

Premium Group Co., Ltd. TSE Prime Section: 7199

Financial Results Presentation for Q1 of FY Ending March 31, 2026

August 8, 2025



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- 02 Summary of Financial Results
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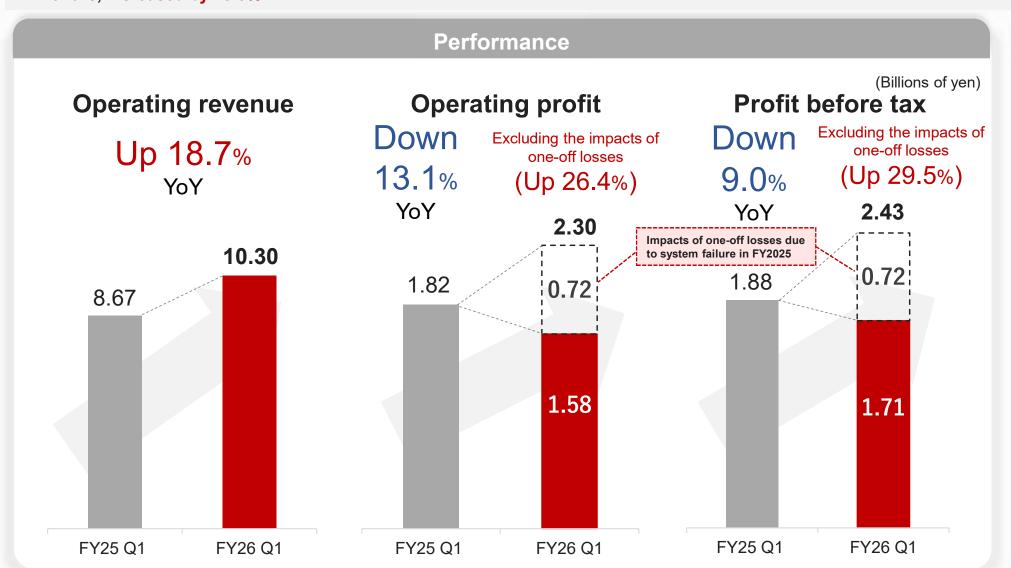
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Highlights from Q1 of FY Ending March 31, 2026 (1)



- Figures for operating revenue, operating profit, and profit before tax each progressed in line with our forecast for FY2026.
- We made investments as planned to respond to the system failure that occurred in FY2025 and to ensure stable operation (the impact in Q1 was as forecast).
- Operating revenue continued to grow steadily, increasing by 18.7% YoY, and profit before tax, excluding the impact of one-off losses due to the system failure, increased by 29.5%.



Future expected earnings (deferred revenue)

Whole Group

¥64.0 billion

Up 15.0% YoY

Finance

¥54.8 billion

Up 15.4% YoY

Automobile warranty

¥8.5 billion Up 12.5% YoY

Software business / Car Premium Club membership fee

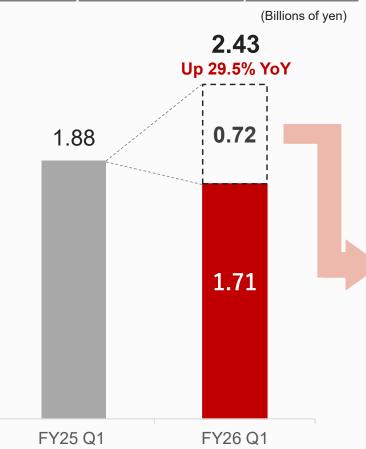
¥0.8 billion Up 10.6% YoY

Highlights from Q1 of FY Ending March 31, 2026 (2)



- The impact of the system failure on profit before tax in Q1 was a decrease of ¥0.72 billion, in line with our forecast for FY2026.
- We strengthened cooperation with our servicer subsidiary from the second part of Q1 and began full-fledged efforts to quickly collect delinquent receivables caused by the system failure.
- Business operations are stable due to the simultaneous operation of the old and new systems. The reconstruction of the new system is progressing as planned.

Profit before taxes for Q1 FY26 (excluding the impacts of one-off losses)



Impacts due to system failure

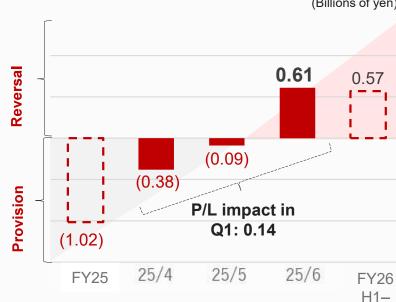
(Billions of yen)

Support costs due to system failure	FY26 Full-year (forecast)	FY26 Q1 (results)
System support costs	1.66	0.67
Outsourcing expenses etc.	0.26	0.19
Allowance for doubtful accounts	(0.71)	(0.14)
Total (impact on profit before tax)	1.21	0.72

√ The system support costs of ¥0.67 billion are primarily comprised of maintenance and operation costs for the system vendor associated with the establishment of simultaneous operation of the old and new systems. A decrease is expected from Q2 onward.

Trend in allowance for doubtful accounts (impact of system failure)

(Billions of yen)

