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**KOBE BUSSAN CO., LTD.**



February 22, 2023

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 2023

Kobe Bussan Co., Ltd. discloses its monthly performance for January 2023 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	
36,947	41,392	<b>32,684</b>					
111.1	112.6	<b>110.5</b>					
May	June	July	Aug.	Sept.	Oct.	H2	Full year

[Gross profit]

(Upper: Millions of yen, Lower: YoY %)

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
3,116	3,465	<b>3,056</b>					
91.2	95.2	<b>100.7</b>					
May	June	July	Aug.	Sept.	Oct.	H2	Full year

[Operating profit]

(Upper: Millions of yen, Lower: YoY %)

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
1,725	2,062	<b>1,607</b>					
77.7	85.1	<b>93.9</b>					
May	June	July	Aug.	Sept.	Oct.	H2	Full year

[Ordinary profit]

(Upper: Millions of yen, Lower: YoY %)

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
174	204	<b>1,207</b>					
7.8	7.7	<b>69.4</b>					
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	3	2							
	Closed	0	0	0							
	Total	633	636	638							
Indirectly managed areas	Opened	1	1	0							
	Closed	0	1	1							
	Total	372	372	371							
Total franchise stores		1,005	1,008	1,009							
Total directly operated stores		3	3	3							
Total stores		1,008	1,011	1,012							
		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 January 2023]

Store name	Address
<b>[Directly managed areas]</b>	—
Miyakonojo Minobaru	8231-2 Minobaru-cho, Miyakonojo-shi, Miyazaki
Wajiro	3-18-32 Wajiro, Higashi-ku, Fukuoka-shi, Fukuoka

## 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	105.6	107.2	103.7							
	All stores	112.1	112.6	109.5							
Nationwide*	All stores	111.6	112.5	109.3							
		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 2023, we reported net sales of **¥32,684 million (up 10.5% year-on-year)**, gross profit of **¥3,056 million (up 0.7%)**, operating profit of **¥167 million (down 6.1%)**, and ordinary profit of **¥127 million (down 30.6%)** on a non-consolidated basis.

During the period, Gyomu Super opened two stores, resulting in 1,012 stores in total, an increase of 56 stores from a year earlier. As such, net sales increased driven by the continued coverage on many television programs and social media.

Our product shipments to Gyomu Super stores remained strong, with **an increase of 3.7%** 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 9.3%** to all stores nationwide.

In terms of our product trends, conveniently available frozen vegetables and items for commercial use such as restaurants have continued showing an increase in shipments year-on-year.

From Wednesday, March 1 to Sunday, April 30, we are going to run a marketing campaign titled “Gyomu Super 1,000 Stores Celebration Sale.” 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/202303\\_04/](https://www.gyomusuper.jp/sale/202303_04/) (available in Japanese only).

#### 5. Scheduled disclosure date

The flash report for February is scheduled to be released on Monday, March 20. Please note that the date of release may be changed for unavoidable reasons.