



## FY2026.3 Q3 Financial Results Briefing Materials

Goldwin Inc. (8111)

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(Speaker: Kaneda, Director CSO, Managing Director)

Thank you very much for attending the FY2026.3 Q3 Financial Results Briefing today.

I.	FY2026.3 Q3 Results	P. 5	~	P. 12
II.	FY2026.3 Full-year Forecast	P. 13	~	P. 20
III.	Initiatives for Sustainable Growth	P. 21	~	P. 24

Now, I will explain the cumulative Q3 results and the progress toward the full-year forecasts.

Please allow me to first go over the results overview.

This is the table of contents.

**The performance was on track through November. In December, while we were affected by factors such as a decline in inbound demand from mainland China, the Q3 cumulative results exceeded last year's.**

	Month	Plan ratio	YoY
Q1	Apr.	107%	96%
	May	93%	95%
	Jun.	102%	101%
	Q1 total	101%	97%
Q2	Jul.	101%	112%
	Aug.	101%	109%
	Sep.	101%	105%
	Q2 total	101%	108%
First half total		101%	103%

	Month	Plan ratio	YoY
Q3	Oct.	101%	102%
	Nov.	100%	104%
	Dec.	87%	93%
Q3 total		96%	99%
Q3 Cumulative		99%	102%

Uses monthly net sales data; therefore, amounts and ratios do not match consolidated sales figures.

- Progress in October and November was on track with the plan.
- In December, a decline in inbound demand from mainland China and weak performance of some winter items due to warm winter resulted in net sales falling short of both the plan and the previous year.
- Despite the above impact, the cumulative Q3 results outperformed YoY.

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Here's how this slide is structured:  
the left side shows the monthly net sales for the first half, and the right side shows the monthly net sales for Q3.

In Q3, covering October to December, the net sales were 96% of the plan, and 99% YoY.

The cumulative results for the period from April to December were 99% of the plan, and 102% YoY.

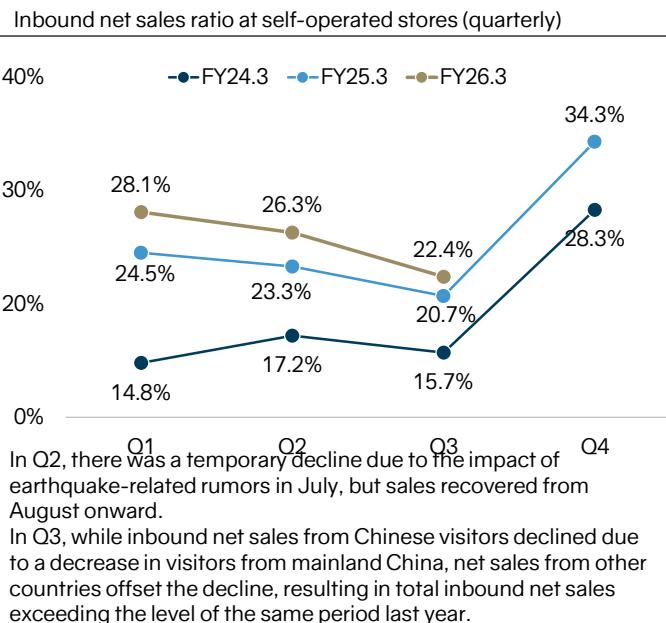
Looking at the monthly net sales, the December plan ratio, which came in only at 87%, was a significant factor in the Q3 shortfall.

This was partly because of a decline in inbound demand from mainland China.

Key Message : Inbound Net Sales Ratio at Self-operated Stores



**While inbound net sales from mainland China decreased starting in late November, this was offset by inbound net sales from other countries, resulting in net sales exceeding the level of the same period last year.**



Inbound net sales ratio at self-operated stores (monthly)

Q	Month	FY25.3	FY26.3	Difference	Share of inbound sales from China
Q1	Apr.	25.5%	30.9%	+5.3pt	55.2%
	May	24.2%	27.4%	+3.2pt	57.4%
	Jun.	23.9%	25.6%	+1.7pt	57.4%
	Q1 total	24.5%	28.1%	+3.5pt	56.6%
Q2	Jul.	24.8%	24.3%	(0.5pt)	59.4%
	Aug.	23.2%	28.3%	+5.1pt	65.6%
	Sep.	22.0%	26.3%	+4.3pt	57.3%
	Q2 total	23.3%	26.3%	+3.0pt	60.9%
Q3	First half total	<b>23.9%</b>	<b>27.2%</b>	<b>+3.3pt</b>	<b>58.6%</b>
	Oct.	24.6%	27.9%	+3.3pt	54.3%
	Nov.	17.8%	18.9%	+1.1pt	52.1%
	Dec.	20.9%	22.2%	+1.3pt	36.9%
	Q3 total	20.7%	22.4%	+1.7pt	47.2%
	Cumulative	<b>22.3%</b>	<b>24.9%</b>	<b>+2.6pt</b>	<b>53.6%</b>

(Note) "Mainland China" refers to the total of the PRC and Hong Kong.

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This slide explains the inbound net sales ratio and the factors driving recent changes.

In Q3, covering October to December, the inbound net sales ratio reached 22.4%, up 1.7pt YoY.

However, the data trend on the right shows that in late November onward, the number of inbound visitors from mainland China decreased, affecting December sales.

As you can see, China accounted for 52.1% of the inbound net sales in November, but the figure dropped to 36.9% in December alone.

## I. FY2026.3 Q3 Results

Despite external factors in December, revenue for the third quarter increased year-on-year.

Gross profit margin was maintained

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Now, I will explain the Q3 results.

