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KOBE BUSSAN CO., LTD.



February 21, 2025

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 January 2025

Kobe Bussan Co., Ltd. discloses its monthly performance for January 2025 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	
44,160	49,625	40,053					
106.0	108.8	108.5					
May	June	July	Aug.	Sept.	Oct.	H2	Full year

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
4,507	4,881	4,034					
112.5	116.7	108.4					
May	June	July	Aug.	Sept.	Oct.	H2	Full year

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
2,757	3,134	2,301					
115.4	123.3	108.4					
May	June	July	Aug.	Sept.	Oct.	H2	Full year

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
2,449	7,633	2,642					
1281.2	-	25.6					
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	3	2	1						
	Closed	0	0	0						
	Total	695	697	698						
Indirectly managed areas	Opened	2	1	2						
	Closed	0	0	1						
	Total	390	391	392						
Total franchise stores		1,085	1,088	1,090						
Total directly operated stores		4	4	4						
Total stores		1,089	1,092	1,094						
		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, Miyazaki, and Kagoshima prefectures

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

Prefectures other than those listed above

[Stores opened during January 2025]

Store name	Address
[Directly managed areas]	—
Amagi	390-1 Amagi, Asakura-shi, Fukuoka
[Indirectly managed areas]	—
Oku	196-1 Yamadanosho, Oku-cho, Setouchi-shi, Okayama
Yonezawa Kanaike	8-1-11 Kanaike, Yonezawa-shi, Yamagata

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	102.8	104.6	105.1						
	All stores	106.5	108.5	109.2						
Nationwide*	All stores	106.2	108.3	109.7						
		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 January 2025, we reported net sales of **¥40,053 million (up 8.5% year-on-year)**, gross profit of **¥4,034 million (up 8.4%)**, operating profit of **¥2,301 million (up 8.4%)**, and ordinary profit of **¥2,642 million (down 74.4% year-on-year)** on a non-consolidated basis.

During the period, Gyomu Super opened three stores, resulting in 1,094 stores in total, an increase of 43 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 5.1%** from a year earlier to existing stores in directly managed areas, **an increase of 9.2%** to all stores in directly managed areas, and **an increase of 9.7%** to all stores nationwide.

In terms of our product trends, sales of conveniently available frozen vegetables contributed significantly to sales growth due to rising vegetable prices. In addition, this trend was followed by continued strong sales of quick-fix meals.

Ordinary profit was positively affected by the reversal of valuation loss due to the absence of forward exchange contracts, but still fell short of that for the same month of the previous year. This is because gain on reversal of the valuation loss for January 2025 was much smaller than that for the same month of 2024 due to the termination of certain forward exchange contracts and the recovery in fair value resulting from exchange rate fluctuations.

5. Scheduled disclosure date

The flash report for February 2025 is scheduled to be released on Friday, March 21. Please note that the date of release may be changed for unavoidable reasons.