
FY2025 Q3 Financial Results Supplemental Materials

RINGER HUT CO., LTD.

(Ticker Symbol: 8200)

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Overview of Financial Results for FY2025 Q3

Consolidated Income Statements Highlights

- Net sales were +4.1% year on year, at ¥33,483M.
- Operating profit was ¥1,137M, ordinary profit was ¥1,277M, and net income was ¥799M.

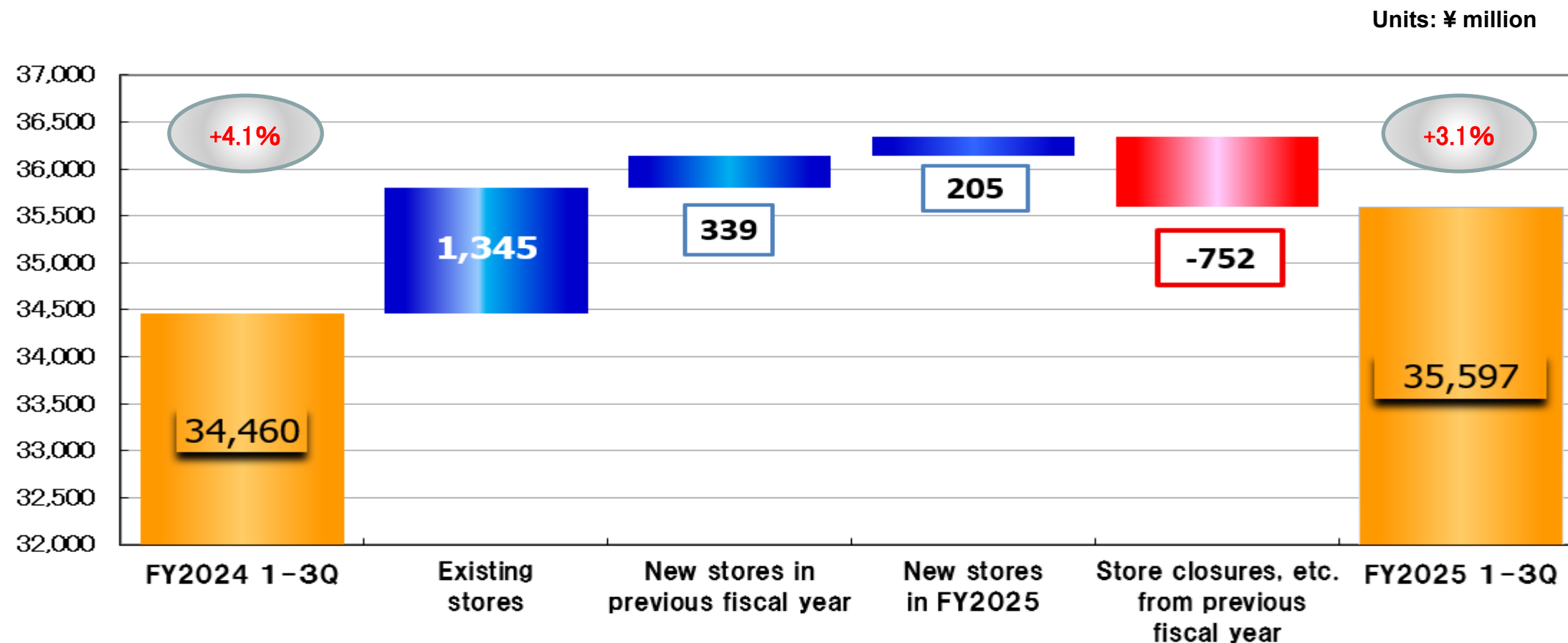
Account Item	Mar.2024 - Nov.2024		Mar.2025 - Nov.2025		Mar.2025 - Nov.2025		Units: ¥ million		
	Previous year	Percentage	Plan	Percentage	Result	Percentage	YoY	Difference from Plan	Vs. Plan (%)
Gross sales	36,656		38,430		37,965		3.6%	-464	98.8%
Net sales	32,162	100.0%	33,752	100.0%	33,483	100.0%	4.1%	-269	99.2%
Cost of sales	10,863	33.8%	11,584	34.3%	11,527	34.4%	6.1%	-56	99.5%
Gross profit	21,298	66.2%	22,168	65.7%	21,955	65.6%	3.1%	-213	99.0%
SG&A	20,025	62.3%	20,933	62.0%	20,818	62.2%	4.0%	-114	99.5%
Personnel expenses	10,231	31.8%	10,806	32.0%	10,696	31.9%	4.5%	-109	99.0%
Selling expenses	753	2.3%	783	2.3%	771	2.3%	2.3%	-12	98.4%
Activity expenses	4,400	13.7%	4,652	13.8%	4,666	13.9%	6.0%	14	100.3%
Fixed expenses	4,639	14.4%	4,690	13.9%	4,684	14.0%	1.0%	-6	99.9%
Operating profit	1,272	4.0%	1,235	3.7%	1,137	3.4%	-10.7%	-98	92.0%
Non-operating income	79	0.2%	135	0.4%	248	0.7%	214.3%	113	183.4%
Non-operating expenses	176	0.5%	116	0.3%	108	0.3%	-38.3%	-7	93.3%
Ordinary profit	1,175	3.7%	1,254	3.7%	1,277	3.8%	8.6%	22	101.8%
Extraordinary income	33	0.1%	0	0.0%	0	0.0%	---	0	---
Extraordinary losses	132	0.4%	46	0.1%	75	0.2%	-43.3%	28	161.1%
Pretax profit	1,076	3.3%	1,208	3.6%	1,202	3.6%	11.7%	-6	99.5%
Income taxes	388	1.2%	452	1.3%	402	1.2%	3.6%	-50	88.9%
Net income	687	2.1%	755	2.2%	799	2.4%	16.3%	44	105.8%

