

Note: This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.



KOBE BUSSAN CO., LTD.



August 21, 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 July 2024

Kobe Bussan Co., Ltd. discloses its monthly performance for July 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	
41,653	45,609	36,909	39,473	44,070	45,172	252,889	
112.7	110.2	112.9	111.6	110.6	109.3	111.1	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
44,274	42,449	44,112					
110.2	107.8	111.5					

[Gross profit]

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
4,006	4,184	3,720	3,926	4,504	4,570	24,912	
128.6	120.7	121.5	115.3	114.1	106.2	117.0	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
4,537	4,170	4,150					
104.0	99.8	105.6					

[Operating profit]

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
2,389	2,542	2,123	2,305	2,699	2,835	14,895	
138.5	123.3	127.2	116.0	121.4	105.4	120.5	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
2,873	2,525	2,311					
100.4	93.5	103.7					

[Ordinary profit]

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
191	(3,839)	10,314	4,144	2,382	2,260	15,452	
109.6	-	1,000.0	80.8	130.1	80.9	138.4	
May	June	July	Aug.	Sept.	Oct.	H2	Full year
2,958	2,826	(3,017)					
101.5	125.4	-					

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	2	6	9	17		
	Closed	0	0	0	0	1	0	1		
	Total	664	664	664	666	671	680	+16		
Indirectly managed areas	Opened	2	0	1	0	1	2	6		
	Closed	0	0	0	1	0	7	8		
	Total	382	382	383	382	383	378	-2		
Total franchise stores		1,046	1,046	1,047	1,048	1,054	1,058	—		
Total directly operated stores		4	4	4	4	4	4	—		
Total stores		1,050	1,050	1,051	1,052	1,058	1,062	+14		
		May	June	July	Aug.	Sept.	Oct.	H2	Full year	
Directly managed areas	Opened	3	4	4						
	Closed	1	0	7						
	Total	682	686	683						
Indirectly managed areas	Opened	2	3	2						
	Closed	0	1	0						
	Total	380	382	384						
Total franchise stores		1,062	1,068	1,067						
Total directly operated stores		4	4	4						
Total stores		1,066	1,072	1,071						

Effective April 1, 2024, the area category of Kagoshima prefecture was changed from “Indirectly managed areas” to “Directly managed areas.” Accordingly, six stores in Kagoshima have been reclassified to those in “Directly managed areas,” and this change is reflected in “Closed” in “Indirectly managed areas” and “Opened” in “Directly managed areas” for April.

- 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 July 2024]

Store name	Address
[Directly managed areas]	
Tomio Nakamachi	77 Ishiki-cho, Nara-shi, Nara
Kanmaki	7-3 Kanmaki Minamiekimae-cho, Takatsuki-shi, Osaka
Kitago	5-5-8 Kitago 4-jo, Shiroishi-ku, Sapporo-shi, Hokkaido
Otaki	3033 Yokoyama, Otaki-machi, Isumi-gun, Chiba
[Indirectly managed areas]	
Nagakute Shimoyama	55-2 Shimoyama, Nagakute-shi, Aichi
Yaizu Kogawa	3-14-5 Nishikogawa, Yaizu-shi, Shizuoka

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	107.9	107.5	104.9	107.7		
	All stores	112.7	110.2	113.8	111.7	111.0	109.1	111.3		
Nationwide*	All stores	113.1	110.5	114.4	112.8	111.1	109.9	111.7		
		May	June	July	Aug.	Sept.	Oct.	H2	Full year	
Directly managed areas	Existing stores	105.4	103.1	105.0						
	All stores	109.8	107.4	109.7						
Nationwide*	All stores	110.0	106.8	110.2						

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

4. Overview

For July 2024, we reported net sales of **¥44,112 million (up 11.5% year-on-year)**, gross profit of **¥4,150 million (up 5.6%)**, operating profit of **¥2,311 million (up 3.7%)**, and ordinary profit of **¥(3,017) million (¥3,065 million in the same month of the previous year)** on a non-consolidated basis.

During the period, Gyomu Super opened six stores, resulting in 1,071 stores in total, an increase of 39 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 5.0%** from a year earlier to existing stores in directly managed areas, **an increase of 9.7%** to all stores in directly managed areas, and **an increase of 10.2%** to all stores nationwide.

In terms of our product trends, sales of conveniently available frozen vegetables and fruits continued contributing to sales growth, and monthly sales items sold well.

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

From Sunday, September 1 to Thursday, October 31, we are going to run a marketing campaign titled “Gyomu Super Stores Loaded with Bargains!! Storewide Customer Appreciation Sale in Autumn 2024.” 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/202409_10/ (available in Japanese only).

5. Scheduled disclosure date

The flash report for August 2024 is scheduled to be released on Friday, September 20. Please note that the date of release may be changed for unavoidable reasons.