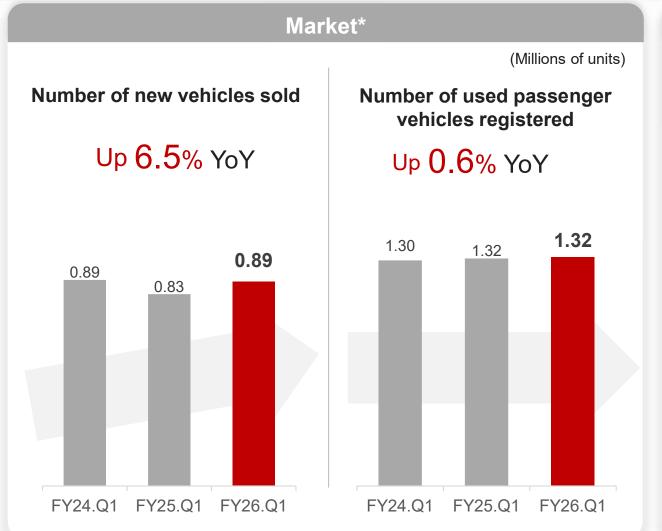


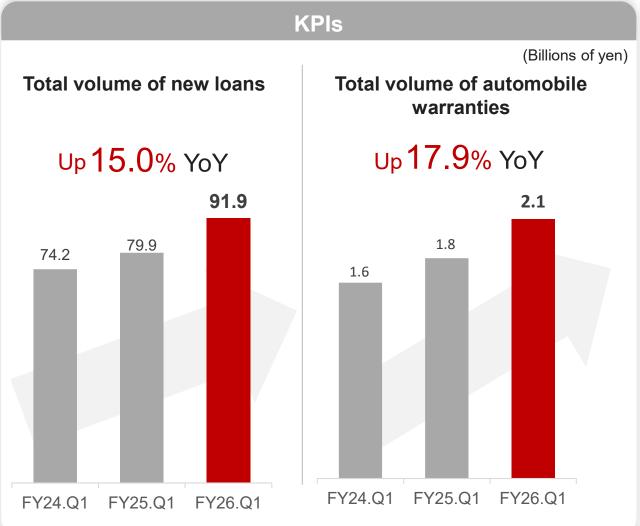
√ Due to the impact of delinquent receivables from FY2025, we additionally posted allowance for doubtful accounts until May 2025, but the effects of collection efforts gradually became apparent, resulting in a reversal gain of ¥0.61 billion in June.

Highlights from Q1 of FY Ending March 31, 2026 (3)



- The number of new vehicles sold grew at a single-digit pace supported by strong sales of light motor vehicles, while the number of used passenger vehicles registered was flat.
- Total volume of new loans grew at double digits driven by continuing improvements in operating rates at Car Premium Dealers and increased transactions at major dealerships.
- The total volume of automobile warranties recovered to double-digit growth, primarily driven by growth in our own high margin products developed in-house.





^{*} Figures for number of vehicles include light motor vehicles. Source: Statistical data from both Japan Automobile Dealers Association and Japan Light Motor Vehicle and Motorcycle Association



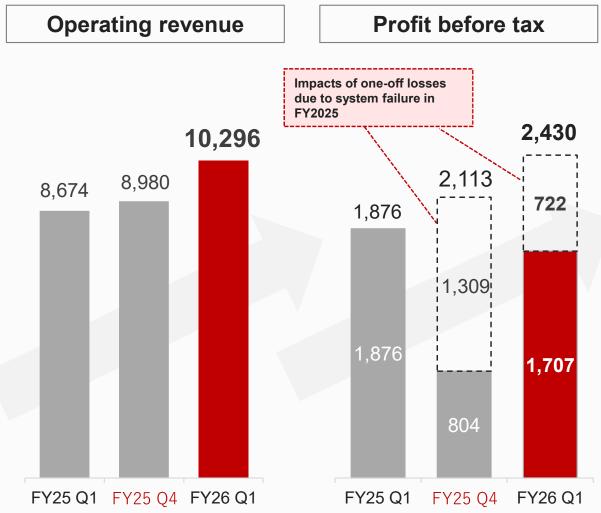
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Consolidated Performance



- Operating revenue exceeded the plan, surpassing ¥10.0 billion. Figures for operating profit and profit before tax progressed as planned.
- The increase in operating expenses was due to the impact of the system failure in FY2025. This cost is temporary and will not occur in FY2026 or subsequent fiscal years.
- Excluding one-off losses, profit before tax was up significantly by 29.5% YoY.

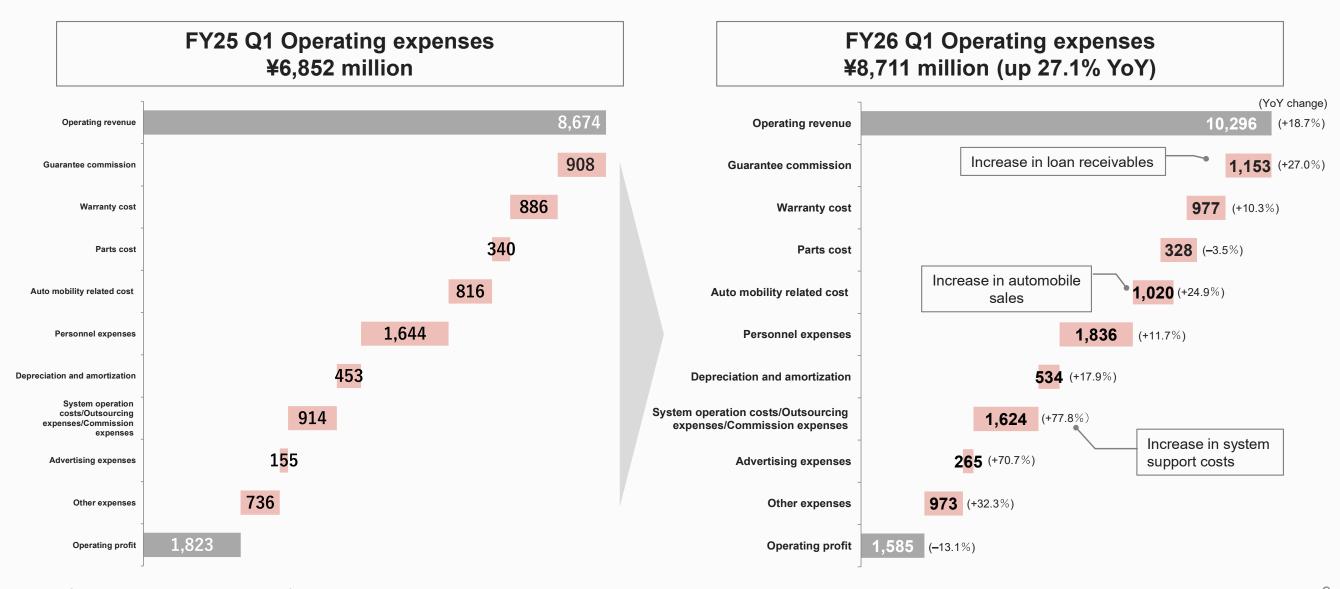
	FY25 Q1	FY26 Q1	YoY change	Operating reve
Operating revenue	8,674	10,296	+18.7%	
Operating expenses	6,852	8,711	+27.1%	10
Operating profit	1,823	1,585	(13.1%)	8,674 8,980
Profit before tax	1,876	1,707	(9.0%)	
Profit before tax [Excluding the impacts of one-off losses]	[1,876]	[2,430]	[+29.5%]	
Profit attributable to owners of parent	1,274	1,214	(4.7%)	
Basic earnings per share (yen)	33.62	31.93	(5.0%)	FY25 Q1 FY25 Q4 FY



Operating Expenses (Breakdown)



• Excluding system support costs, etc., operating expenses increased 16.6% YoY to ¥7.98 billion, and efforts to improve cost efficiency will continue.



