Obbli

FY2026 1Q

Supplementary Materials for Financial Results

August 6, 2026

SAN-AI OBBLI CO., LTD. (Stock code: 8097)

CAUTIONARY STATEMENT

This document was prepared using our machine translation. This document is to be used solely as a reference and in cases where any differences occur between English version and the original Japanese version, the Japanese version shall prevail.

This document contains forward-looking statements, including statements regarding our management plans and future performance. These statements are based on our judgment at the present time. Actual results may differ materially from these statements because of various risks and uncertainties.

We assume no responsibility for any investment activities conducted based on the material contained in this document. You will be asked to make decisions regarding investment in your own judgment.

[About the notation in this material]

- **In principle, the figures in these materials are stated in millions of yen.**
- **Fiscal years beginning in April and ending in March 2027 (from April 2026 to March 2027) are indicated as “Fiscal 2026” or “FY 2026."**

Business Overview

Petroleum-related Business

Petroleum-related Business supplies petroleum products across the country through wholesale to dealers, sales of industrial fuels and lubricants for factories, and retail sales at SS (service stations). Affiliated SS 979 locations as of June 30, 2026

Chemical Products-related Business

Chemical Products-related Business manufactures and sells biocide products and commercial car wash products. In addition, it sells petroleum-based solvents and tackifiers wholesale.

Gas-related Business

LPG Sales Business sells residential and commercial LP gas and sells renovations and gas appliances mainly in the Kanto and Tokai areas, Chugoku and Kinki areas, and Kyushu areas.

126 thousand retail customers as of June 30, 2026

Natural Gas Sales Business supplies to factories and the others using the Saga Natural Gas Pipeline, etc., and also supplies city gas to general consumers in Saga Prefecture.

Aviation-related Business

Aviation-related Business operates aviation fuel facilities and refuel aircraft at Haneda Airport. Additionally, the business operates aviation fuel facilities and refueling operations at 28 locations across Japan, from Hokkaido to Okinawa.

Other Businesses

The Other Business include cleaning and surface treatment for metal products, construction work and so on. In recent years, the revenue ratio of component cleaning of semiconductor manufacturing equipment has increased.

Operating Results and Key Points

Obbli 三愛オブリ株式会社

Financial Results for FY 2026 1Q

(Millions of yen)

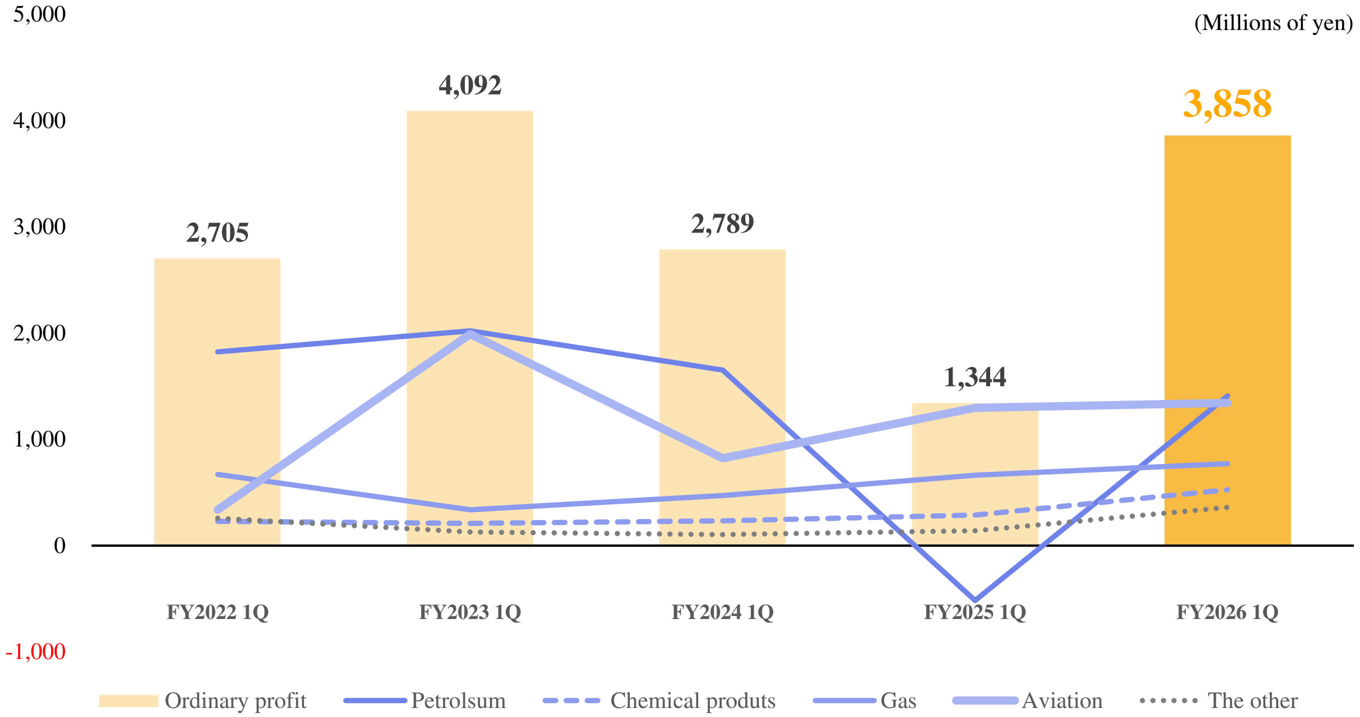
	FY2025 1Q	FY2026 1Q	Year on year changes	Year on Year Difference
Net sales	154,034	144,578	-6.1%	-9,456
Operating profit	1,021	3,465	+239.4%	+2,444
Ordinary profit	1,344	3,858	+186.9%	+2,513
Profit attributable to owners of parent	1,073	2,667	+148.6%	+1,594

