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KOBE BUSSAN CO., LTD.



November 21, 2024

Company name: Kobe Bussan Co., Ltd.
 Securities code: 3038
 Listing: Prime Market of Tokyo Stock Exchange
 Representative: Hirokazu Numata,
 President and Representative Director
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Monthly Performance for October 2024

Kobe Bussan Co., Ltd. discloses its monthly performance for October 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	42,759	46,182	263,657	516,547
110.2	107.8	111.5	108.9	104.7	104.8	107.9	109.5

[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	4,118	3,992	3,867	4,814	25,500	50,412
104.0	99.8	104.8	103.1	99.8	117.4	104.9	110.5

[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	2,353	2,333	2,171	2,644	14,902	29,797
100.4	93.5	105.6	100.6	99.2	127.7	103.7	111.5

[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	(2,943)	(4,887)	713	14,189	12,856	28,309
101.5	125.4	-	-	32.0	636.7	87.0	109.1

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	2	6	22	39	
	Closed	1	0	7	0	1	1	10	11	
	Total	682	686	683	686	687	692	+12	+28	
Indirectly managed areas	Opened	2	3	2	0	2	2	11	17	
	Closed	0	1	0	0	0	0	1	9	
	Total	380	382	384	384	386	388	+10	+8	
Total franchise stores		1,062	1,068	1,067	1,070	1,073	1,080	—	—	
Total directly operated stores		4	4	4	4	4	4	—	—	
Total stores		1,066	1,072	1,071	1,074	1,077	1,084	+22	+36	

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 October 2024]

Store name	Address
[Directly managed areas]	—
Akashi Okubo	5-13-1 Takaoka, Okubo-cho, Akashi-shi, Hyogo
Kita Asaka	1-8-1 Hamasaki, Asaka-shi, Saitama
Fujino	7-1-20 Fujino 2-jo, Minami-ku, Sapporo-shi, Hokkaido
Oita Miyakomachi	2-7-18 Miyako-machi, Oita-shi, Oita
Izuka	590-1 Yokota, Izuka-shi, Fukuoka
Oniki	584-1 Zenshoin, Oniki-machi, Hitoyoshi-shi, Kumamoto
[Indirectly managed areas]	—
Chita Shimizugaoka	1-1703 Shimizugaoka, Chita-shi, Aichi
Kitakami	31-3-11 Kitaoniyangi, Kitakami-shi, Iwate

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	101.1	102.2	103.7	105.6
	All stores	109.8	107.4	109.7	109.5	105.1	105.7	107.8	109.5
Nationwide*	All stores	110.0	106.8	110.2	109.2	104.4	105.7	107.7	109.6

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

4. Overview

For October 2024, we reported net sales of **¥46,182 million (up 4.8% year-on-year)**, gross profit of **¥4,814 million (up 17.4%)**, operating profit of **¥2,644 million (up 27.7%)**, and ordinary profit of **¥14,189 million (up 536.7%)** on a non-consolidated basis.

During the period, Gyomu Super opened eight stores, resulting in 1,084 stores in total, an increase of 36 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 2.2%** from a year earlier to existing stores in directly managed areas, **an increase of 5.7%** to all stores in directly managed areas, and **an increase of 5.7%** to all stores nationwide.

In terms of our product trends, sales of conveniently available frozen vegetables continued contributing to sales growth. In addition, this favorable trend was followed by on-sale items for the marketing campaign through the end of October titled "Gyomu Super Stores Loaded with Bargains!! Storewide Customer Appreciation Sale in Autumn 2024."

As for ordinary profit, the mark-to-market valuation of forward exchange contracts positively affected a non-operating item due to the yen's depreciation compared to the previous month in forward exchange contracts entered into to hedge risks of exchange rate fluctuations.

5. Scheduled disclosure date

The flash report for November 2024 is scheduled to be released on Friday, December 20. Please note that the date of release may be changed for unavoidable reasons.