### Q3 Results Summary

#### Q3 Results Summary

(Unit : million yen)	Net sales	Gross profit	Operating profit	Ordinary profit	Net income
Results (cumulative)	99,472	53,210	18,717	21,617	15,251
YoY (cumulative)	102.7%	105.6%	110.5%	98.8%	86.2%
YoY (Q3 only)	101.0%	103.8%	100.3%	104.6%	86.0%
Sales profit margin (=Previous year's results)	—	53.5% (52.0%)	18.8% (17.5%)	21.7% (22.6%)	15.3% (18.3%)

#### Quarterly Performance Trends

(Unit : million yen)		Q1	Q2	Q3	Cumulative
Net sales	Results	23,878	31,711	43,882	99,472
	YoY	97.1%	110.2%	101.0%	102.7%
Operating profit	Results	2,079	4,880	11,758	18,717
	YoY	113.1%	144.6%	100.3%	110.5%
Net income	Results	3,189	3,609	8,453	15,251
	YoY	87.1%	85.8%	86.0%	86.2%

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This slide summarizes the results through Q3.

Q3 cumulative net sales were 102.7% YoY.

As of Q3, covering October to December, net sales reached a record high, with the operating profit marking the second highest on record.

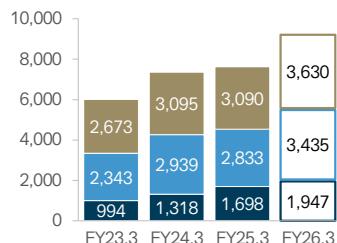
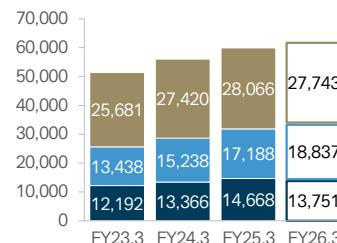
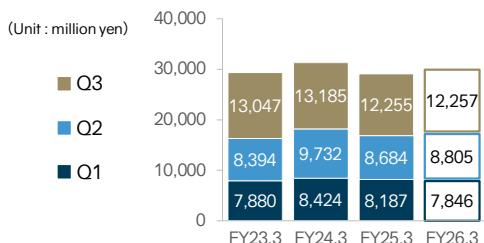
Despite the difficult circumstances, Q3 net sales exceeded the previous year's results.

**In the Lifestyle segment, net sales of some winter items fell short of expectations, resulting in a year-on-year decline. The Fashion segment remained strong, driven primarily by inbound sales.**

Net sales by business segment \*Excludes net sales from "Other" businesses, such as travel agencies and cafes.

(Unit : million yen)	Performance			Lifestyle			Fashion		
	First half	Q3	Q3 cumulative	First half	Q3	Q3 cumulative	First half	Q3	Q3 cumulative
Net sales	16,652	12,257	28,910	32,589	27,743	60,332	5,383	3,630	9,014
YoY	98.7%	100.0%	99.3%	102.3%	98.9%	100.7%	118.8%	117.5%	118.3%
YoY (million yen)	(220)	+1	(218)	+733	(322)	+410	+852	+539	+1,392
Sales composition ratio	30.5%	28.1%	29.4%	59.7%	63.6%	61.4%	9.9%	8.3%	9.2%

\*Special factors of Performance : 1.1 billion yen decrease in net sales due to discontinued brands



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I will now explain net sales trends by business segment.

First, the Performance segment generally performed stably on a cumulative quarterly basis, but was affected by a decrease in inbound demand from mainland China from December onward.

Next, in the Lifestyle segment, sales of some winter items fell short of expectations. As a result, Q3, covering October to December, saw performance fall below the previous year's level.

In addition, in the Fashion segment, THE NORTH FACE Purple Label maintained strong performance.

**December saw inbound sales from mainland China fall significantly below expectations. However, an increase in visitors from other Asian countries, Europe, and North America resulted in inbound net sales exceeding last year's results.**

Q3 (October to December) Inbound net sales at self-operated stores compared with last years' results by region

(Note) Excerpt from our database

	YoY				Composition ratio			
	Oct.	Nov.	Dec.	Q3 total	Oct.	Nov.	Dec.	Q3 total
Inbound total	130%	118%	99%	114%	100%	100%	100%	100%
Mainland China, Hong Kong	122%	116%	70%	99%	54%	52%	37%	47%
Asia *excluding Mainland China, Hong Kong	140%	115%	127%	127%	32%	33%	49%	38%
Europe	167%	157%	152%	160%	6%	7%	4%	6%
North America	132%	124%	146%	134%	5%	6%	6%	5%
Oceania	112%	107%	109%	109%	1%	1%	3%	2%
Others	138%	145%	187%	172%	2%	2%	2%	2%

- While the decrease in inbound from mainland China affected the results, the inbound net sales from other countries offset the decline, with the Q3 total reaching 114% of last year's result.
- Inbound net sales from Asia, primarily Taiwan, Korea, and Thailand, have increased. In December alone, they surpassed China, approaching 50% of inbound net sales.
- Although the composition ratio is still small at present, inbound sales from Europe and North America have also increased significantly.

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In Q3 (October to December), inbound net sales at our self-operated stores reached 114% YoY. However, in December alone, the YoY ratio was 99%.

Due to a decrease in the number of inbound visitors, inbound net sales from mainland China came in at 70% YoY.

The country's share had remained above 50% through November, but dropped to 37% in December alone.

However, inbound net sales from countries other than mainland China increased, supporting the overall performance.

In particular, net sales from Asian countries, including Taiwan, Korea, and Thailand, maintained double-digit growth, accounting for 49% in December alone.

In addition, although their share remains limited, net sales from European and North American customers also grew significantly.