Notes: 1. Since it is a preliminary value, we will promptly notify you on our website when any corrections or changes occur.

^{2.} There was an item "impairment losses on financial assets" in the financial results presentation for FY2025. As these losses did not occur in Q1 FY2026 or Q1 FY2025, the item has been deleted.

Full-Year Performance Outlook

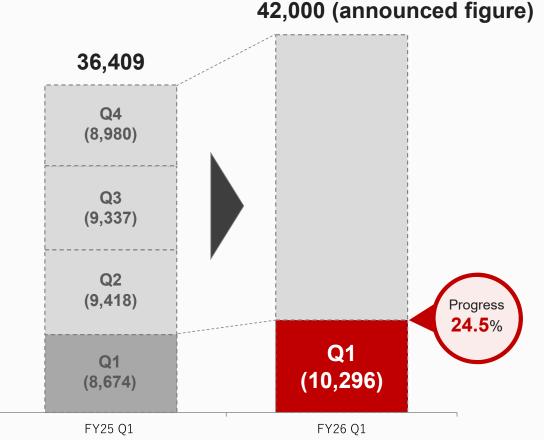


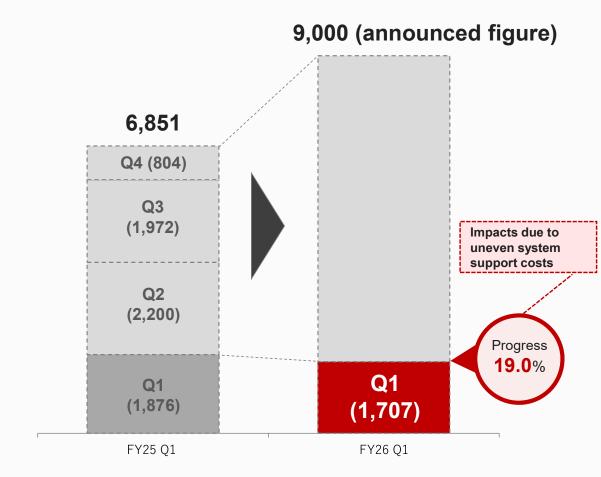
- Figures for both operating revenue and profit before tax are progressing according to our forecast for FY2026.
- The top line in the three core businesses is expected to remain strong, and we expect to record a reversal of the allowance for doubtful accounts.

System support costs were incurred unevenly in Q1. These costs will decline in Q2 and beyond and the progress of profit before tax is expected to improve.











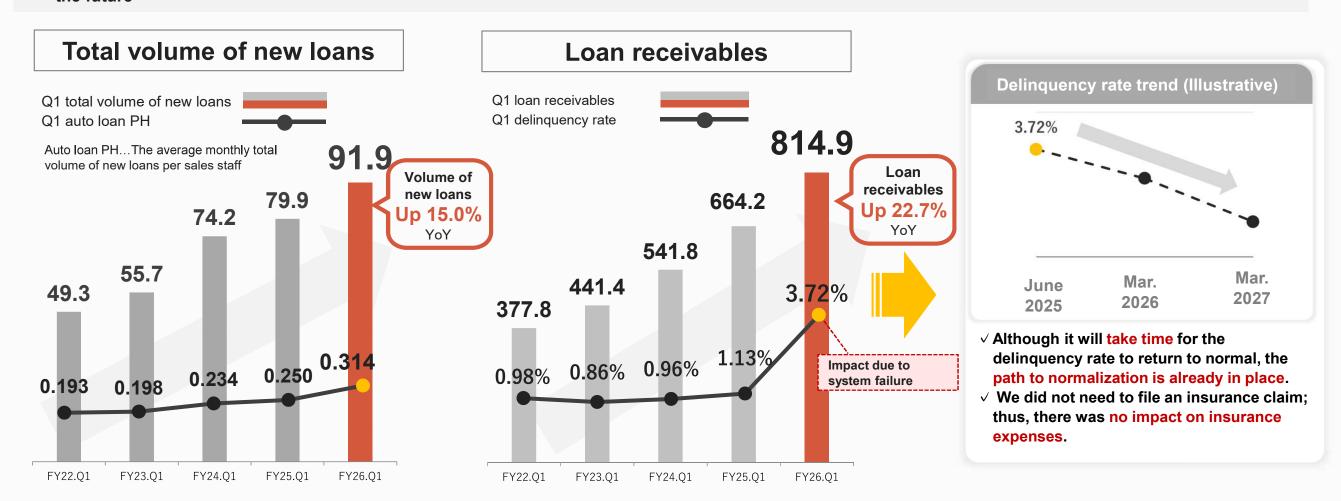
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Finance segment Total Volume of New Loans/Loan Receivables



(Billions of ven)

- Thanks to steady growth in Car Premium Dealers and improved operating rates, the total volume of new loans increased by 15.0% YoY.
- Loan receivables exceeded ¥800 billion, and growth in the volume of new loans accelerated the growth in loan receivables.
- Although the delinquency rate increased due to the system failure, the collection process has largely returned to normal due to the simultaneous operation of systems, and we anticipate that the delinquency rate will decline going forward. There are no concerns for significant increase in insurance expenses in the future



Notes: 1. "Total volume of new loans" refers to the total amount of credit and lease contracts newly signed in the period. The figures are inclusive of the total volume of new loans of products other than automotive credit financing (Ecology Credit, etc.), and are the actual results of Premium Co., Ltd

^{2. &}quot;Loan receivables" refers to the total amount of credit and lease contracts that has not been repaid or for which the warranty period has not elapsed from the end of the period. The figures are inclusive of the receivables balance of products other than automotive credit financing (Ecology Credit, etc.), and are the actual results of Premium Co., Ltd.

^{3. &}quot;Delinquency rate" refers to the total amount of receivables that are more than 3 months in arrears and special loan receivables (with judicial intervention), expressed as a percentage of the loan and lease receivables at the end of the period.

