

Demaecan

FY 8/2026 2nd Quarter Results

April 14, 2026

Business Highlight

Food Delivery Market Expansion through Strategic Initiatives

Currently promoting two key initiatives to further enhance the value of food delivery
Aiming to increase new users, retention, and order frequency, ultimately making food delivery a part of everyday life



* The image of "LYP Premium Membership Benefits" reflects the benefits offered as of November 2025

“Demae-can at Dine-in Price”

PoC of “Demae-can at Dine-in Price” successful
 Achieved order growth across participating merchants and the entire pilot area

25/9~
お店価格で出前館
 ~おうちで楽しむまちグルメ~
トライアル 5都市でスタート!!
 期間: 2025/9/10 ~ 11/30日
 福岡県 北九州市 兵庫県 神戸市 茨城県 つくば市 静岡県 名古屋市 静岡県 浜松市

25/11~
港区・新宿区・渋谷区
お店価格で出前館
 対象店舗 増増中
 業界騒然! すべての商品がお店と同じ価格でデリバリーできる!

25/12~
千代田区・中央区・目黒区・世田谷区・豊島区
お店価格で出前館
 業界騒然! すべての商品がお店と同じ価格でデリバリーできる!
 先行3区(港区/目黒区/豊島区) 約850店舗 + 新規5区(千代田区/中央区/世田谷区/目黒区/豊島区) 約790店舗 = 約1,640店舗
※2025/12/1時点

26/2~
東京+埼玉/千葉/神奈川を中心にエリア拡大!!
お店価格で出前館
 業界騒然! すべての商品がお店と同じ価格でデリバリーできる!
 対象店舗数 **6,000** 店舗以上



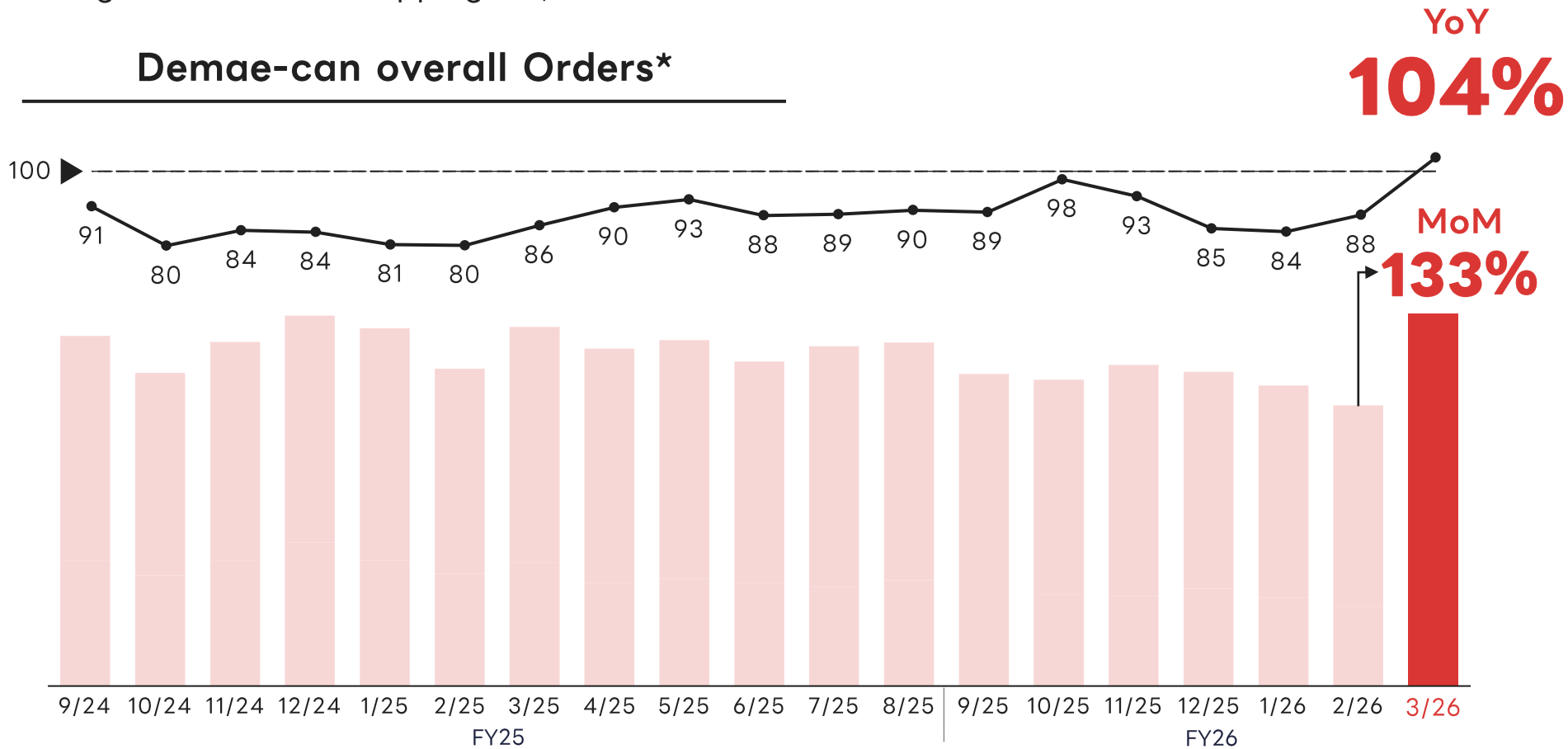
Full-Scale Role Out and Achieved YoY100% in March