**Anticipate further sales growth by advancing "optimization of target customer segments" and "improvement of the purchasing process."**

Optimizing target customer segments



Improving the purchasing process

Challenge categories	Current challenges in inbound tourism response	Future initiatives
Optimizing target customer segments	<ul style="list-style-type: none"> <li>■ Marketing initiatives targeting tourists from key countries (Southeast Asia, South Korea).</li> <li>■ Expanding regionally exclusive products and Made in Japan products highlighting "Japanese characteristics."</li> </ul>	<ul style="list-style-type: none"> <li>■ Implementing promotions in the local language.</li> <li>■ Expanding the product lineup to include mid-to-high-priced items and souvenirs.</li> <li>■ Differentiating brands by leveraging Japanese culture and expanding sales at tourist destination stores.</li> </ul>
Improving the purchasing process	<ul style="list-style-type: none"> <li>■ Adapting store layouts and product placement for inbound tourists.</li> <li>■ Providing multilingual support and implementing other measures to create a more comfortable shopping environment for inbound tourists.</li> <li>■ Strengthening engagement with inbound customers outside the store.</li> </ul>	<ul style="list-style-type: none"> <li>■ Prioritizing placement of heavy outerwear like down jackets in snow resort areas.</li> <li>■ Promoting longer in-store dwell times and a smoother purchasing process.</li> <li>■ Providing multilingual product descriptions.</li> <li>■ Enhancing the shopping experience and customer satisfaction.</li> <li>■ Hosting outdoor events.</li> <li>■ Opening THE NORTH FACE Depot Chubu Centrair International Airport.</li> </ul>

Next, I will go over how we plan to address inbound demand.

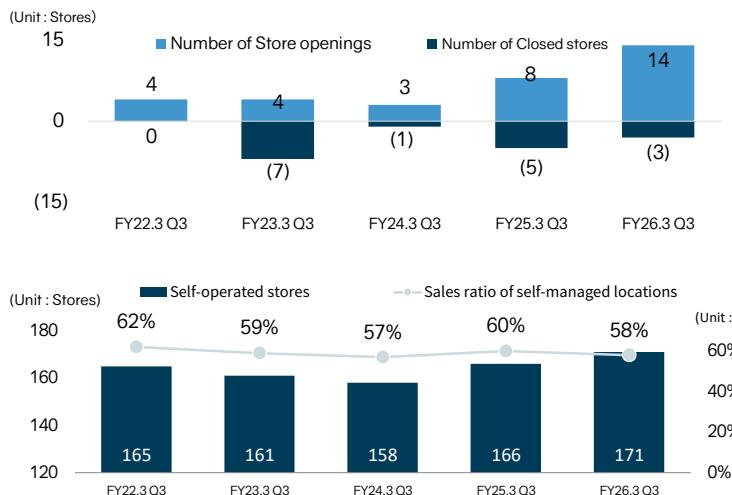
In short, we will simultaneously push forward with two strategies: optimizing target customer segments and improving the purchasing process.

By doing this, we will make our sales more sustainable and predictable.

## Trends in Sales Ratio of Self-managed Locations and Number of Self-operated Stores

**We opened a total of 14 new stores through Q3, mainly for Goldwin and THE NORTH FACE. In Q4, we will open new stores in Europe and Korea, and close the athletic brand stores, etc.**

Changes in the number of self-operated stores (top graph) and trends in the number of self-operated stores and sales ratio of self-managed locations (bottom graph)



	As of March 2025	Q3 cumulative		
		Openings	Closures	total
Goldwin	8 [6]	8 [6]	1 [(1)]	15 [11]
THE NORTH FACE	102	4	-	106
Other brands	50	2	(2)	50
Total	160	14	(3)	171

Scheduled store openings and closures (through March 31, 2026)  
\* [ ] =Overseas

	As of end of Q3	Q4 forecast		
		Openings	Closures	total
Goldwin	15 (11)	2 (2)	-	17 (13)
THE NORTH FACE	106	-	-	106
Other brands	50	1	(12)	39
Total	171	3	(12)	162

## [Q4 topics]

■ Goldwin: Openings in London and Seoul.\* The opening in NY scheduled for April.

■ Other brands: Closures of Canterbury, WOOLRICH and other stores.

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Next, I explain the openings of self-operated stores and sales ratio trends of self-managed locations.

During the cumulative Q3, we opened 14 new stores in Japan and overseas, mainly for Goldwin and THE NORTH FACE.

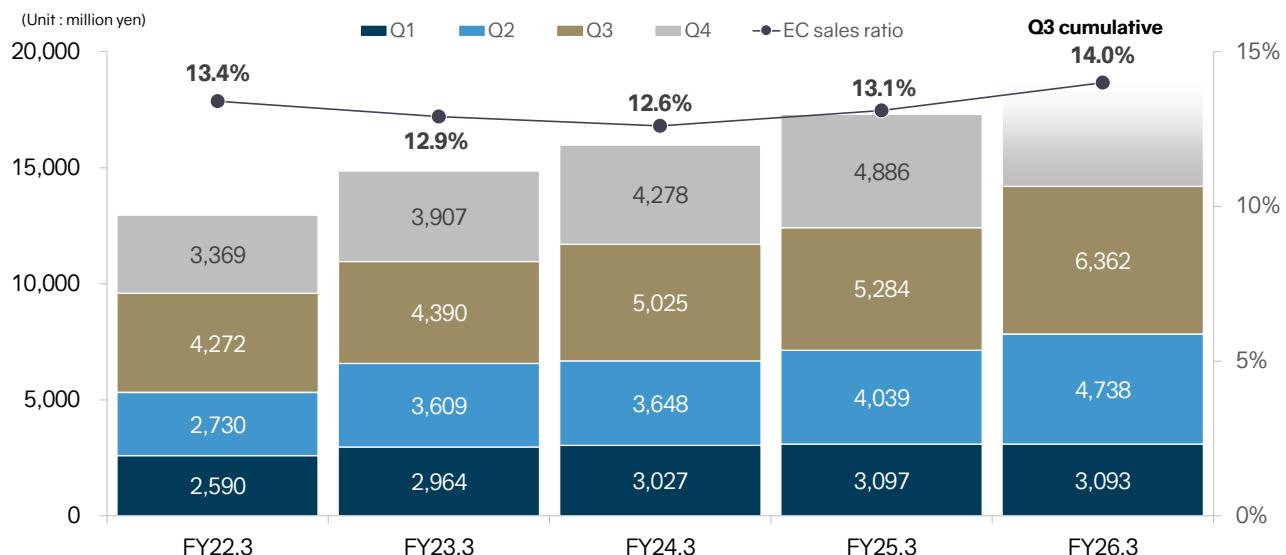
As a result, the number of self-operated stores is now 171, a net increase of 11 stores compared to the beginning of the fiscal year.

