Translation

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July 10, 2026

Summary of Consolidated Financial Results for the Nine Months Ended May 31, 2026 (Under Japanese GAAP)

Company name: coconala Inc.
Listing exchange: Tokyo Stock Exchange
Securities code: 4176
URL: https://coconala.co.jp/
Representative: Ayumu Suzuki, Chief Executive Officer
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Scheduled date for commencing dividend payments: -
Preparation of supplementary materials on financial results: Yes
Holding of financial results briefing session: Yes

(Amounts are rounded down to the nearest million yen, unless otherwise noted.)

1. Consolidated Financial Results for the Nine Months Ended May 31, 2026 (from September 1, 2025 to May 31, 2026)

(1) Consolidated Operating Results (Cumulative)

(Percentage figures represent year-on-year changes)

	Sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended May 31, 2026	7,642	8.2	410	42.2	416	60.1	284	(5.4)
May 31, 2025	7,061	67.0	288	(3.7)	260	21.5	300	24.9

(Note) Comprehensive income For the Nine months ended May 31, 2026: 283 million yen [10.7%]
For the Nine months ended May 31, 2025: 256 million yen [98.8%]

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Nine months ended May 31, 2026	12.65	12.35
May 31, 2025	12.64	12.38

(2) Consolidated Financial Position

	Total assets	Net assets	Equity-to-asset ratio
	Millions of yen	Millions of yen	%
As of May 31, 2026	6,610	2,708	33.8
As of August 31, 2025	6,325	2,417	31.8

(Reference) Total shareholders' equity: As of May 31, 2026: 2,237 million yen
As of August 31, 2025: 2,011 million yen

2. Cash Dividends

	Annual dividends per share				
	End of Q1	End of Q2	End of Q3	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended August 31, 2025	-	0.00	-	0.00	0.00
Fiscal year ending August 31, 2026	-	0.00	-		
Fiscal year ending August 31, 2026 (Forecast)				0.00	0.00

(Note) Revisions to the most recently announced dividend forecast: None

3. Forecast of Consolidated Financial Results for the Fiscal Year Ending August 31, 2026 (from September 1, 2025 to August 31, 2026)

(Percentage figures represent year-on-year changes)

	Sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	11,000	16.9	450	75.7	450	98.0	360	17.3	15.94

(Note) Revisions to the most recently announced earnings forecast: None

* Notes

(1) Significant changes in the scope of consolidation during the period: Yes

Newly consolidated: 1 company Frame Career Inc.,

Excluded from consolidation: None

(2) Application of accounting treatment specific to the preparation of quarterly consolidated financial statements: None

(3) Changes in accounting policies, changes in accounting estimates, and restatement of prior financial statements

(i) Changes in accounting policies due to revisions to accounting standards and other regulations: None

(ii) Changes in accounting policies other than those in i. above: None

(iii) Changes in accounting estimates: None

(iv) Restatement of prior financial statement: None

(4) Number of issued shares (common shares)

(i) Total number of issued shares at the end of the period (including treasury shares)

As of May 31, 2026	24,056,700 shares
As of August 31, 2025	24,047,300 shares

(ii) Number of treasury shares at the end of the period

As of May 31, 2026	1,654,390 shares
As of August 31, 2025	1,468,853 shares

(iii) Average number of shares outstanding during the period

Nine months ended May 31, 2026	22,462,607 shares
Nine months ended May 31, 2025	23,751,797 shares

* Review of the attached quarterly consolidated financial statements by certified public accountants or an audit firm: None

* Explanation regarding appropriate use of earnings forecasts, and other notes

The earnings outlook and other forward-looking statements contained in this document are based on information currently available to and certain assumptions that are deemed to be reasonable by coconala Inc. Accordingly, such statements should not be construed as a guarantee of achieving the results by coconala Inc. Actual results, etc. may materially differ from the forecast due to various factors.