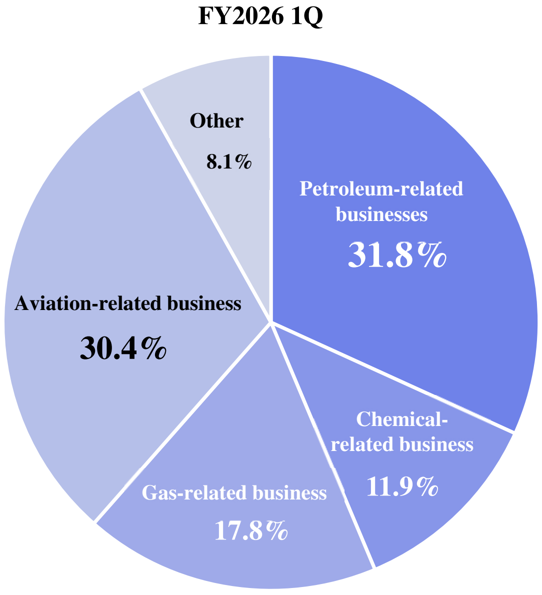
- **Net sales** : Declined slightly due to a decrease in the sales volume of petroleum products.
- **Ordinary profit** : Increased due to a recovery in the performance of Petroleum-related business, coupled with strong performance in Chemical products-related business.
- **Net Profit** : Increased across all segments, reflecting steady progress.

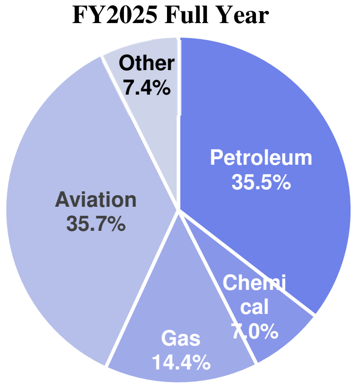
Change in segment separates ordinary profit

Obbli 三愛オブリ株式会社

- In the Petroleum-related business, Kygnus Sekiyu K.K., whose profitability had deteriorated in the previous period, recovered its performance.
- In the Aviation-related business, although aviation fuel handling volume decreased slightly from the same period previous year, profits remained solid.

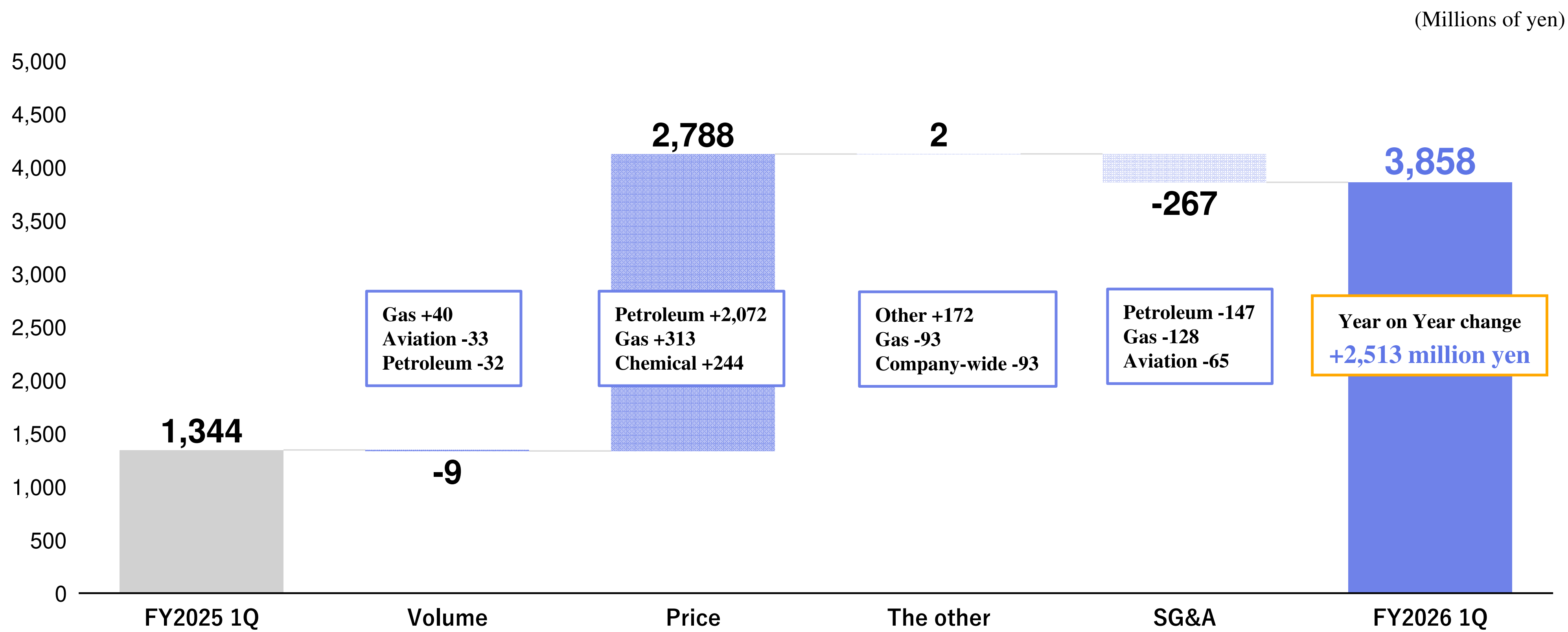






Ordinary Profit YoY Change Breakdown

Obbli 三愛オブリ株式会社



- The profit/loss impact from inventory is included in the unit price factor.
- The other factors include increases and decreases in commission income, excluding commissions on aviation fuel, net sales of completed construction contracts, and non-operating income and expenses.

