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KOBE BUSSAN CO., LTD.



May 25, 2022

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 2022

Kobe Bussan Co., Ltd. discloses its monthly performance for April 2022 on a non-consolidated basis. Note that 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.

1. Trends in net sales, gross profit, operating profit, and ordinary profit (non-consolidated)

[Net sales]	Net sales] (Upper: Millions of yen, Lower: YoY %)									
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1				
33,248	36,745	29,582	31,076	36,368	36,729	203,751				
119.2	111.3	112.9	108.8	113.7	110.9	112.7				
May	June	July	Aug.	Sept.	Oct.	Н2	Full year			

[Gross profit]	oss profit] (Upper: Millions of yen, Lower: YoY %)								
Nov.	Dec.	Jan.	Jan. Feb. Mar. Apr. H1						
3,415	3,640	3,035	3,278	3,435	3,761	20,567			
120.9	109.7	114.6	110.1	109.2	114.8	113.1			
May	June	July	Aug.	Sept.	Oct.	H2	Full year		

Operating profit] (Upper: Millions of yen, Lower: YoY %)									
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1			
2,220	2,423	1,711	2,116	2,057	2,458	12,988			
118.4	103.8	99.5	103.2	105.4	115.3	107.6			
May	June	July	Aug.	Sept.	Oct.	H2	Full year		

[Ordinary profit]	(Upper: Millions of yen, Lower: YoY %)								
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1				
2,236	2,672	1,739	2,232	2,894	2,944	14,720				
125.1	113.6	94.4	95.7	119.8	132.9	113.7				
May	June	July	Aug.	Sept.	Oct.	Н2	Full year			

2. Trends in the number of Gyomu Super stores

		Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
Directly	Opened	3	9	2	3	5	4	26	
managed	Closed	1	0	1	0	2	0	4	
areas	Total	581	590	591	594	597	601	+22	
Indirectly	Opened	2	2	1	2	0	1	8	
managed	Closed	9	1	1	0	0	0	11	
areas	Total	361	362	362	364	364	365	-3	
Total franchise st	ores	942	952	953	958	961	966	l	
Total directly operate	Total directly operated stores		3	3	3	3	3	-	
Total stores		945	955	956	961	964	969	+19	
		May	June	July	Aug.	Sept.	Oct.	H2	Full year
Directly	Opened								
managed	Closed								
areas	Total								
Indirectly	Opened								
managed	Closed								
areas	Total								
Total franchise st	Total franchise stores								
Total directly operate	d 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 April 2022]

[Stores opened during April 2022]	
Store name	Address
[Directly managed areas]	-
Hachigasaki	7-45-2 Hachigasaki, Matsudo-shi, Chiba
Ranzan	208-1 Hirasawa, Ranzan-machi, Hiki-gun, Saitama
Sakai Yamamotocho	1-5-1 Yamamoto-cho, Sakai-ku, Sakai-shi, Osaka
Nagamine	3-9-1 Nagamine Minami, Higashi-ku, Kumamoto-shi, Kumamoto
[Indirectly managed areas]	_
Interpark	4-1-2 Interpark, Utsunomiya-shi, Tochigi

3. Year-on-year changes in product shipments to Gyomu Super stores (YoY %)

		Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
D: 4 1	Existing stores	110.2	102.4	103.1	101.1	105.3	102.9	104.1	
Directly managed areas	All stores	116.6	108.8	109.3	107.5	111.9	108.6	110.4	
Nationwide*	All stores	118.6	110.3	111.2	108.6	113.2	110.5	112.0	
		May	June	July	Aug.	Sept.	Oct.	H2	Full year
Directly managed areas	Existing stores								
	All stores								
Nationwide*	All stores								

^{* &}quot;Nationwide" represents the product shipments to the stores in both directly and indirectly managed areas.

4. Overview

For April 2022, we reported net sales of \(\frac{\pmax}{36,729}\) million (up 10.9% year-on-year), gross profit of \(\frac{\pmax}{3,761}\) million (up 14.8%), operating profit of \(\frac{\pmax}{2,458}\) million (up 15.3%), and ordinary profit of \(\frac{\pmax}{2,944}\) million (up 32.9%) on a non-consolidated basis.

During the period, Gyomu Super opened five stores, resulting in 969 stores in total, an increase of 47 stores from a year earlier. As such, Gyomu Super stores attract more customers than ever before due to the continued exposure to television, magazines, newspapers, and social media, in addition to the successful marketing campaign titled "Gyomu Super Stores Loaded with Bargains! Storewide Customer Appreciation Sale 2022," which we continued until the end of April. As a result, these factors grew net sales.

Our product shipments to Gyomu Super stores remained strong, with an increase of 2.9% from a year earlier to existing stores in directly managed areas, an increase of 8.6% to all stores in directly managed areas, and an increase of 10.5% to all stores nationwide.

In terms of our product trends, we enjoyed a continuous growth in sales of conveniently available frozen vegetables and frozen fruits. Also, on-sale items saw strong sales.

5. Scheduled disclosure date

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