



**KOBE BUSSAN CO., LTD.**



November 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  
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## **Monthly Performance for October 2023**

Kobe Bussan Co., Ltd. discloses its monthly performance for October 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
40,175	39,372	39,552	40,285	40,852	<b>44,078</b>	<b>244,316</b>	<b>471,894</b>
117.7	110.5	114.1	116.7	112.5	<b>113.5</b>	<b>114.1</b>	<b>112.9</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
4,363	4,178	3,928	3,873	3,877	<b>4,283</b>	<b>24,505</b>	<b>45,805</b>
127.1	118.4	118.4	122.3	116.3	<b>123.4</b>	<b>121.0</b>	<b>112.2</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
2,861	2,700	2,229	2,319	2,187	<b>2,248</b>	<b>14,548</b>	<b>26,906</b>
131.9	120.1	118.8	122.7	117.6	<b>126.0</b>	<b>122.9</b>	<b>108.9</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
2,914	2,253	2,974	2,170	2,232	<b>1,949</b>	<b>14,494</b>	<b>25,657</b>
132.2	80.9	194.4	71.1	103.1	<b>82.9</b>	<b>102.9</b>	<b>89.3</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	3	1	3	2	6	18	37	
	Closed	1	0	0	0	0	0	1	6	
	Total	649	652	653	656	658	664	+17	+31	
Indirectly managed areas	Opened	0	2	1	2	1	4	10	15	
	Closed	0	0	0	2	0	1	3	6	
	Total	373	375	376	376	377	380	+7	+9	
Total franchise stores		1,022	1,027	1,029	1,032	1,035	1,044	—	—	
Total directly operated stores		3	3	3	3	3	4	+1	+1	
Total stores		1,025	1,030	1,032	1,035	1,038	1,048	+25	+41	

## ■ 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 October 2023]

Store name	Address
<b>[Directly operated store]</b>	—
Yokohama Izumi	7405-11 Izumi-cho, Izumi-ku, Yokohama-shi, Kanagawa
<b>[Directly managed areas]</b>	—
Nanko Cosmosquare	First Floor, Seaside Residence Cosmosquare Ekimae, 1-25-10 Nanko Kita, Suminoe-ku, Osaka-shi, Osaka
Oroshihonmachi	17-1 Oroshihonmachi, Sasebo-shi, Nagasaki
Yukuhashi	4-1 Kamizukuma, Yukuhashi-shi, Fukuoka
Nagahama Takatsuki	27 Higashimonobe, Takatsuki-cho, Nagahama-shi, Shiga
Nobeoka Matsuyama	1221-230 Matsuyama-machi, Nobeoka-shi, Miyazaki
Yodo	215 Yodo Honmachi, Fushimi-ku, Kyoto-shi, Kyoto
<b>[Indirectly managed areas]</b>	—
Saijo	331-1 Akeyashiki, Saijo-shi, Ehime
Koga Otsutsumi	1986-1 Otsutsumi, Koga-shi, Ibaraki
Shimizucho Tokura	1497-1 Tokura, Shimizu-cho, Sunto-gun, Shizuoka
Suwa	3-86 Okita-machi, Suwa-shi, Nagano

### 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	105.6	110.3	111.9	109.0	111.1	109.7	107.7
	All stores	116.5	111.1	115.5	117.1	113.4	114.7	114.7	113.1
Nationwide*	All stores	116.6	110.3	115.3	117.3	113.4	115.3	114.7	112.9

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

### 4. Overview

For October 2023, we reported net sales of **¥44,078 million (up 13.5% year-on-year)**, gross profit of **¥4,283 million (up 23.4%)**, operating profit of **¥2,248 million (up 26.0%)**, and ordinary profit of **¥1,949 million (down 17.1%)** on a non-consolidated basis.

During the period, Gyomu Super opened 11 stores, resulting in 1,048 stores in total, an increase of 41 stores from a year earlier. In addition, net sales also 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 11.1%** from a year earlier to existing stores in directly managed areas, **an increase of 14.7%** to all stores in directly managed areas, and **an increase of 15.3%** to all stores nationwide.

Ordinary profit fell short of that for the same period of the previous fiscal year. This is because we recorded valuation loss on forward exchange contracts for October this year entered into to hedge risks of exchange rate fluctuations.

In terms of our product trends, sales of conveniently available frozen vegetables have continued showing a strong positive trend. In addition, we enjoyed more customer visits thanks to the marketing campaign through the end of October titled “Gyomu Super Stores Loaded with Bargains! Storewide Customer Appreciation Sale in Autumn 2023.”

### 5. Scheduled disclosure date

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