○Contents of Attachment

1. Overview of Operating Results

(1) Overview of Operating Results for the Period under Review

coconala Inc. is developing services such as "coconala Skill Market," an EC service marketplace, with the vision of "Building a world where each of us can live 'our own story. ' " and aims to realize a one-of-a-kind service EC platform.

While the potential market size of inter-personal and inter-enterprise services targeted by the Company is extremely large at approximately 37 trillion yen (value estimated by the Japan Research Institute), the ratio of online transactions is said to be extremely small compared to the United States. The Company believes that the market for online service transactions is very important for society, as significant changes in lifestyles are occurring due to the advent of the era of 100-year lifespans and work-style reform.

During the third quarter consolidated accounting period, the Company promoted the acquisition of new needs in "coconala Skill Market" by, for example, renewing categories to explore areas where individuals with generative AI skills can play a more active role, resulting in the further expansion of the coconala ecosystem. In "Agent," for the purpose of further expanding the coconala ecosystem, the Company concluded a share transfer agreement regarding the acquisition of shares of Frame Career Inc., which operates an SES (System Engineering Service) business, and made it a subsidiary on March 2, 2026. In addition, the Company worked to improve productivity, streamline service delivery, and maximize added value by executing various measures such as utilizing AI and reviewing sales models.

As a result, for the third quarter consolidated cumulative period, gross merchandise value (GMV) was 12,799,685 thousand yen (down 0.5% year-on-year), revenues were 7,642,915 thousand yen (up 8.2% year-on-year), operating profit was 410,354 thousand yen (up 42.2% year-on-year), ordinary profit was 416,604 thousand yen (up 60.1% year-on-year), and profit attributable to owners of parent was 284,080 thousand yen (down 5.4% year-on-year).

Operating results by segment are as follows.

(i) Marketplace

In "Marketplace," "coconala Skill Market," "coconala Job Requests," and "coconala Legal Consultation" grew steadily. In "coconala Skill Market," the Company renewed service categories to improve purchaser convenience and further expand listings.
As a result, revenues were 4,503,266 thousand yen (up 6.0% year-on-year), and segment profit was 597,085 thousand yen (up 20.1% year-on-year).

(ii) Agent

In "Agent," "coconala Assist" is growing rapidly, and the business performance of coconala tech Inc. also significantly improved in terms of sales efficiency, with sales expansion accelerating. In addition, the Company has made Frame Career Inc., which operates an SES business, a subsidiary, and is expanding its business scale. Furthermore, both businesses are striving to improve productivity by using AI to improve business processes.
As a result, revenues were 3,139,648 thousand yen (up 11.7% year-on-year), and segment loss was 186,731 thousand yen (segment loss of 188,036 thousand yen in the same period of the previous fiscal year).

(2) Overview of Financial Position for the Period under Review

(i) Status of assets, liabilities and net assets

(Assets)

Total assets at the end of the current third quarter consolidated accounting period increased by 284,889 thousand yen from the end of the previous fiscal year to 6,610,124 thousand yen.
This was mainly due to an increase of 161,135 thousand yen in cash and deposits, as well as an increase of 125,383 thousand yen in goodwill resulting from the consolidation of Frame Career Inc.

(Liabilities)

Total liabilities at the end of the current third quarter consolidated accounting period decreased by 6,523 thousand yen from the end of the previous fiscal year to 3,901,448 thousand yen.
This was mainly due to an increase of 52,345 thousand yen in long-term borrowings, while deposits received decreased by 89,753 thousand yen.

(Net assets)

Total net assets at the end of the current third quarter consolidated accounting period increased by 291,413 thousand yen from the end of the previous fiscal year to 2,708,675 thousand yen.

This was mainly due to an increase of 288,909 thousand yen in retained earnings.

(3) Explanation of Consolidated Financial Results Forecast and Other Forward-looking Information

There are no changes to the forecasts of full-year financial results announced in the 'Summary of Consolidated Financial Results for the Fiscal Year Ended August 31, 2025' dated October 14, 2025.

