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KOBE BUSSAN CO., LTD.



March 18, 2024

Company name: Kobe Bussan Co., Ltd.
 Securities code: 3038
 Listing: Prime Market of Tokyo Stock Exchange
 Representative: Hirokazu Numata,
 President and Representative Director
 Contact: Masahiro Sakamoto,
 Manager, Corporate Planning Department

Monthly Performance for February 2024

Kobe Bussan Co., Ltd. discloses its monthly performance for February 2024 on a non-consolidated basis.

1. Trends in net sales, gross profit, operating profit, and ordinary profit (non-consolidated)

[Net sales]

(Upper: Millions of yen, Lower: YoY %)

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
41,690	45,609	36,909	39,473				
112.8	110.2	112.9	111.6				
May	June	July	Aug.	Sept.	Oct.	H2	Full year

[Gross profit]

(Upper: Millions of yen, Lower: YoY %)

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
3,991	4,183	3,720	3,926				
128.1	120.7	121.5	115.3				
May	June	July	Aug.	Sept.	Oct.	H2	Full year

[Operating profit]

(Upper: Millions of yen, Lower: YoY %)

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
2,389	2,542	2,123	2,305				
138.5	123.3	127.2	116.0				
May	June	July	Aug.	Sept.	Oct.	H2	Full year

[Ordinary profit]

(Upper: Millions of yen, Lower: YoY %)

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
191	(3,839)	10,314	4,144				
109.7	-	1,000.0	80.8				
May	June	July	Aug.	Sept.	Oct.	H2	Full year

Note: This flash report is unaudited and the figures are subject to change. Accordingly, they are revised and updated as appropriate on a timely basis if differed from the quarterly or annual results. For the purpose of year-on-year comparison, buy-sell transactions with subsidiaries are not accounted for under the Accounting Standard for Revenue Recognition on a monthly basis. The figures under the Standard will be disclosed in the full-year financial results.

2. Trends in the number of Gyomu Super stores

		Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1			
Directly managed areas	Opened	0	0	0	2						
	Closed	0	0	0	0						
	Total	664	664	664	666						
Indirectly managed areas	Opened	2	0	1	0						
	Closed	0	0	0	1						
	Total	382	382	383	382						
Total franchise stores		1,046	1,046	1,047	1,048						
Total directly operated stores		4	4	4	4						
Total stores		1,050	1,050	1,051	1,052						
		May	June	July	Aug.	Sept.	Oct.	H2	Full year		
Directly managed areas	Opened										
	Closed										
	Total										
Indirectly managed areas	Opened										
	Closed										
	Total										
Total franchise stores											
Total directly operated stores											
Total stores											

■ Directly managed areas (areas with franchise stores under general franchise contract)

[Hokkaido area] Hokkaido prefecture

[Kanto area] Tokyo, Chiba, Kanagawa, and Saitama prefectures

[Kansai area] Osaka, Kyoto, Hyogo (excl. Awaji Island), Nara, Wakayama, and Shiga prefectures

[Kyushu area] Fukuoka, Saga, Nagasaki, Kumamoto, Oita, and Miyazaki prefectures

■ Indirectly managed areas (areas with franchise stores under area franchise contract)

Prefectures other than those listed above

[Stores opened during February 2024]

Store name	Address
[Directly managed areas]	—
Miyoshi	Block 2, Lot 4-2, 1693-3 Miyoshi, Koshi-shi, Kumamoto
Akiruno Higashi	3-9-11 Ogawa Higashi, Akiruno-shi, Tokyo

3. Year-on-year changes in product shipments to Gyomu Super stores

(YoY %)

		Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1			
Directly managed areas	Existing stores	108.7	106.9	110.6	107.9						
	All stores	112.7	110.2	113.8	111.7						
Nationwide*	All stores	113.1	110.5	114.4	112.8						
		May	June	July	Aug.	Sept.	Oct.	H2	Full year		
Directly managed areas	Existing stores										
	All stores										
Nationwide*	All stores										

* “Nationwide” represents the product shipments to the stores in both directly and indirectly managed areas.

4. Overview

For February 2024, we reported net sales of **¥39,473 million (up 11.6% year-on-year)**, gross profit of **¥3,926 million (up 15.3%)**, operating profit of **¥2,305 million (up 16.0%)**, and ordinary profit of **¥4,144 million (down 19.2%)** on a non-consolidated basis.

During the period, Gyomu Super opened two stores, resulting in 1,052 stores in total, an increase of 39 stores from a year earlier. Net sales increased driven by the coverage on television programs and social media.

Our product shipments to Gyomu Super stores remained strong, with **an increase of 7.9%** from a year earlier to existing stores in directly managed areas, **an increase of 11.7%** to all stores in directly managed areas, and **an increase of 12.8%** to all stores nationwide.

In terms of our product trends, sales of conveniently available frozen vegetables continued showing a strong positive trend. Also, national brand products including Japanese basic seasonings such as sugar and salt contributed to sales growth.

As mentioned at the top, ordinary profit decreased year on year. This is because gain on reversal of valuation loss on forward exchange contract recorded for the period under review resulting from the contract termination fell short of gain on reversal of the said loss recorded for the same period a year ago due to the significant depreciation of yen.

5. Scheduled disclosure date

The flash report for March 2024 is scheduled to be released on Monday, April 22. Please note that the date of release may be changed for unavoidable reasons.