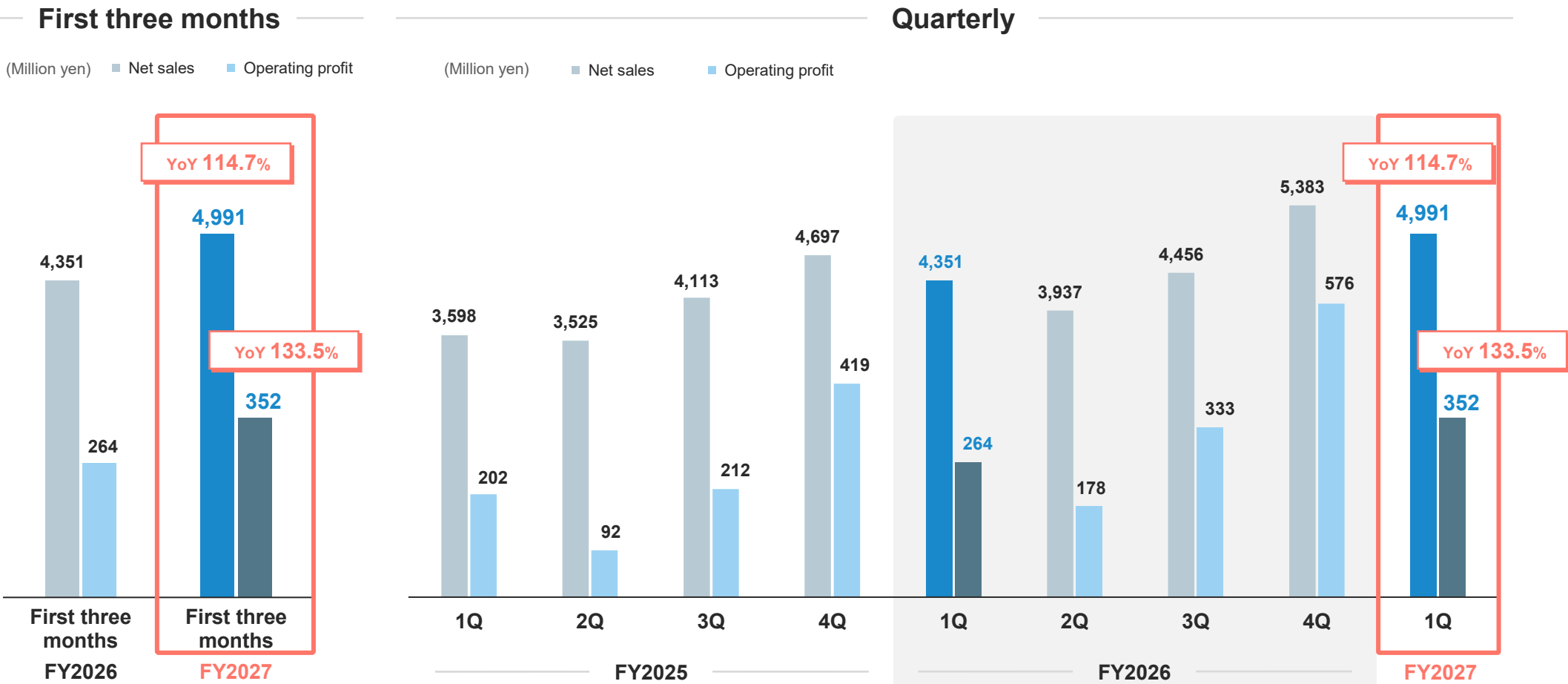


(Million yen)

|                          | Fiscal year ended March 31, 2026 |                |               |                | Fiscal year ending March 31, 2027 |
|--------------------------|----------------------------------|----------------|---------------|----------------|-----------------------------------|
|                          | First Quarter                    | Second Quarter | Third Quarter | Fourth Quarter | First Quarter                     |
| <b>Net sales</b>         | <b>4,351</b>                     | <b>3,937</b>   | <b>4,456</b>  | <b>5,383</b>   | <b>4,991</b>                      |
| <b>Gross profit</b>      | <b>2,248</b>                     | <b>2,059</b>   | <b>2,376</b>  | <b>2,901</b>   | <b>2,666</b>                      |
| Gross profit margin      | 51.7%                            | 52.3%          | 53.3%         | 53.9%          | 53.4%                             |
| <b>SG&amp;A expenses</b> | <b>1,984</b>                     | <b>1,881</b>   | <b>2,042</b>  | <b>2,324</b>   | <b>2,313</b>                      |
| SG&A expense ratio       | 45.6%                            | 47.8%          | 45.8%         | 43.2%          | 46.4%                             |
| <b>Operating profit</b>  | <b>264</b>                       | <b>178</b>     | <b>333</b>    | <b>576</b>     | <b>352</b>                        |
| Operating profit margin  | 6.1%                             | 4.5%           | 7.5%          | 10.7%          | 7.1%                              |
| <b>Ordinary profit</b>   | <b>267</b>                       | <b>183</b>     | <b>335</b>    | <b>579</b>     | <b>353</b>                        |
| <b>Profit</b>            | <b>178</b>                       | <b>117</b>     | <b>214</b>    | <b>374</b>     | <b>220</b>                        |



In 1Q, net sales were **4,991 million yen (YoY 114.7%)**, and operating profit was **352 million yen (YoY 133.5%)**.



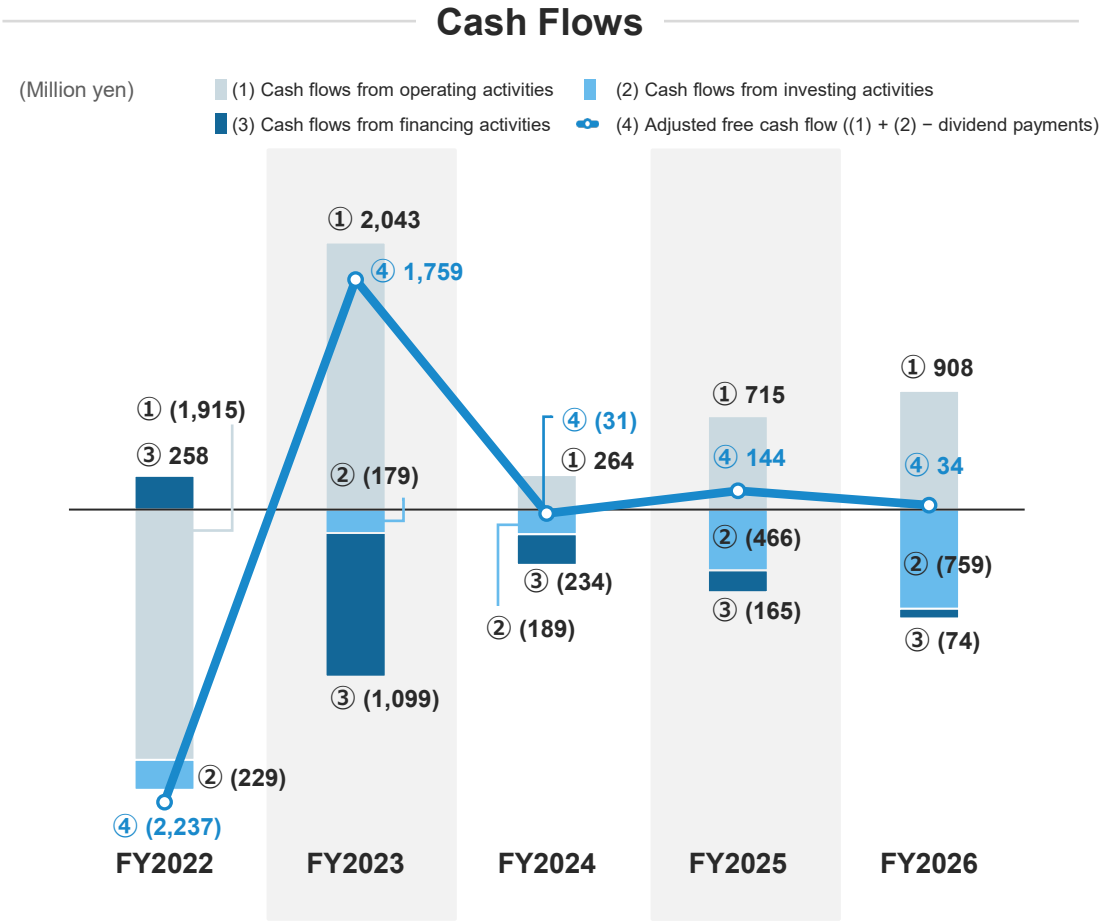
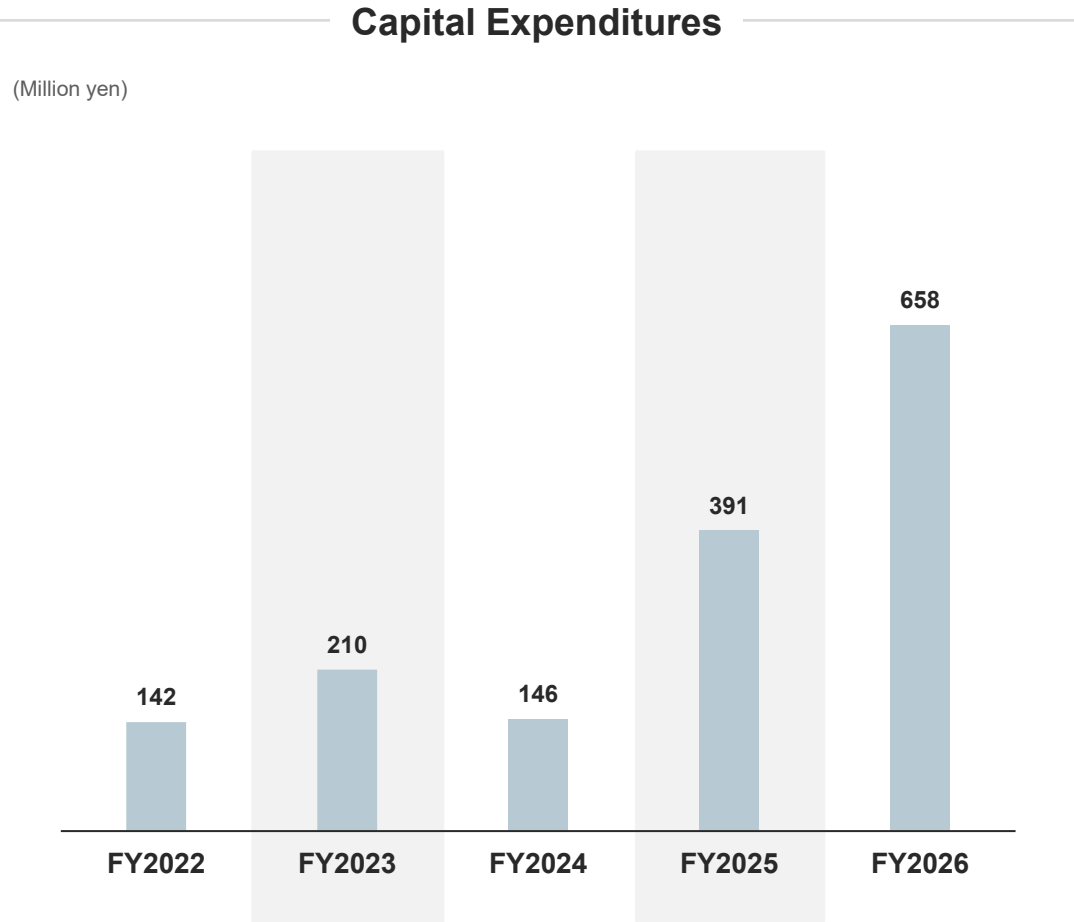


