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KOBE BUSSAN CO., LTD.



May 22, 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 April 2024

Kobe Bussan Co., Ltd. discloses its monthly performance for April 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 | 44,070 | 45,172 | 252,926 | |
| 112.8 | 110.2 | 112.9 | 111.6 | 110.6 | 109.3 | 111.1 | |
| 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 | 4,496 | 4,603 | 24,921 | |
| 128.1 | 120.7 | 121.5 | 115.3 | 113.9 | 106.9 | 117.0 | |
| 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 | 2,675 | 2,884 | 14,920 | |
| 138.5 | 123.3 | 127.2 | 116.0 | 120.3 | 107.2 | 120.7 | |
| 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 | 2,357 | 2,164 | 15,332 | |
| 109.7 | - | 1,000.0 | 80.8 | 128.8 | 77.5 | 137.3 | |
| 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 | 6 | 9 | 17 | | |
| | Closed | 0 | 0 | 0 | 0 | 1 | 0 | 1 | | |
| | Total | 664 | 664 | 664 | 666 | 671 | 680 | +16 | | |
| Indirectly managed areas | Opened | 2 | 0 | 1 | 0 | 1 | 2 | 6 | | |
| | Closed | 0 | 0 | 0 | 1 | 0 | 7 | 8 | | |
| | Total | 382 | 382 | 383 | 382 | 383 | 378 | -2 | | |
| Total franchise stores | | 1,046 | 1,046 | 1,047 | 1,048 | 1,054 | 1,058 | — | | |
| Total directly operated stores | | 4 | 4 | 4 | 4 | 4 | 4 | — | | |
| Total stores | | 1,050 | 1,050 | 1,051 | 1,052 | 1,058 | 1,062 | +14 | | |
| | | 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 | | | | | | | | | | |

Effective April 1, 2024, the area category of Kagoshima prefecture was changed from “Indirectly managed areas” to “Directly managed areas.” Accordingly, six stores in Kagoshima have been reclassified to those in “Directly managed areas,” and this change is reflected in “Closed” in “Indirectly managed areas” and “Opened” in “Directly managed areas” for April.

- 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, Miyazaki, and Kagoshima prefectures
- Indirectly managed areas (areas with franchise stores under area franchise contract)
 - Prefectures other than those listed above

[Stores opened during April 2024]

| Store name | Address | |
|-----------------------------------|--|----------------------------|
| [Directly managed areas] | | |
| Aira | 2312-5 Higashimochida, Aira-shi, Kagoshima | *Change in area categories |
| Izumi | 406 Rokugatsuda-machi, Izumi-shi, Kagoshima | *Change in area categories |
| Uearata | 23-13 Uearata-cho, Kagoshima-shi, Kagoshima | *Change in area categories |
| Kanoya | 2-3683-6 Fudamoto, Kanoya-shi, Kagoshima | *Change in area categories |
| Taniyama | 5-29-6 Taniyama Chuo, Kagoshima-shi, Kagoshima | *Change in area categories |
| Masago | 3-8 Masago Honmachi, Kagoshima-shi, Kagoshima | *Change in area categories |
| Kaitori Danchi | 4-2-2-101 Kaidori, Tama-shi, Tokyo | |
| Hino | 895-1 Matsuo, Hino-cho, Gamo-gun, Shiga | |
| Minami Machida | 8-5-1 Tsuruma, Machida-shi, Tokyo | |
| [Indirectly managed areas] | | |
| Yodoe | 1188-1 Nishibara, Yodoe-cho, Yonago-shi, Tottori | |
| TOKUYAMA DECK | 1-31 Ginza, Shunan-shi, Yamaguchi | |

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 | 107.5 | 104.9 | 107.7 | |
| | All stores | 112.7 | 110.2 | 113.8 | 111.7 | 111.0 | 109.1 | 111.3 | |
| Nationwide* | All stores | 113.1 | 110.5 | 114.4 | 112.8 | 111.1 | 109.9 | 111.7 | |
| | | 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 April 2024, we reported net sales of **¥45,172 million (up 9.3% year-on-year)**, gross profit of **¥4,603 million (up 6.9%)**, operating profit of **¥2,884 million (up 7.2%)**, and ordinary profit of **¥2,164 million (down 22.5%)** on a non-consolidated basis.

During the period, Gyomu Super opened five stores, resulting in 1,062 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 4.9%** from a year earlier to existing stores in directly managed areas, **an increase of 9.1%** to all stores in directly managed areas, and **an increase of 9.9%** to all stores nationwide.

In terms of our product trends, sales of conveniently available frozen vegetables continued showing a strong positive trend, and on-sale items also followed this trend, contributing to sales growth.

Ordinary profit fell short of that for the same period of the previous fiscal year. This is because we recorded valuation loss on derivatives for forward exchange contracts entered into to hedge risks of exchange rate fluctuations.

5. Scheduled disclosure date

The flash report for May 2024 is scheduled to be released on Monday, June 24. Please note that the date of release may be changed for unavoidable reasons.