The sales ratio of self-managed locations was 58%, primarily because wholesale shipments of fall/winter products progressed during the period.

The full-year figure is projected to be around 60%.

In Q4, we plan to open stores for the Goldwin brand in London and Seoul, further accelerating our global expansion.

**The Q3 e-commerce net sales (cumulative) were 114.3% YoY, with third-party e-commerce platforms driving the strong performance and sustaining growth YoY.**



This slide shows our quarterly e-commerce net sales over time.

During the cumulative Q3, the EC net sales increased 14.3% YoY, accounting for 14% of the total net sales.

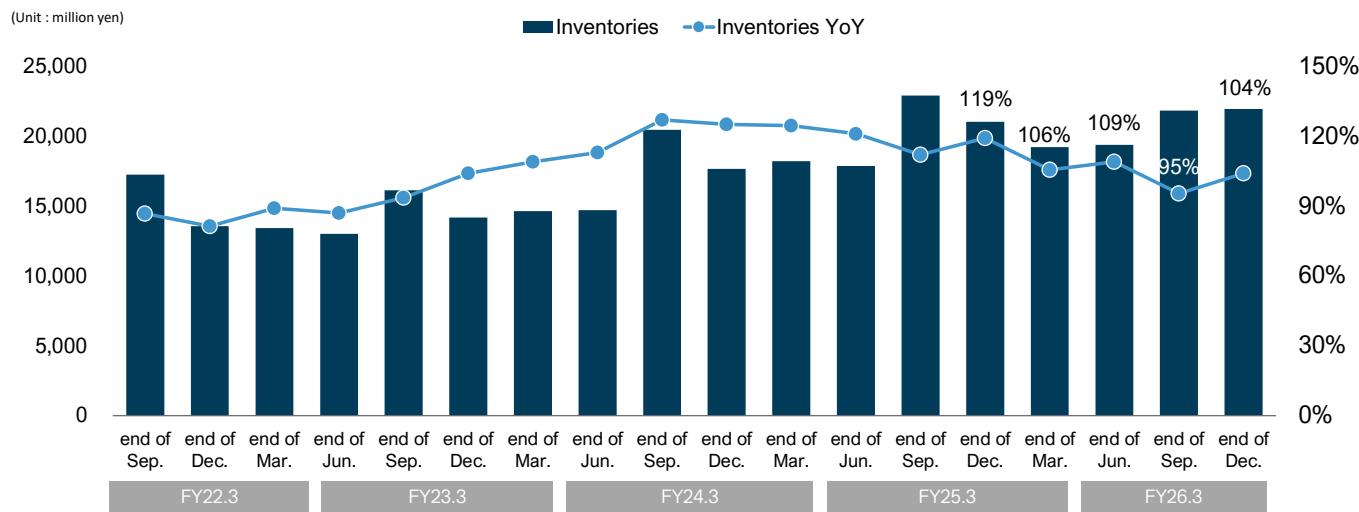
Inbound demand is subject to external factors. In particular, capturing domestic demand will be crucial to support our performance as arrivals from mainland China decrease.

We believe securing repeated purchases from existing customers will be key for e-commerce, as they are a crucial sales channel for capturing domestic customer demand.

## Trend in Inventories Balance

**We continued to align the inventory with actual demand. The inventory as of the end of December stood at 104% of the level in the same period of the previous year.**

## Quarterly trend in inventories balance



(Note) Inventories represent the total balance of merchandise and finished goods, work in progress, and raw materials and supplies.

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This slide shows quarterly trends in inventories balance.

The inventories balance at the end of December was 104% YoY. Although the figure has slightly increased from the previous year, we consider it under control.

## II. FY2026.3 Full-year Forecast

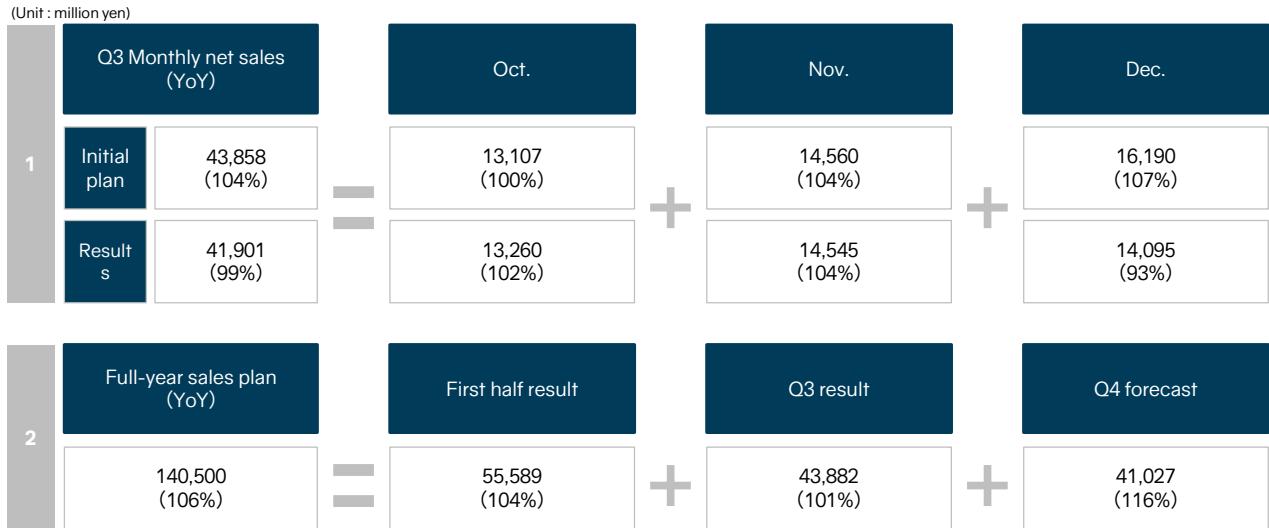
We will fully implement In-store Digestion-based Product Supply Business Model

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Now, I will explain the Q4 forecast as we work toward achieving the full-year target.