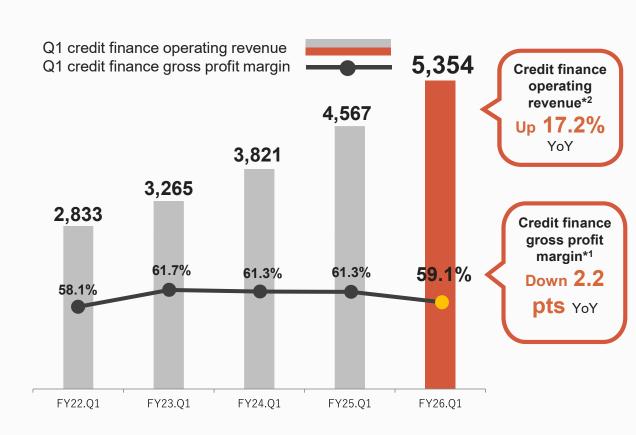
Finance segment

Segment Performance



- Although there was an impact of one-off losses (¥720 million) due to the failure of a core system, profit before tax excluding this impact remained strong, increasing by 28.8% YoY.
- Despite a decline in the credit finance gross profit margin, operating revenue grew by 20.5% YoY driven by the increase in loan receivables (up 22.7% YoY).
- Credit finance gross profit is expected to turn upward thanks to the effect of passing on higher interest rates to customers from March 2025.

	FY25 Q1	FY26 Q1	YoY change
Operating revenue	4,812	5,797	+20.5%
Operating profit	1,220	843	(30.8%)
Profit before tax	1,223	853	(30.3%)
Profit before tax [Excluding one-off losses	₁ [1,223]	[1,575]	[+28.8%]



^{*1} Calculated by dividing operating profit related to credit finance by operating revenue related to credit finance.

Furthermore, operating expenses at the time of calculation of credit finance gross profit margin are comprised of expenses directly incurred in order to acquire loan receivables (interest rates, guarantee fees, personnel costs, rent, etc.).

^{*2} Represents the total of operating revenue related to credit finance.



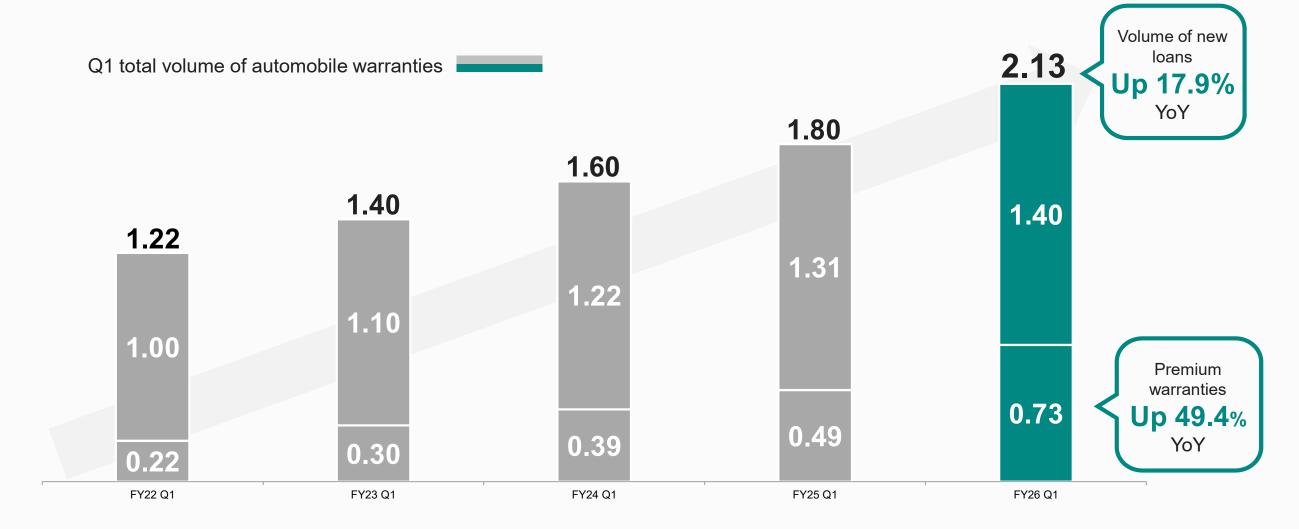
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Automobile warranty segment

Total Volume of New Warranties



- Tapping into new warranty customers as well as deepening relationships of trust with existing customers has not only increased the number of transactions but also the transaction amount per network store.
- While the number of used passenger vehicles registered was flat, the total volume of new warranties grew significantly, up 17.9% YoY.
- Premium warranties grew by an impressive 49.4% YoY. OEM warranties, which had been sluggish, are also showing signs of making a comeback due to improved after-sales support.



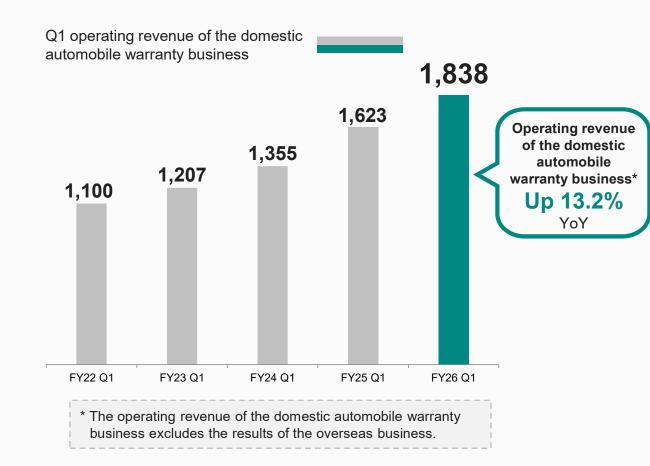
Notes: 1. "Total volume of new warranties" refers to the total amount of warranty contracts newly signed in the period.

Segment Performance



- Operating revenue is trending steadily, recording double digit growth. Furthermore, we recorded high growth in the volume of new loans in Q1, steadily building a foundation for revenue expansion.
- Although operating expenses increased amid increased SG&A expenses, such as advertising costs, profit before tax grew by double digits underpinned by ongoing coefforts.