Financial Results Summary for FY2025 Q3

- Net sales: ¥33,483M (+¥1,320M YoY, -¥269M vs. Plan)
 - Net sales of existing stores: +4.1% YoY, Number of customers: +0.7%, Average customer spend: +3.4%
- Cost of sales Cost ratio: 34.4% (Percentage of sales +0.6pts YoY, Percentage of sales +0.1pts vs. Plan)
+¥663M YoY, -¥56M vs. Plan
- Personnel expenses +¥464M YoY, -¥109M vs. Plan (Personnel expense ratio: 31.9%, +0.1pts YoY)
- Selling expenses +¥17M YoY, -¥12M vs. Plan (Selling expense ratio: 2.3%, -0.0 pts YoY)
- Activity expenses +¥265M YoY, +¥14M vs. Plan (Activity expense ratio: 13.9%, +0.3 pts YoY)
- Fixed expenses +¥44M YoY, -¥6M vs. Plan (Fixed expense ratio: 14.0%, -0.4 pts YoY)
- Operating profit: ¥1,137M (-¥135M YoY, -¥98M vs. Plan)
- Ordinary profit: ¥1,277M (+¥101M YoY, +¥22M vs. Plan)
- Net income: ¥799M (+¥111M YoY, +¥44M vs. Plan)

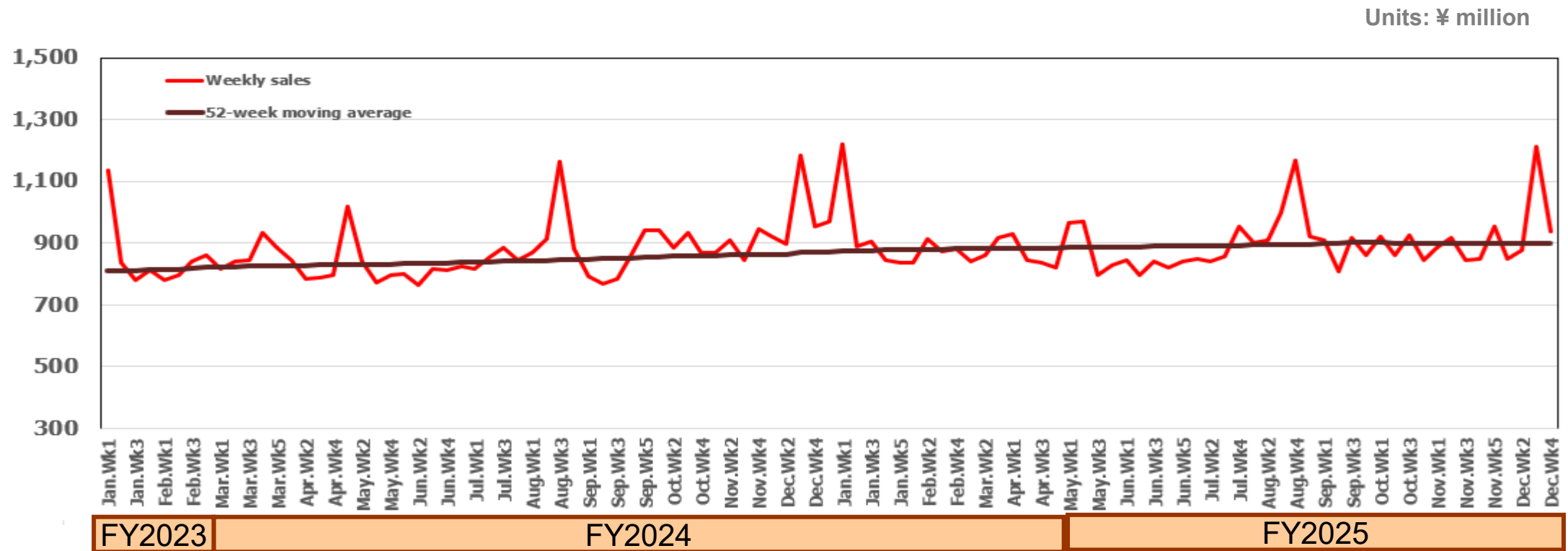
Analysis of Group Stores Net Sales: YoY Comparison

