

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.



April 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 March 2024

Kobe Bussan Co., Ltd. discloses its monthly performance for March 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			
112.8	110.2	112.9	111.6	110.6			
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	4,496			
128.1	120.7	121.5	115.3	113.9			
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			
138.5	123.3	127.2	116.0	120.3			
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			
109.7	-	1,000.0	80.8	128.8			
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	6				
	Closed	0	0	0	0	1				
	Total	664	664	664	666	671				
Indirectly managed areas	Opened	2	0	1	0	1				
	Closed	0	0	0	1	0				
	Total	382	382	383	382	383				
Total franchise stores		1,046	1,046	1,047	1,048	1,054				
Total directly operated stores		4	4	4	4	4				
Total stores		1,050	1,050	1,051	1,052	1,058				
		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 March 2024]

Store name	Address
[Directly managed areas]	—
Kibi	182 Shukuuramachi, Temma, Aridagawa-cho, Arida-gun, Wakayama
Chiharadai	4-3-15 Chiharadai Nishi, Ichihara-shi, Chiba
Minami Nobeoka	4398-1 Biyumachi, Nobeoka-shi, Miyazaki
Shoji	1-12-16 Shoji, Toyonaka-shi, Osaka
Kizugawa	9-5-4 Shiroyamadai, Kizugawa-shi, Kyoto
Ukinojo	1 Yanagimaru-cho, Miyazaki-shi, Miyazaki
[Indirectly managed areas]	—
Akaike Mochiro	61-9 Mochiro, Akaike-cho, Nisshin-shi, Aichi

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				
	All stores	112.7	110.2	113.8	111.7	111.0				
Nationwide*	All stores	113.1	110.5	114.4	112.8	111.1				
		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 March 2024, we reported net sales of **¥44,070 million (up 10.6% year-on-year)**, gross profit of **¥4,496 million (up 13.9%)**, operating profit of **¥2,675 million (up 20.3%)**, and ordinary profit of **¥2,357 million (up 28.8%)** on a non-consolidated basis.

During the period, Gyomu Super opened seven stores, resulting in 1,058 stores in total, an increase of 40 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 7.5%** from a year earlier to existing stores in directly managed areas, **an increase of 11.0%** to all stores in directly managed areas, and **an increase of 11.1%** 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.

Through Tuesday, April 30, we are running a marketing campaign titled “Gyomu Super Stores Loaded with Bargains! Storewide Customer Appreciation Sale in Spring 2024.” On 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/202403_04/ (available in Japanese only).

5. Scheduled disclosure date

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