(Million yen)

|                               | As of March 31, 2026 | As of June 30, 2026 |                                         | As of March 31, 2026 | As of June 30, 2026 |
|-------------------------------|----------------------|---------------------|-----------------------------------------|----------------------|---------------------|
| <b>Current assets</b>         | <b>7,180</b>         | <b>7,120</b>        | <b>Current liabilities</b>              | <b>1,986</b>         | <b>2,223</b>        |
| Cash and deposits             | 1,901                | 2,423               | Accounts payable – trade                | 383                  | 651                 |
| Accounts receivable – trade   | 2,197                | 1,574               | Accounts payable – other                | 970                  | 909                 |
| Merchandise                   | 2,522                | 2,562               | Debt obligations                        | —                    | —                   |
| <b>Non-current assets</b>     | <b>2,212</b>         | <b>2,634</b>        | <b>Non-current liabilities</b>          | <b>166</b>           | <b>255</b>          |
| Property, plant and equipment | 714                  | 975                 | <b>Total liabilities</b>                | <b>2,153</b>         | <b>2,478</b>        |
| Intangible assets             | 333                  | 331                 | <b>Shareholders' equity</b>             | <b>7,154</b>         | <b>7,191</b>        |
| Investments and other assets  | 1,163                | 1,327               | <b>Total net assets</b>                 | <b>7,239</b>         | <b>7,276</b>        |
| <b>Total assets</b>           | <b>9,392</b>         | <b>9,754</b>        | <b>Total liabilities and net assets</b> | <b>9,392</b>         | <b>9,754</b>        |

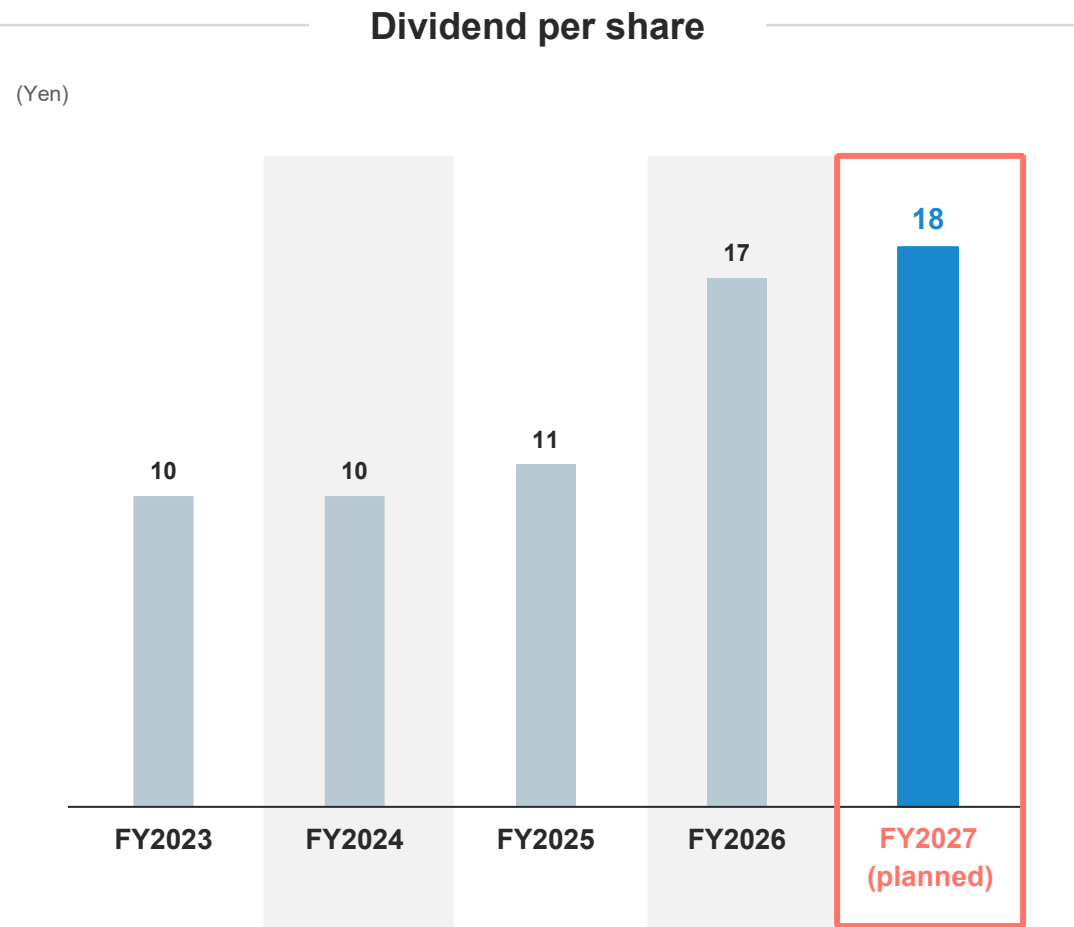
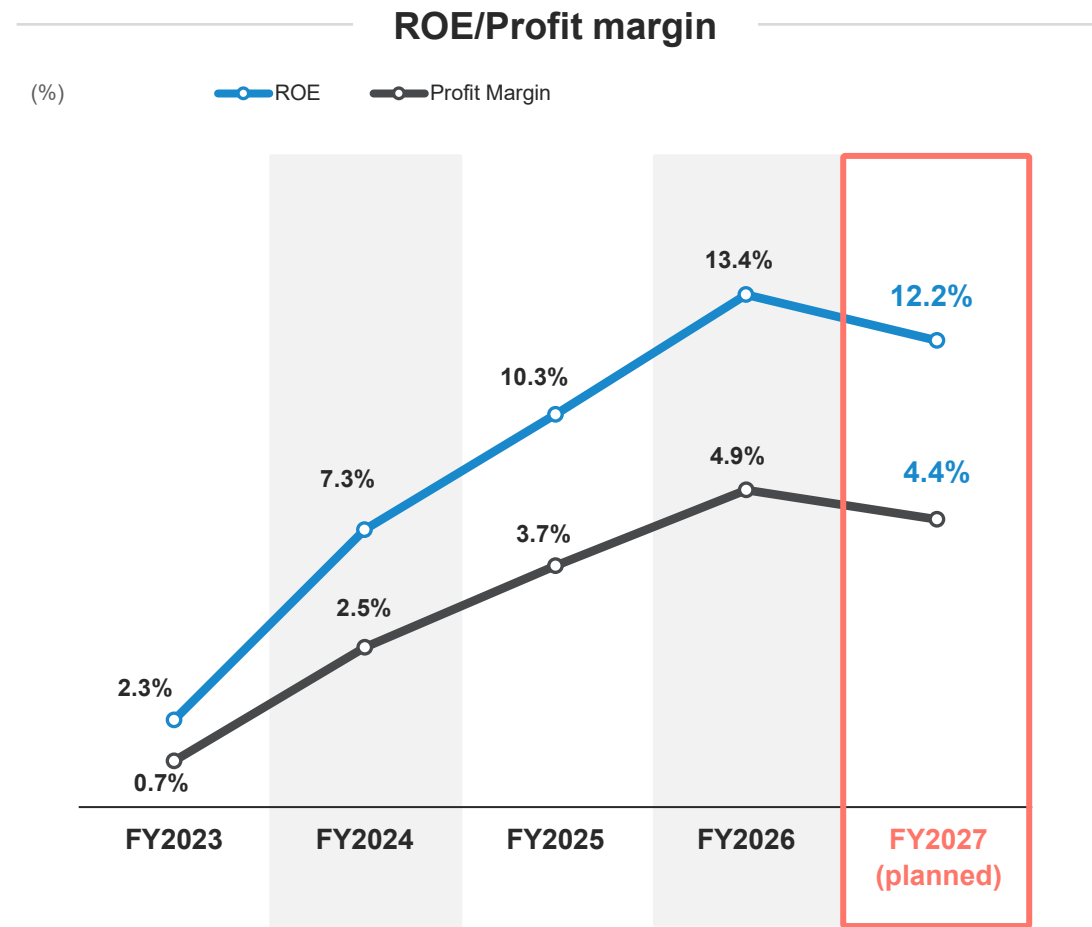


In the fiscal year ended March 2026, cash flows from operating activities increased due to the opening of actual stores, while **adjusted free cash flow** came to **34 million yen** due to capital expenditures in actual stores and dividend payments.





The Company plans to achieve **ROE of 12.2%** and a **profit margin of 4.4%** for the fiscal year ending March 2027. It plans to pay a dividend of **18 yen** per share. The Company’s policy is to pay dividends based on **the higher of a dividend payout ratio of 20% or DOE of 2.0%**, and allocate the remainder to growth investments.