Q3 Trend in Monthly Net Sales and Q4 Performance Forecast for Achievement of the Full-year Plan



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This slide covers net sales, both previous results and net sales we still need to secure in order to achieve the full-year plan.

The upper row shows the monthly net sales for October, November, and December. The bottom row shows the first half and Q3 results, along with the Q4 forecast.

Since we need to exceed the previous year's performance, we will meticulously implement measures and track progress toward the end of the fiscal year.

We will bring forward the spring collection pitch for THE NORTH FACE to effectively capture peak demand. At the same time, we will further deepen the collaboration with wholesale accounts to run floor merchandising, inventory allocation, and promotions in a unified manner.

We will steadily implement these measures as we work toward achieving the full-year plan.

**The full-year forecasts have remained unchanged since the beginning of the fiscal year.**

(Unit : million yen)

Fiscal year	FY24.3	FY25.3	FY26.3		
	Results	Results	Full-year sales plan	YoY	YoY (million yen)
Net sales	126,907	132,305	140,500	106.2%	+8,195
Gross profit	67,173	68,925	—	—	—
Gross profit margin	52.9%	52.1%	52.7%	+0.6pt	—
Operating profit	23,847	21,905	25,900	118.2%	+3,995
Operating profit margin	18.8%	16.6%	18.4%	+1.8pt	—
Ordinary profit	32,601	30,806	33,900	110.0%	+3,094
Ordinary profit margin	25.7%	23.3%	24.1%	+0.8pt	—
Net income	24,281	24,444	25,400	103.9%	+956
Net income margin	19.1%	18.5%	18.1%	(0.4pt)	—

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This slide shows the FY2026.3 full-year plan.

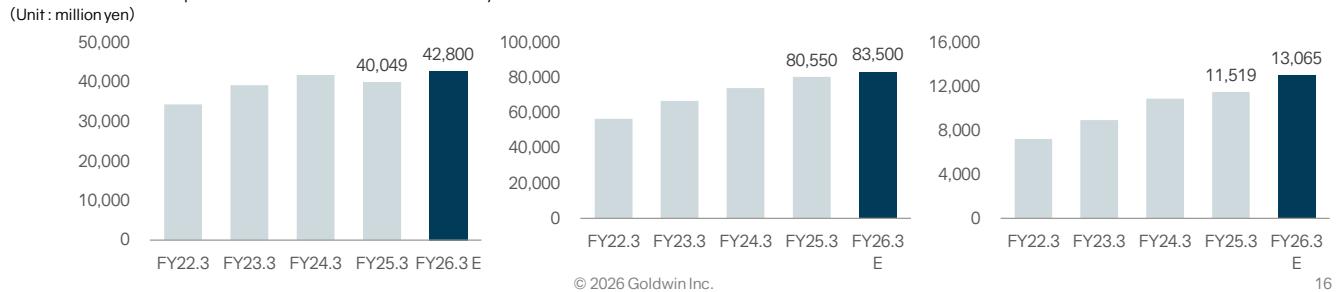
At this point, the full-year forecast remains unchanged.

**Further improve quality in the Performance area and develop new customer segments in Lifestyle and Fashion.**

Sales by Business segment \*Excludes net sales from "Other" businesses, such as travel agencies and cafes.

(Unit : million yen)	Performance			Lifestyle			Fashion		
	Q3 cumulative	Q4 forecast	Full-year sales plan	Q3 cumulative	Q4 forecast	Full-year sales plan	Q3 cumulative	Q4 forecast	Full-year sales plan
Net sales	28,910	13,890	42,800	60,332	23,168	83,500	9,014	4,051	13,065
YoY	99.3%	127.2%	106.9%	100.7%	112.3%	103.7%	118.3%	104.0%	113.4%
YoY (million yen)	(218)	+2,969	+2,751	+410	+2,540	+2,950	+1,392	+154	+1,546
Sales composition ratio	29.4%	33.8%	30.7%	61.4%	56.4%	59.9%	9.2%	9.9%	9.4%

\*Special factors of Performance : 1.1 billion yen decrease in net sales due to discontinued brands



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This slide shows the first-half results, second-half forecast, and full-year plan for our three main business segments.

As you can see, we expect growth in the Performance segment in the second half. In addition to expanding demand for winter clothing, gear sales are recovering.

Furthermore, many products from the Goldwin brand fall under the Performance segment, with their sales expected to drive earnings growth in the second half.

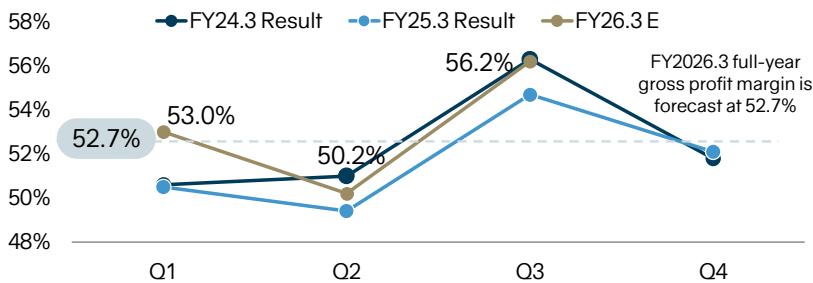
We anticipate net sales growth mainly for winter products and outdoor-related items, backed by resilient demand.

