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**KOBE BUSSAN CO., LTD.**



February 22, 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,  
 Manager, Corporate Planning Department

### Monthly Performance for January 2024

Kobe Bussan Co., Ltd. discloses its monthly performance for January 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	
41,690	45,609	<b>36,909</b>					
112.8	110.2	<b>112.9</b>					
May	June	July	Aug.	Sept.	Oct.	H2	Full year

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
3,991	4,183	<b>3,768</b>					
128.1	120.7	<b>123.1</b>					
May	June	July	Aug.	Sept.	Oct.	H2	Full year

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
2,389	2,542	<b>2,162</b>					
138.5	123.3	<b>129.6</b>					
May	June	July	Aug.	Sept.	Oct.	H2	Full year

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
191	(3,839)	<b>10,358</b>					
109.7	-	<b>1,004.3</b>					
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	0	0	0						
	Closed	0	0	0						
	Total	664	664	664						
Indirectly managed areas	Opened	2	0	1						
	Closed	0	0	0						
	Total	382	382	383						
Total franchise stores		1,046	1,046	1,047						
Total directly operated stores		4	4	4						
Total stores		1,050	1,050	1,051						
		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, and Miyazaki prefectures

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

Prefectures other than those listed above

[Stores opened during January 2024]

Store name	Address
[Indirectly managed areas]	—
EVERY Shobara	2-15-35 Nishihonmachi, Shobara-shi, Hiroshima

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						
	All stores	112.7	110.2	113.8						
Nationwide*	All stores	113.1	110.5	114.4						
		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 January 2024, we reported net sales of **¥36,909 million (up 12.9% year-on-year)**, gross profit of **¥3,768 million (up 23.1%)**, operating profit of **¥2,162 million (up 29.6%)**, and ordinary profit of **¥10,358 million (up 904.3%)** on a non-consolidated basis.

During the period, Gyomu Super opened one store, resulting in 1,051 stores in total, an increase of 39 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 10.6%** from a year earlier to existing stores in directly managed areas, **an increase of 13.8%** to all stores in directly managed areas, and **an increase of 14.4%** to all stores nationwide.

In terms of our product trends, sales of conveniently available frozen vegetables continued showing a strong positive trend. Also, national brand products including Japanese basic seasonings such as sugar and salt contributed to sales growth.

Ordinary profit significantly exceeded that for the same period of the previous fiscal year. This is because the valuation loss on forward exchange contracts recorded before February 2024 was reversed resulting from the termination of certain forward exchange contracts and recovery in fair value due to a change in exchange rates.

#### 5. Scheduled disclosure date

The flash report for February 2024 is scheduled to be released on Monday, March 18. Please note that the date of release may be changed for unavoidable reasons.