# 2

## Report on LOWYA Business



In addition to the opening of actual stores, the rollout of new products through the Company's own e-commerce and actual store (OMO) initiatives contributed to net sales of **4,918 million yen (YoY 115.4%)**. During the quarter under review, the Company opened three actual stores, bringing the total number of stores in operation to **16** as of June 30, 2026. The number of the Company's own e-commerce membership, app downloads, and social media followers all increased steadily.

## Net sales

**4,918** million yenYoY **115.4%**

## Operating profit

**356** million yenYoY **136.1%**

## Number of customers

**218** thousandYoY **105.1%**Average basket value<sup>\*3</sup>**23,659** yenYoY **109.1%**

## Number of actual stores

**16** storesChange from the previous fiscal year-end **+3 stores**Number of the Company's own e-commerce membership<sup>\*1, 4</sup>**2,578** thousandYoY **125.3%**Number of app downloads<sup>\*4</sup>**2,125** thousandYoY **116.0%**Number of social media followers<sup>\*4, 5</sup>**2,864** thousandYoY **134.2%**

\* 1. The Company's own e-commerce: This category was renamed from "flagship store" to "the Company's own e-commerce" effective from the fourth quarter of the previous fiscal year

\* 2. OMO (Online Merges with Offline): the integration of online (internet) and offline (actual store) channels

\* 3. Calculated by dividing order GMV (Gross Merchandise Value) by the number of orders received

\* 4. As of June 30, 2026

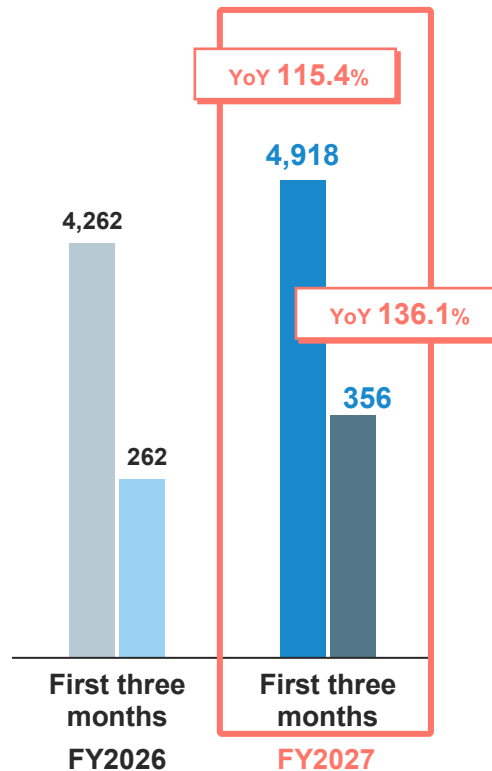
\* 5. Total number of followers on Instagram, TikTok, X, Lemon8, Threads, and Facebook, and subscribers on YouTube. This category was renamed from "number of engagement accounts" to "number of social media followers" effective from the fourth quarter of the previous fiscal year



In addition to the effect of opening actual stores, the rollout of new products through the Company's own e-commerce and actual stores (OMO) initiatives contributed to growth, with 1Q net sales totaling **4,918 million yen (YoY 115.4%)** and operating profit totaling **356 million yen (YoY 136.1%)**.

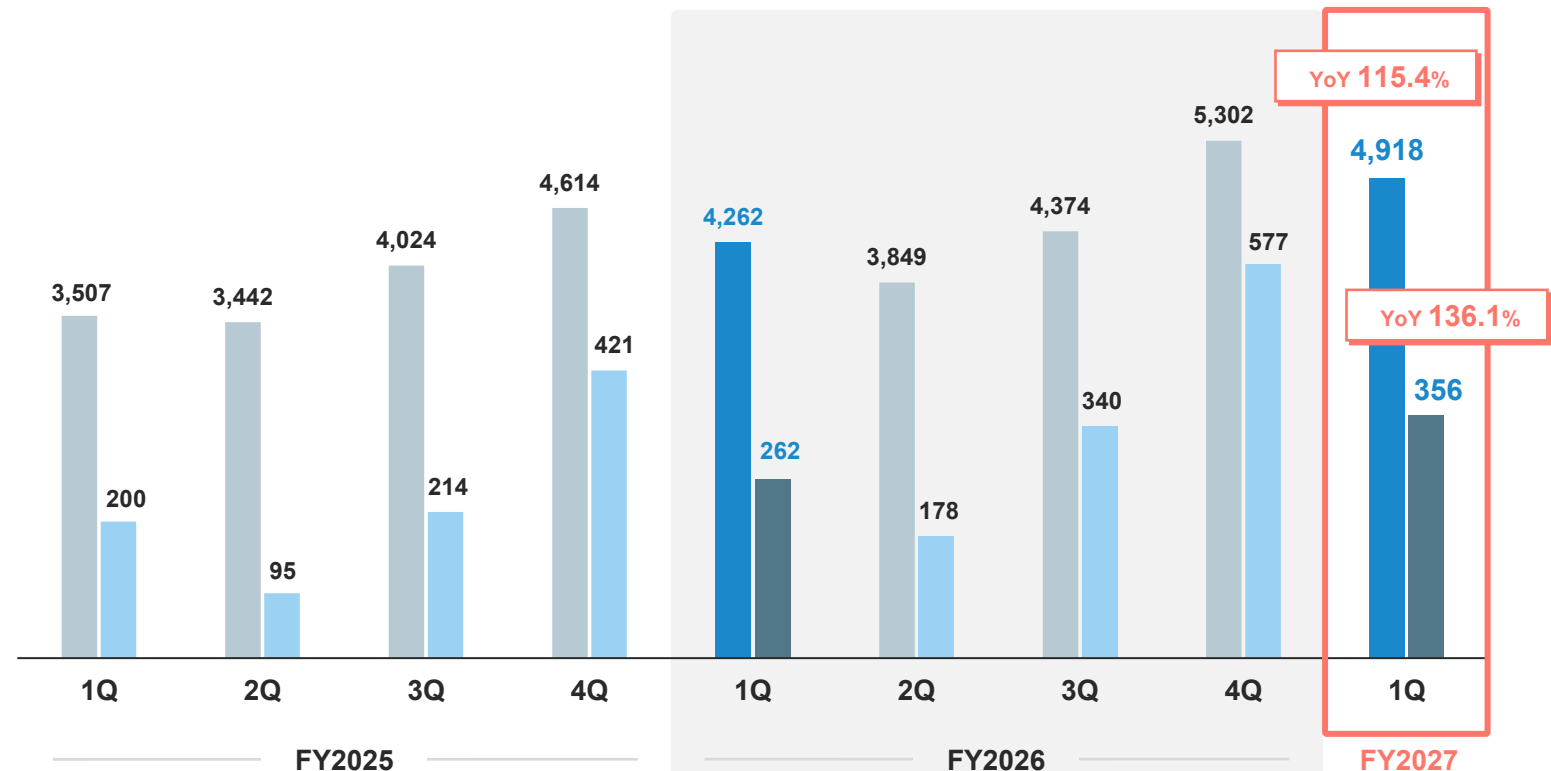
## First three months

(Million yen) ■ Net sales ■ Operating profit



## Quarterly

(Million yen) ■ Net sales ■ Operating profit



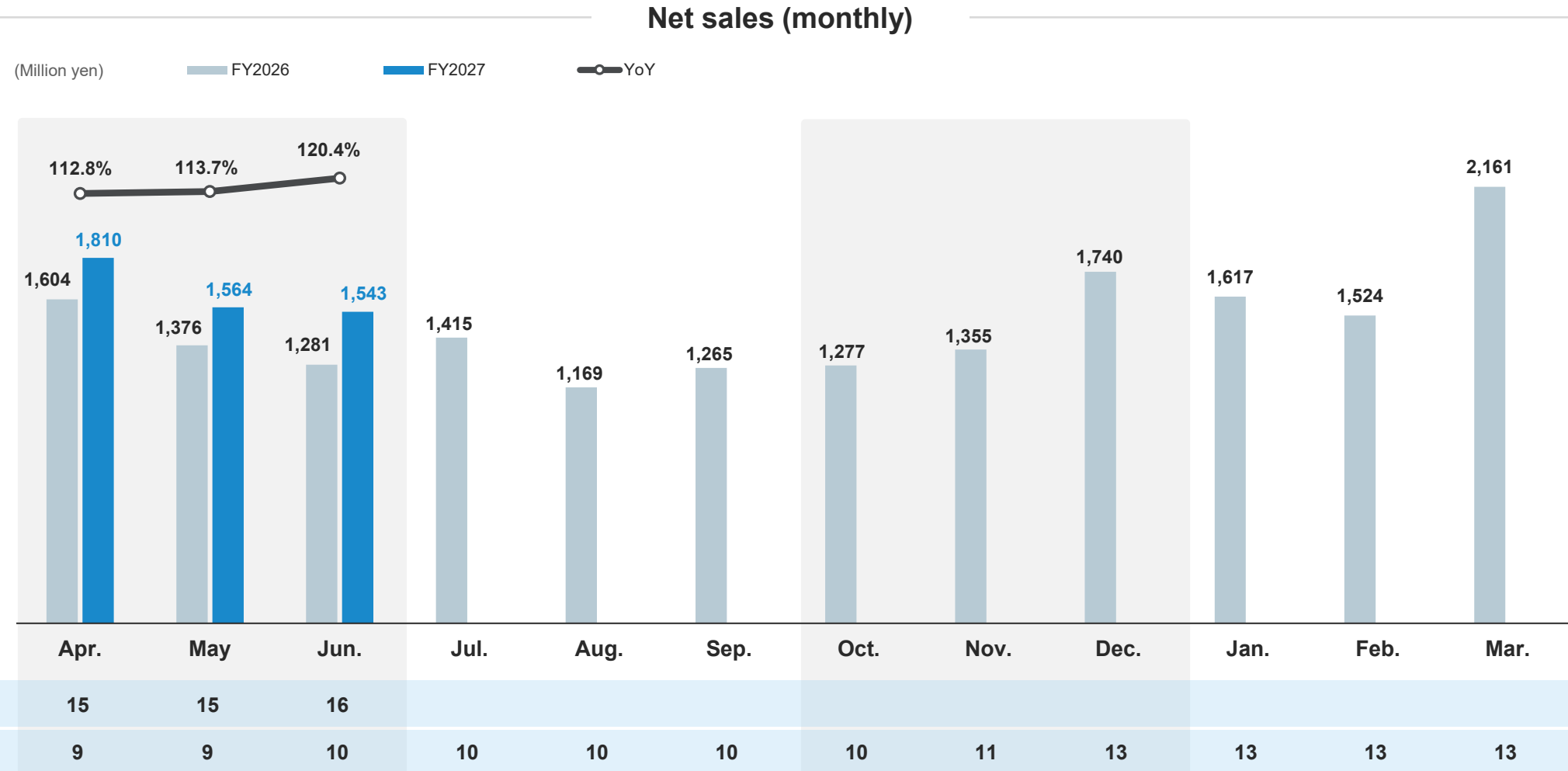
\* 1. The Company's own e-commerce: This category was renamed from "flagship store" to "the Company's own e-commerce" effective from the fourth quarter of the previous fiscal year

\* 2. OMO (Online Merges with Offline): the integration of online (internet) and offline (actual store) channels



In addition to **the effect of opening actual stores**, **the rollout of new products** through the Company's own e-commerce and actual stores (OMO) initiatives contributed to steady growth in net sales.