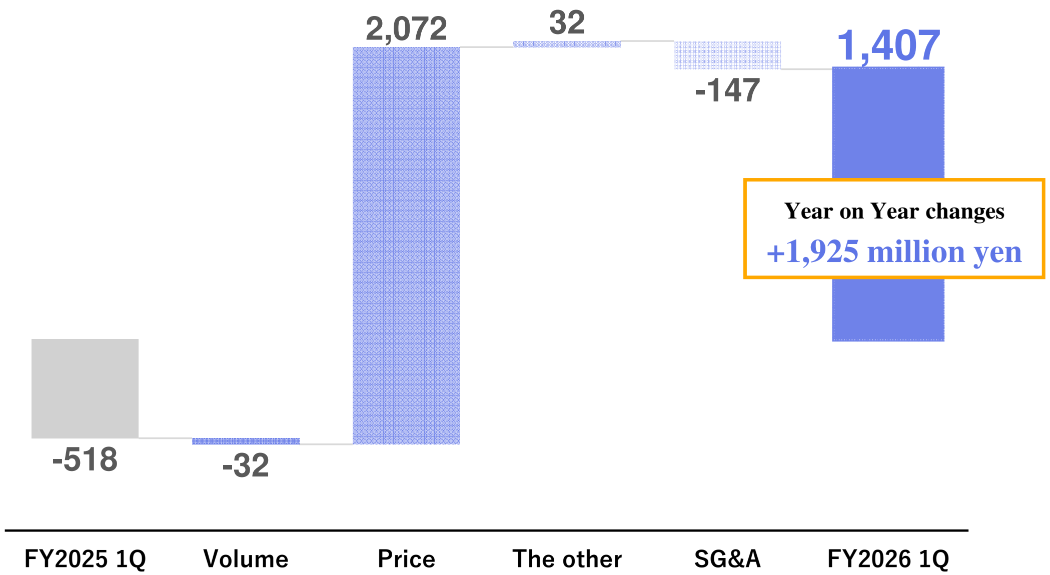
Factors for Changes by Segment

Obbli 三愛オブリ株式会社

Petroleum-related Business

Kygnus Sekiyu K.K., which had seen a decline in profitability in the same period last year, recovered its performance.
Although sales volume per location increased at directly operated SS, profit margins declined.

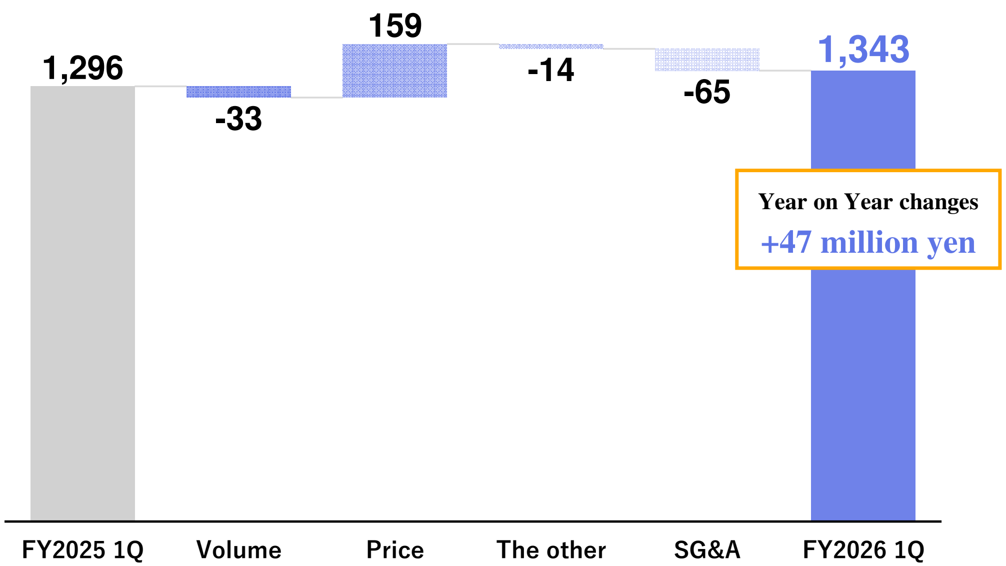
(Millions of yen)



Aviation-related Business

Aviation fuel handling volume at Haneda Airport remained solid.
Profits increased due to higher unit prices for aviation fuel handling fees.

(Millions of yen)



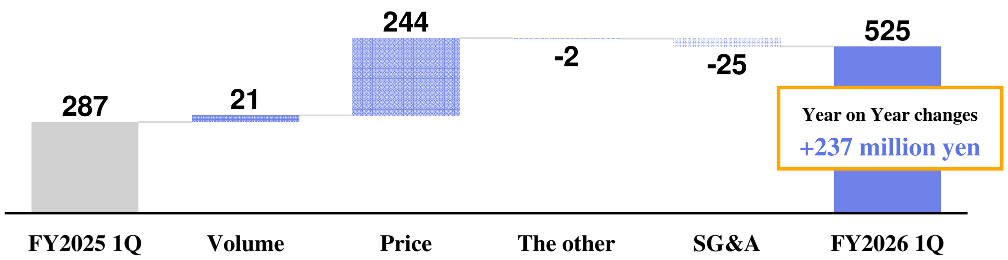
Factors for Changes by Segment

Obbli 三愛オブリ株式会社

Chemical-related business

For preservatives and fungicides, the company expanded sales of high-value-added products.
Profits increased due to rush demand for petroleum-based solvents and tackifiers.

