



Takasho Co., Ltd.

FY2026 3Q Financial Results

November 26, 2025

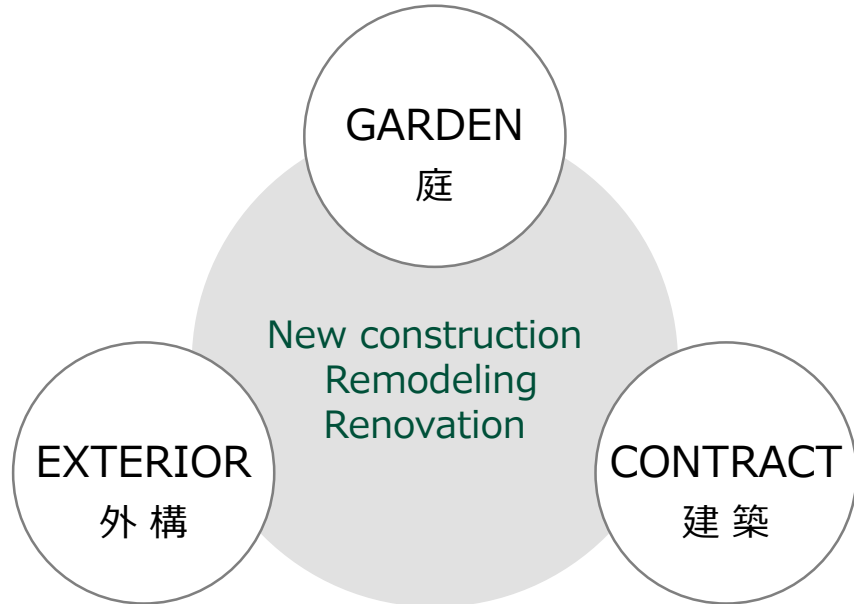
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Business Outline わたし達のビジネス

Takasho Group is a garden lifestyle manufacturer that creates happy lifestyles through relaxing garden spaces. Based on the concept of “Living Garden,” which integrates the garden and the home, we aim to create garden spaces that blend in with people's lifestyles. We are also actively promoting DX, realizing more concrete and attractive garden and exterior space proposals to our customers and creating new value through DX.

BUSINESS DOMAIN ビジネス領域

We plan, develop, manufacture and sell products in three areas, and provide services that are useful for our customers' businesses.



BUSINESS SEGMENT 事業分野

Pro Use

[Target]
Public & Commercial
Facilities
Housing
House builders

We have manufacturing bases in Japan, and we provide total support to professional customers who are involved in planning, design and construction, such as public & Commercial facilities, housing with proposals for landscapes, outdoor living, and exterior space. In order to make specific plan proposals, we utilize a variety of tools and aim to strengthen our ability to make proposals that combine the real and digital technology.

Home Use

[Target]
Home Center
Volume seller
E-commerce

We support DIY-based garden design, and offer a variety of products and garden scenes. Based on the Living Garden concept, we propose a comfortable lifestyle where the house and garden are one.

Overseas

[Target]
Housing / DIY
Non-residential

We have manufacturing bases in China and are expanding our sales globally in Europe, United States, Australia, and Asian countries.

DX business Others

We propose spatial designs using DX tools and send out information via SNS and other channels.