26/3~



In March, we expanded to over 10,000 merchants nationwide (primarily restaurants)
 Together with free shipping fee, overall orders exceeded YoY100%

Demae-can overall Orders*



New and Dormant Users*

MoM over **2.1x**
 (vs 2/26)

Orders from Participating Merchants

Pre-Participation Comparison
 Average **2.9x**
 (vs 10/25)

* Number of users who used Demae-can-can for the first time and users who had not used Demae-can for over a year

Orders are Expected to be Double-digit Growth in April

26/4~

お店価格で頼めるお店、
15,000店舗を突破!!

参加店舗オーダー数
平均2.9倍

新規ユーザー数
2.1倍超

お店価格

In April, expanded to more than 15,000 merchants
To accelerate further growth, we have resumed marketing and expect double-digit order growth

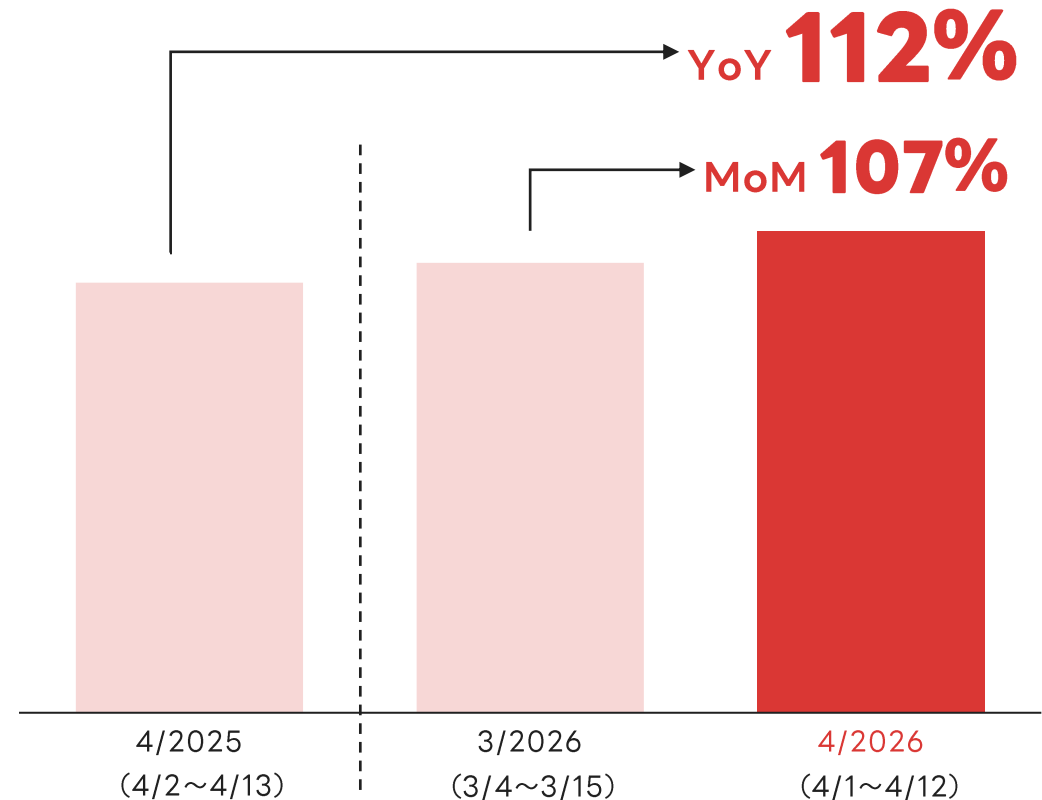
Resumed Marketing

TV commercial



* Comparison by aligning the days of the week

Demae-can Overall Orders*

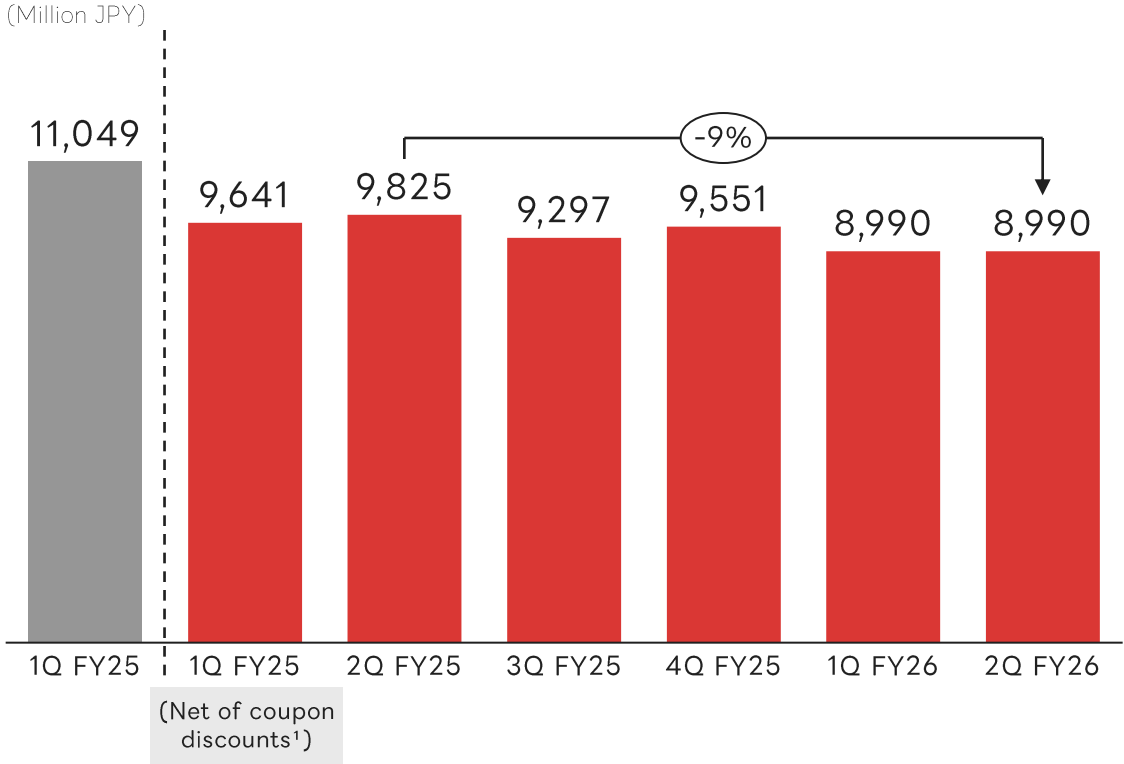


Financial Highlight

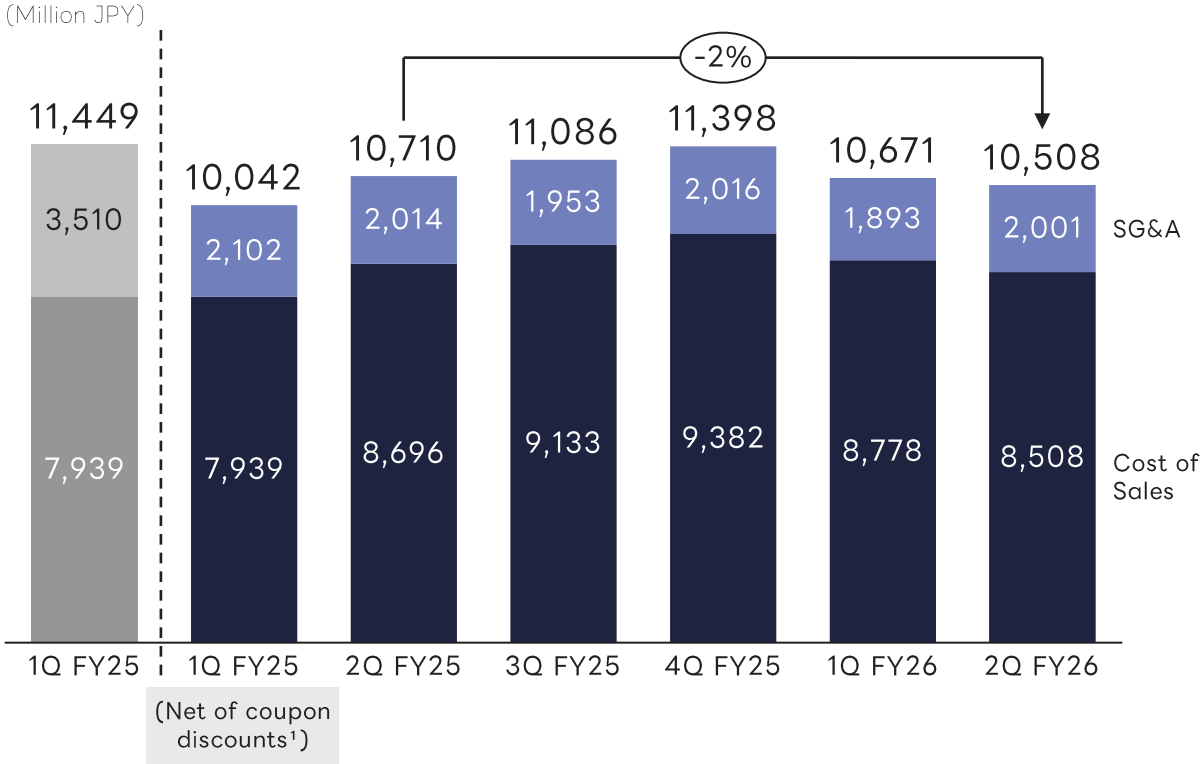
Revenue / Operating Expenses