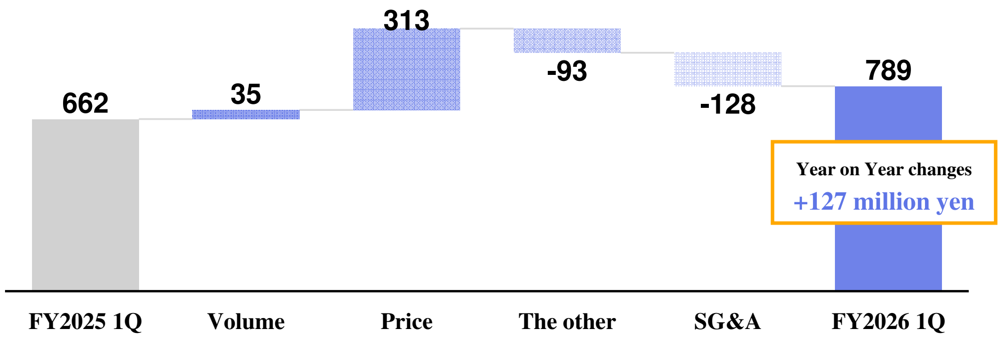
(Millions of yen)



Gas-related business

Profits increased mainly due to the impact of inventory valuation in the wholesale division in LPG sales business.

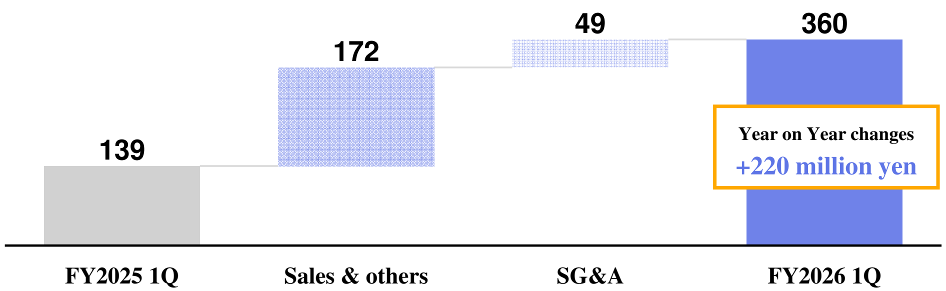
(Millions of yen)



Other businesses

In the cleaning and surface treatment business for metal products, orders for semiconductor manufacturing equipment increased.

(Millions of yen)



Balance sheet

Obbli 三愛オブリ株式会社

End of FY2025

(Millions of yen)

Assets	Liabilities and net assets
Cash and deposits 48,728	Interest-bearing debt 4,874
Other current assets 52,246	Other liabilities 84,464
Non-current assets 65,227	Net assets 122,709 (Equity ratio 54.7%)
Investments and other assets 45,846	

Total assets 212,048 million yen

End of FY2026 1Q

(Millions of yen)

Assets	Liabilities and net assets
Cash and deposits 39,469	Interest-bearing debt 4,880
Other current assets 49,742	Other liabilities 72,715 (Notes and accounts payable-trade -4,514)
Non-current assets 65,331	Net assets 122,411 (Equity ratio 58.0%) (Net profit +2,667) (Year-end dividend -3,094)
Investments and other assets 45,464	

Total assets 200,007 million yen

Net assets: Decreased by 297 million yen due to dividend payments, etc.

Equity ratio: Increased due to decreases in notes and accounts payable-trade and other current liabilities

Cash allocation status

Obbli 三愛オブリ株式会社

FY2026 1Q

(Millions of yen)

Fund procurement		Composition ratio
Cash generated from operations (excluding working capital)	3,741	24.5%
Asset sales, etc.	1,308	8.5%
Utilization of cash on hand	10,246	67.0%

Fund utilization		Composition ratio
Capital and business investment	3,680	24.1%
Cash dividends paid	3,094	20.2%
Income tax paid	2,889	18.9%
Repayment of debt, etc.	312	2.0%
Decrease in working capital	5,090	33.3%
Other funds utilization	230	1.5%

- **Cash generated from operations were mainly used for capital and business investment payments.**
- **Some investment securities held by consolidated subsidiaries were sold.**
- **Cash on hand is used for dividend payments, income tax payments, and trade payables that occur at the beginning of the fiscal year.**

Progress of Financial Results

Obbli 三愛オブリ株式会社

Ordinary profit for FY 2026 is forecast at 13.0 billion yen, taking into account the decrease in sales volume of petroleum products due to the situation in the Middle East and the impact of naphtha shortages.
As of June 30, 2026, there were no major problems in the procurement of each petroleum product, and business performance progressed steadily. But due to the uncertain outlook, the Company will not revise the forecast of consolidated financial results fore the ending March 31, 2027.