During the quarter under review, the Company opened a total of three actual stores—**two in April** and **one in June**—bringing the total number of stores in operation to **16** as of June 30, 2026.

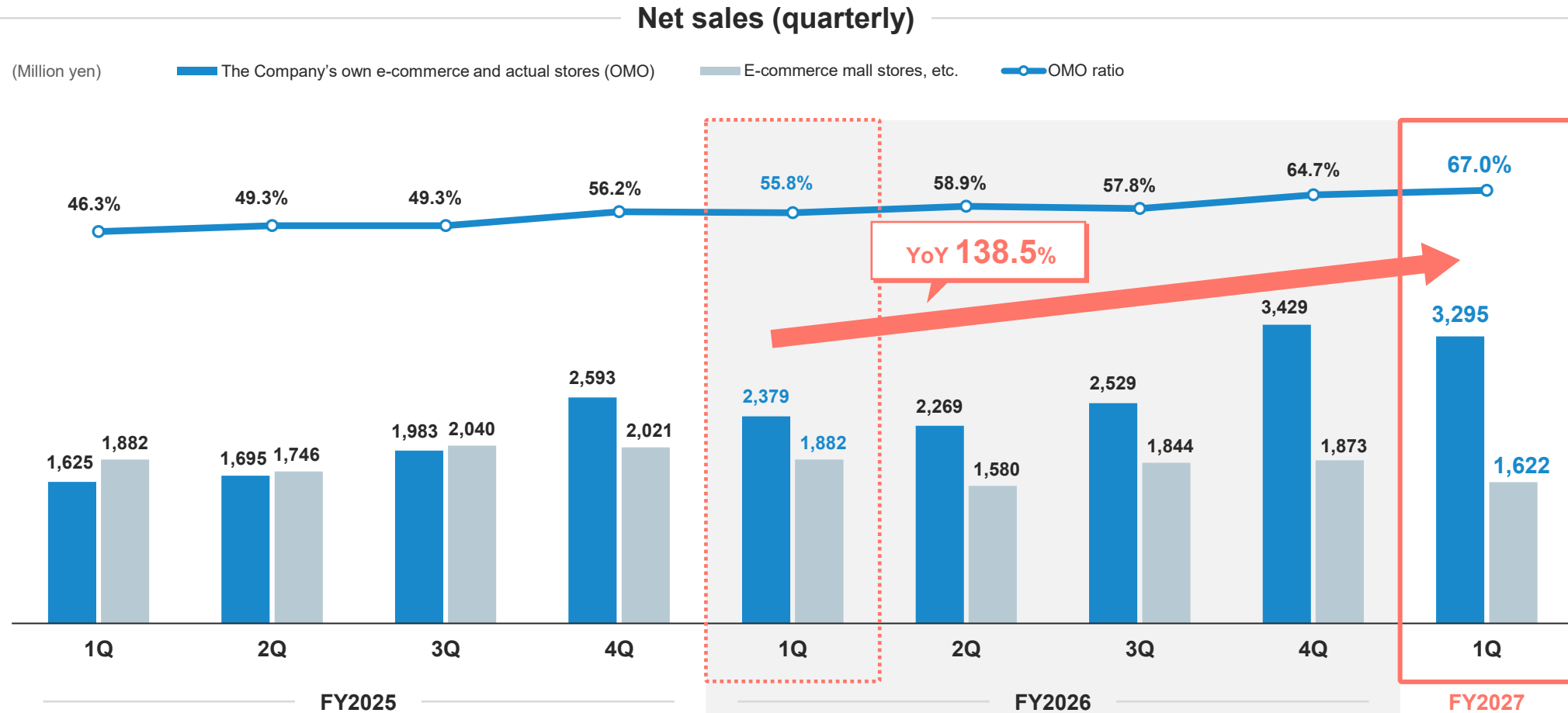


\* 1. The Company's own e-commerce: This category was renamed from "flagship store" to "The Company's own e-commerce" effective from the fourth quarter of the previous fiscal year

\* 2. OMO (Online Merges with Offline): the integration of online (internet) and offline (actual store) channels



The Company's own e-commerce and actual stores (OMO) performed well, supported by the opening of new actual stores. Net sales from the Company's own e-commerce and actual stores (OMO) totaled **3,295 million yen (YoY 138.5%)**, while net sales from e-commerce mall stores totaled **1,622 million yen (YoY 86.2%)**. The OMO ratio in 1Q was **67.0%**.



\* 1. The Company's Own E-commerce: This category was renamed from "Flagship Store" to "The Company's Own E-commerce" effective from the fourth quarter of the previous fiscal year

\* 2. OMO (Online Merges with Offline): the integration of online (internet) and offline (actual store) channels

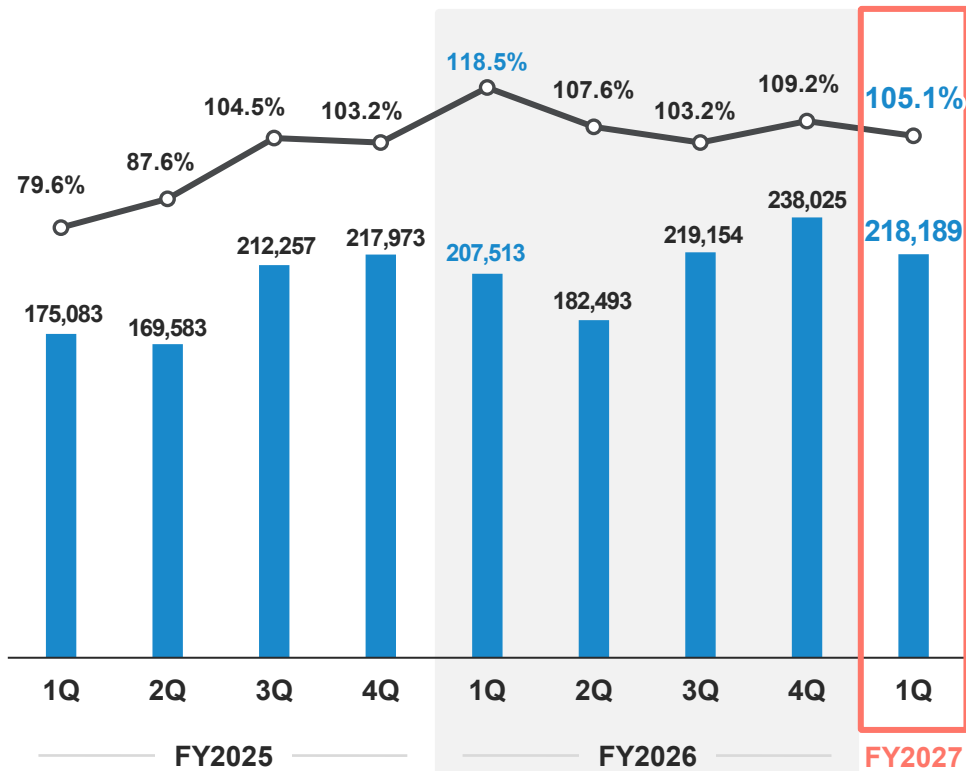


Sales prices were revised for some products.

Both **the number of customers and the average basket value** exceeded the levels in the same quarter of the previous fiscal year **and remained solid**.