2Q FY26 Revenue: 91% YoY, Operating expenses: 98% YoY

Revenue



Operating Expenses

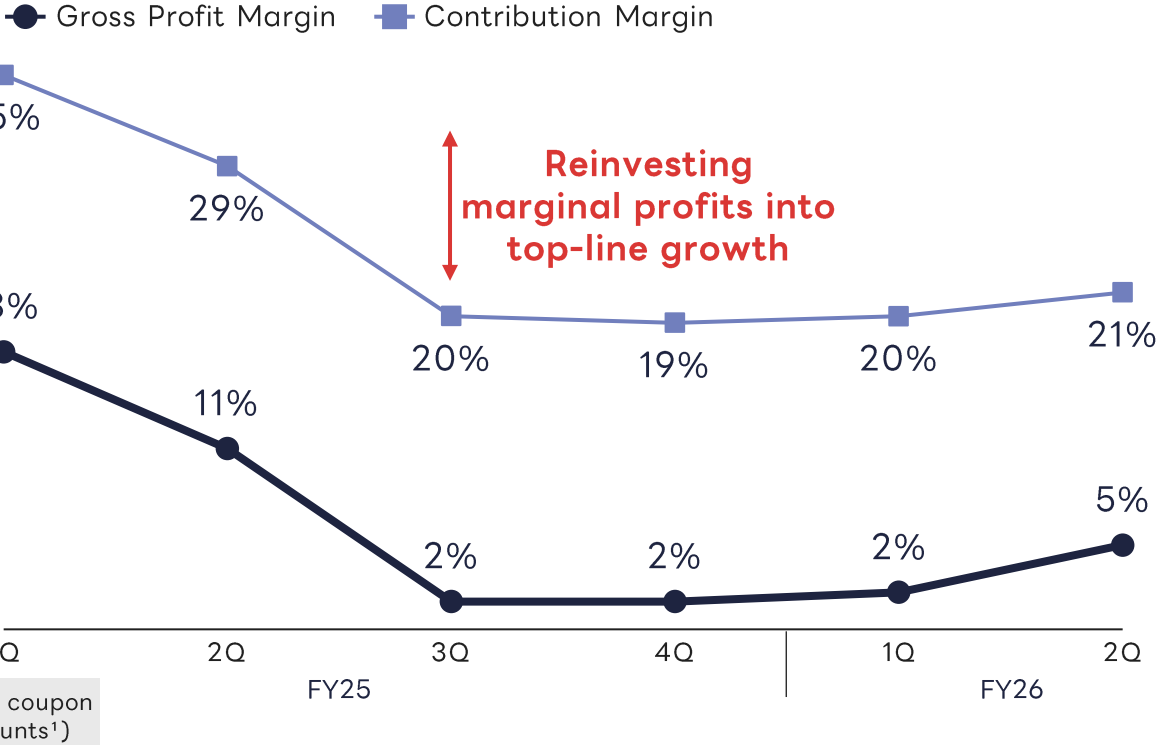


1. For reference) if the coupon usage amount is deducted from sales without recorded as advertising expenses

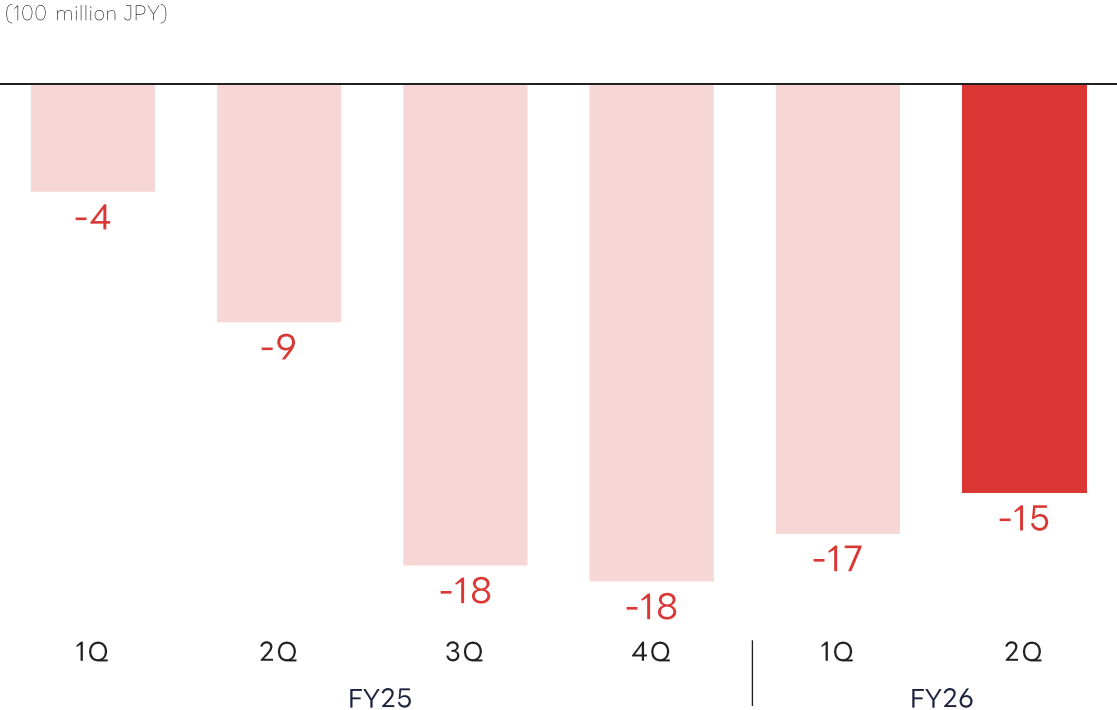
Gross Profit Margin / Contribution Margin / Operating Profit

Since 2nd half of FY25, reinvesting marginal profits to drive market expansion and top-line growth

Gross Profit Margin / Contribution Margin



Operating Profit



1. For reference) the coupon usage amount is deducted from sales without recorded as advertising expenses

FY8/2026 2Q Financial Results

Revenue: 9.0 bn yen (down 0.8 bn yen YoY), Operating loss: 1.5 bn yen (widened by 0.6 bn yen YoY)

(bn yen, unless otherwise indicated)	Q2 FY8/2025	Q2 FY8/2026	YoY	FY8/2026 Guidance	1H FY8/2026	FY8/2026 Guidance Progress rate
GMV¹	44.3	37.5	85%	-	75.0	-
Revenue	9.8	9.0	91%	44.1	18.0	40.8%
Operating Profit	▲0.9	▲1.5	▲0.6	▲4.0	▲3.2	80.0%

At this time, there is no change to the FY8/2026 Guidance.