Overseas - market

Overseas expansion of housing, non-residential buildings, and DIY business

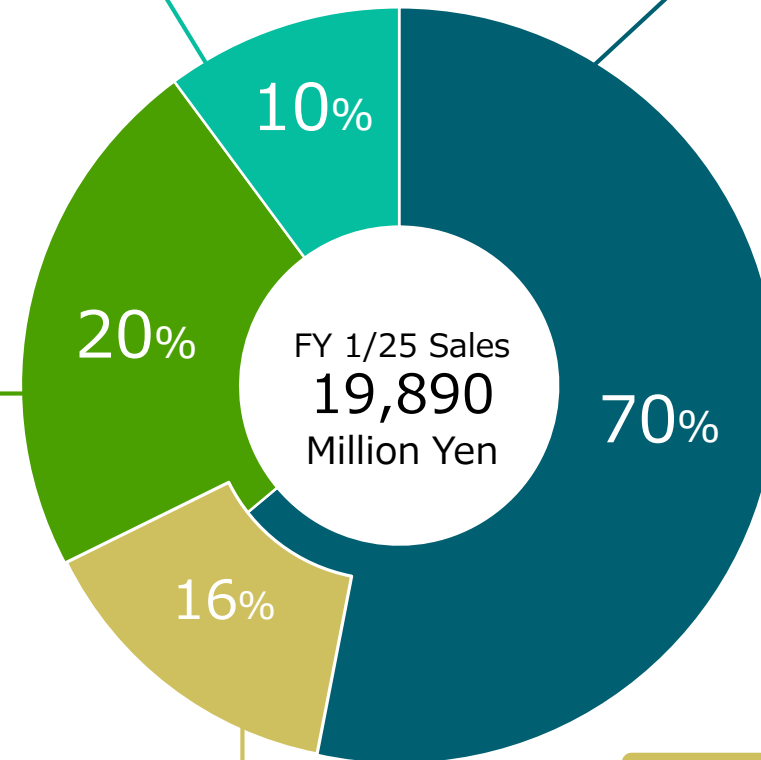


Home Use - market

- Home center & business market
Home centers, specialty stores, business-related businesses
- E-commerce & web sales field
Sales from web site to internet sales



Sales Composition



Pro Use - market

- Non-residential field
Hotels, inns, restaurants, and other non-residential properties
- PRO garden exterior field
Houses (new construction, renovation), and house builders



Lighting and Sign (Takasho Digitec)

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FY2026 3Q Financial highlights

2026年1月期3Q 決算概要

Key points of the financial results FY2026 3Q

- **Significant Recovery**: Both Operating and Ordinary Income have rebounded, leading to substantial year-over-year profitability improvement.
- **Investment Returns**: Strategic investments across the entire Takasho Group are now generating tangible results.
- **Pro-Use Growth**: Non-residential contracts sales reached **110% YoY**.
- **Lighting & Signage**: DIGITEC sales surged to **123% YoY**.
- **Forex Stability**: The impact of foreign exchange fluctuations has diminished.

Net sales

15,325

Million yen

103% YoY

Operating income

146

Million yen

+316MY [FY25,3Q (169)MY]

Ordinary income

236

Million yen

+347MY [FY25,3Q (110)MY]

FY2026 3Q Financial highlights

- Profitability significantly improved due to increased sales and cost reductions
- Net income for Q3 temporarily remained in the red due to sales shifting to Q4 and increased tax burden

(Million yen)	FY2025 3Q 3 Months	FY2026 3Q 3 Months	Change	FY2025 3Q Cumulative	FY2026 3Q Cumulative	Change	FY2026 Forecast
Sales	4,178	4,396	105.2%	14,875	15,325	103.0%	21,736
GrossProfit (Gross Profit%)	1,832 (43.8%)	1,842 (41.9%)	100.5% (-1.9%)	6,293 (42.3%)	6,494 (42.4%)	103.2% (+0.1%)	9,275 (42.7%)
SG & A	2,008	2,078	103.5%	6,462	6,348	98.2%	8,966
Operating income	(176)	(236)	—	(169)	146	—	463
Ordinary income	(377)	(113)	—	(110)	236	—	470
Net income	(331)	(160)	—	(275)	(46)	—	160



Rapid growth in the illumination business has led to a shift to a business model that can secure stable profits in 4Q

Sales segment status

Growth in Pro-Use non-residential contracts and outdoor lighting/ signage significantly drove the Group

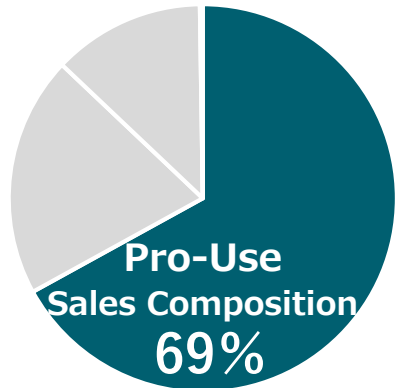
(Million yen)	FY2025 3Q 3 Months	FY2026 3Q 3 Months	Change	FY2025 3Q Cumulative	FY2026 3Q Cumulative	Change
Pro-Use Business	3,072	3,140	102.2%	10,072	10,619	105.4%
Home-Use Business	864	906	104.8%	3,224	3,189	98.9%
Overseas Business	159	331	208.8%	1,533	1,468	95.7%

