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KOBE BUSSAN CO., LTD.



December 20, 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 November 2024

Kobe Bussan Co., Ltd. discloses its monthly performance for November 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	
44,160							
106.0							
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							
112.5							
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							
115.8							
May	June	July	Aug.	Sept.	Oct.	H2	Full year

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

Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	H1	
2,458							
1285.6							
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								
	Closed	0								
	Total	695								
Indirectly managed areas	Opened	2								
	Closed	0								
	Total	390								
Total franchise stores		1,085								
Total directly operated stores		4								
Total stores		1,089								
		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 November 2024]

Store name	Address
[Directly managed areas]	—
Nara	2-1-23 Nijooji Minami, Nara-shi, Nara
Nishi Suzurandai	3-12-60 Suzurandai Nishimachi, Kita-ku, Kobe-shi, Hyogo
Saito	2-12-33 Saitoao Minami, Mino-shi, Osaka
[Indirectly managed areas]	—
EVERY Maruyama	92-1 Maruyama, Naka-ku, Okayama-shi, Okayama
Aomori Nitta	1-1-10 Nitta, Aomori-shi, Aomori

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								
	All stores	106.5								
Nationwide*	All stores	106.2								
		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 November 2024, we reported net sales of **¥44,160 million (up 6.0% year-on-year)**, gross profit of **¥4,507 million (up 12.5%)**, operating profit of **¥2,765 million (up 15.8%)**, and ordinary profit of **¥2,458 million (up 1,185.6%)** on a non-consolidated basis.

During the period, Gyomu Super opened five stores, resulting in 1,089 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 2.8%** from a year earlier to existing stores in directly managed areas, **an increase of 6.5%** to all stores in directly managed areas, and **an increase of 6.2%** to all stores nationwide.

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

Ordinary profit increased compared to the same period of the previous fiscal year. The factor was the small impact of the mark-to-market valuation of forward exchange contracts entered into to hedge risks of exchange rate fluctuations, while the mark-to-market valuation of forward exchange contracts declined in the previous year due to the appreciation of the yen.

5. Scheduled disclosure date

The flash report for December 2024 is scheduled to be released on Wednesday, January 22. Please note that the date of release may be changed for unavoidable reasons.