	FY25 Q1	FY26 Q1	YoY change
Operating revenue	1,673	1,889	+12.9%
Operating profit	312	358	+14.8%
Profit before tax	333	391	+17.4%





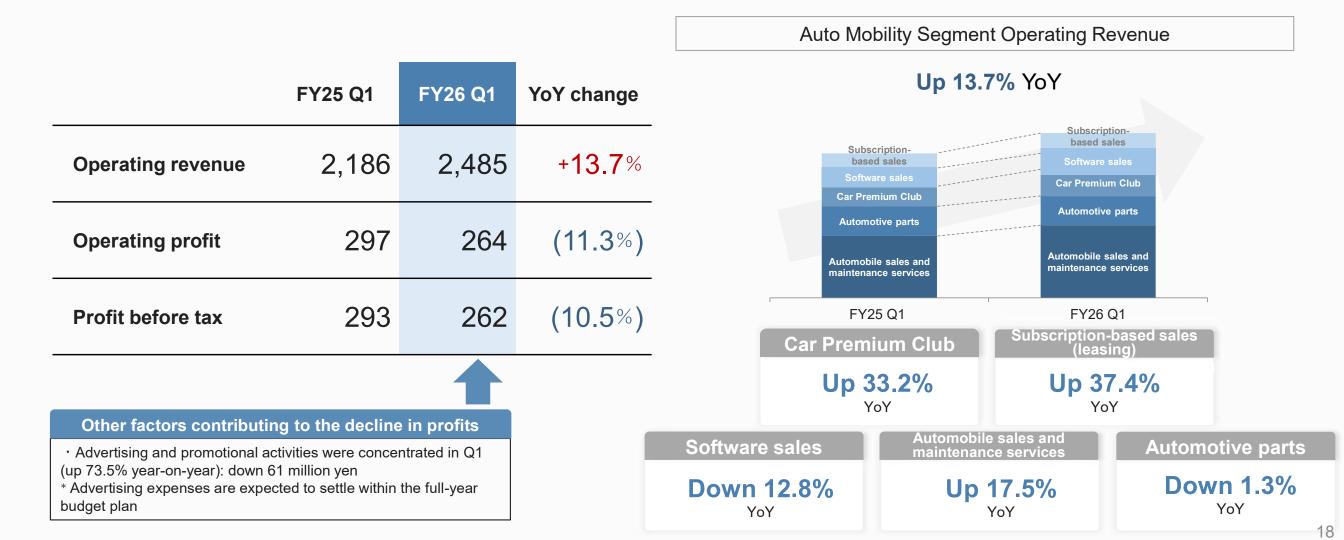
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Auto mobility segment

Segment Performance



- Car Premium Club's operating revenue continued to grow at a high rate of over 30% YoY, even as the effect of membership fee increases faded away.
- Gross profit per vehicle decreased due to the impact of falling market prices in automobile sales (Business-to-Business).
- Although software sales saw a decrease in both operating revenue and profit due to the time lag between orders and deliveries, we expect a recovery from Q2 onwards.
- Regarding the auto mobility services segment, we will review our business structure and aim to further strengthen its foundation from Q2 onward.





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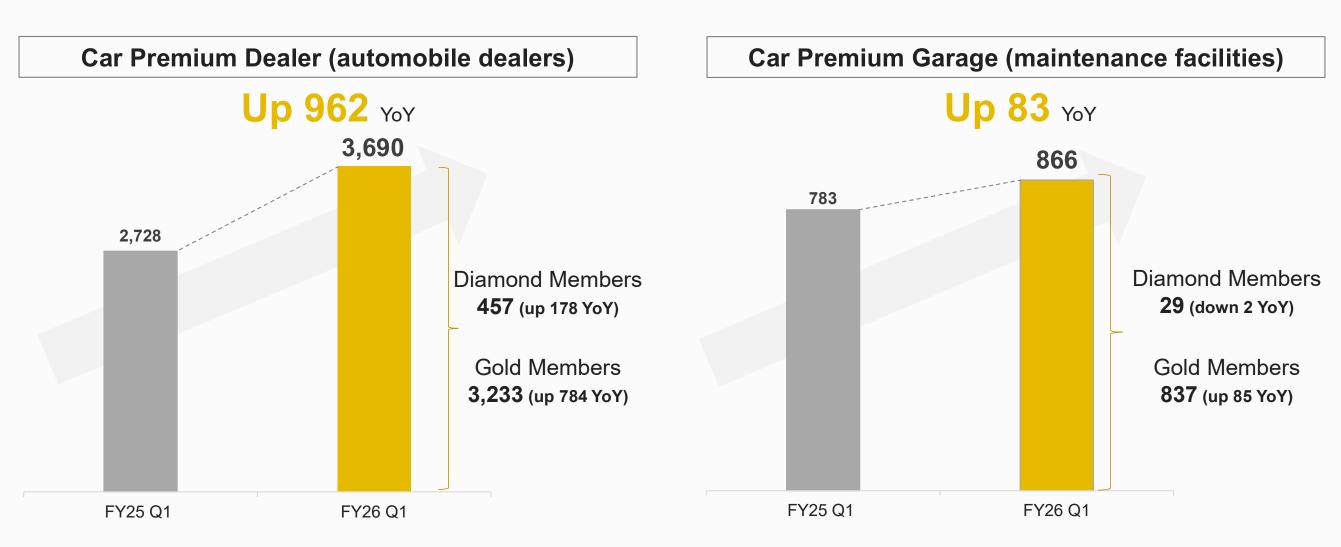
Car Premium Club

Progress in Car Premium Club Memberships



(Unit: companies/stores)

- The total of Car Premium Dealers and Car Premium Garages broke through the 4,500 mark, as we continue working to create the largest network in Japan
- As for Car Premium Dealer, our efforts to acquire new members and prevent turnover have been successful, as the growth rate remains at over 30% YoY.
- Through aggressive advertising and the newly launched Car Premium app*, we aim to increase visibility among both dealers and customers and acquire more members.





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Capital and business alliance with ITOCHU Corporation



We entered into a capital and business alliance agreement with ITOCHU Corporation with the objective of building a dominant used vehicle ecosystem, both domestic and overseas, and further expanding the mobility domain.



ITOCHU Group

Track record of overseas auto finance business development Domestic and overseas sales and business development capabilities

Premium Group

Service capabilities in the auto mobility domain



Investment ratio: approx. 1.97% (800,000 shares)

Effects of the business alliance between ITOCHU Corporation and Premium Group

Introduction and sales of the Premium Group's products and services to the ITOCHU Group

✓ Expansion of our business domain and strengthening of our competitiveness by utilizing the management resources of the ITOCHU Group, such as downstream strategies

<u>Joint business development in the domains of auto loans, automobile warranty and auto mobility, along with new</u> business creation

✓ Collaboration that contributes to enhancing each other's corporate value in the domain of domestic and overseas auto loans and auto mobility

(1) Partnerships with ITOCHU Group at present

✓ We have jointly invested in Eastern Commercial Leasing p.l.c. in Thailand, supporting the expansion of the auto loan business and promoting management reform.