- Sales increased in existing stores, up 4.1%
- Net sales of all stores, including franchise stores, were up 3.1% year-on-year.



Net Sales Trends: Net Sales of All Group Stores

- Implemented product price revisions in March 2025 due to the impact of rising raw material costs
- Maintaining an upward trend through the development and sale of seasonal and strategic products, as well as sales promotion planning.

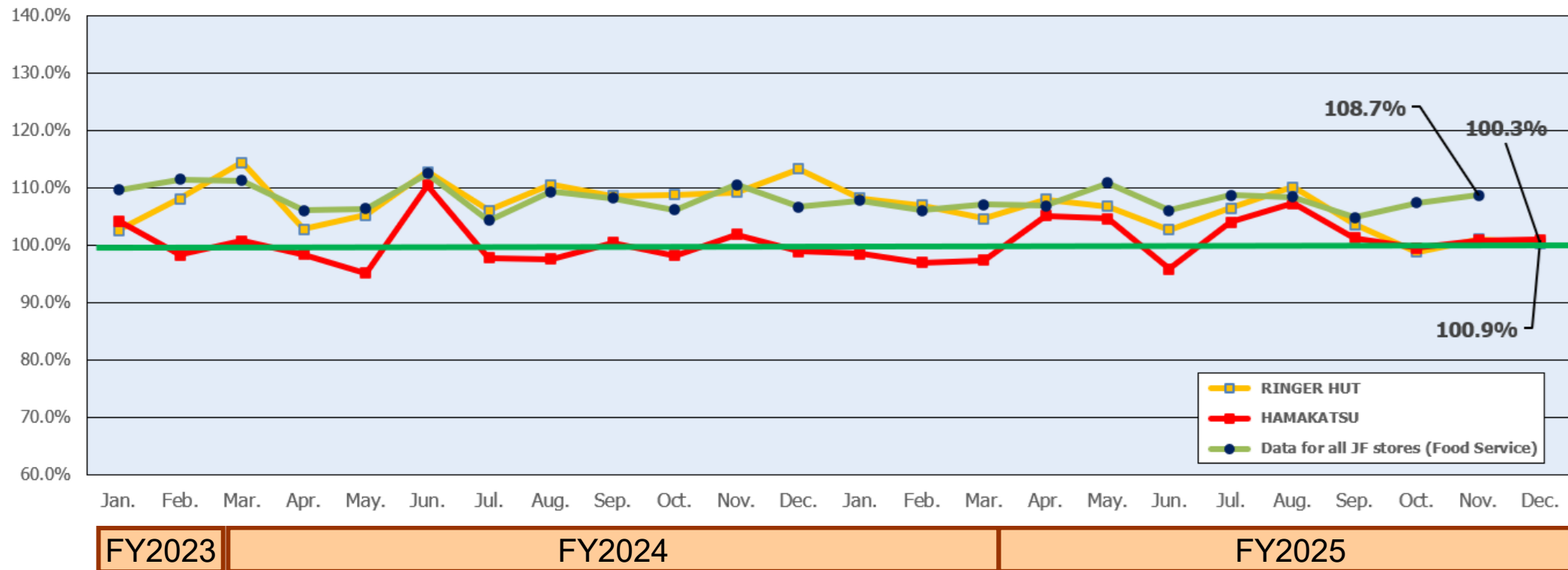


Existing Stores Net Sales:

Trends of Overall Food Service Market and RINGER HUT

- Cumulative Q3 Results: Existing Store Sales (YoY) were **+4.6%** for RINGER HUT and **+1.8%** for HAMAKATSU

- **Ringer Hut:** Customer count + 0.3%, Average check +4.3% **Hamakatsu:** Customer count + 3.1%, Average check -1.2%
- Despite an October dip due to last year's media spike, cumulative Q3 sales maintained YoY growth through delivery promotions.

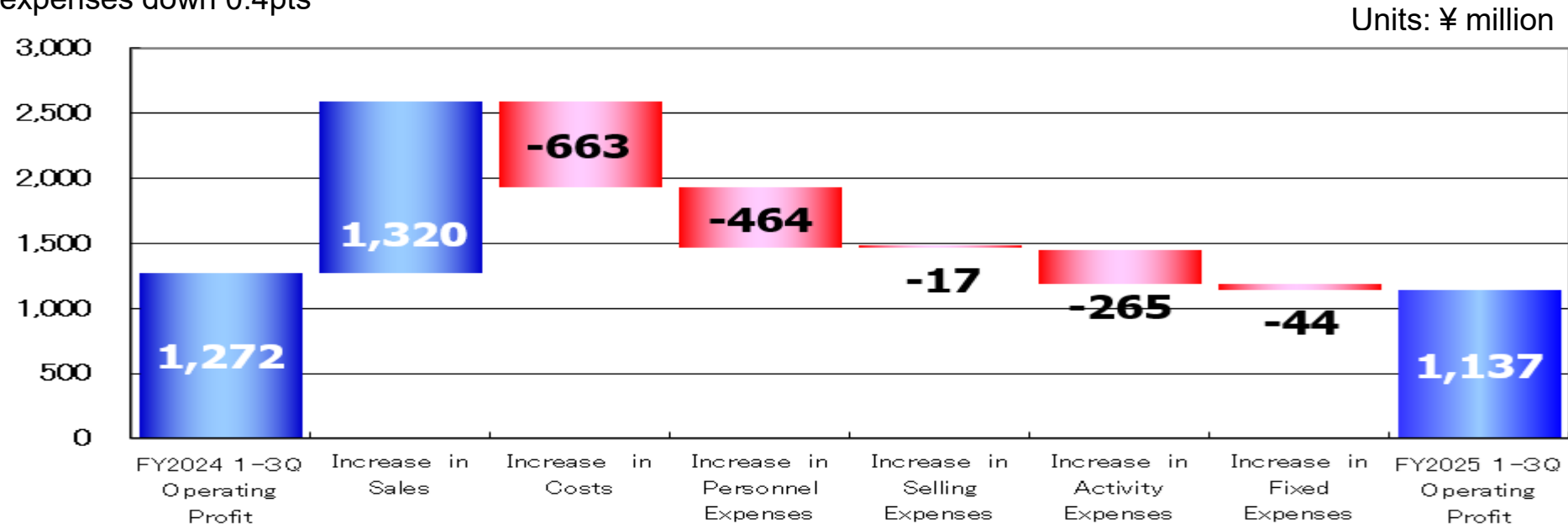


Source for food service data: Japan Foodservice Association
JF Data (Food Service) is a comparison for all stores

Expense Analysis: YoY Change

- Operating profit was ¥1,137M
- Cost of sales increased by ¥663M, and the cost of sales ratio was 34.4%, up +0.6pts YoY.
(as a percentage of sales)
(The impact of the rising cost of raw materials was significant)
- Total SG&A expenses increased by ¥792M, but the SG&A ratio was 62.2%, down 0.1ptsYoY.
(as a percentage of sales)

As percentages of sales (YoY), personnel expenses were up 0.1pts, selling expenses down 0.0pts, activity expenses up 0.3pts, and fixed expenses down 0.4pts



Details of Extraordinary Losses

- Extraordinary losses were recorded due to factors such as store refurbishments and closures.

Units: ¥ million

Main Extraordinary Losses	Amount	Details
Impairment losses	62	Store facilities (stores decided for closure, etc.)
Loss on retirement of non-current assets	11	Replacement of facilities during refurbishment, store closures, etc.