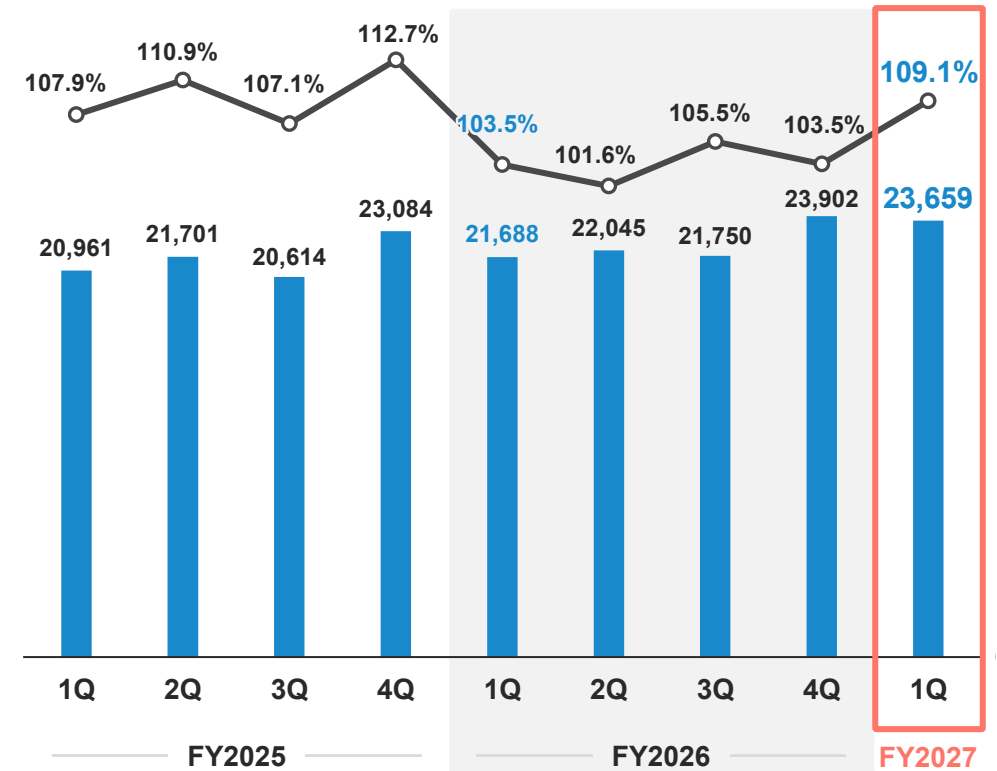
### Number of customers

(People) ■ Number of customers — YoY



### Avg. basket value

(Yen) ■ Avg. basket value — YoY



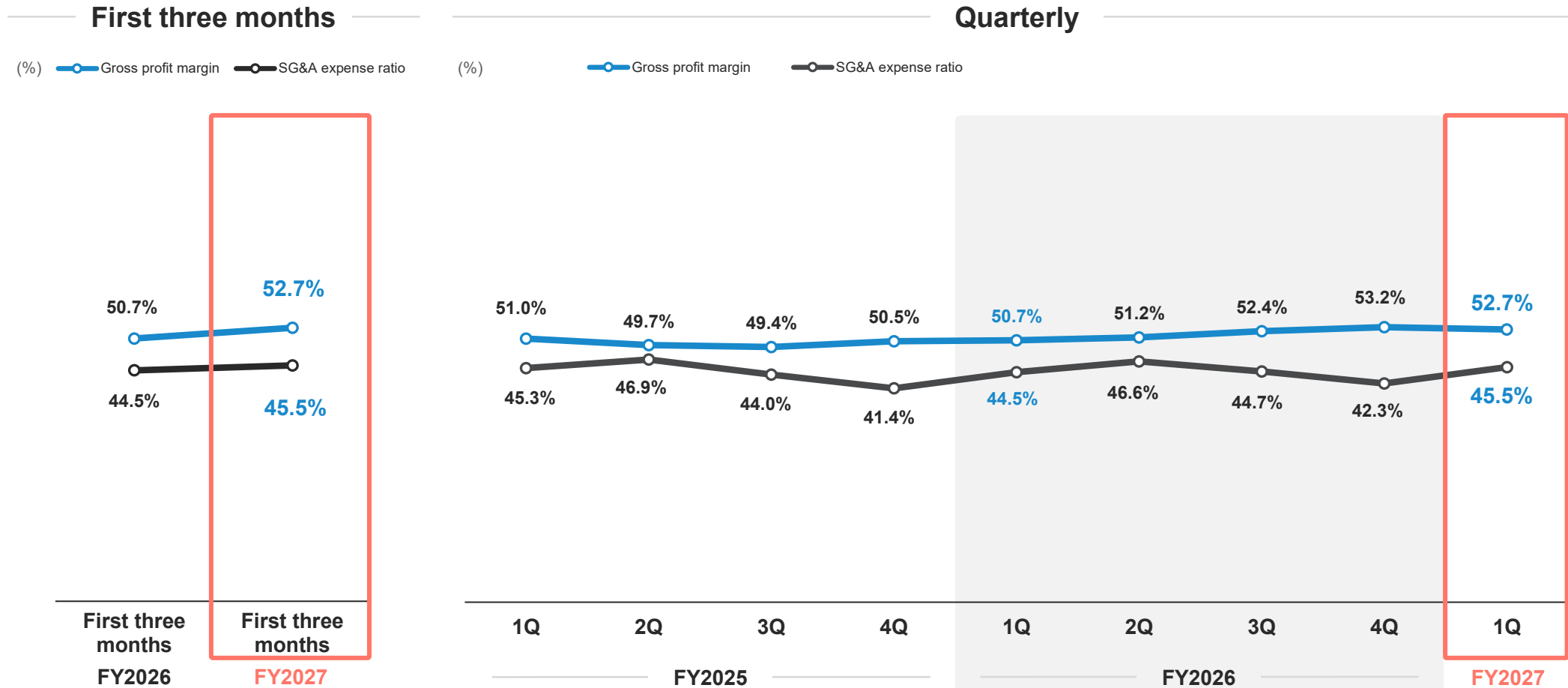
\* 1. Average basket value is calculated by dividing order GMV (Gross Merchandise Value) from e-commerce and actual stores by the number of orders received.

\* 2. The figures have been retrospectively adjusted following a change in the calculation methods for the number of customers and average basket value in FY2025 2Q to include actual stores. In FY2026 4Q, the Company revised the number of customers and average basket value for FY2026 3Q



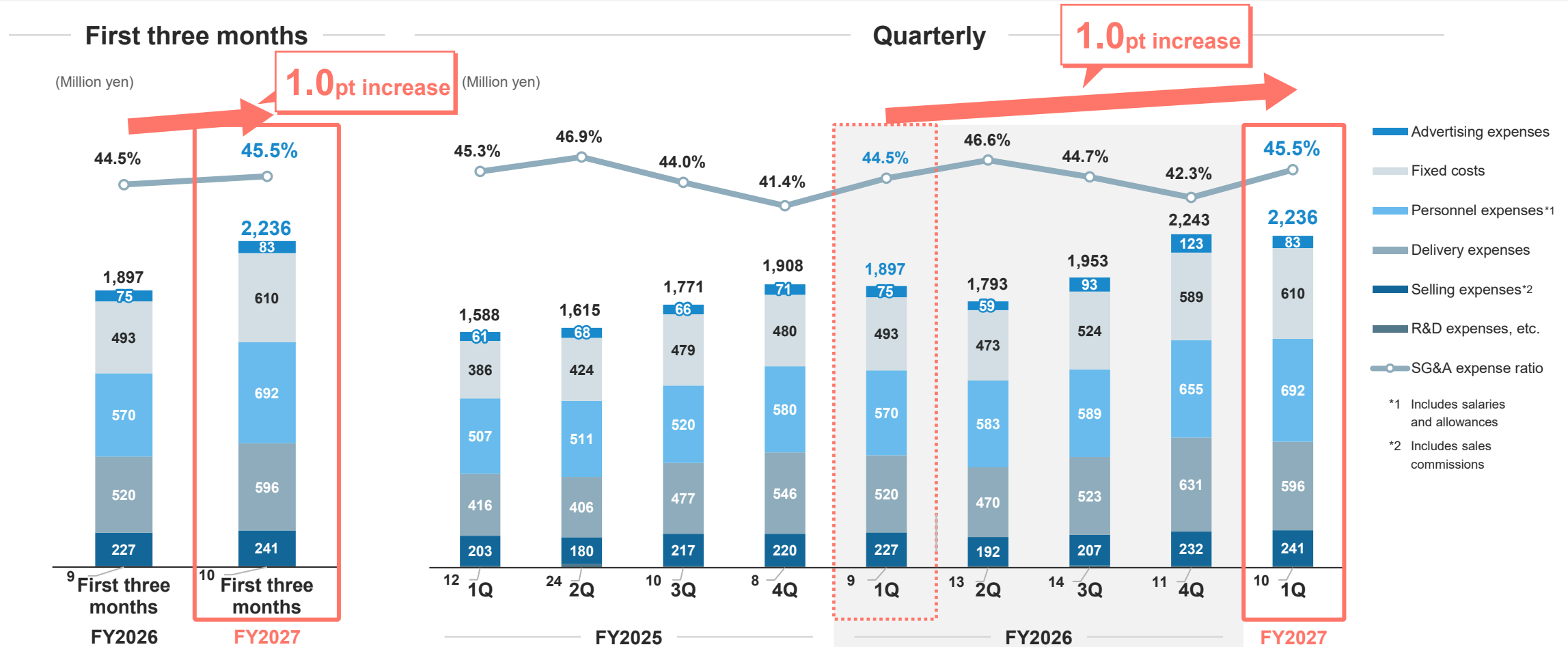
Although the yen continued to weaken, the Company revised selling prices for certain products. As a result, supported by enhanced product competitiveness and brand value through its OMO strategy, the gross profit margin improved despite the weaker yen.

In 1Q, the gross profit margin was 52.7% (up 2.0 pts YoY), and the SG&A expense ratio was 45.5% (up 1.0 pts YoY).





In 1Q, SG&A expenses were **2,236 million yen**, and the SG&A expense ratio was **45.5%** (up 1.0 pts YoY). This reflected higher opening costs for three new stores, including large-format stores. Operating costs remained at the same level.