	FY2026 forecast	FY2026 1Q	Progress rate
Net sales	620,000 million yen	144,578 million yen	23.3%
Operating profit	12,000 million yen	3,465 million yen	28.9%
Ordinary profit	13,000 million yen	3,858 million yen	29.7%
Profit attributable to owners of parent	8,200 million yen	2,667 million yen	32.5%
Earnings per share	132.51 yen	43.10 yen	-
ROE(*)	7.1 %	-	-

Medium-term management plan FY2024-FY2026 Targets

Ordinary profit
13-15 billion yen

Consolidated ROE
8% or more

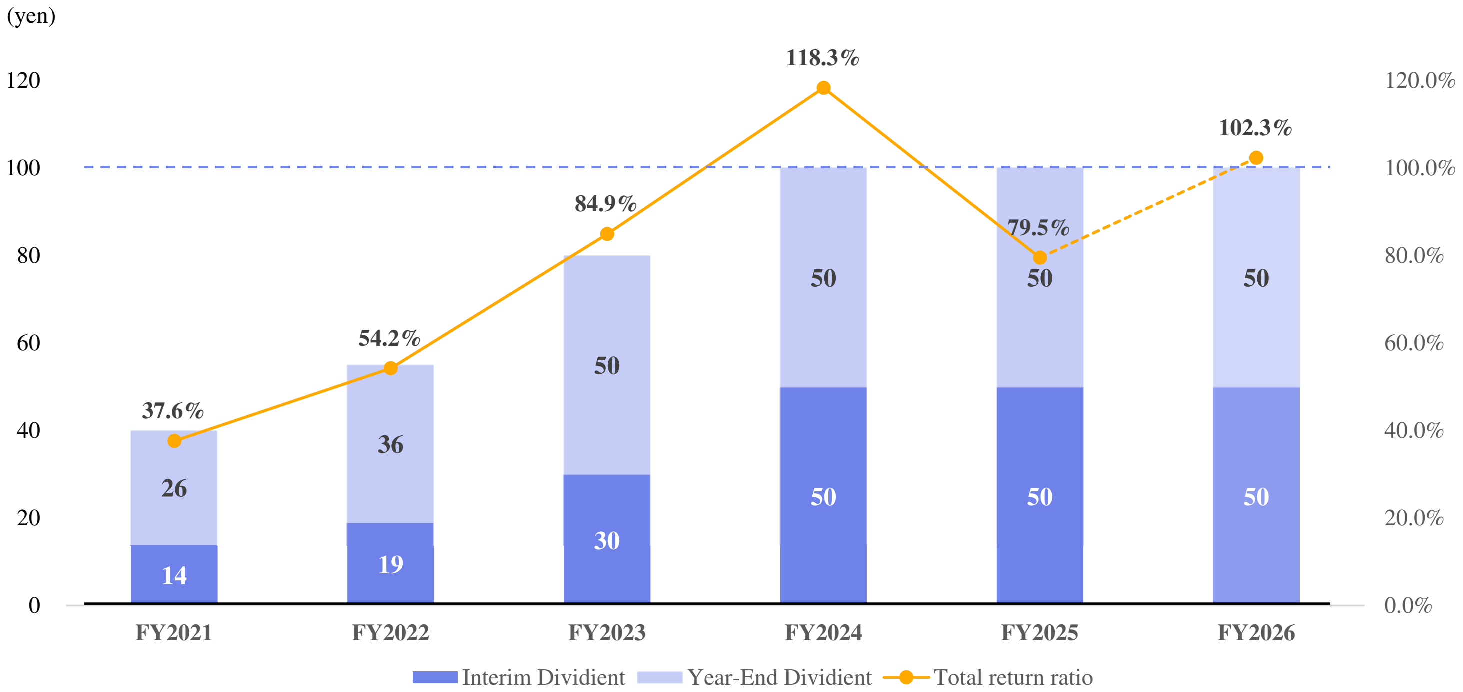
* ROE forecast is calculated based on net assets as of March 2026 and the full-year profit forecast for FY 2026.

Shareholder Return

Obbli 三愛オブリ株式会社

The annual dividend forecast per share is maintained at 100 yen (interim dividend of 50 yen, year-end dividend of 50 yen).
At the meeting of the Board of Directors on August 6, 2026, the Company decided to acquire own shares. Total number of shares to be acquired is up to 1 million shares and total acquisition price of shares is up to 2.3 billion yen. The acquisition period is from August 7, 2026 to December 31, 2026.

Dividends per Share and Total Return Ratio



Medium-term management plan
FY2024-FY2026
Target

Annual dividend per share

100 yen (Minimum)