*Please note that some changes in business area classifications have been reflected in the prior-year results. Therefore, these segment figures differ from those in the previous period's summary report FY2025 3Q

《Key Factors for Change》

- Pro-Use: Non-residential sector (commercial facilities, etc.) **110%** YoY,
Outdoor lighting/signage business **123%** YoY
- Home-Use: E-commerce Sales: 104% YoY
- Overseas: E-commerce sales were temporarily suspended for sales price adjustments but resumed in July of the current period.

Growth in Pro-Use non-residential contracts



Sales from non-residential contracts, a key growth driver, significantly increased to **110%YoY** as the sales composition ratio increased

Strategic Investments Shinagawa Showroom (Wide range of non-residential materials)

Visitors: approx. 4,500 people /y
Investment : 35 Million yen
Strengthened sales teams



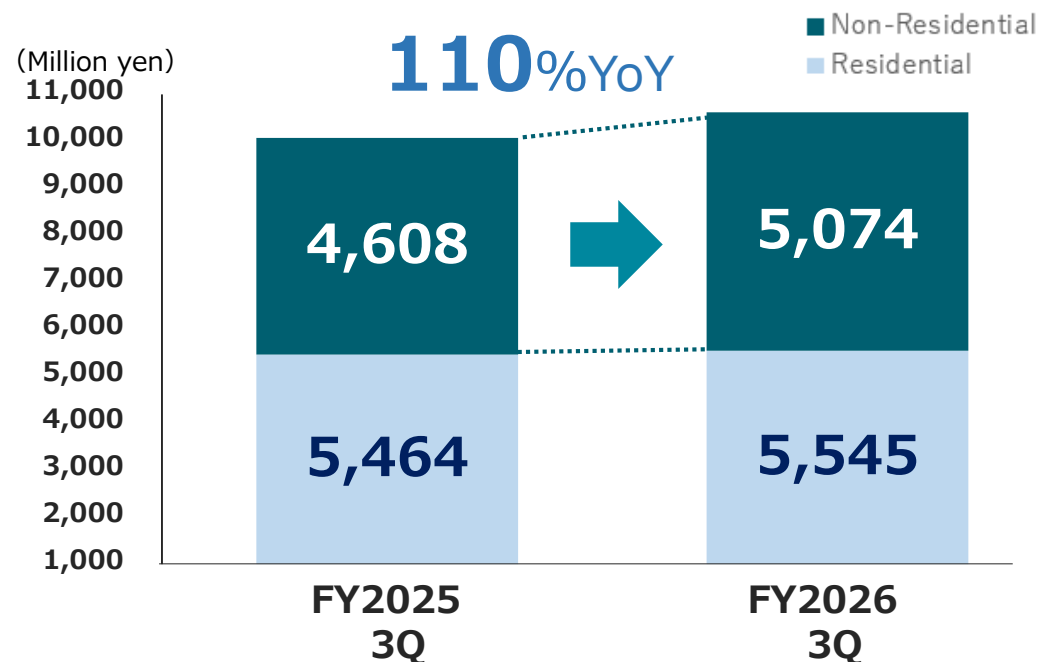
July 2024 OPEN

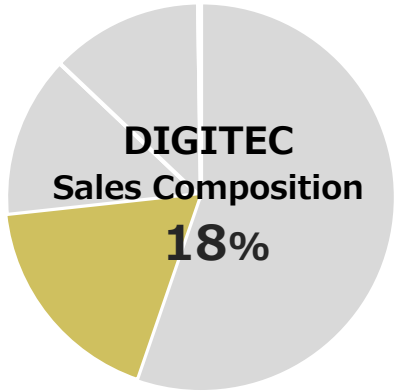
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Increase in target visitors



Sales growth in non-residential contracts





- **Rapid growth** due to expansion in non-residential contracts **123%YoY**
- **Improved gross profit margin** contributes to the consolidated financial results
- **Positive effects from upfront investments**



Contributing to a stable revenue business model in 4Q due to the rapid growth of the illumination business

Major investments (Last 4 years)