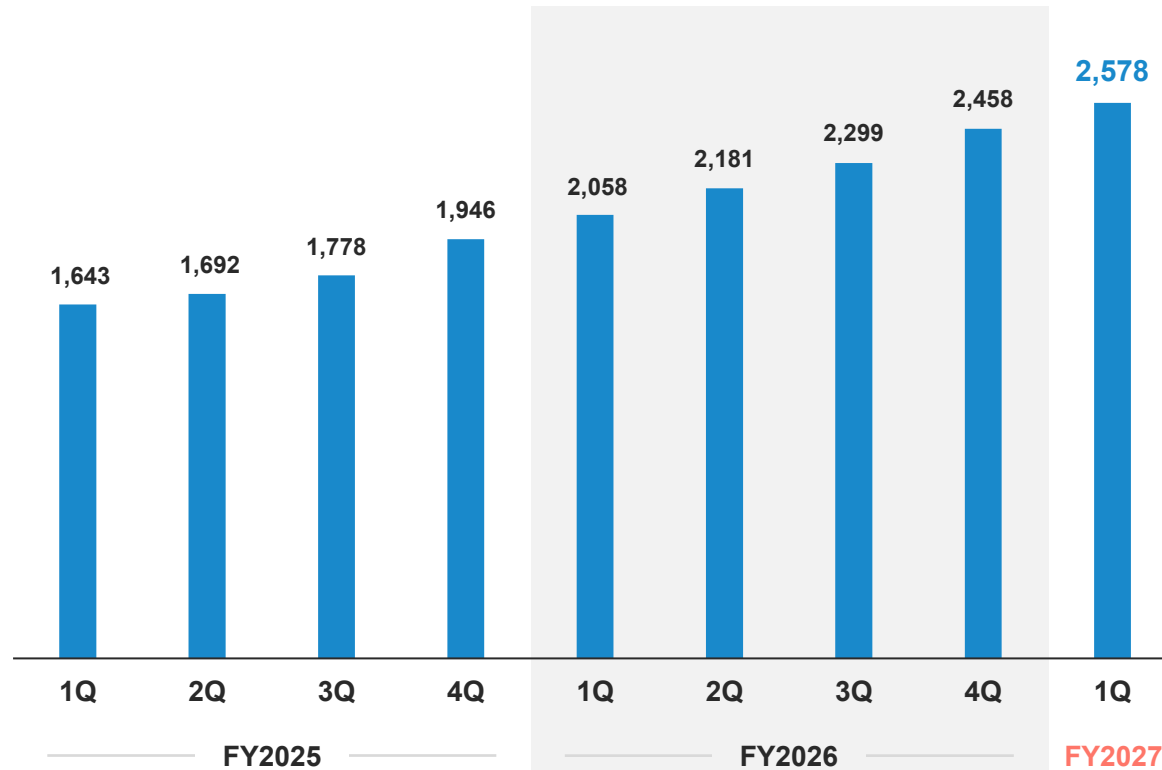
\* Net sales used as the basis for calculating the SG&A ratio exclude revenue from the DOKODEMO business and revenue related to R&D expenses; therefore, the ratio does not match the SG&A ratio shown in the statement of income.



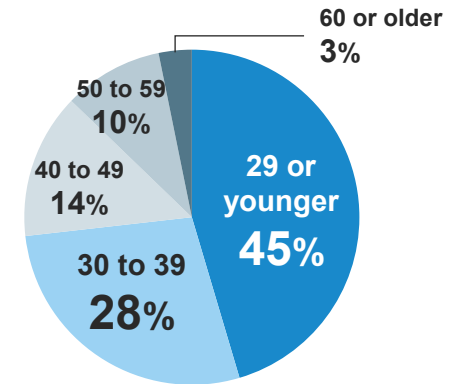
The Company's own e-commerce membership has surpassed **2.5 million** and continues to increase steadily. It has strong support from people in their 20s and 30s.

Trend in membership of the Company's own e-commerce

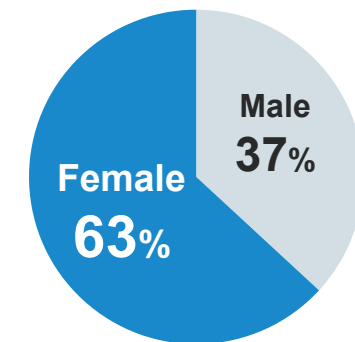
(thousand persons)



Age distribution



Gender ratio



\* 1. The Company's own e-commerce: This category was renamed from "flagship store" to "the Company's own e-commerce" effective from the fourth quarter of the previous fiscal year

\* 2. Membership refers to all members registered on the Company's own e-commerce site

\* 3. Age distribution and ratio of male vs. female are based on data from members who provided demographic information among purchasers on the Company's own e-commerce site over the past 12 months from the most recent quarter



Focus on launching **proprietary private-brand products** with strong **design and trend** appeal, while offering **affordable prices** backed by cost competitiveness.

Prices for household goods were revised to more affordable levels in the quarter under review.

### Furniture



One- or two-seater sofa with swivel armrests  
¥44,900 (tax included)



TV stand with LED (made in Japan)  
from ¥42,990 to ¥69,990 (tax included)



Pocket coil mattress  
from ¥11,990 to ¥35,990 (tax included)



Hanging dining chair  
from ¥12,990 to ¥23,990 (tax included)

### Other



Fluffy gathered bedding series  
from ¥990 to ¥7,990 (tax included)



Stainless steel bottle  
from ¥1,690 to ¥1,890 (tax included)

\* The sales prices shown are those as of July 2026 and may differ from current prices.

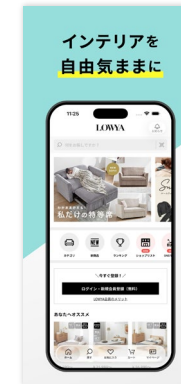


The in-house-developed official app and in-house social media operations serve as the key to attracting customers. **The Oku ROOM® app surpassed 1 million cumulative downloads.**

Scale of apps and social media channels used to  
communicate the brand world to a broad user base  
(as of June 30, 2026)

|                                                                                     |               |                  |                           |
|-------------------------------------------------------------------------------------|---------------|------------------|---------------------------|
|    | LOWYA app     | <b>2,120,000</b> | downloads<br>(cumulative) |
|    | Instagram     | <b>1,660,000</b> | followers                 |
|    | TikTok        | <b>460,000</b>   | followers                 |
|  | YouTube       | <b>240,000</b>   | channel<br>subscribers    |
|  | Oku ROOM® app | <b>1,090,000</b> | downloads<br>(cumulative) |

LOWYA app



Oku ROOM® app



LOWYA official social media accounts



\* LOWYA app: This app was renamed from "LOWYA flagship store app" to "LOWYA app" effective from the fourth quarter of the previous fiscal year



LOWYA has been featured in various media, including [television](#), [magazines](#), [newspapers](#), and [online media](#).

| TV | Timing     | Broadcast station                           | Program name                 | Area                              | Magazine             | Timing     | Publisher             | Name of magazine/website                                                                                                                                             |
|----|------------|---------------------------------------------|------------------------------|-----------------------------------|----------------------|------------|-----------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|    | April 2026 | SBS TV (Shizuoka Broadcasting)              | Hirumade Daratto             | Shizuoka Prefecture               |                      | April 2026 | JTB Publishing        | Rurubu Yokohama Chinatown Minatomirai 2027                                                                                                                           |
|    |            | Nippon Television network                   | Kazushige x Kamaitachi Genba | Nationwide (excluding some areas) |                      | May 2026   | Chiiki Joho Center    | Fukuoka Keizai, Vol. 453                                                                                                                                             |
|    | May 2026   | TBS Television network                      | Hiruobi                      | Nationwide                        |                      | June 2026  | Tokuma Shoten         | Monthly GoodsPress<br>July 2026 Issue (Release Date: June 5, 2026)                                                                                                   |
|    |            | TV Asahi network                            | Good! Morning                | Nationwide                        |                      |            | PHP Institute         | THE21, July 2026 Issue                                                                                                                                               |
|    | June 2026  | TV Asahi network                            | Good! Morning                | Nationwide                        | Information magazine | May 2026   | CHUCO MEDIA SOLUTIONS | ARIFT<br>Musashi-Kosugi, Motosumiyoshi, Musashi-Shinjo, May 2026 Issue                                                                                               |
|    |            | NHK                                         | Shutoken Network             | Kanto Region                      |                      | April 2026 | Nikkei                | The Nikkei/The Nikkei MJ<br>A 'small-space sage' living in a 9-square-meter apartment: well-equipped with home appliances, keeping rent low to spend more on hobbies |
|    |            | TBS Television/Some TBS-affiliated stations | KING'S BRUNCH                | Kanto Region and other regions    | WEB                  | May 2026   | SHOGAKUKAN            | CanCam magazine's official YouTube channel<br>[Total cost: 130,000 yen] All the stylish furniture for first-time solo living at LOWYA ♡                              |
|    |            |                                             |                              |                                   |                      |            |                       |                                                                                                                                                                      |
|    |            |                                             |                              |                                   |                      |            |                       |                                                                                                                                                                      |



Two stores opened in April 2026, followed by another in June.

The Company opened three of its six targeted new stores for the fiscal year under review.

### No. 14 (LOWYA GRANDTREE MUSASHIKOSUGI Store)

April 2026

Opened at GRANDTREE  
MUSASHIKOSUGI in Kawasaki City,  
Kanagawa Prefecture.



### No. 15 (LOWYA LALAPORT FUJIMI Store)

April 2026

Opened at LaLaport FUJIMI in Fujimi City,  
Saitama Prefecture.



### No. 16 (LOWYA AEON MALL KASHIHARA Store)

June 2026

Opened at AEON MALL Kashihara in  
Kashihara City, Nara Prefecture.





In June 2026, the Company opened the LOWYA AEON MALL KASHIHARA Store in Kashihara City, Nara Prefecture. The sales floor is approx. 1,900 m<sup>2</sup>, one of the largest in LOWYA's history. More than 800 products are on display.

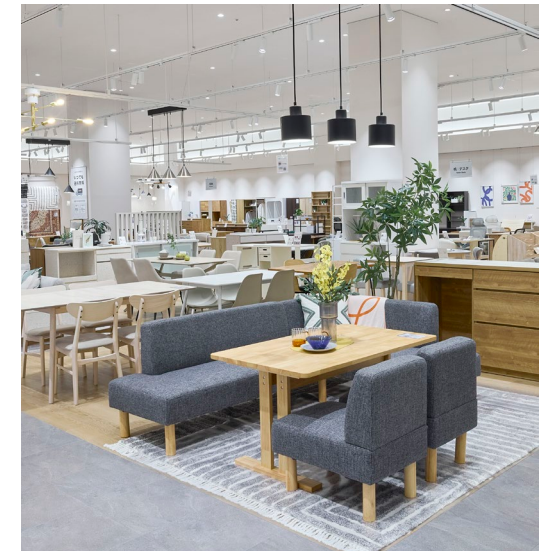
Store name : LOWYA AEON MALL  
KASHIHARA Store

Opening date : June 19, 2026

Store location : AEON MALL Kashihara (Kashihara  
City, Nara Prefecture)

Store hours : 10:00 a.m.–9:00 p.m.