## Initiatives to Increase Gross Profit Margin



**Gross profit margin was 56.2% for the third quarter (October to December) and 53.5% on a cumulative basis (April to December), in line with the plan.**

### Gross profit margin trend



	Q1	Q2	Q3	Q4	total
FY22.3 Results	52.6%	49.8%	56.6%	49.5%	52.7%
FY23.3 Results	52.7%	49.0%	55.9%	49.0%	52.2%
FY24.3 Results	50.6%	51.0%	56.3%	51.8%	52.9%
FY25.3 Results	50.5%	49.4%	54.7%	52.1%	52.1%
FY26.3 Progress	53.0%	50.2%	56.2%	—	E 52.7%
YoY	+2.5pt	+0.8pt	+1.5pt	—	—

**FY2027.3 Gross profit margin forecast**  
Profit margin expected to remain in line with the medium-term management plan

Item	Current situation and forecast
Exchange rate impacts (2026 fall/winter)	As of FY2026.3 Q3, approximately 80% of the 2026 fall/winter merchandise order value is covered by FX hedges. The variance from the exchange rate assumed when setting retail prices is limited.
Exchange rate impacts (2027 spring/summer)	Given the current forex trends, a significant impact is unlikely.
Domestic expenses (Japanese materials, domestic inspections, etc.)	Our domestic expense ratio is higher than that of overseas brands, making us structurally resistant to exchange rate impacts.
Increases in factory personnel expenses, energy/transportation costs, etc.	Cost inflation pressures persist.

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This slide explains quarterly trends in gross profit margin and the full-year forecast.

As you can see, the FY2026.3 gross profit margin came in at 53.0% in Q1, 50.2% in Q2, and 56.2% in Q3, remaining above the previous year's levels for four consecutive quarters since the previous Q4.

This is because we have been enhancing our operational accuracy to support our gross profit margin through initiatives such as controlling procurement costs, optimizing inventory and maintaining a stable full-price sales ratio.

We will continue this management approach that considers gross profit margin in the following FY2027.3.

Analysis of changes in selling, general and administrative (SG&A) expenses for FY2026.3

**We are reallocating the reduction in business activity expenses to advertising expenses, rent, and logistics costs, decrease of 100 million yen is expected from the full year plan.**

Progress in SG & A expenses

(Unit: billion yen)

Item	YoY increase after deducting one-time expenses ①	Q1 YoY increase ②	Q2 YoY Increase amount ③	First half total ④=②+③	Second half revised Forecast ⑤=⑥-④	Full year revised forecast ⑥	Difference from initial forecast ⑦=⑥-①	Special Notes
Advertising expenses	+7	+2	+2	+3	+7	+10	+3	In the second half, there will be an exhibition celebrating the 25th anniversary of the E-commerce and SUMMIT series.
Personnel expenses	+18	+2	+3	+5	+10	+15	(3)	Delays in mid-career recruitment. Other than that, everything proceed as planned.
Rent fee	+6	+4	0	+4	+4	+8	+2	Increase in overseas store openings, etc.
Depreciation	+1	+1	0	+1	(1)	0	(1)	Progressing within plan.
Business activity expenses	+10	+1	+3	+4	+3	+7	(3)	Scrutiny of consulting contracts, etc.
Logistics expenses	+1	0	0	0	+1	+1	0	Increase in logistics volume.
Others	+3	+1	+1	+3	+2	+4	+1	Progressing within plan.
Total	+46	+11	+9	+20	+25	+45	(1)	Although there may be increases or decreases depending on the item, the total amount is expected to be executed as planned.

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This slide shows factors that contributed to changes in the expense plan as presented in Q2.

To date, the expense plan has since remained unchanged.

We will continue to rigorously scrutinize expense execution to ensure lean business operations.

## YOUNGONE OUTDOOR Corporation (YOC)

	Jul. 2025	Aug.	Sep.	Oct.	Nov.	Dec.	Jan. 2026	Feb.	Mar.
Goldwin (April to March period)	2Q			3Q			4Q		
		Strong performance of items adapted to climate change			Net sales growth despite the negative impact of reduced inbound sales from Chinese visitors, etc.			-	
YOUNGONE OUTDOOR Corporation (January to December period)		3Q		4Q			1Q		
		Strong performance driven by sales events, with double-digit growth YoY		Robust sales led by lightweight down jackets and insulated jackets			-		

\*YOC's fiscal year is January through December, with a three-month difference from our fiscal year.

## [Current topics]

- Both self-operated stores and outlets recorded double-digit YoY growth.
  - Despite the impact of instability in Korea, the December sales outperformed last year, supported by a temperature drop.
  - The sales were driven primarily by versatile lightweight down jackets and insulated jackets.
  - Ranked No.1 for the 12th consecutive year in the outdoor category of the 2025 National Customer Satisfaction Index (NCSI).
- The inbound demand showed a double-digit increase YoY.
  - Mainland China led in number of visitors, followed by Japan, Taiwan, and the US.
  - At THE NORTH FACE Myeongdong, 90% of the sales were attributed to inbound visitors.
- Appointed Park Bo-gum as a new ambassador.
  - Appeared at self-operated store events.

THE NORTH FACE WHITE LABEL Park Bo-gum, ambassador Seongsu



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This slide shows the sales data for THE NORTH FACE at YOUNGONE OUTDOOR Corporation (YOC) in Korea.

The business performance in Korea is reflected in our financial results with a lag of about three months.

Therefore, the upcoming results from October to December will be recorded as share of profit (loss) of entities accounted for using the equity method in Q4.

In the July–September quarter, strong momentum from seasonal promotional sales carried over into a solid launch of fall/winter items, resulting in double-digit YoY growth.