■ Expansion of new factory in Digitec China

approx. 5 00 Million yen

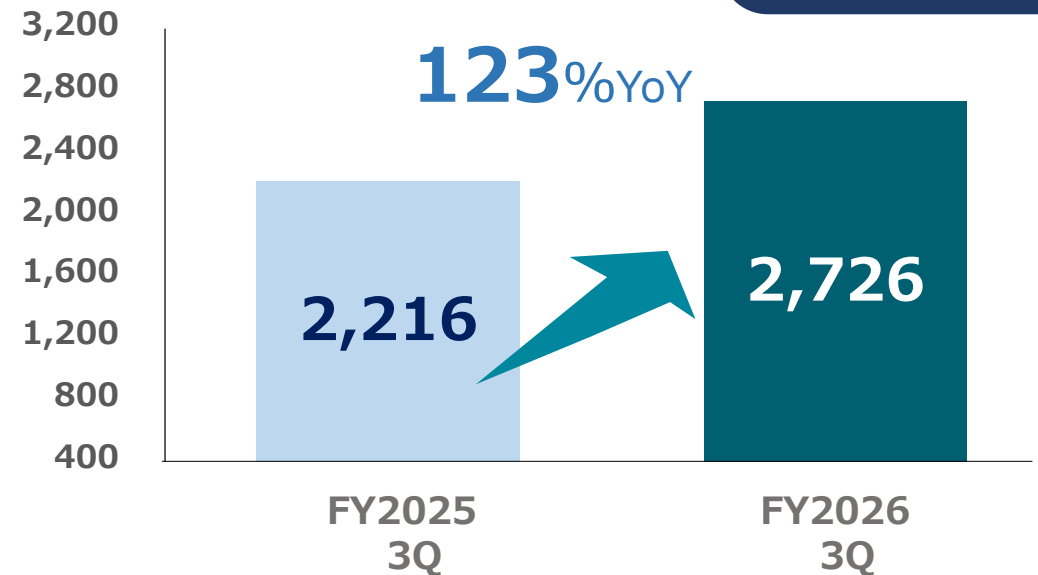
■ Domestic factory

- Renewal
- Adoption of new machines
- Auto production system
- Adoption of the order system



Sales growth of TAKASHO DIGITEC

(Million yen)



Major investments in Pro-use segment (Last 4 years)

Shinagawa Showroom

- July 2024 OPEN
- Wide range of non-residential materials
- Visitors: approx. **4,500** people /year



Expansion of domestic factories

(Tochigi Factory)

- Expanding production capacity of "Ever Art Wood"
- Improving logistics efficiency in the eastern Japan area

(Wakayama Factory)

- Office space expansion due to increased staff

Manufacturing equipment of domestic factories

- Inkjet printer 1unit
- NC machine 3 units



Strengthening DX tool production of Software factory

Organizing a production team in Vietnam for development of various new DX tools



Production Management System of domestic factories

- Reduce labor costs by improving productivity
- Improving the efficiency of production planning
- Improving the inventory management accuracy