(2) Future prospects

- √ Through this capital and business alliance, we will consider and implement strategic business development that leverages the strengths of the two companies, both domestic and overseas.
- ✓ We aim for sustainable growth while maintaining our strength as an independent company.

Other Progress

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(Unit: companies/stores)

Medium-Term Management Plan (MTP)*
Progress (Third Year)

► Click <u>here</u> for details of Medium-Term Management Plan, ONE & ONLY 2026

	FY2026 plan	FY26 Q1 results	Progress
Operating revenue	44,000	10,296	23.4%
Profit before tax	10,200	1,707	16.7%
Profit before tax [Excluding one-off losses]	[10,200]	[2,430]	[23.8%]

Car Premium Club Memberships Car Premium Dealer Progress: 73.8% 3,690 FY2026 target 5,000 Car Premium Garage Progress: 57.7% FY2026 target 1,500

Topics



Loan receivables broke through the ¥800 billion mark

 The total volume of new loans continues to grow steadily. This will accelerate the accumulation of loan receivables, helping us to reach ¥800 billion from ¥700 billion in a short period of time.



Selected as a DX Stock for the first time

 In recognition of our digital transformation initiatives that contribute to improving corporate value, we were selected as a Noteworthy DX Company for the third consecutive year, and subsequently selected as a DX Stock for the first time.



Making car life more convenient and safe

 We launched the Car Premium App that allows customers to manage all the services they need for car life with a single smartphone.



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Company Profile

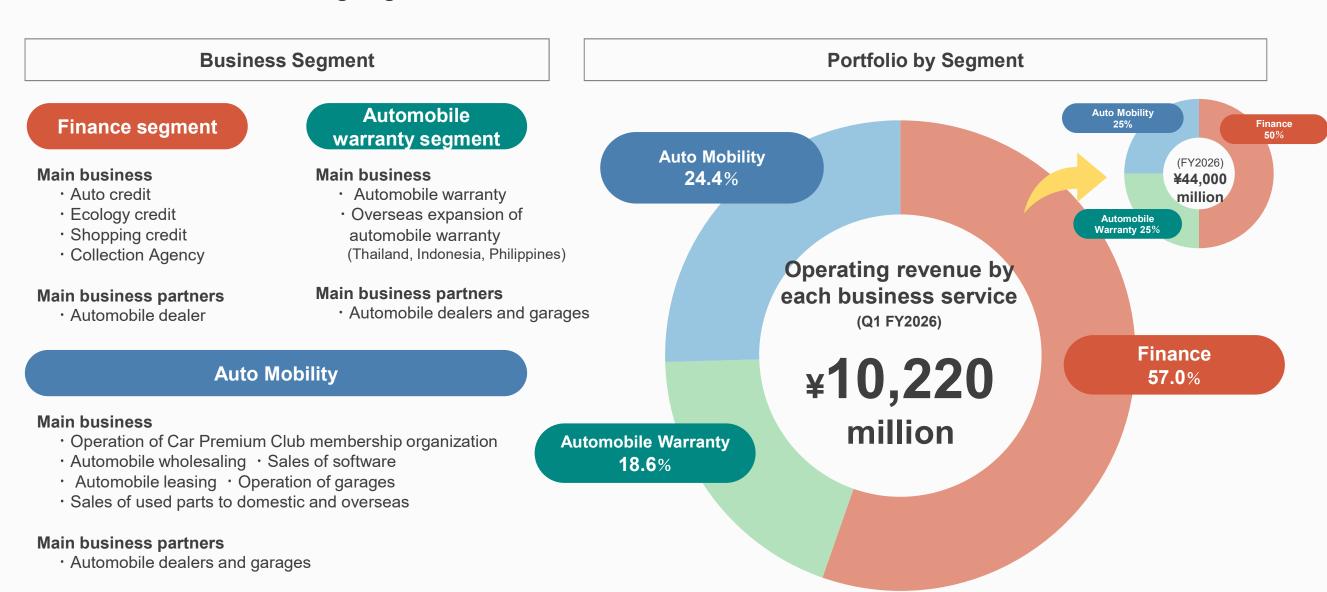


Name	Premium Group Co., Ltd.
Securities Code / Exchange	7199 / Prime Market of Tokyo Stock Exchange
Established	May 25, 2015 Note: 2007: Established Premium Co., Ltd. (Former name: G-ONE Credit Services Co., Ltd.)
Head Office	The Okura Prestige Tower, 2-10-4 Toranomon, Minato-ku, Tokyo
President and Representative Director	Yohichi Shibata
Number of Issued Shares	40,540,170 (As of June 30, 2025)
Capital	¥1,683 million (non-consolidated: as of June 30, 2025)
Number of Employees	864 (consolidated: as of June 30, 2025) (Note) Number of persons employed by the Group excluding temporary workers
Description of Business	Businesses in Japan and overseas* • Finance • Automobile warranty • Auto mobility • Car Premium (building a membership organization of automobile dealers and garages) * Overseas (Thailand, Indonesia, Philippines)