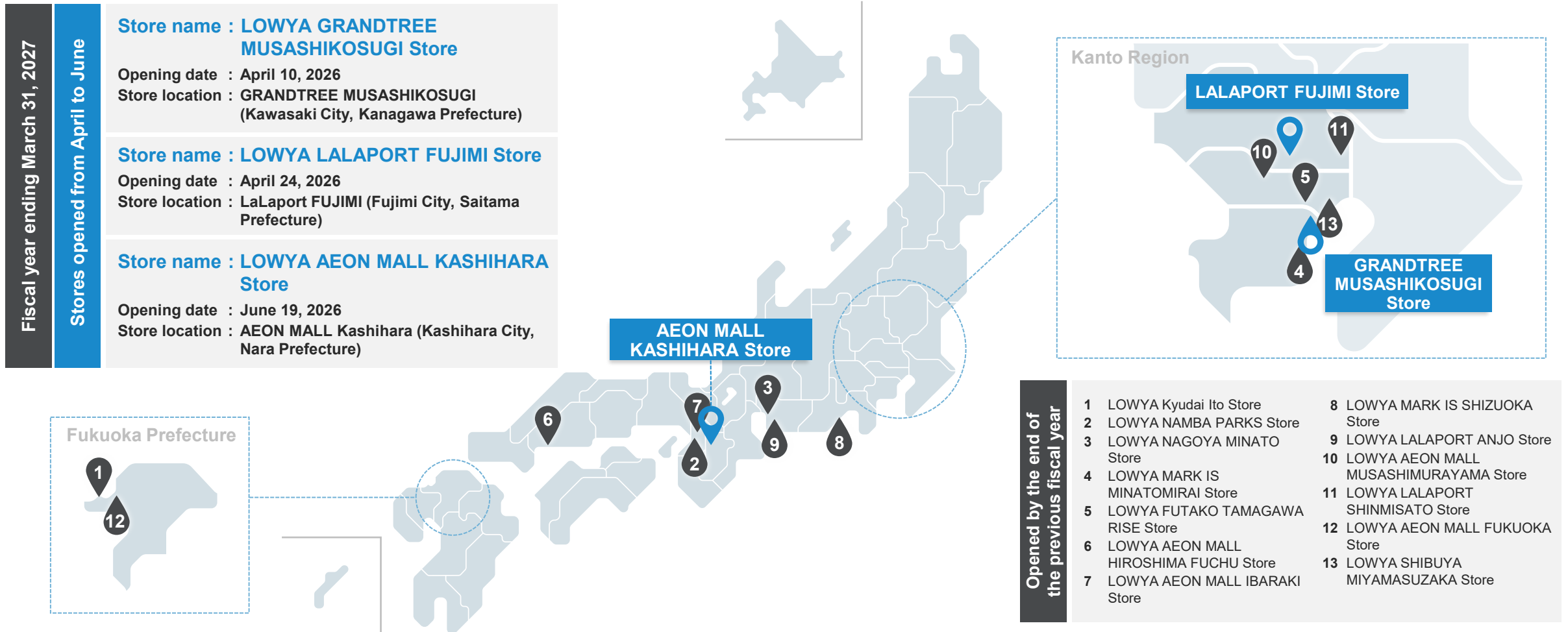
Store area : Approx. 1,900 m<sup>2</sup>





The Company opened stores in **Kawasaki City, Kanagawa Prefecture** and **Fujimi City, Saitama Prefecture** in April 2026, and in **Kashihara City, Nara Prefecture** in June 2026.

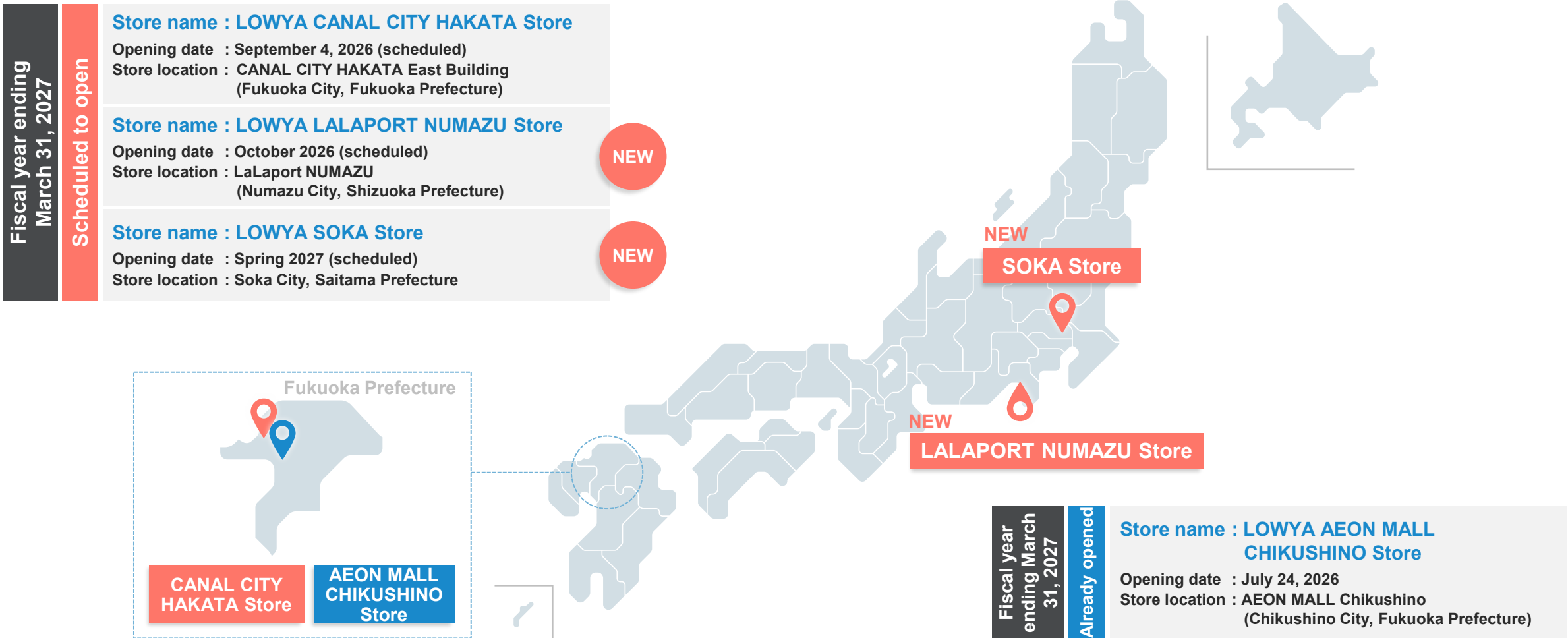
As of June 30, 2026, the Company operates **a total of 16 stores**.





The Company has decided to open new stores in **Numazu City, Shizuoka Prefecture**, in October 2026 and in **Soka City, Saitama Prefecture**, in spring 2027.

The store in Soka City, Saitama Prefecture, will be LOWYA's first **large-format standalone store**.





The Company plans to open LOWYA's first **large-format standalone store** in Soka City, Saitama Prefecture, **in spring 2027**. Taking advantage of the expansive space offered by a large-format standalone store, the store plans to offer a wide range of products for customers to take home, including large furniture not available at the Company's existing actual stores.

**Store name: LOWYA SOKA Store**

Opening: Spring 2027 (scheduled)

Total floor area: Approx. 2,640 m<sup>2</sup> (planned)

Site area: Approx. 7,000 m<sup>2</sup>

Number of parking spaces: Approx. 100 (planned)



Interior rendering



Exterior rendering



# 3

## **Report on DOKODEMO Business**



Due to the repeal of the U.S. de minimis duty exemption, the mandatory online consultation requirement for the sale of designated drugs requiring abuse-prevention measures, and other regulatory changes, GMV was 442 million yen (YoY 79.4%), and net sales were 73 million yen (YoY 82.1%). Membership and app downloads continued to grow steadily.

## GMV\*1

442 million yen

YoY 79.4%

## Net sales

73 million yen

YoY 82.1%

## Membership\*2

1,266 thousand

YoY 106.6%

## App downloads\*2

1,739 thousand

YoY 103.4%

## Number of customers

27 thousand

YoY 72.4%

## Avg. basket value

13,395 yen

YoY 110.5%

## Number of products\*2

129 thousand

YoY 264.1%

## Deliveries\*2, 3

132 countries

YoY 107.3%

\* 1. Gross Merchandise Value

\* 2. As of June 30, 2026

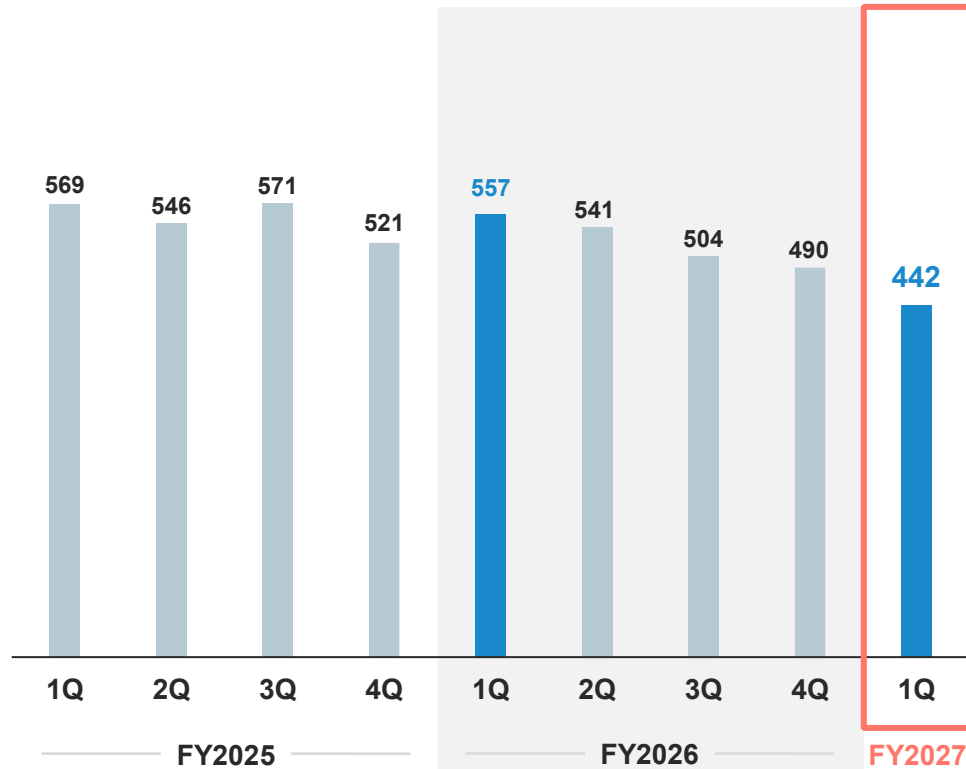
\* 3. Number of countries and regions to which deliveries were made (cumulative)



Due to **the repeal of the U.S. de minimis duty exemption**, the mandatory online consultation requirement for the sale of **designated drugs requiring abuse-prevention measures**, and other regulatory changes, GMV was **442 million yen**, and net business loss was **3 million yen**.

