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KOBE BUSSAN CO., LTD.



May 18, 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 April 2023

Kobe Bussan Co., Ltd. discloses its monthly performance for April 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	41,342	227,577	
111.1	112.6	110.5	113.8	109.6	112.5	111.7	
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	4,305	21,300	
91.2	95.2	100.8	103.9	114.8	114.2	103.5	
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	2,744	12,410	
77.7	85.1	97.5	93.9	108.0	116.8	96.4	
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	2,829	11,199	
7.8	7.7	59.3	229.7	63.3	98.4	76.4	
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	4	19		
	Closed	0	0	0	4	0	1	5		
	Total	633	636	638	638	644	647	+14		
Indirectly managed areas	Opened	1	1	0	1	0	2	5		
	Closed	0	1	1	0	1	0	3		
	Total	372	372	371	372	371	373	+2		
Total franchise stores		1,005	1,008	1,009	1,010	1,015	1,020	—		
Total directly operated stores		3	3	3	3	3	3	—		
Total stores		1,008	1,011	1,012	1,013	1,018	1,023	+16		
		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 April 2023]

Store name	Address
[Directly managed areas]	—
Takikawa	1-8-14 Higashi-machi, Takikawa-shi, Hokkaido
Soga BAY FRONT	57-5 Kawasaki-cho, Chuo-ku, Chiba-shi, Chiba
Sayama	3-1053-2 Ikenohara, Osakasayama-shi, Osaka
Yatsushiro Miyaji	1774-1 Miyaji-machi, Yatsushiro-shi, Kumamoto
[Indirectly managed areas]	—
Aizu Sengoku	1-1-15 Higashi Sengoku, Aizuwakamatsu-shi, Fukushima
Tokoji	1-25-1 Tokoji, Mooka-shi, Tochigi

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	106.8	105.6		
	All stores	112.1	112.6	109.5	112.5	108.5	112.7	111.4		
Nationwide*	All stores	111.6	112.5	109.3	112.0	108.3	111.8	111.0		
		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 April 2023, we reported net sales of **¥41,342 million (up 12.5% year-on-year)**, gross profit of **¥4,305 million (up 14.2%)**, operating profit of **¥2,744 million (up 16.8%)**, and ordinary profit of **¥2,829 million (down 1.6%)** on a non-consolidated basis.

During the period, Gyomu Super opened 6 stores, resulting in 1,023 stores in total, an increase of 54 stores from a year earlier. In addition, net sales also 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 6.8%** from a year earlier to existing stores in directly managed areas, **an increase of 12.7%** to all stores in directly managed areas, and **an increase of 11.8%** 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.

5. Scheduled disclosure date

The flash report for May is scheduled to be released on Wednesday, June 21. Please note that the date of release may be changed for unavoidable reasons.