The forecasts of financial results are based on information currently available to and certain assumptions that are deemed to be reasonable by coconala Inc. Actual results, etc. may differ due to various factors.

2. Quarterly Consolidated Financial Statements and Significant Notes Thereto

(1) Quarterly Consolidated Balance Sheets

(Thousands of yen)

	Previous fiscal year (As of August 31, 2025)	Nine months ended May 31 2026 (As of May 31, 2026)
Assets		
Current assets		
Cash and deposits	2,936,000	3,097,136
Accounts receivable - trade	874,589	952,863
Prepaid expenses	187,444	174,413
Income taxes refund receivable	2	-
Other	250,105	204,397
Total current assets	4,248,143	4,428,809
Non-current assets		
Property, plant and equipment		
Buildings	261,483	261,794
Tools, furniture and fixtures	106,358	101,139
Construction in progress	-	24,750
Accumulated depreciation	(188,945)	(221,723)
Total property, plant and equipment	178,896	165,960
Intangible assets		
Software	15,331	25,571
Goodwill	919,735	1,045,118
Customer-related intangible assets	317,335	271,607
Total intangible assets	1,252,402	1,342,297
Investments and other assets		
Investment securities	-	50,072
Long-term prepaid expenses	5,156	21,513
Guarantee deposits	500,227	485,330
Deferred tax assets	134,530	111,174
Other	3,778	3,778
Total investments and other assets	643,693	671,868
Total non-current assets	2,074,992	2,180,126
Deferred assets		
Share issuance costs	587	-
Bond issuance costs	1,511	1,187
Total deferred assets	2,098	1,187
Total assets	6,325,234	6,610,124

(Thousands of yen)

	Previous fiscal year (As of August 31, 2025)	Nine months ended May 31 2026 (As of May 31, 2026)
Liabilities		
Current liabilities		
Accounts payable - trade	270,457	288,602
Accounts payable - other	446,226	410,200
Accrued expenses	75,532	85,349
Income taxes payable	57,098	82,294
Advances received	722,364	685,729
Deposits received	882,360	792,607
Current portion of long-term borrowings	209,988	247,200
Current portion of bonds payable	20,000	20,000
Provision for bonuses	2,224	17,048
Provision for point card certificates	2,320	2,408
Provision for coupons	8,742	9,384
Other	80,918	111,064
Total current liabilities	2,778,232	2,751,890
Non-current liabilities		
Bonds payable	60,000	40,000
Long-term borrowings	934,201	986,546
Deferred tax liabilities	98,543	85,950
Asset retirement obligations	36,995	37,061
Total non-current liabilities	1,129,739	1,149,557
Total liabilities	3,907,972	3,901,448
Net assets		
Shareholders' equity		
Share capital	1,255,356	1,255,771
Capital surplus	1,019,123	1,018,563
Retained earnings	255,323	544,232
Treasury shares	(518,109)	(581,116)
Total shareholders' equity	2,011,693	2,237,450
Share acquisition rights	401,116	467,039
Non-controlling interests	4,452	4,185
Total net assets	2,417,262	2,708,675
Total liabilities and net assets	6,325,234	6,610,124

(2) Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income

(Quarterly Consolidated Statements of Income)

(Thousands of yen)

