



KOBE BUSSAN CO., LTD.



April 22, 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 March 2025

Kobe Bussan Co., Ltd. discloses its monthly performance for March 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	47,682			
106.0	108.8	108.5	107.8	108.2			
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	4,922			
112.5	116.7	99.9	106.8	109.3			
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	2,878			
115.8	122.9	94.2	105.6	106.6			
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	4,124			
1,285.6	-	22.9	21.7	173.1			
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	3				
	Closed	0	0	0	0	0				
	Total	695	697	698	700	703				
Indirectly managed areas	Opened	2	1	2	2	3				
	Closed	0	0	1	1	0				
	Total	390	391	392	393	396				
Total franchise stores		1,085	1,088	1,090	1,093	1,099				
Total directly operated stores		4	4	4	4	4				
Total stores		1,089	1,092	1,094	1,097	1,103				
		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 March 2025]

Store name	Address
[Directly managed areas]	—
Muroran	2-22-16 Higashi-machi, Muroran-shi, Hokkaido
Omi Yokaichi	642-15 Wakamatsu, Yokaichi Higashihon-machi, Higashiomi-shi, Shiga
Hita	3-7 Nakajo-machi, Hita-shi, Oita
[Indirectly managed areas]	—
Takayama	2-120-1 Showa-machi, Takayama-shi, Gifu
Toride Fujishiro	2-14-1 Fujishiro Minami, Toride-shi, Ibaraki
Yuinomori	5-10-5 Yuinomori, Utsunomiya-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	102.8	104.6	105.1	104.8	105.6				
	All stores	106.5	108.5	109.2	108.8	109.4				
Nationwide*	All stores	106.2	108.3	109.7	108.3	109.7				
		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 March 2025, we reported net sales of **¥47,682 million (up 8.2% year-on-year)**, gross profit of **¥4,922 million (up 9.3%)**, operating profit of **¥2,878 million (up 6.6%)**, and ordinary profit of **¥4,124 million (up 73.1%)** on a non-consolidated basis.

During the period, Gyomu Super opened six stores, resulting in 1,103 stores in total, an increase of 45 stores from a year earlier. Net sales increased driven by the sale, which kicked off on March 1 and has been extremely well received, on top of the continued coverage on television programs and social media.

Our product shipments to Gyomu Super stores remained strong, with **an increase of 5.6%** from a year earlier to existing stores in directly managed areas, **an increase of 9.4%** to all stores in directly managed areas, and **an increase of 9.7%** 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. The sales growth was also driven by on-sale items and substitute products for rice, whose price is rising as well.

Ordinary profit was positively affected by the reversal of valuation loss due to the termination of certain forward exchange contracts.

Through Wednesday, April 30, we are running 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 April 2025 is scheduled to be released on Thursday, May 22. Please note that the date of release may be changed for unavoidable reasons.