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**KOBE BUSSAN CO., LTD.**



June 22, 2022

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,  
 Manager, Corporate Planning Department

### Monthly Performance for May 2022

Kobe Bussan Co., Ltd. discloses its monthly performance for May 2022 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	29,582	31,076	36,369	36,733	203,755	
119.2	111.3	112.9	108.8	113.7	110.9	112.7	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
<b>34,131</b>							
<b>110.8</b>							

[Gross profit]

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
3,415	3,640	3,035	3,278	3,436	3,770	20,576	
120.9	109.7	114.6	110.1	109.2	115.1	113.1	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
<b>3,432</b>							
<b>113.0</b>							

[Operating profit]

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
2,220	2,423	1,711	2,116	2,057	2,349	12,880	
118.4	103.8	99.5	103.2	105.4	110.2	106.7	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
<b>2,169</b>							
<b>108.0</b>							

[Ordinary profit]

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
2,236	2,672	1,739	2,232	2,894	2,876	14,652	
125.1	113.6	94.4	95.7	119.8	129.9	113.2	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
<b>2,204</b>							
<b>103.6</b>							

2. Trends in the number of Gyomu Super stores

		Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1		
Directly managed areas	Opened	3	9	2	3	5	4	26		
	Closed	1	0	1	0	2	0	4		
	Total	581	590	591	594	597	601	+22		
Indirectly managed areas	Opened	2	2	1	2	0	1	8		
	Closed	9	1	1	0	0	0	11		
	Total	361	362	362	364	364	365	-3		
Total franchise stores		942	952	953	958	961	966	—		
Total directly operated stores		3	3	3	3	3	3	—		
Total stores		945	955	956	961	964	969	+19		
		May	June	July	Aug.	Sept.	Oct.	H2	Full year	
Directly managed areas	Opened	2								
	Closed	1								
	Total	602								
Indirectly managed areas	Opened	0								
	Closed	1								
	Total	364								
Total franchise stores		966								
Total directly operated stores		3								
Total stores		969								

■ 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 May 2022]

Store name	Address
<b>[Directly managed areas]</b>	—
Ueki	33-1 Tarumizu, Ueki-machi, Kita-ku, Kumamoto-shi, Kumamoto
Imazu	8-10 Shazen-cho, Imazu, Nishinomiya-shi, Hyogo

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	110.2	102.4	103.1	101.1	105.3	102.9	104.1		
	All stores	116.6	108.8	109.3	107.5	111.9	108.6	110.4		
Nationwide*	All stores	118.6	110.3	111.2	108.6	113.2	110.5	112.0		
		May	June	July	Aug.	Sept.	Oct.	H2	Full year	
Directly managed areas	Existing stores	103.1								
	All stores	108.5								
Nationwide*	All stores	110.3								

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

#### 4. Overview

For May 2022, we reported net sales of **¥34,131 million (up 10.8% year-on-year)**, gross profit of **¥3,432 million (up 13.0%)**, operating profit of **¥2,169 million (up 8.0%)**, and ordinary profit of **¥2,204 million (up 3.6%)** on a non-consolidated basis.

During the period, Gyomu Super opened two stores and closed some stores due to relocation and other reasons, resulting in 969 stores in total, which remained the same as in the previous month, and an increase of 42 stores from a year earlier. Also, net sales increased driven by the continued coverage on many television programs and social media as well as successful pricing strategies that have created customer satisfaction.

Our product shipments to Gyomu Super stores remained strong, with **an increase of 3.1%** from a year earlier to existing stores in directly managed areas, **an increase of 8.5%** to all stores in directly managed areas, and **an increase of 10.3%** to all stores nationwide.

In terms of our product trends, we enjoyed a continuous growth in sales of conveniently available frozen vegetables against the backdrop of the soaring price of fruits and vegetables. In addition, bulk items for commercial use such as restaurants saw an increase in shipments.

#### 5. Scheduled disclosure date

The flash report for June is scheduled to be released on Monday, July 25. Please note that the date of release may be changed for unavoidable reasons.