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KOBE BUSSAN CO., LTD.



March 21, 2025

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 February 2025

Kobe Bussan Co., Ltd. discloses its monthly performance for February 2025 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	
44,160	49,625	40,053	42,567				
106.0	108.8	108.5	107.8				
May	June	July	Aug.	Sept.	Oct.	H2	Full year

[Gross profit]

(Upper: Millions of yen, Lower: YoY %)

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
4,507	4,881	3,716	4,193				
112.5	116.7	99.9	106.8				
May	June	July	Aug.	Sept.	Oct.	H2	Full year

[Operating profit]

(Upper: Millions of yen, Lower: YoY %)

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
2,765	3,125	1,999	2,435				
115.8	122.9	94.2	105.6				
May	June	July	Aug.	Sept.	Oct.	H2	Full year

[Ordinary profit]

(Upper: Millions of yen, Lower: YoY %)

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
2,458	7,625	2,360	897				
1285.6	-	22.9	21.7				
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	3	2	1	2						
	Closed	0	0	0	0						
	Total	695	697	698	700						
Indirectly managed areas	Opened	2	1	2	2						
	Closed	0	0	1	1						
	Total	390	391	392	393						
Total franchise stores		1,085	1,088	1,090	1,093						
Total directly operated stores		4	4	4	4						
Total stores		1,089	1,092	1,094	1,097						
		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, Miyazaki, and Kagoshima prefectures

■ Indirectly managed areas (areas with franchise stores under area franchise contract)

Prefectures other than those listed above

[Stores opened during February 2025]

Store name	Address
[Directly managed areas]	—
Nakashibetsu	1-1-1 Higashi 12-jo Minami, Nakashibetsu-cho, Nakashibetsu-gun, Hokkaido
Toke	2-26-7 Asumigaoka Higashi, Midori-ku, Chiba-shi, Chiba
[Indirectly managed areas]	—
Fuso Kashiwamori	369 Saito Asahi, Fuso-cho, Niwa-gun, Aichi
Sakata Wakatake	2-2-35 Wakatake-cho, Sakata-shi, Yamagata

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	102.8	104.6	105.1	104.8						
	All stores	106.5	108.5	109.2	108.8						
Nationwide*	All stores	106.2	108.3	109.7	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 February 2025, we reported net sales of **¥42,567 million (up 7.8% year-on-year)**, gross profit of **¥4,193 million (up 6.8%)**, operating profit of **¥2,435 million (up 5.6%)**, and ordinary profit of **¥897 million (down 78.3% year-on-year)** on a non-consolidated basis.

During the period, Gyomu Super opened four stores, resulting in 1,097 stores in total, an increase of 45 stores from a year earlier. Net sales 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 4.8%** from a year earlier to existing stores in directly managed areas, **an increase of 8.8%** 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 frozen vegetables continued showing a strong positive trend due to persistently rising vegetable prices.

As for ordinary profit, we have continued hedging currency fluctuation risks by entering into forward exchange contracts, but the appreciation of the yen toward the end of February led to recording a valuation loss on them under non-operating expenses. However, this valuation loss is of a one-time nature. At the same time, we expect that the appreciation of the yen will give us a cost advantage in purchasing imported goods, and boost our operating profit.

Through Wednesday, April 30, we will run the second round of the marketing campaign titled “Gyomu Super Stores 25th Anniversary Nikoniko Appreciation Sale,” which follows the first round run in March. Through 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/202503_04/ (available in Japanese only).

5. Scheduled disclosure date

The flash report for March 2025 is scheduled to be released on Tuesday, April 22. Please note that the date of release may be changed for unavoidable reasons.