Given the current market environment and competitive landscape, we are currently making proactive investments such as expanding the “Demae-can at Dine-in Price,” free-shipping fee and ads, to prioritize accelerating growth.

We are currently reviewing the earnings forecast to reflect these recent developments and will promptly disclose any revisions if necessary.

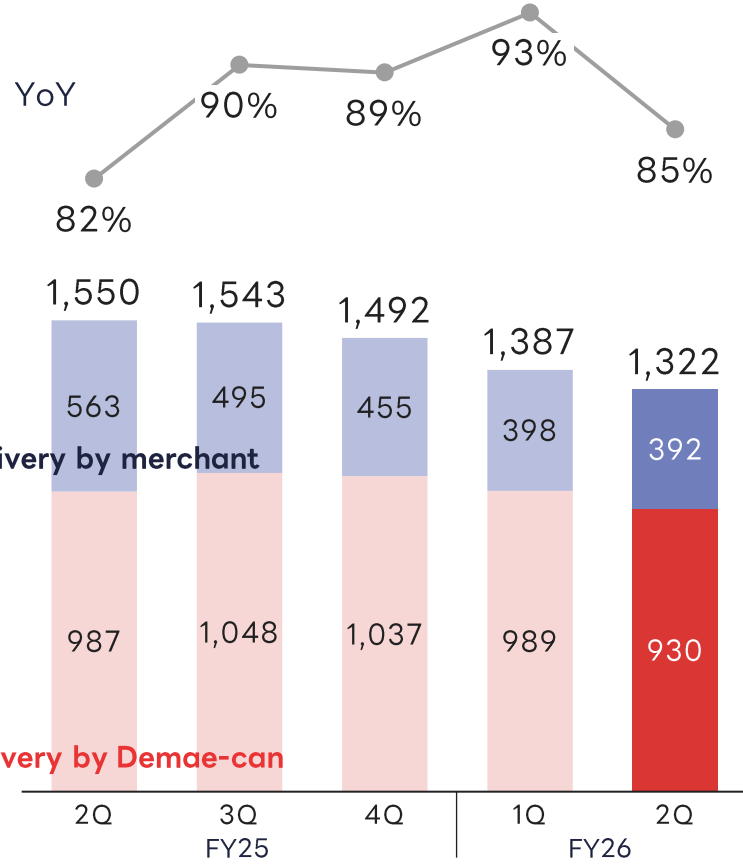
1. GMV (Gross Merchandise Value): Product price + Delivery fee (before discount) + Other user fees

Appendix

Major KPIs

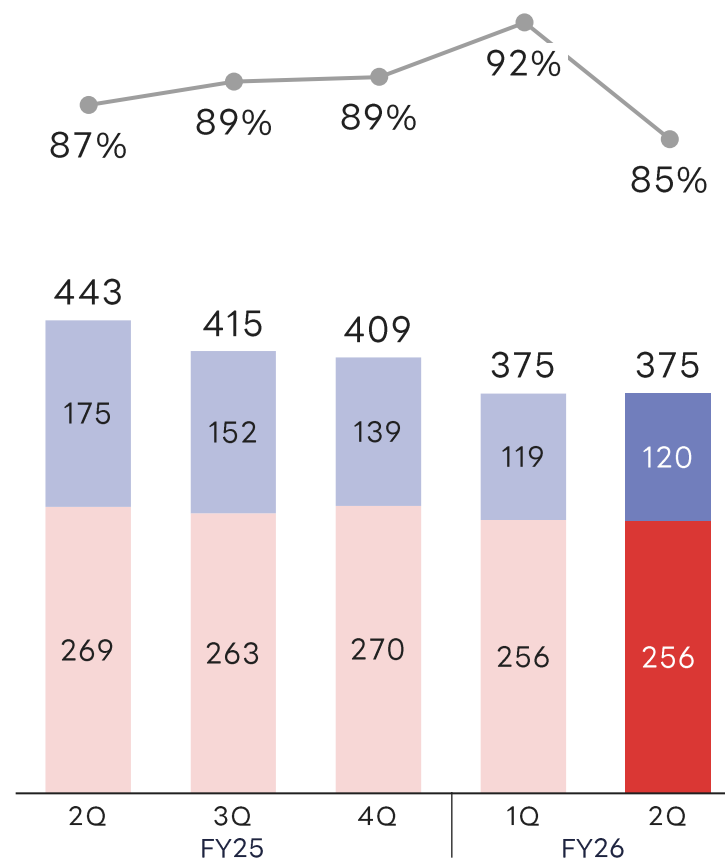
Orders

(10,000 Orders)