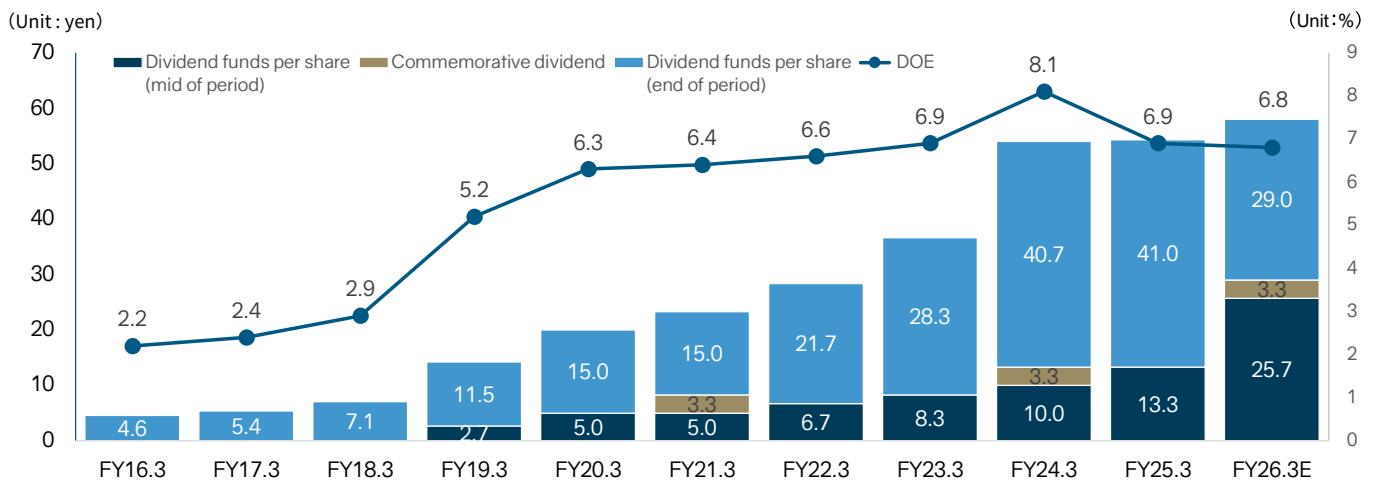
In September, the company appointed Park Bo-gum as a brand ambassador for THE NORTH FACE WHITE LABEL, along with other ongoing aggressive promotional initiatives.

Since October, performance has remained strong, particularly driven by versatile lightweight down jackets and insulated jackets, with continued double-digit growth.

Inbound demand from countries such as mainland China, Japan, Taiwan also provided a tailwind, solidifying the brand's popularity.

**Planning the 15th consecutive fiscal year of dividend increases in FY2026.3. Shifting to a full-year 50:50 dividend balance (interim : year-end).**

Dividend per share and DOE(Dividend on equity ratio) \*After the stock split



(Note) Figures shown are post-stock split, as a 3-for-1 stock split of common stock was conducted with an effective date of October 1, 2025.

A commemorative dividend of 3.3 yen (10 yen pre-split) was paid in FY2021.3 and FY2024.3.

The interim dividend for FY2026.3 includes a 75th-anniversary commemorative dividend of 3.3 yen (10 yen pre-split). The year-end dividend is planned to be an ordinary dividend of 29 yen per share, bringing the total annual dividend to 58 yen.

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Next, I will explain our shareholder return policy.

The content of this slide is unchanged from our earnings announcement in May. The dividend amounts shown are post-stock split, which was implemented on October 1, 2025.

### III. Initiatives for Sustainable Growth

Accelerating overseas expansion in line with the “Goldwin500” project

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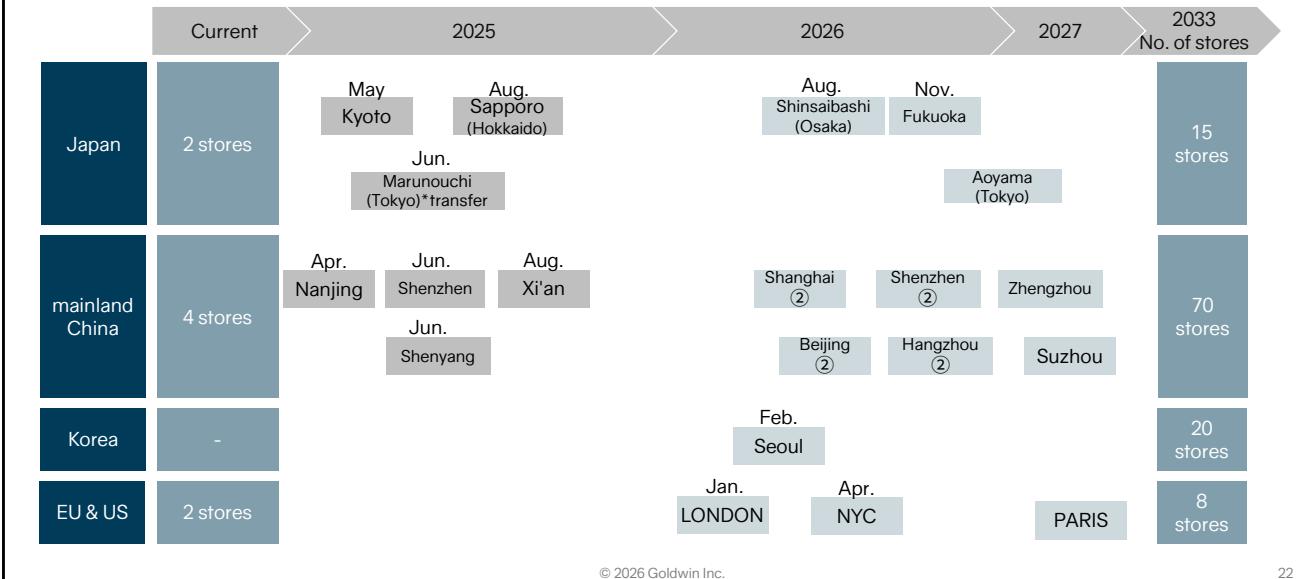
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Now, I will explain our initiatives for sustainable growth.

Goldwin Brand Store Opening Plan by Region



**Store openings are progressing as planned. Starting in January 2026, we will open stores in London, Seoul, and New York.**



This is the store opening plan for the Goldwin brand.

From the current fiscal year through the next, we are opening stores in three cities: London, Seoul and New York.

We recently opened the London store.

We are proceeding with store openings in Seoul in February and New York in April.