	Nine months ended May 31, 2025 (From September 1, 2024 To May 31, 2025)	Nine months ended May 31, 2026 (From September 1, 2025 To May 31, 2026)
Sales	7,061,077	7,642,915
Cost of sales	2,493,537	2,827,656
Gross profit	4,567,539	4,815,259
Selling, general and administrative expenses	4,278,975	4,404,905
Operating profit	288,563	410,354
Non-operating income		
Interest income	2,018	2,982
Income from refund	1,447	1,690
Compensation for damage	2,204	3,578
Consulting fee income	7,727	-
Gain on adjustment of accounts payable	-	4,253
Difference in consumption taxes	-	9,173
Other	3,483	2,367
Total non-operating income	16,880	24,045
Non-operating expenses		
Interest expenses	11,166	13,399
Loss on valuation of investment securities	30,000	-
Share of loss of entities accounted for using equity method	207	-
Other	3,813	4,395
Total non-operating expenses	45,187	17,795
Ordinary profit	260,257	416,604
Extraordinary losses		
Loss on sale of shares of subsidiaries	1,409	-
Total extraordinary losses	1,409	-
Profit before income taxes	258,847	416,604
Income taxes - current	88,741	112,369
Income taxes - deferred	(84,038)	20,421
Total income taxes	4,702	132,791
Quarterly net profit	254,145	283,813
Quarterly net loss attributable to non-controlling interests	(46,185)	(267)
Profit attributable to owners of parent	300,331	284,080

(Quarterly Consolidated Statements of Comprehensive Income)

(Thousands of yen)

	Nine months ended May 31, 2025 (From September 1, 2024 To May 31, 2025)	Nine months ended May 31, 2026 (From September 1, 2025 To May 31, 2026)
Quarterly net profit	254,145	283,813
Other comprehensive income		
Valuation difference on available-for-sale securities	2,240	-
Total other comprehensive income	2,240	-
Quarterly comprehensive income	256,385	283,813
(Breakdown)		
Comprehensive income attributable to owners of parent	300,345	284,080
Comprehensive income attributable to non-controlling interests	(43,959)	(267)

(3) Notes to Quarterly Consolidated Financial Statements

(Segment Information, Etc.)

[Segment information]

I. Nine months ended May 31, 2025

1. Information about revenues and profit or loss for each reportable segment and breakdown of revenue

(Thousands of yen)

	Reportable segments			Other (Note 1)	Total (Note 2)
	Marketplace	Agent	Total		
Sales					
Goods transferred at a point in time	3,707,879	-	3,707,879	-	3,707,879
Goods transferred over a certain period	541,559	2,811,638	3,353,198	-	3,353,198
Revenue from contracts with customers	4,249,439	2,811,638	7,061,077	-	7,061,077
Other revenue	-	-	-	-	-
Revenues from external customers	4,249,439	2,811,638	7,061,077	-	7,061,077
Intersegment operating revenue or transfers	-	-	-	-	-
Total	4,249,439	2,811,638	7,061,077	-	7,061,077
Segment profit or (loss)	497,059	(188,036)	309,023	(20,459)	288,563

(Note) 1. The "Other" category represents business segments that are not included in the reportable segments and includes the investment business.

2. Total amount of segment profit or loss corresponds to operating profit described in the quarterly consolidated statement of income.

II. Nine months ended May 31, 2026

1. Information about revenues and profit or loss for each reportable segment and breakdown of revenue

(Thousands of yen)

	Reportable segments			Total (Note)
	Marketplace	Agent	Total	
Sales				
Goods transferred at a point in time	3,879,878	-	3,879,878	3,879,878
Goods transferred over a certain period	623,388	3,139,648	3,763,036	3,763,036
Revenue from contracts with customers	4,503,266	3,139,648	7,642,915	7,642,915
Other revenue	-	-	-	-
Revenues from external customers	4,503,266	3,139,648	7,642,915	7,642,915
Intersegment operating revenue or transfers	-	-	-	-
Total	4,503,266	3,139,648	7,642,915	7,642,915
Segment profit or (loss)	597,085	(186,731)	410,354	410,354

(Note) Total amount of segment profit or loss corresponds to operating profit described in the quarterly consolidated statement of income.