Strengthened sales teams resource in the non-residential sector

Strengthening sales teams mainly in the Tokyo metropolitan area and other areas

02

FY2026 Earnings Forecast

2026年1月期業績予想

FY1/2026 Earnings Forecast

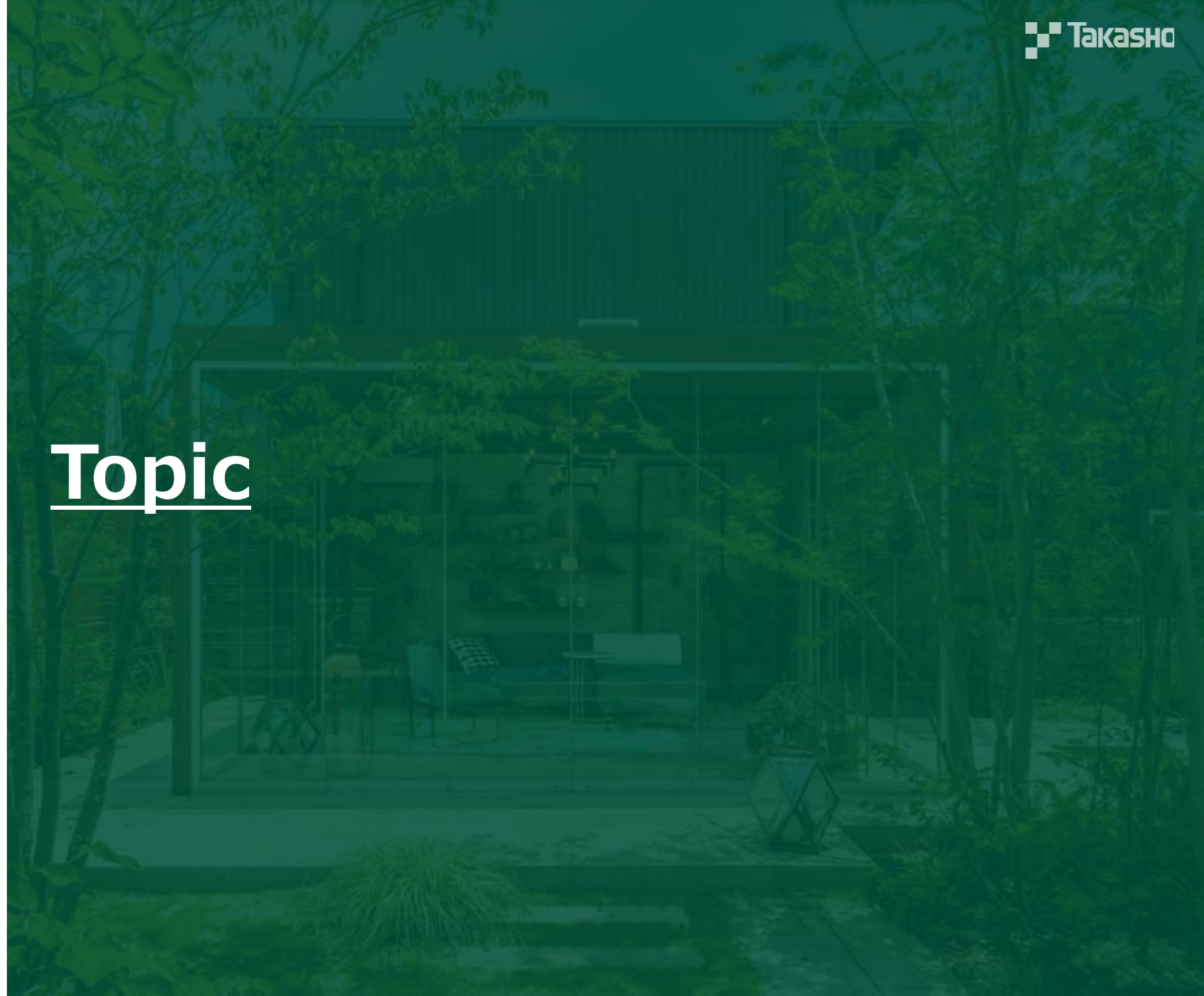
(Million yen)	FY1/2025	FY1/2026*		
	Results	Plan	YoY (%)	YoY (Amount)
Net sales	19,890	21,736	109.3%	1,846
Operating income	△150	463	—	614
Ordinary income	83	470	561.0%	386
Net income	△242	160	—	403
Dividend per share (Yen)	5.0	5.0		—

*FY forecast updated following the upward revision announced on August 27, 2025

Basic Dividend Policy

- We will actively return profits to our shareholders as the most important management policy.
- Dividends per share at a minimum of 5 yen, with a target payout ratio of 40% or more.

03 Topic

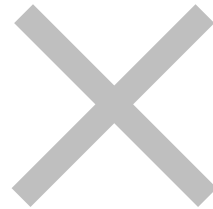




GREEN
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EXPO
2027
YOKOHAMA JAPAN

The theme of EXPO 2027

幸せを創る明日の風景
Scenery of the Future for Happiness



Theme “Well-being

(Mental and Physical health and Happiness)”

Exhibition Period: Scheduled from March 19 to September 26, 2027



These forecasts are based on information currently available to us regarding domestic and overseas economic conditions, industry trends related to our business, and other factors that may affect our business performance.

These forecasts may be affected by uncertain factors such as market conditions, competitors, and whether or not our new products will be adopted.

Therefore, please be aware that actual results may differ from these forecasts.

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