Cash Flow (YoY Comparison)

- Operating cash flow increased on the back of revenue growth. We remain committed to proactive investment in existing stores, production plants, and digital transformation (DX) to drive future growth.

Units: ¥ million

Category	Previous Fiscal Year	Current Fiscal Year	Change
Operating cash flow	2,057	2,147	89
Investing cash flow	-1,750	-1,435	314
Free cash flow	307	711	404
Financing cash flow	-616	-397	219
Effect of exchange rate change on cash and cash equivalents	-15	-11	3
Net increase (decrease) in cash and cash equivalents	-325	302	627
Cash and cash equivalents at beginning of period	2,243	2,194	-48
Cash and cash equivalents at end of period	1,918	2,497	579

Segment Information

- Operating profit was **¥902M** in the Champon business (**-¥116M** YoY)
Operating profit was **¥163M** in the Tonkatsu business (**-¥54M** YoY)

Champon Business (RINGER HUT)

Units: ¥ million

	FY2025 1-3Q	Same Period of Previous Fiscal Year	Change
Net sales	27,417	26,186	+1,230
Operating expenses	26,514	25,166	+1,347
Operating profit	902	1,019	-116
Operating profit margin	+3.3%	+3.9%	-0.6%

Tonkatsu Business (HAMAKATSU, Shippoku Hamakatsu)

Units: ¥ million

	FY2025 1-3Q	Same Period of Previous Fiscal Year	Change
Net sales	5,931	5,839	+91
Operating expenses	5,767	5,620	+146
Operating profit	163	218	-54
Operating profit margin	+2.8%	+3.7%	-1.0%

FY2025 Plan

FY2025 2H Plan/Full-Year Forecast

- The full-year outlook has been upgraded based on actual results through the first half and a strategic revision of the plan for the second half.

Units: ¥ million

	Initial Full-year Forecast	Percentage	Revised Forecast	Percentage	Change	Percentage
Gross sales	52,100	—	52,213	—	113	0.2%
Net sales	45,500	100.0%	45,749	100.0%	249	0.5%
Operating profit	1,700	3.7%	1,990	4.3%	290	17.1%
Ordinary profit	1,600	3.5%	1,994	4.4%	394	24.6%
Profit attributable to owners of parent	1,000	2.2%	1,231	2.7%	231	23.1%

Assumptions for Existing Store Sales (YoY)

FY2025

(YoY) Plan	Net sales			Number of customers			Average customer spend		
	H1	H2	Full Year	H1	H2	Full Year	H1	H2	Full Year
RINGER HUT	3.8%	2.7%	3.2%	-0.3%	-1.5%	-0.9%	4.1%	4.2%	4.2%
HAMAKATSU	0.8%	1.9%	1.4%	1.1%	1.6%	1.3%	-0.3%	0.4%	0.1%
All stores	3.1%	2.2%	2.6%	-0.1%	-1.0%	-0.6%	3.2%	3.2%	3.2%

Reference) FY2024

(YoY) Plan	Net sales			Number of customers			Average customer spend		
	H1	H2	Full Year	H1	H2	Full Year	H1	H2	Full Year
RINGER HUT	8.6%	9.6%	9.1%	-1.1%	1.5%	0.2%	9.8%	7.9%	8.9%
HAMAKATSU	-0.4%	-0.9%	-0.6%	-2.8%	-4.2%	-3.5%	2.5%	3.5%	3.0%
All stores	6.7%	7.6%	7.2%	-1.4%	0.7%	-0.3%	8.2%	6.8%	7.5%

FY2025 Store Opening Plan

Units: stores

	Category	Previous Year's Results	H1	H2	Full Year
RINGER HUT	Directly operated	8	3	1	4
	Franchise	0	0	0	0
	Overseas	2	1	1	2
	Subtotal	10	4	2	6
HAMAKATSU	Directly operated	3	0	0	0
	Franchise	0	0	0	0
	Overseas	1	1	0	1
	Subtotal	4	1	0	1
Total	Directly operated	11	3	1	4
	Franchise	0	0	0	0
	Overseas	3	2	1	3
	Subtotal	14	5	2	7

- For the fiscal year ending February 2026, we plan to open 13 new stores, consisting of 6 in the first half and 7 in the second half.
- Due to delays in the opening schedule, 5 stores were opened in the first half and 2 are planned for the second half, resulting in a decrease of 6 stores compared to the initial full-year plan.