Description of Business

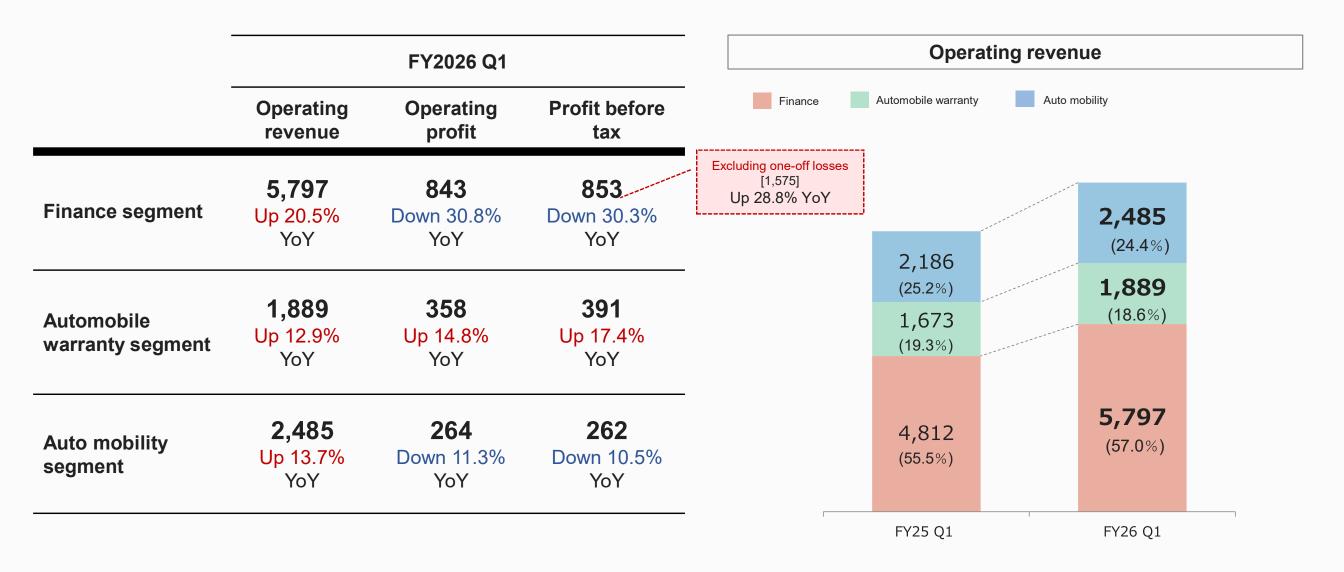


 Premium Group is an auto mobility company offering customers a vibrant car life alongside our network of car dealers and garages.



Performance by segment





Summary of New Medium-Term Management Plan ONE & ONLY 2026



Medium-Term Vision

Establishing the Car Premium business model,

seeking to become the ONE & ONLY auto mobility company

Numerical Targets (FY2026)

Operating revenue

¥44.0 billion

vs. FY2023: +74.6%

Profit before tax

¥10.2 billion

vs. FY2023: +91.0%

Profit attributable to owners of parent

¥7.0 billion

vs. FY2023: **+75.0**%

ROE

30-39%

FY2023 results: 34.7%

Market cap

¥140–175 billion

vs. FY2023: 204-255%

Key Issues



Car Premium

- Expanding the Car Premium Club
- · Establishing the Car Premium brand
- Strengthening ability to attract in-person/online customers



Finance

- Expanding Car Premium Dealers
- Increasing transaction volume per network store



Automobile warranty

- Expanding third-party warranties market
 Expanding sales focused on products
- Expanding sales focused on products developed in-house
- Reducing repair costs



Auto mobility services

- Enhancing auto mobility services
- Expanding scale of each auto mobility business
- Developing differentiated products

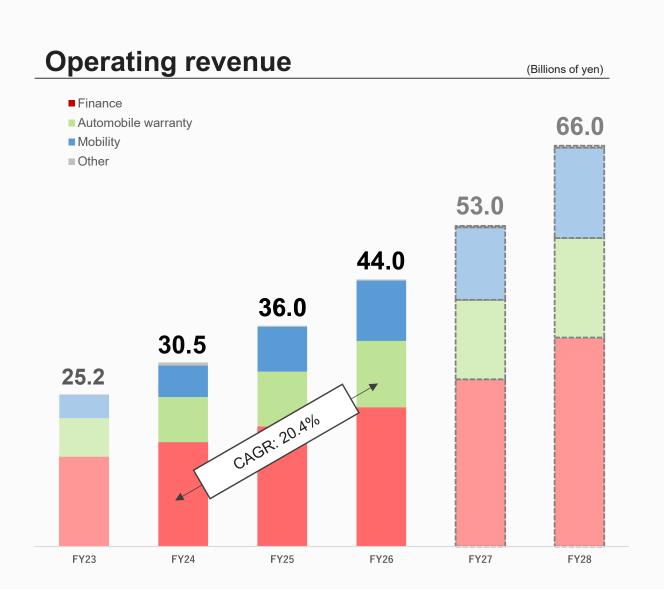
- Expanding volume
- Strengthening DX talent
- Ongoing investment in DX
- Using DX promotion to streamline operations and save labor

Establishing the Car Premium business model

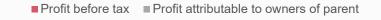


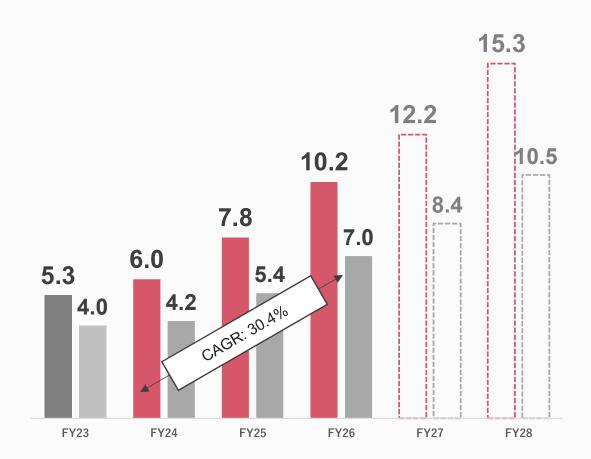
Medium-Term Management Plan: Numerical Targets — Management Indicators—





Profit before tax / Profit attributable to owners of parent (Billions of yen)





(FY24 Q3) Released Car Premium Anshin Shop



 Launched Car Premium Anshin Shop, a program that allows customers to access products and services with peace of mind, on Jan. 29, 2024

What is Car Premium Anshin Shop?

An outlet that provides services that guarantee "peace of mind" so that all customers fully understand and agree with the details of their transaction.

✓Fulfillment of the Company's standard
✓Peace of mind guarantee/ consent
with terms of service
✓Car Premium inspections

カープレミアクラブ

カープレミアクラブ Gold Members

プレミアグラブ Diamond Members

カープレミア あんしんショップ

- √ Provision of Anshin Service
- ✓ Display of top rankings on Car Premium website

Details of peace of mind guarantee and services

—

Guaranteed peace of mind when purchasing a vehicle



Guaranteed peace of mind after vehicle maintenance



We will provide accurate and detailed explanations so that customers fully understand and accept their purchase/work order.



We will provide a transparent document containing the details and costs of work.



We will carry out a Car Premium inspection before delivery for greater peace of mind.