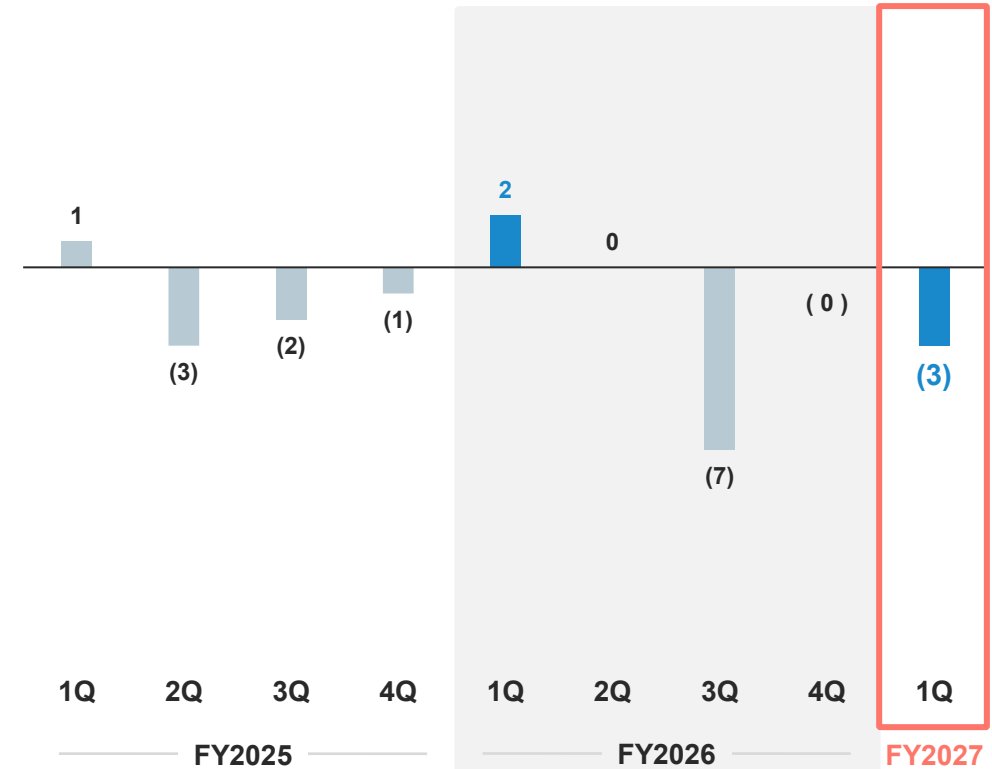
## GMV

(Million yen)



## Net Business Income/loss

(Million yen)

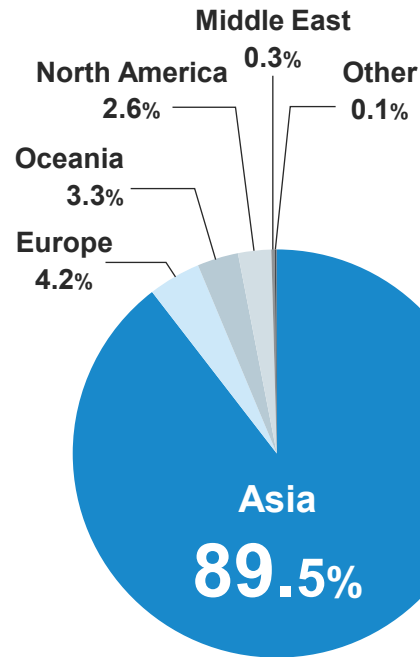




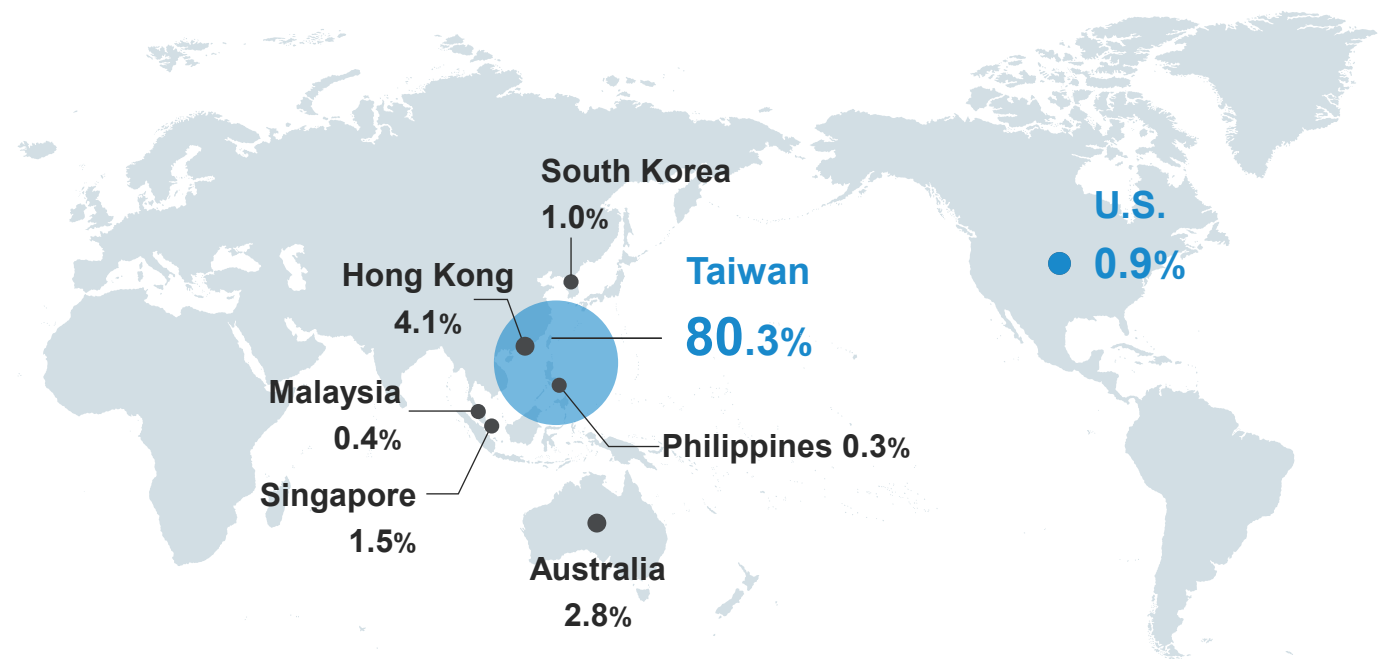
Deliveries to Asia, **mainly Taiwan**, account for **more than 80% of GMV**.

Deliveries to the U.S. were temporarily suspended following the repeal of **the U.S.** de minimis duty exemption, but acceptance of some orders for delivery **has resumed**.

By region



By country



\* The proportion of deliveries by country is calculated based on GMV from April through June 2026.



At a meeting of the Board of Directors held on July 31, 2026, the Company resolved to enter into a basic agreement regarding the **transfer** of its **cross-border e-commerce platform business, “DOKODEMO.”**

### Reasons for Basic Agreement for Business Transfer

The business environment surrounding this business has become increasingly challenging due to recent instability in the international situation, rising logistics costs, and other factors. The Company has determined that, in order to maximize the future value of this business, it is best to transfer the business to Reed Health Care Inc., the parent company of Starnet Co., Ltd., one of the major sellers on “DOKODEMO,” which has an extensive business foundation in the healthcare field and other areas.

Going forward, the Company will further accelerate the concentration of management resources in the LOWYA business and aim to achieve sustainable increases in corporate value.

### Overview of Business Transfer

|                                                      |                              |
|------------------------------------------------------|------------------------------|
| Transferee                                           | Reed Health Care Inc.        |
| Transfer price                                       | Not disclosed                |
| Date of execution of the basic agreement             | July 31, 2026                |
| Date of execution of the business transfer agreement | October 30, 2026 (scheduled) |
| Date of business transfer                            | December 1, 2026 (scheduled) |

\* The impact of this transaction on the Company's financial results is immaterial.



# 4

## **Financial Results Forecast for the Fiscal Year Ending March 31, 2027**



No change from the forecast disclosed on May 15, 2026.

|                                | Fiscal year ending March 31, 2027 |                    | YoY        |           |
|--------------------------------|-----------------------------------|--------------------|------------|-----------|
|                                | First-half forecast               | Full-year forecast | First half | Full year |
| Net sales (million yen)        | 9,200                             | 20,800             | 111.0%     | 114.7%    |
| Operating profit (million yen) | 550                               | 1,500              | 124.1%     | 110.8%    |
| Ordinary profit (million yen)  | 555                               | 1,510              | 123.1%     | 110.5%    |
| Profit (million yen)           | 338                               | 921                | 114.5%     | 104.2%    |
| Basic earnings per share (yen) | 31.55                             | 85.85              | —          | —         |

# IR Inquiries

<https://www.vega-c.com/contact/ir/>

Views and forecasts in this document were prepared based on the judgment of the Company at the time of preparation.

These statements are based on current expectations, forecasts, and assumptions that are subject to risks, and contain uncertainties that could cause actual outcomes to differ materially from these statements.

These risks and uncertainties include general economic conditions in Japan and overseas, namely general industry and market conditions.

The Company shall not bear any future obligation to update or revise the information contained in this document, even in the event of new information, future events, etc.