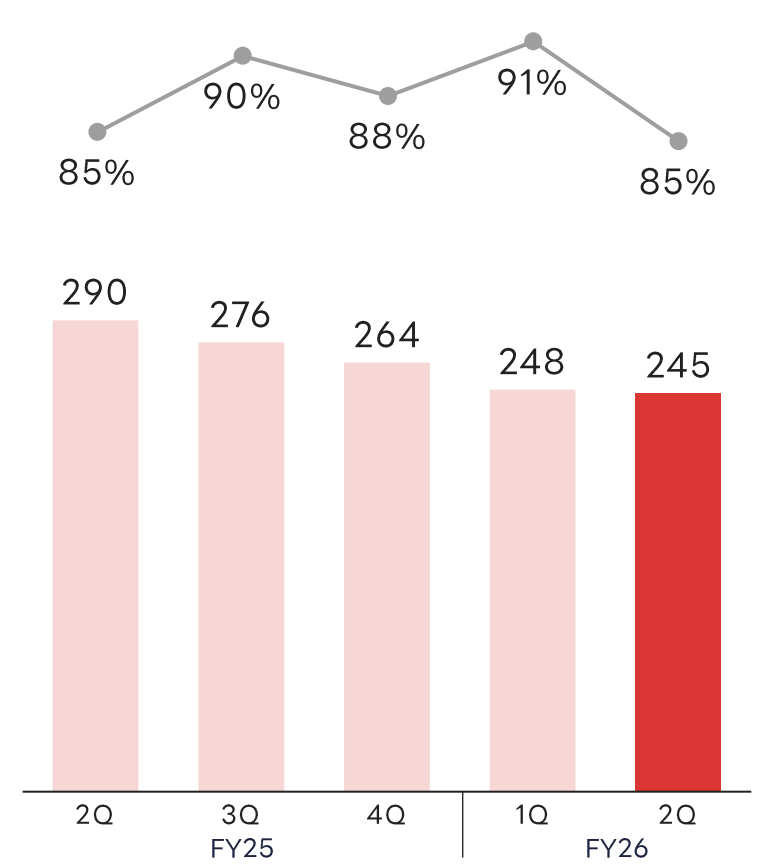
GMV¹

(100 Million Yen)



Quarterly Active Users²

(10,000 People)



1. GMV (Gross Merchandise Value): item price + delivery fee before discount + other user fees

2. Quarterly Active Users: Unique users who placed at least one order within the three-month period, measured as of the end of the quarter (only Demae-can service)

Summary of Consolidated Income Statement

(Million JPY)

	FY 8/2025				FY 8/2026	
	1Q	2Q	3Q	4Q	1Q	2Q
Revenue	11,048	9,824*	9,297*	9,550*	8,989*	8,989*
Cost of Sales	7,939	8,696	9,133	9,382	8,778	8,507
Gross Profit	3,109	1,128*	164*	168*	211*	481*
Gross Margin	28.1%	11.5%*	1.8%*	1.8%*	2.4%	5.4%
SG&A	3,510	2,014*	1,953*	2,016*	1,892*	2,000*
Operating Profit	(400)	(885)	(1,789)	(1,847)	(1,681)	(1,518)

● coupon costs are included in Revenue

● coupon costs are deducted from Revenue

*Note) With the introduction of "Targeting coupons", coupon costs are deducted from Revenue since 2Q FY25.

