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KOBE BUSSAN CO., LTD.



January 25, 2022

Company name: Kobe Bussan Co., Ltd.

Securities code: 3038

Listing: 1st Section of Tokyo Stock Exchange

Representative: Hirokazu Numata,

President and Representative Director

Contact: Masahiro Sakamoto,

Manager, Corporate Planning Department

Monthly Performance for December 2021

Kobe Bussan Co., Ltd. discloses its monthly performance for December 2021 on a non-consolidated basis. Note that 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.

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				
33,248	36,745									
119.2	111.3									
May	June	July	Aug.	Sept.	Oct.	H2	Full year			

[Gross profit]	(Upper: Millions of yen, Lower: YoY %)								
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1			
3,415	3,640								
121.0	109.7								
May	June	July	Aug.	Sept.	Oct.	H2	Full year		

[Operating prof	rofit] (Upper: Millions of yen, Lower: YoY %)								
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1			
2,220	2,423								
118.4	103.8								
May	June	July	Aug.	Sept.	Oct.	H2	Full year		

[Ordinary profit]	(Upper: Millions of yen, Lower: YoY %)								
Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1				
2,236	2,672									
125.1	113.6									
May	June	July	Aug.	Sept.	Oct.	H2	Full year			

2. Trends in the number of Gyomu Super stores

		Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
Directly	Opened	3	9						
managed	Closed	1	0						
areas	Total	581	590						
Indirectly	Opened	2	2						
managed	Closed	9	1						
areas	Total	361	362						
Total franchise st	ores	942	952						
Total directly operate	d stores	3	3						
Total stores		945	955						
		May	June	July	Aug.	Sept.	Oct.	H2	Full year
Directly	Opened	May	June	July	Aug.	Sept.	Oct.	H2	Full year
Directly managed	Opened Closed	May	June	July	Aug.	Sept.	Oct.	H2	Full year
	-	May	June	July	Aug.	Sept.	Oct.	H2	Full year
managed	Closed	May	June	July	Aug.	Sept.	Oct.	H2	Full year
managed areas	Closed Total	May	June	July	Aug.	Sept.	Oct.	H2	Full year
managed areas Indirectly	Closed Total Opened	May	June	July	Aug.	Sept.	Oct.	H2	Full year
managed areas Indirectly managed	Closed Total Opened Closed Total	May	June	July	Aug.	Sept.	Oct.	H2	Full year
managed areas Indirectly managed areas	Closed Total Opened Closed Total ores	May	June	July	Aug.	Sept.	Oct.	H2	Full year

■ 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 December 2021]

Stores opened during December 202	41]
Store name	Address
[Directly managed areas]	
Yamashina Higashino	7 Katasagari-cho, Higashino, Yamashina-ku, Kyoto-shi, Kyoto
Hagiwara	1-8-30 Hagiwara, Oita-shi, Oita
Fushiko	Sunlight II, 3-8-27 Fushiko 8-jo, Higashi-ku, Sapporo-shi, Hokkaido
Kikusui Motomachi	2-2-8 Kikusui Motomachi 5-jo, Shiroishi-ku, Sapporo-shi, Hokkaido
Shimomizo	1079-1 Shimomizo, Minami-ku, Sagamihara-shi, Kanagawa
Shinjo Takada	195 Sone, Yamatotakada-shi, Nara
Kitami Miwa	2-831-5 Higashimiwa, Kitami-shi, Hokkaido
Kamisato	565-3 Kanakubo, Kamisato-machi, Kodama-gun, Saitama
Higashiarai	336-1 Higashiarai, Minuma-ku, Saitama-shi, Saitama
[Indirectly managed areas]	
Itoigawa	5-1318-1 Uekari, Itoigawa-shi, Niigata
Matsuyama Hirata	27-1 Hirata-machi, Matsuyama-shi, Ehime

3. Year-on-year changes in product shipments to Gyomu Super stores

(YoY %)

								(101 /0)	
		Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
D: 41 1	Existing stores	110.2	102.4						
Directly managed areas	All stores	116.6	108.8						
Nationwide*	All stores	118.6	110.3						
		May	June	July	Aug.	Sept.	Oct.	H2	Full year
Directly managed areas	Existing stores								
	All stores								
Nationwide*	All stores			·					·

^{* &}quot;Nationwide" represents the product shipments to the stores in both directly and indirectly managed areas.

4. Overview

For December 2021, we reported net sales of \(\frac{\pma36,745 \text{ million (up 11.3\% year-on-year)}}{42,672 \text{ million (up 3.8\%)}}\), gross profit of \(\frac{\pma23,640 \text{ million (up 9.7\%)}}{42,672 \text{ million (up 13.6\%)}}\) on a non-consolidated basis.

During the period, Gyomu Super opened 11 stores, resulting in 955 stores in total, an increase of 59 stores from a year earlier. As such, Gyomu Super stores attract more customers than ever before due to the stores being continuously featured on television, magazines, newspapers, and social media. As a result, these factors grew net sales.

Our product shipments to Gyomu Super stores remained strong, with an increase of 2.4% 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 10.3% to all stores nationwide.

In terms of our product trends, frozen fruits, frozen vegetables, and frozen desserts have continued to show a positive trend. Also, the demand for bulk foods for commercial use has gradually recovered.

A marketing campaign titled "Gyomu Super Year End Appreciation Sale" held in December last year was very well received and helped boost the number of customer visits to the stores.

5. Scheduled disclosure date

We principally set the 25th of each month (or, if the 25th falls on a weekend or a national holiday, the immediately preceding business day) as the scheduled disclosure date to announce this flash report. Please note that the date may be changed for unavoidable reasons.