Total return ratio

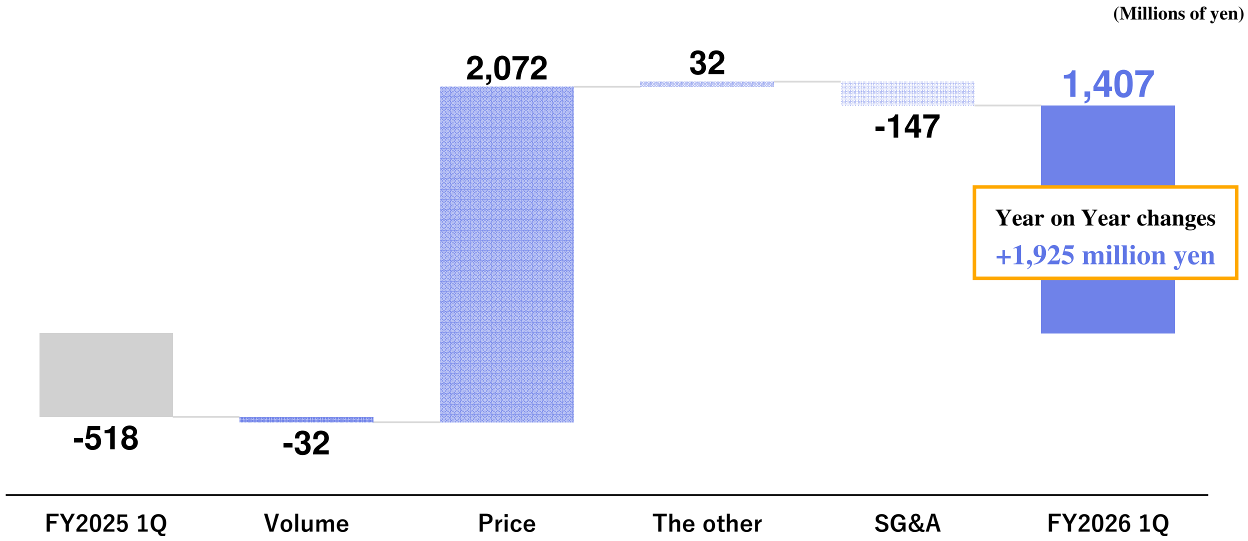
Aim at 100%

* The dividends and total payout ratio for fiscal year 2026 are based on forecasts announced on May 14, 2026.

Reference Materials (Detailed Results by Segment)

Petroleum Related Division (Details)

Obbli 三愛オブリ株式会社



* The amounts for each division show the breakdown of ordinary income

Retail Division 344 million yen

Volume	Sales volume exceeded the same period last year. (+)
Price	Profit margins deteriorated due to price competition with competitors. (-)

Wholesale Division 895 million yen

Volume	Gasoline, diesel, kerosene, and heavy oil all decreased. (-)
Price	In the same period last year, the profitability of Kygnus Sekiyu K.K. deteriorated significantly due to market conditions, but it has recovered this fiscal year. (+)

Industrial Fuel Sales Division 95 million yen

Price	Prices increased due to rush demand. (+)

Industrial Lubricant Sales Division 71 million yen

Price	Prices increased due to rush demand. (+)

Retail Division
Retail Division operate approximately 140 directly managed SS (service stations) nationwide, primarily selling gasoline and automobile-related products such as car washes and vehicle inspections.

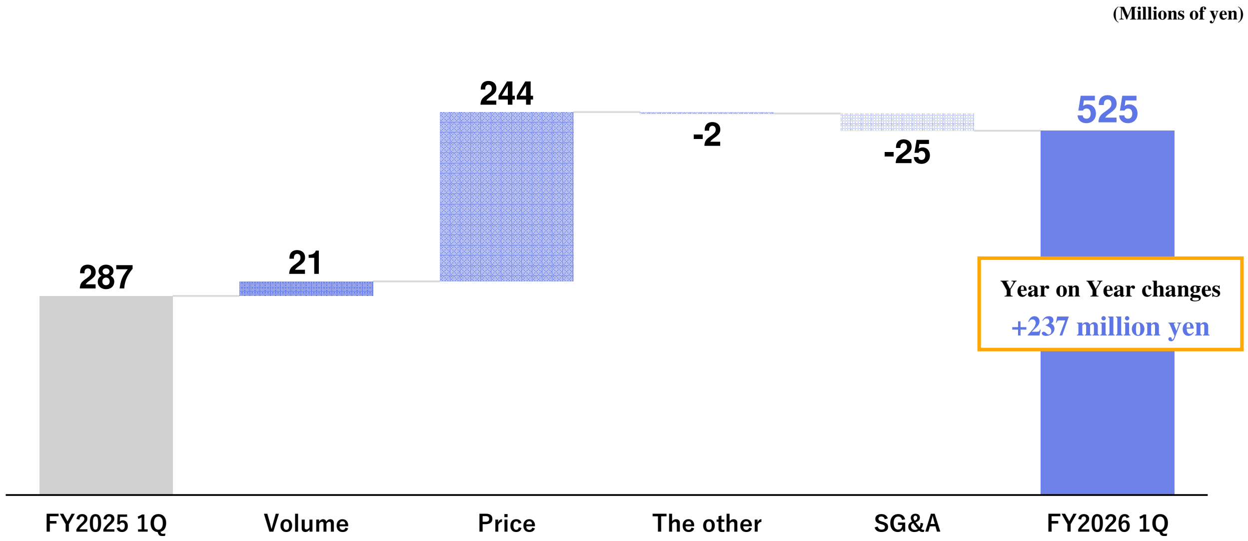
Wholesale Division
Wholesale Division sell petroleum products and related products to authorized dealers. These dealers operate about 840 service stations across Japan.

Industrial Fuel Sales Division
Industrial Fuel Sales Division primarily sell heavy oil, kerosene, etc. for industrial and commercial use.

Industrial Lubricant Sales Division
Industrial Lubricant Sales Division sell lubricants to factories and conduct maintenance business for wind power generation and gas engines.

Chemical-related Division (Details)

Obbli 三愛オブリ株式会社



Commercial wash products
Car wash machine agents and automobile maintenance products manufactured and sold as in-house products.

Biocide products
Agents that suppress the growth of microorganisms and mold in products. They are used in all manufacturing processes such as metalworking oils.

Solvent & Industrial Chemicals
Solvents used in paints and cleaning agents.

Tackifier
Agents used in adhesive tapes and adhesives.

Performance Chemicals
Higher alcohols used as additives for lubricants and metalworking oils, and chelating agents used in industrial and household cleaners.

*Since only the Chemical- Products-related Business is explained by product, the percentage of gross profit is shown in the product category.

Commercial wash products 15.1%

Volume Sales volume and profits for car wash chemicals remained unchanged from the same period last year.

