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**KOBE BUSSAN CO., LTD.**



June 21, 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 May 2023

Kobe Bussan Co., Ltd. discloses its monthly performance for May 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
<b>40,175</b>							
<b>117.7</b>							

[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
<b>4,363</b>							
<b>127.1</b>							

[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	2,690	12,357	
77.7	85.1	97.5	93.9	108.0	114.5	95.9	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
<b>2,861</b>							
<b>131.9</b>							

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
174	204	1,031	5,127	1,830	2,793	11,163	
7.8	7.7	59.3	229.7	63.3	97.1	76.2	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
<b>2,913</b>							
<b>132.2</b>							

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	3								
	Closed	1								
	Total	649								
Indirectly managed areas	Opened	0								
	Closed	0								
	Total	373								
Total franchise stores		1,022								
Total directly operated stores		3								
Total stores		1,025								

■ 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 May 2023]

Store name	Address
<b>[Directly managed areas]</b>	—
Shizunai	1-1-107 Shizunai Kibacho, Shinhidaka-cho, Hidaka-gun, Hokkaido
Higashimatsudo	2-214 Higashimatsudo, Matsudo-shi, Chiba
Keisen	41-1 Jumei, Keisen-machi, Kaho-gun, 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	103.9	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	110.5								
	All stores	116.5								
Nationwide*	All stores	116.6								

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

#### 4. Overview

For May 2023, we reported net sales of **¥40,175 million (up 17.7% year-on-year)**, gross profit of **¥4,363 million (up 27.1%)**, operating profit of **¥2,861 million (up 31.9%)**, and ordinary profit of **¥2,913 million (up 32.2%)** on a non-consolidated basis.

During the period, Gyomu Super opened three stores, resulting in 1,025 stores in total, an increase of 56 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 10.5%** from a year earlier to existing stores in directly managed areas, **an increase of 16.5%** to all stores in directly managed areas, and **an increase of 16.6%** to all stores nationwide.

In terms of our product trends, sales of conveniently available frozen vegetables have continued showing a strong positive trend, and frozen chicken products also followed this trend.

#### 5. Scheduled disclosure date

The flash report for June is scheduled to be released on Wednesday, July 19. Please note that the date of release may be changed for unavoidable reasons.