Car Premium will pay up to ¥300,000 to repair any defects within 14 days after purchasing a vehicle Car Premium will pay up to ¥300,000 to repair any defects within 14 days after maintenance work

Other Indicators



Car Premium Dealer auto Ioan share*1

Up 21.9 pts YoY

63.8%

Maintaining strong growth underpinned by the increase in paid memberships **Number of sales staff**

Down 4 YoY*2

95

Not planning to increase sales staff significantly but rising PH*³ (establishing mechanisms and making sales activities more efficient) Al credit screening rate

Down 1.1 pts YoY

36.7%

Further increase screening accuracy to reduce screening time and standardize screening decisions

^{*1.} The percentage of Car Premium Dealers (membership organization for automobile dealers) as a share of the Company's auto loan volume.

^{*2} The change in the calculation method from Q2 FY2025 has been applied retroactively to the number of sales staff from FY2024.

^{*3} PH (per head) is the average monthly total volume of new loans per sales staff.

				Compared to	
	FY2025.Q1	FY2025	FY2026.Q1	the end of	
	(As of June 30, 2024)	(As of March 31, 2025)	(As of June 30, 2025)	previous	QoQ
				period	
Assets					
Cash and cash equivalents	18,267	17,159	22,989	+25.9%	+34.0%
Financing receivables	58,494	74,719	77,542	+32.6%	+3.8%
Other financial assets	8,067	8,366	8,434	+4.5%	+0.8%
Property, plant and equipment	3,423	5,396	5,389	+57.5%	△0.1%
Intangible assets	9,052	9,201	9,071	+0.2%	△1.4%
Goodwill	3,958	3,958	3,958	+0.0%	+0.0%
Investments accounted for using equity method	3,210	4,085	4,159	+29.6%	+1.8%
Deferred tax assets	6	50	121	+1865.4%	+141.0%
Insurance assets	8,113	42,130	47,540	+486.0%	+12.8%
Other assets	14,336	19,924	17,342	+21.0%	△13.0%
Total assets	126,926	184,988	196,545	+54.8%	+6.2%
Liabilities					
Financial guarantee contracts	47,443	81,245	77,128	+62.6%	△5.1%
Deferred warranty revenue	7,509	8,055	8,451	+12.5%	+4.9%
Borrowings	41,969	51,188	70,495	+68.0%	+37.7%
Other financial liabilities	7,968	16,686	13,320	+67.2%	△20.2%
Provisions	393	436	524	+33.2%	+20.1%
Income taxes payable	476	1,821	290	△39.0%	△84.1%
Deferred tax liabilities	1,367	836	1,114	△18.5%	+33.3%
Other liabilities	3,654	5,773	5,764	+57.8%	△0.2%
Total liabilities	110,778	166,039	177,086	+59.9%	+6.7%
Equity					
Equity attributable to owners of parent					
Share capital	1,700	1,700	1,700	+0.0%	+0.0%
Capital surplus	1,559	1,585	1,610	+3.3%	+1.6%
Retained earnings	15,331	17,949	18,403	+20.0%	+2.5%
Treasury shares	△ 3,109	△ 3,046	△ 3,043	△2.1%	△0.1%
Other components of equity	619	734	769	+24.1%	+4.7%
Total equity attributable to owners of parent	16,100	18,923	19,440	+20.7%	+2.7%
Non-controlling interests	48	26	20	△58.6%	△21.8%
Total equity	16,149	18,948	19,460	+20.5%	+2.7%
Total liabilities and equity	126,926	184,988	196,545	+54.8%	+6.2%

(April 1 - June 30)	FY2025.Q1 (April 1, 2024 - June 30, 2024)	FY2025.Q4 (January 1, 2025 - March 31, 2025)	FY2026.Q1 (April 1, 2025 - June 30, 2025)	YoY	QoQ
Operating revenue	8,674	8,980	10,296	+18.7%	+14.7%
Operating expenses	6,852	8,174	8,711	+27.1%	+6.6%
Operating profit	1,823	806	1,585	△13.1%	+96.7%
Share of profit of investments accounted for using equity method	17	16	29	+66.4%	+75.5%
Other finance income	45	3	108	+141.8%	+3112.4%
Other finance costs	8	22	14	+72.3%	△36.3%
Profit (loss) before tax	1,876	804	1,707	△9.0%	+112.5%
Income tax expense	600	268	491	△18.2%	+83.6%
Profit (loss)	1,276	536	1,216	△4.7%	+126.9%
Profit (loss) attributable to:					
Owners of parent	1,274	540	1,214	△4.7%	+124.8%
Non-controlling interests	2	△ 4	2	△22.1%	△143.4%

P/L (Operating revenue/Operating expenses)



(April 1 - June 30)	FY2025.Q1 (April 1, 2024 - June 30, 2024)	FY2025.Q4 (January 1, 2025 - March 31, 2025)	FY2026.Q1 (April 1, 2025 - June 30, 2025)	YoY	QoQ
Operating revenue					
Finance income	4,145	4,686	5,020	+21.1%	+7.1%
Warranty revenue	1,646	1,796	1,864	+13.3%	+3.8%
Automobility-related sales	1,493	1,789	1,724	+15.5%	△3.6%
Other commission sales	725	590	705	△2 . 8%	+19.4%
Automotive parts sales	447	351	442	△1.3%	+25.6%
Impairment gain on financial assets	147	△ 523	322	+118.7%	△161.7%
Revenue from the exercise of insurance policies	-	200	-	-	-
Other	70	90	219	+212.3%	+143.1%
Total	8,674	8,980	10,296	+18.7%	+14.7%

(April 1 - June 30)	FY2025.Q1 (April 1, 2024 - June 30, 2024)	FY2025.Q4 (January 1, 2025 - March 31, 2025)	FY2026.Q1 (April 1, 2025 - June 30, 2025)	YoY	QoQ
Operating expenses					
Finance costs	111	145	229	+105.8%	+58.2%
Warranty cost	886	908	977	+10.3%	+7.7%
Automobility-related costs	816	1,080	1,020	+24.9%	△5.6%
Guarantee commission	908	1,069	1,153	+27.0%	+7.9%
Cost of automotive parts external sales	340	273	328	△3.5%	+20.2%
Impairment losses on financial assets	-	225	-	-	-
Employee benefit expenses	1,594	1,703	1,796	+12.7%	+5.5%
Depreciation	453	515	534	+17.9%	+3.7%
Commission expenses	342	359	358	+4.6%	△0.4%
Taxes and dues	257	322	357	+38.8%	+11.0%
System operation costs	243	354	663	+172.7%	+87.2%
Outsourcing expenses	202	280	357	+77.0%	+27.7%
Other operating expenses	698	941	937	+34.3%	△0.4%
Total	6,852	8,174	8,711	+27.1%	+6.6%





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