

Operating placement-type company cafeterias nationwide

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【618A KOMPEITO Sector : Services】

Fiscal Year	Net sales (mn yen)	YoY (%)	Operating profit (mn yen)	YoY (%)	Ordinary profit (mn yen)	YoY (%)	Profit (mn yen)	YoY (%)	EPS (yen)	BPS (yen)	DPS (yen)
Aug. 2024	3,101	23.0	-453	-	-460	-	-466	-	-55.1	-188.2	0.0
Aug. 2025 f	5,737	85.0	-225	-	-245	-	-161	-	-16.4	-204.6	0.0
Aug. 2026 f	9,871	72.0	880	-	877	-	1,126	-	114.4	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending June 2026 is the company's forecasts.
It conducted 1:100 stock split on March 1, 2026. Per share indices are adjusted retroactively.

Providing Placement-type Company Cafeterias that Regularly Stock Refrigerated and Frozen Foods at Workplaces

KOMPEITO operates an employee welfare service business centered on placement-type healthy company cafeteria service OFFICE DE YASAI. The service makes it possible to regularly stock items such as vegetables, fruits and prepared foods at workplaces, providing an environment in which employees whose diets are likely to be unbalanced can easily select healthier meal options. KOMPEITO regularly delivers refrigerated and frozen foods to workplaces. This gives businesses that may find it difficult to operate a company cafeteria for employees the ability to offer a convenient meal option.

KOMPEITO was established in September 2012 with the objective of developing new distribution channels for agricultural products. In April 2014, the company began offering the OFFICE DE YASAI service. In July 2018, it added frozen foods to its lineup. Since 2024, it has been expanding the scope of its business to include U.S. operations, home delivery of dairy products and a meal delivery service for older adults.

In fiscal year ended August 2025, the OFFICE DE YASAI business accounted for 95.4% of net sales. OFFICE DE YASAI business handles everything from customer acquisition to post-implementation support, while also offering centralized management of the entire process, which encompasses everything from product planning and contract manufacturing to sorting and delivery.

OFFICE DE YASAI is a service the company uses to install dedicated refrigerators and freezers at client company workplaces, making it possible for employees to purchase food at their convenience. The service offers approximately 160 items, including salads, cut fruit, prepared food, light meals and frozen foods. Employees can purchase items for as little as 100 yen if the client company offers to subsidize purchases. All that is required for installation is sufficient space for the equipment and a power source, making the service suitable for small workplaces as well.

KOMPEITO receives referrals of prospective customers from business partners such as regional financial institutions and business companies. It has sales representatives stationed around the country who make proposals and secure contracts. Moreover, the company has established sales channels that involve using online advertising to attract customers and conducting online sales meetings to secure contracts. Once the contract has been signed, KOMPEITO operators handle the installation of refrigerators and freezers and their day-to-day operation. They also follow up with clients to ensure contract continuation.

Financial Statements

Statement of income	Fiscal Year	Aug. 2024		Aug. 2025		Nine months to May 2026	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		3,101	100.0	5,737	100.0	7,047	100.0
Cost of sales		1,078	34.8	1,950	34.0	2,408	34.2
Gross profit		2,022	65.2	3,787	66.0	4,639	65.8
Selling, general and administrative expenses		2,475	79.8	4,012	69.9	3,968	56.3
Operating profit		-453	-14.6	-225	-3.9	671	9.5
Non-operating income		5	-	7	-	15	-
Non-operating expenses		12	-	27	-	20	-
Ordinary profit		-460	-14.9	-245	-4.3	665	9.4
Profit before income taxes		-464	-15.0	-245	-4.3	673	9.6
Net profit		-466	-15.0	-161	-2.8	554	7.9

Balance sheet	Fiscal Year	Aug. 2024		Aug. 2025		May 2026	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		2,811	94.2	2,475	85.2	3,284	81.2
Cash and deposits		2,314	77.6	1,529	52.6	1,765	43.6
Accounts receivable - trade		366	12.3	686	23.6	1,190	29.4
Inventories		89	3.0	183	6.3	227	5.6
Non-current assets		172	5.8	431	14.8	762	18.8
Property, plant and equipment		125	4.2	220	7.6	368	9.1
Intangible assets		-	-	24	0.8	58	1.5
Investments and other assets		47	1.6	186	6.4	335	8.3
Total assets		2,983	100.0	2,906	100.0	4,046	100.0
Current liabilities		703	23.6	973	33.5	1,710	42.3
Accounts payable - trade		156	5.3	267	9.2	347	8.6
Short-term borrowings		166	5.6	-	-	-	-
Current portion of long-term borrowings		82	2.8	185	6.4	213	5.3
Current portion of bonds payable		-	-	-	-	112	2.8
Accounts payable		170	5.7	279	9.6	394	9.7
Non-current liabilities		1,315	44.1	1,129	38.9	978	24.2
Net assets		965	32.4	803	27.6	1,357	33.5
Owners' equity		964	32.3	802	27.6	1,356	33.5

Statement of cash flows	Fiscal Year	Aug. 2024	Aug. 2025
		(mn yen)	(mn yen)
Cash flows from operating activities		-523	-341
Depreciation		13	20
Cash flows from investing activities		-92	-193
Cash flows from financing activities		2,106	-249
Net increase in cash and cash equivalents		1,484	-784
Cash and cash equivalents		2,314	1,529

Note: Non-consolidated

Source: Prepared by Stock Research Center based on the notifiable prospectus.

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