Biocide products 26.9%

Volume Sales volume increased. (+)

Price Expanded sales of high-value-added products. (+)

Solvent & Industrial Chemicals 39.2%

Price Prices increased due to rush demand. (+)

Tackifier 12.6%

Price Prices increased due to rush demand. (+)

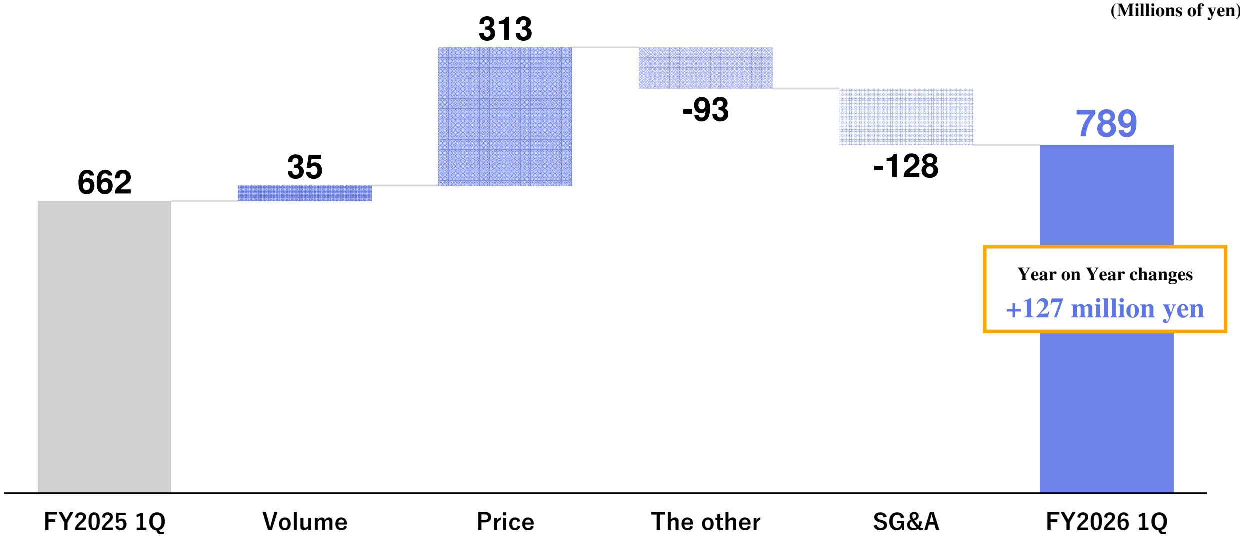
Others (Performance chemicals, etc.) 6.2%

Price Prices of higher alcohols increased due to rush demand. (+)

Gas-related Division (Details)

Obbli 三愛オブリ株式会社

(Millions of yen)



*Amounts for each division show the breakdown of ordinary profit

<LPG Sales Business> 676 million yen

Retail Division

Volume Unit consumption decreased due to the increase in average temperature. (-)

Wholesale Division

Volume With Kumamoto Sekiyu Co., Ltd. joining the group, results remained flat year on year.

Price Profits increased due to the impact of inventory valuations. (+)

<Natural Gas Business> 113 million yen

Household use

Volume Unit consumption decreased due to the increase in average temperature. (-)

Commercial and industrial

Volume Remained unchanged from the same period of the previous fiscal year.

<LPG sales Business>

Retail Division

Retail Division supplies LP gas (liquefied petroleum gas) to households and commercial facilities such as stores in the Kanto and Tokai areas, Chugoku and Kinki areas, and Kyushu areas.

Wholesale Division

Wholesale Division conducts wholesale sales to dealers selling LP gas in the Kanto and Tokai areas, Chugoku area, and Kyushu area.

<Natural Gas Business>

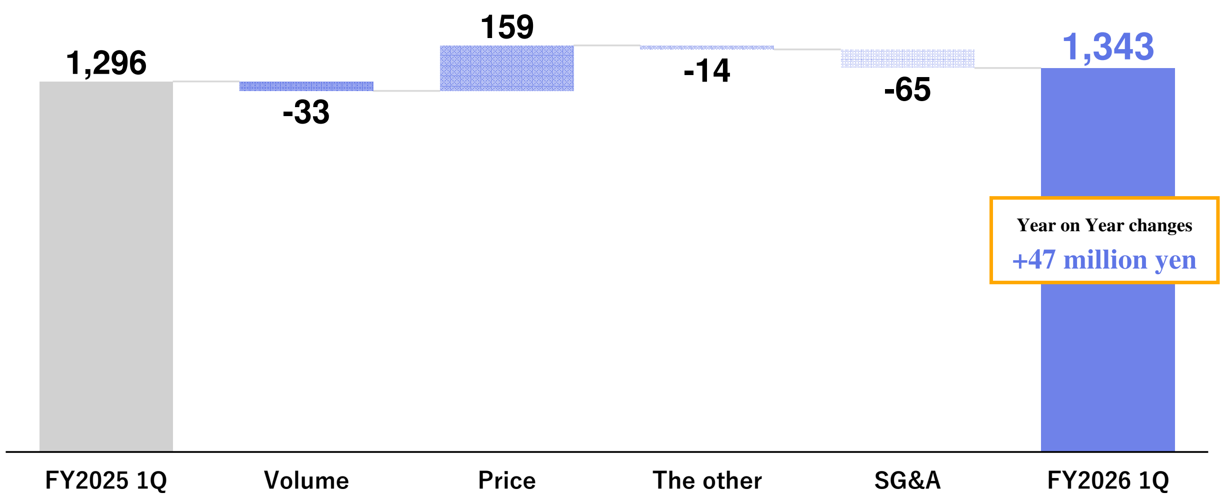
Natural Gas Business supplies to factories using the Saga Natural Gas Pipeline, etc., and supplies city gas to general consumers through city gas companies in Saga Prefecture, SAGA GAS CO., LTD. and Imari Gas Co., Ltd.

