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KOBE BUSSAN CO., LTD.



June 24, 2024

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,
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Monthly Performance for May 2024

Kobe Bussan Co., Ltd. discloses its monthly performance for May 2024 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	
41,653	45,609	36,909	39,473	44,070	45,172	252,889	
112.7	110.2	112.9	111.6	110.6	109.3	111.1	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
44,274							
110.2							

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
4,006	4,184	3,720	3,926	4,504	4,570	24,912	
128.6	120.7	121.5	115.3	114.1	106.2	117.0	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
4,537							
104.0							

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
2,389	2,542	2,123	2,305	2,699	2,835	14,895	
138.5	123.3	127.2	116.0	121.4	105.4	120.5	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
2,873							
100.4							

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
191	(3,839)	10,314	4,144	2,382	2,260	15,452	
109.6	-	1,000.0	80.8	130.1	80.9	138.4	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
2,958							
101.5							

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	0	0	2	6	9	17		
	Closed	0	0	0	0	1	0	1		
	Total	664	664	664	666	671	680	+16		
Indirectly managed areas	Opened	2	0	1	0	1	2	6		
	Closed	0	0	0	1	0	7	8		
	Total	382	382	383	382	383	378	-2		
Total franchise stores		1,046	1,046	1,047	1,048	1,054	1,058	—		
Total directly operated stores		4	4	4	4	4	4	—		
Total stores		1,050	1,050	1,051	1,052	1,058	1,062	+14		
		May	June	July	Aug.	Sept.	Oct.	H2	Full year	
Directly managed areas	Opened	3								
	Closed	1								
	Total	682								
Indirectly managed areas	Opened	2								
	Closed	0								
	Total	380								
Total franchise stores		1,062								
Total directly operated stores		4								
Total stores		1,066								

Effective April 1, 2024, the area category of Kagoshima prefecture was changed from “Indirectly managed areas” to “Directly managed areas.” Accordingly, six stores in Kagoshima have been reclassified to those in “Directly managed areas,” and this change is reflected in “Closed” in “Indirectly managed areas” and “Opened” in “Directly managed areas” for April.

- 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, Miyazaki, and Kagoshima prefectures
- Indirectly managed areas (areas with franchise stores under area franchise contract)
 - Prefectures other than those listed above

[Stores opened during May 2024]

Store name	Address
[Directly managed areas]	—
Shintomi	2-14-4 Tonda, Shintomi-cho, Koyu-gun, Miyazaki
Mobara Midorigaoka	1-41-5 Midorigaoka, Mobara-shi, Chiba
Muroran	2-22-16 Higashi-machi, Muroran-shi, Hokkaido
[Indirectly managed areas]	—
Kasugai	8-1-10 Higashino-cho, Kasugai-shi, Aichi
Tochigi Sonobe	1-18-7 Sonobe-cho, Tochigi-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	108.7	106.9	110.6	107.9	107.5	104.9	107.7		
	All stores	112.7	110.2	113.8	111.7	111.0	109.1	111.3		
Nationwide*	All stores	113.1	110.5	114.4	112.8	111.1	109.9	111.7		
		May	June	July	Aug.	Sept.	Oct.	H2	Full year	
Directly managed areas	Existing stores	105.4								
	All stores	109.8								
Nationwide*	All stores	110.0								

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

4. Overview

For May 2024, we reported net sales of **¥44,274 million (up 10.2% year-on-year)**, gross profit of **¥4,537 million (up 4.0%)**, operating profit of **¥2,873 million (up 0.4%)**, and ordinary profit of **¥2,958 million (up 1.5%)** on a non-consolidated basis.

During the period, Gyomu Super opened five stores, resulting in 1,066 stores in total, an increase of 41 stores from a year earlier. Net sales increased driven by the coverage on television programs and social media.

Our product shipments to Gyomu Super stores remained strong, with **an increase of 5.4%** from a year earlier to existing stores in directly managed areas, **an increase of 9.8%** to all stores in directly managed areas, and **an increase of 10.0%** to all stores nationwide.

In terms of our product trends, sales of conveniently available frozen vegetables continued contributing to sales growth, and frozen processed foods followed this trend as they meet demand for time-saving cooking solutions.

5. Scheduled disclosure date

The flash report for June 2024 is scheduled to be released on Monday, July 22. Please note that the date of release may be changed for unavoidable reasons.