

Note: This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.



KOBE BUSSAN CO., LTD.



September 20, 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 August 2024

Kobe Bussan Co., Ltd. discloses its monthly performance for August 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	
41,653	45,609	36,909	39,473	44,070	45,172	252,889	
112.7	110.2	112.9	111.6	110.6	109.3	111.1	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
44,274	42,449	44,112	43,879				
110.2	107.8	111.5	108.9				

[Gross profit] (Upper: Millions of yen, Lower: YoY %)

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
4,006	4,184	3,720	3,926	4,504	4,570	24,912	
128.6	120.7	121.5	115.3	114.1	106.2	117.0	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
4,537	4,170	4,150	3,992				
104.0	99.8	105.6	103.1				

[Operating profit] (Upper: Millions of yen, Lower: YoY %)

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
2,389	2,542	2,123	2,305	2,699	2,835	14,895	
138.5	123.3	127.2	116.0	121.4	105.4	120.5	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
2,873	2,525	2,311	2,333				
100.4	93.5	103.7	100.6				

[Ordinary profit] (Upper: Millions of yen, Lower: YoY %)

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
191	(3,839)	10,314	4,144	2,382	2,260	15,452	
109.6	-	1,000.0	80.8	130.1	80.9	138.4	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
2,958	2,826	(3,017)	(4,887)				
101.5	125.4	-	-				

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	3	4	4	3					
	Closed	1	0	7	0					
	Total	682	686	683	686					
Indirectly managed areas	Opened	2	3	2	0					
	Closed	0	1	0	0					
	Total	380	382	384	384					
Total franchise stores		1,062	1,068	1,067	1,070					
Total directly operated stores		4	4	4	4					
Total stores		1,066	1,072	1,071	1,074					

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 August 2024]

Store name	Address
[Directly managed areas]	—
Kashiwara Katayama	15-14 Katayama-cho, Kashiwara-shi, Osaka
Asahikawa Nagayama	6-1-19 Nagayama 2-jo, Asahikawa-shi, Hokkaido
Hiraoka	1-1-10 Hiraoka 4-jo, Kiyota-ku, Sapporo-shi, Hokkaido

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	105.4	103.1	105.0	105.4					
	All stores	109.8	107.4	109.7	109.5					
Nationwide*	All stores	110.0	106.8	110.2	109.2					

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

4. Overview

For August 2024, we reported net sales of **¥43,879 million (up 8.9% year-on-year)**, gross profit of **¥3,992 million (up 3.1%)**, operating profit of **¥2,333 million (up 0.6%)**, and ordinary profit of **¥(4,887) million (¥2,170 million in the same month of the previous year)** on a non-consolidated basis.

During the period, Gyomu Super opened three stores, resulting in 1,074 stores in total, an increase of 39 stores from a year earlier. Net sales increased driven by the continued coverage on television programs and social media.

Our product shipments to Gyomu Super stores remained strong, with **an increase of 5.4%** from a year earlier to existing stores in directly managed areas, **an increase of 9.5%** to all stores in directly managed areas, and **an increase of 9.2%** to all stores nationwide.

In terms of our product trends, sales of conveniently available frozen vegetables and fruits continued contributing to sales growth, and stockpiles to provide against natural disasters followed this trend. Also, monthly sales items continued to sell well in August.

As for ordinary profit, we entered into forward exchange contracts while the yen was previously depreciating, but the continued appreciation of the yen toward the end of August led to recording a valuation loss on them under non-operating expenses. At the same time, we expect that the further appreciation of the yen will give us a significant cost advantage in purchasing imported goods, and ultimately boost our operating profit.

Through Thursday, October 31, we are running a marketing campaign titled “Gyomu Super Stores Loaded with Bargains!! Storewide Customer Appreciation Sale in Autumn 2024.” Through this sale, we continue to spread Gyomu Super’s attractiveness to more customers. Details of the campaign can be found on our website https://www.gyomusuper.jp/sale/202409_10/ (available in Japanese only).

5. Scheduled disclosure date

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