The Company also provides satellite supply of LNG (liquefied natural gas) and on-site energy services.

Aviation-related Division (Details)

Obbli 三愛オブリ株式会社

(Millions of yen)



Haneda Airport

Volume
In domestic airlines, fuel transportation volume decreased slightly in May and June. (-)
International airlines remained unchanged from the same period of the previous fiscal year.

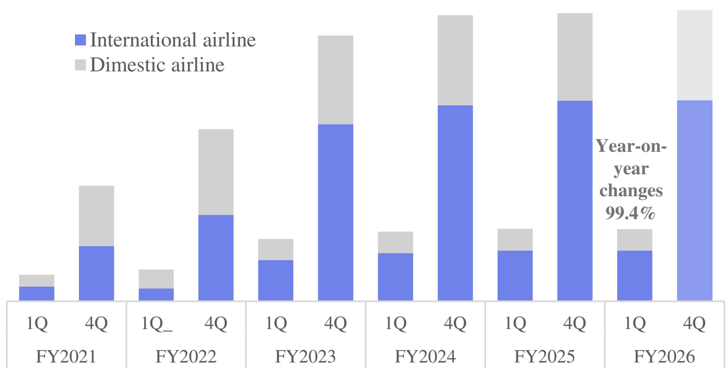
Price
The unit price of fuel handling fees increased from the previous year. (+)

Other airports (25 airports, 2 heliports)

Volume
Refueling volume decreased slightly due to reductions in flights to China, among other factors. (-)

Price
The unit price of fuel handling fees increased from the previous year. (+)

Changes in Haneda Airport Aviation Fuel Transportation Volume



Haneda Airport

SAN-AI OBBLI operates aviation fuel facilities and conducts refueling operations at Haneda Airport.

In facility operations, we receive aviation fuel, monitor facility operations, manage quantities, and inspect and maintain facilities. Refueling operations deliver fuel to aircraft through underground pipelines via refueling vehicles.

Note that our company does not engage in the buying and selling of aviation fuel.

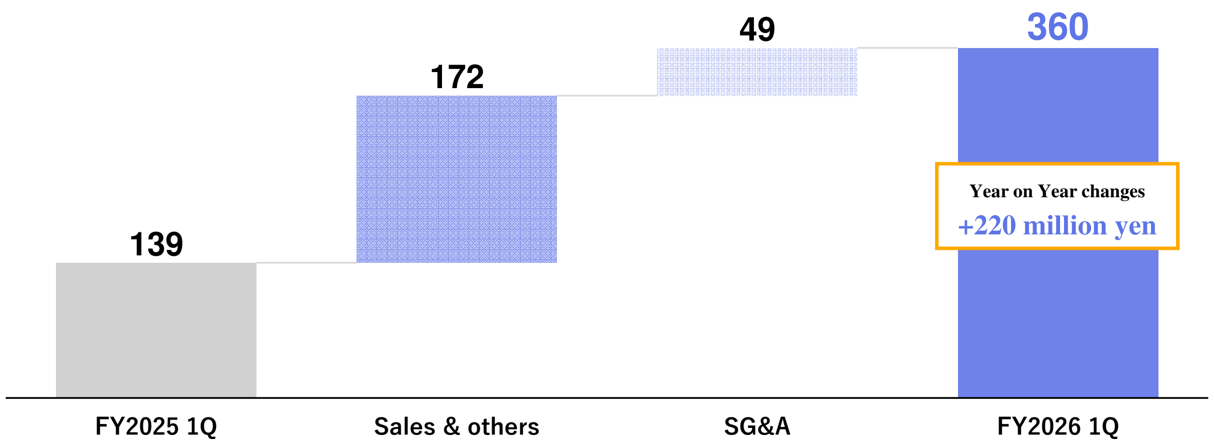
The Other airports

Our group companies operates refueling and manages refueling facilities at 27 locations across the country (25 airports, 2 heliports), from Hokkaido to Okinawa.

Other Businesses (Details)

Obbli 三愛オブリ株式会社

(Millions of yen)



*Amounts for each division show the breakdown of ordinary profit

Cleaning and Surface Treatment of Metal Products Business 235 million yen

Sales and others: Orders for semiconductor manufacturing equipment increased. (+)

Construction Business 107 million yen

Sales and others: Orders for construction work from outside the group decreased. (-)

Selling, general and administrative expenses

Personnel expenses decreased. (+)

Real Estate Leasing and Solar Business 18 million yen

Cleaning and surface treatment of metal products Business

SAN-AI OBBLI TECH, a consolidated subsidiary, performs precision cleaning, chemical polishing, and electrolytic polishing of metal products. In recent years, component cleaning of semiconductor manufacturing equipment has grown due to increasing semiconductor demand.

Construction Business

SAN-AI OBBLI TECH performs new construction and renovation work for petroleum chemical-related facilities, gas-related facilities, industrial facilities, and machinery equipment. In addition to undertaking construction work within our Group, we also undertake work from other industries.

Real Estate Leasing and Solar Business

The Company utilizes owned real estate effectively and operates solar power generation facilities.