2. Disclosure of changes, etc. in reportable segments

(Changes in reportable segments)

In the previous fiscal year, all shares of CREST Skill Partners Inc. (formerly coconala Skill Partners Inc.), which was a consolidated subsidiary of coconala Inc., were transferred. As a result, CREST Skill Partners Inc. (formerly coconala Skill Partners Inc.) and its subsidiary CSP No.1 Investment Limited Partnership have been excluded from the scope of consolidation of coconala Inc. Accordingly, the "Other" category has been abolished from the first quarter consolidated accounting period.

3. Information about impairment losses of non-current assets or goodwill, etc. for each reportable segment

(Significant changes in the amount of goodwill)

In the current nine months ended May 31, 2026, all shares of Frame Career Inc. were acquired, and it has been newly included in the scope of consolidation. The increase in goodwill due to this event in the "Agent" segment is 196,243 thousand yen.

(Notes when there are significant changes in amounts of equity)
Nine months ended May 31, 2025
1. Dividends paid
Not applicable.

2. Dividends with a record date in the current nine months ended May 31, 2025, for which the effective date is after the last day of the current nine months ended May 31, 2025
Not applicable.

3. Significant changes in shareholders' equity
(1) At a meeting of the Board of Directors held on January 14, 2025, the Company resolved to acquire treasury shares with an upper limit of 500,000 total shares of issued common stock and a total acquisition price of 150,000 thousand yen from January 15, 2025 to March 31, 2025. By March 31, 2025, the Company acquired 405,500 shares of common stock for 132,274 thousand yen through market purchase at the Tokyo Stock Exchange.
As a result, treasury shares increased by 132,296 thousand yen, and treasury shares amounted to 132,296 thousand yen at the end of the third quarter of the current consolidated cumulative period.

(2) Pursuant to a resolution of the 13th Annual General Meeting of Shareholders held on November 27, 2024, the Company reduced the amount of legal capital surplus by 2,054,957 thousand yen and transferred this amount to other capital surplus on January 10, 2025, in accordance with the provisions of Article 452 of the Companies Act. At the same time, the Company transferred a portion of the increased other capital surplus to retained earnings brought forward to compensate for the deficit.
As a result, retained earnings increased by 1,682,159 thousand yen, and retained earnings amounted to 248,749 thousand yen at the end of the third quarter of the current consolidated cumulative period.

Nine months ended May 31, 2026
1. Dividends paid
Not applicable.

2. Dividends with a record date in the third quarter of the current consolidated cumulative period and an effective date after the end of the third quarter of the current consolidated cumulative period
Not applicable.

3. Significant changes in shareholders' equity
At a meeting of the Board of Directors held on December 5, 2025, the Company resolved to acquire treasury shares with an upper limit of 300,000 total shares of issued common stock and a total acquisition price of 100,000 thousand yen from December 8, 2025 to February 28, 2026. By December 9, 2025, the Company acquired 290,800 shares of common stock for 99,981 thousand yen through market purchase at the Tokyo Stock Exchange. In addition, based on a resolution of the Board of Directors held on November 26, 2025, the Company disposed of 105,263 treasury shares as restricted share awards.
As a result, treasury shares increased by 99,981 thousand yen due to acquisition and decreased by 36,974 thousand yen due to disposal, and treasury shares amounted to 581,116 thousand yen at the end of the third quarter of the current consolidated cumulative period.

(Notes on going concern assumption)
Not applicable.

(Notes to quarterly consolidated statement of cash flows)
The quarterly consolidated statement of cash flows for the third quarter of the current consolidated cumulative period has not been prepared. Depreciation (including amortization of intangible assets excluding goodwill and customer-related intangible assets), amortization of goodwill, and amortization of customer-related intangible assets for the third quarter of the consolidated cumulative period are as follows.

	Nine months ended May 31, 2025	Nine months ended May 31, 2026
Depreciation	42,889 thousand yen	62,377 thousand yen
Amortization of goodwill	65,953 thousand yen	70,860 thousand yen
Amortization of customer-related intangible assets	45,728 thousand yen	45,728 thousand yen

(Significant events after reporting period)
Not applicable.