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KOBE BUSSAN CO., LTD.



April 20, 2023

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 March 2023

Kobe Bussan Co., Ltd. discloses its monthly performance for March 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	32,684	35,364	39,845			
111.1	112.6	110.5	113.8	109.6			
May	June	July	Aug.	Sept.	Oct.	H2	Full year

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
3,116	3,465	3,060	3,406	3,946			
91.2	95.2	100.8	103.9	114.8			
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	1,668	1,988	2,222			
77.7	85.1	97.5	93.9	108.0			
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	1,031	5,127	1,830			
7.8	7.7	59.3	229.7	63.3			
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	4	6					
	Closed	0	0	0	4	0					
	Total	633	636	638	638	644					
Indirectly managed areas	Opened	1	1	0	1	0					
	Closed	0	1	1	0	1					
	Total	372	372	371	372	371					
Total franchise stores		1,005	1,008	1,009	1,010	1,015					
Total directly operated stores		3	3	3	3	3					
Total stores		1,008	1,011	1,012	1,013	1,018					
		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 2023]

Store name	Address
[Directly managed areas]	—
Asoda	3-7-1 Shimizu Shinchi, Kita-ku, Kumamoto-shi, Kumamoto
Imari	42-3 Hieda, Otsubo-cho Otsu, Imari-shi, Saga
Yachimata	285-1 Yachimata Ni, Yachimata-shi, Chiba
Asahikawa Midorimachi	18-3034-1 Midori-machi, Asahikawa-shi, Hokkaido
Omuta	3-3-25 Asahi-machi, Omuta-shi, Fukuoka
Omiya Horinouch	3-158-1 Horinouchi-cho, Omiya-ku, Saitama-shi, Saitama

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	103.9	106.8	103.2					
	All stores	112.1	112.6	109.5	112.5	108.5					
Nationwide*	All stores	111.6	112.5	109.3	112.0	108.3					
		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 March 2023, we reported net sales of **¥39,845 million (up 9.6% year-on-year)**, gross profit of **¥3,946 million (up 14.8%)**, operating profit of **¥2,222 million (up 8.0%)**, and ordinary profit of **¥1,830 million (down 36.7%)** on a non-consolidated basis.

During the period, Gyomu Super opened 6 stores, resulting in 1,018 stores in total, an increase of 54 stores from a year earlier. As such, net sales increased driven by the continued coverage on television programs and social media.

Ordinary profit fell short of that for the same period of the previous fiscal year. This is primarily because we recorded valuation loss on forward exchange contracts for March this year due to the further soaring of yen as contrasted by recording valuation gain on the contracts due to the weakening of yen for the same month last year.

However, operating profit, which indicates profit from our core business, exceeded that for the same period of the previous fiscal year.

Our product shipments to Gyomu Super stores remained strong, with **an increase of 3.2%** from a year earlier to existing stores in directly managed areas, **an increase of 8.5%** to all stores in directly managed areas, and **an increase of 8.3%** to all stores nationwide.

In terms of our product trends, sales of conveniently available frozen vegetables have continued showing a strong positive trend, and on-sale items also followed this trend, contributing to sales growth.

Through Sunday, April 30, we are running a marketing campaign titled “Gyomu Super 1,000 Stores Celebration Sale.” 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/202303_04/ (available in Japanese only).

5. Scheduled disclosure date

The flash report for April is scheduled to be released on Thursday, May 18. Please note that the date of release may be changed for unavoidable reasons.