**We will accelerate openings outside mainland China toward March 2026 to expand our global presence.**



Goldwin London (Open on January 31, 2026)

- A street-level store facing Broadwick Street, located in the heart of London's Soho, lined with boutiques, markets, cafes, and live music venues
- Part of the global strategy to expand our presence in the UK and the rest of Europe, and ultimately generate ripple effects on the East Asian market



Goldwin Seoul (Scheduled for opening on February 14, 2026)

- Scheduled to open on the street level in the Dosan Park area, which is a particularly fashion-forward neighborhood in Gangnam District, Seoul, with a high traffic of domestic and international fashion industry professionals and creators
- The brand's largest store, spanning two floors (1F, 2F), featuring all Goldwin product categories

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This slide covers new self-operated stores opening in Q4.

We will also accelerate store openings outside mainland China to further expand global brand recognition and deepen our business foundation.

First, we opened a street-level store on Broadwick Street, located in the heart of London's Soho.

Broadwick Street is lined with boutiques, markets, cafes, and other lifestyle-related facilities. The new store will serve as the brand's flagship in Europe to enhance customer touch points and communication.

In addition to establishing the brand's presence in Europe, we also expect the store to generate broader exposure across regions through visitors and stakeholders.

Next, we plan to open a store in the Dosan Park area, a fashion-forward neighborhood in Seoul. This two-story store on the first and second floors will be the world's largest Goldwin brand store.

Offering all product categories as the brand's largest store, it will deepen the brand experience and foster community engagement, leveraging its strategic location that attracts fashion professionals and creators from Korea and abroad.

Opening of a self-operated store at Centrair International Airport, the gateway to the Chubu region

- Centrair International Airport serves as the international hub for the Tokai and Chubu regions. Its excellent accessibility to destinations across Japan makes it highly convenient, generating strong expectations for inbound demand from around the world.
- The store offers a wide range of products, including lightweight, easy-to-carry apparel and gear suitable for diverse travel scenarios, exclusive items, and a kids' category. The product lineup caters to a broad spectrum of needs, targeting not only inbound travelers but also domestic tourists.



Development of a new outerwear garment with adjustable insulation capabilities

- Goldwin Tech Lab is developing a new outerwear product designed to provide adaptable insulation for activities such as mountain climbing and trail running, where temperature fluctuations can be significant throughout the day.
- Looking ahead, this outerwear is intended to offer broad versatility, from sports to everyday use. By flexibly adapting to various climates and conditions, it will prove effective even in urban environments, where urban temperatures can fluctuate dramatically, despite mild winters.



Integrated Report Issued 2025

- Protecting the natural environment is an inseparable challenge for our company, whose primary business areas are sports and outdoor activities. Recognizing our responsibility as a sports apparel manufacturer, we aim to build a business that protects the planet.
- Our 2025 Integrated Report organizes and communicates our core philosophy, progress on our medium-term management plan, and outlook for future business activities, including financial and non-financial information and specific initiatives. <https://about.goldwin.co.jp/ir/integrated>



For your reference, this slide highlights some Q3 topics.

First, we opened a self-operated store at Chubu Centrair International Airport, enhancing the product mix to capture demand from inbound visitors and domestic travelers.

Next, we unveiled a new jacket with adjustable insulation designed for activities with large temperature variations. This was developed at the Goldwin Tech Lab, our research and development center at the Toyama Head Office.

In addition, we issued the Integrated Report 2025, sharing our philosophy and progress on our IR page.

This concludes today's presentation. Thank you again for your attention.

We will take any questions during the following Q&A session.  
Thank you for your continued support.

Summary Of The Income Statement For FY2026.3 Q3



(Unit : million yen)	Q1			Q2			Q3			Q4			Total		
	FY24.3	FY25.3	FY26.3	FY24.3	FY25.3	FY26.3	FY24.3	FY25.3	FY26.3	FY24.3	FY25.3	FY26.3E	FY24.3	FY25.3	FY26.3E
Net sales	23,150	24,601	23,878	27,946	28,766	31,711	43,736	43,465	43,882	32,075	35,472	41,027	126,907	132,305	140,500
Gross profit	11,710	12,433	12,646	14,249	14,205	15,907	24,611	23,755	24,656	16,603	18,531	-	67,173	68,925	-
Gross profit margin	50.6%	50.5%	53.0%	51.0%	49.4%	50.2%	56.3%	54.7%	56.2%	51.8%	52.2%	50.7%	52.9%	52.1%	52.7%
SG & A expenses	9,446	10,594	10,567	10,442	10,830	11,027	11,493	12,029	12,898	11,945	13,566	-	43,326	47,020	-
SG & A expenses ratio	40.8%	43.1%	44.3%	37.4%	37.6%	34.8%	26.3%	27.7%	29.4%	37.2%	38.2%	-	34.1%	35.5%	-
Operating profit	2,263	1,839	2,079	3,807	3,375	4,880	13,119	11,725	11,758	4,658	4,965	7,182	23,847	21,905	25,900
Operating profit margin	9.8%	7.5%	8.7%	13.6%	11.7%	15.4%	30.0%	27.0%	26.8%	14.5%	14.0%	17.5%	18.8%	16.6%	18.4%
Ordinary profit	4,172	4,258	3,759	5,008	5,659	5,334	14,396	11,968	12,523	9,025	8,920	12,282	32,601	30,806	33,900
Ordinary Profit margin	18.0%	17.3%	15.7%	17.9%	19.7%	16.8%	32.9%	27.5%	28.5%	28.1%	25.1%	29.9%	25.7%	23.3%	24.1%
Net income	3,347	3,660	3,189	3,976	4,205	3,609	10,251	9,829	8,453	6,707	6,748	10,148	24,281	24,444	25,400
Net income margin	14.5%	14.9%	13.4%	14.2%	14.6%	11.4%	23.4%	22.6%	19.3%	20.9%	19.0%	24.7%	19.1%	18.5%	18.1%

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### Launch of IR email distribution service and enhancement of Investors Relations website

#### IR email distribution service

We have launched an IR email distribution service to deliver company information to shareholders and investors as quickly as possible. We encourage you to register for this service.



<https://about.goldwin.co.jp/ir/mail>

#### Investor relations site

In addition to financial statements and information, we also provide content to help you gain a deeper understanding of our company. Our interview series is also now available.



<https://about.goldwin.co.jp/eng/ir>