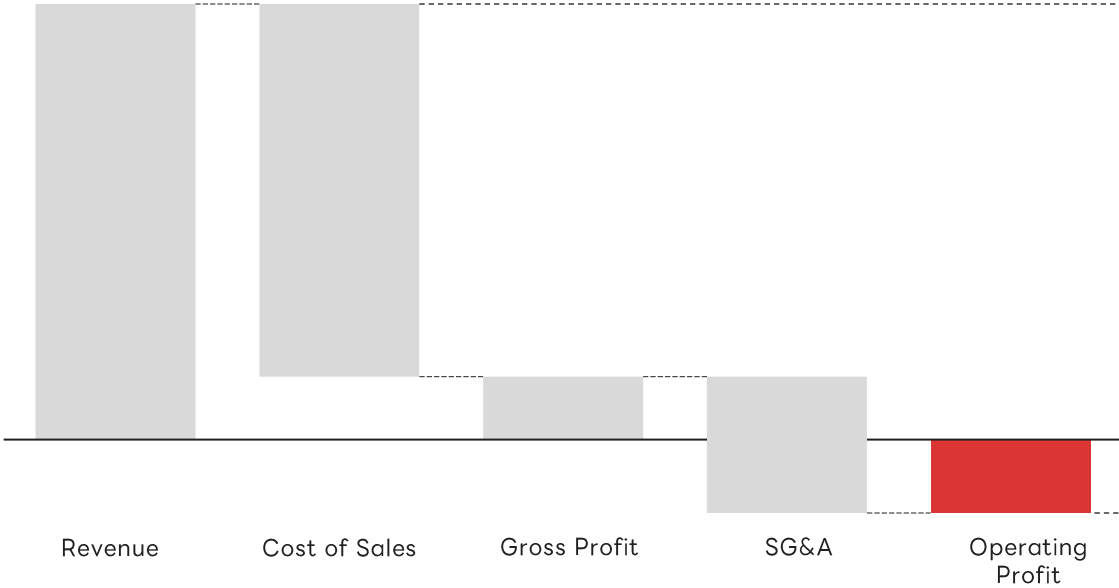
The figures on this page are stated after rounding down (truncating) any amounts below the displayed unit

Financial Impact from Introduction of “Targeting Coupons”

With the introduction of “Targeting coupons”, coupon costs are deducted from Revenue since 2Q FY25

Before Q1 FY8/2025

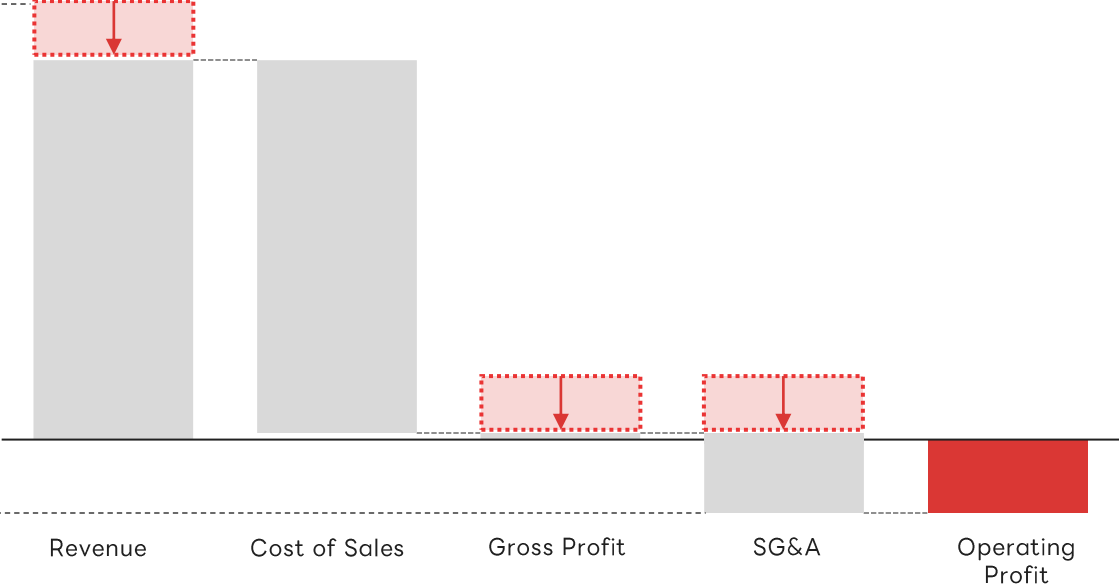
coupon costs not deducted from Revenue



From Q2 FY8/2025

coupon costs deducted from Revenue and advertising expenses

coupon costs



Thank you

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- Figures are rounded to the nearest whole unit below the display unit.