

February 1,2024

FY2024(1Q-3Q) (Third quarter of the fiscal year ending March 31, 2024)
Financial results supplementary material



喜びを創り喜びを提供する

寿スピリッツ

Kotobuki Spirits Co.,Ltd.

☆ Consolidated Business Results

FY2024(1Q-3Q) Segments Business Results (Compared to FY2023)

		Net sales	Gross profit	Gross profit rate	SG&A expenses	Operating profit
		Million of Yen	Million of Yen	%	Million of Yen	Million of Yen
Sucrey	FY2024(1Q-3Q)	19,209	12,376	64.4	8,103	4,273
	FY2023(1Q-3Q)	14,282	9,110	63.8	6,296	2,815
	YoY (Change)	4,927	3,266	0.6	1,808	1,458
KCC	FY2024(1Q-3Q)	12,819	7,738	60.4	5,057	2,681
	FY2023(1Q-3Q)	9,693	5,513	56.9	4,198	1,315
	YoY (Change)	3,125	2,225	3.5	859	1,367
Kotobukiseika Tajimakotobuki	FY2024(1Q-3Q)	10,044	4,233	42.1	1,937	2,296
	FY2023(1Q-3Q)	7,669	3,080	40.2	1,671	1,409
	YoY (Change)	2,374	1,153	2.0	266	887
Sales subsidiaries	FY2024(1Q-3Q)	5,276	1,983	37.6	1,292	691
	FY2023(1Q-3Q)	3,897	1,451	37.2	1,127	323
	YoY (Change)	1,379	533	0.4	165	368
Kujyukushima Group	FY2024(1Q-3Q)	4,840	2,596	53.6	1,918	678
	FY2023(1Q-3Q)	3,326	1,761	53.0	1,487	274
	YoY (Change)	1,514	835	0.7	431	404
Others	FY2024(1Q-3Q)	469	332	70.7	305	27
	FY2023(1Q-3Q)	515	373	72.5	310	63
	YoY (Change)	△ 46	△ 41	△ 1.8	△ 5	△ 36
Segments Total	FY2024(1Q-3Q)	52,656	29,259	55.6	18,614	10,646
	FY2023(1Q-3Q)	39,382	21,289	54.1	15,090	6,199
	YoY (Change)	13,274	7,971	1.5	3,524	4,447
(Reconciling items)	FY2024(1Q-3Q)	△ 5,620	△ 130	-	△ 1,219	1,088
	FY2023(1Q-3Q)	△ 4,012	△ 147	-	△ 804	657
	YoY (Change)	△ 1,608	17	-	△ 415	431
Total	FY2024(1Q-3Q)	47,036	29,129	61.9	17,395	11,734
	FY2023(1Q-3Q)	35,370	21,142	59.8	14,285	6,856
	YoY (Change)	11,666	7,987	2.2	3,109	4,878

☆ Consolidated Business Results

FY2024(1Q-3Q) Segments sales

		FY2023 (1Q-3Q)	FY2024 (1Q-3Q)	YoY (Change)	YoY (%)
		Millions of Yen	Millions of Yen	Millions of Yen	%
Sucrey	Wholesale	2,829	5,183	2,353	83.2
	Retail	9,562	12,439	2,877	30.1
	Mail order	1,069	1,034	△ 35	△ 3.3
	Wholesale (Overseas)	457	246	△ 211	△ 46.2
	Internal sales	365	307	△ 58	△ 15.8
	Total	14,282	19,209	4,927	34.5
KCC	Wholesale	831	3,418	2,588	311.4
	Retail	5,589	6,015	425	7.6
	Mail order	2,448	2,529	81	3.3
	Wholesale (Overseas)	457	425	△ 32	△ 7.0
	Internal sales	367	431	63	17.2
	Total	9,693	12,819	3,125	32.2
Kotobukiseika Tajimakotobuki	Wholesale	4,551	6,004	1,453	31.9
	Retail	557	659	102	18.3
	Mail order	199	200	1	0.5
	Internal sales	2,363	3,181	818	34.6
	Total	7,669	10,044	2,374	31.0
Sales Subsidiaries	Wholesale	3,065	4,295	1,230	40.1
	Retail	549	677	129	23.5
	Mail order	242	219	△ 24	△ 9.8
	Internal sales	41	85	43	105.9
	Total	3,897	5,276	1,379	35.4
Kujyukushima Group	Wholesale	1,173	1,165	△ 8	△ 0.7
	Retail	1,204	1,975	771	64.1
	Mail order	73	85	12	16.4
	Wholesale (Overseas)	1	1	0	30.2
	Internal sales	876	1,615	739	84.4
	Total	3,326	4,840	1,514	45.5
Others	Non-life insurance agency	5	6	1	15.4
	Health food business	50	69	19	37.5
	Taiwan (Confectionery business)	459	393	△ 66	△ 14.4
	Internal sales	1	2	1	194.9
	Total	515	469	△ 46	△ 8.9

★ Consolidated Business Results

FY2024(1Q-3Q) Quarter Results (Compared to FY2023)

(Unit: Million of Yen,%)

1Q (Apr. — Jun.)

	FY2023	FY2024	QoQ (Change)	QoQ (%)
	amount	amount		
Net sales	9,515	13,853	4,338	45.6
Cost of sales	3,983	5,418	1,435	36.0
Gross profit	5,532	8,436	2,903	52.5
(Gross profit ratio)	58.1	60.9	2.8	
SG&A expenses	4,382	5,377	995	22.7
SG&A expenses rate	46.1	38.8	△ 7.2	
Operating profit	1,150	3,059	1,908	165.9
Non-operating income	154	28	△ 126	
Non-operating expenses	2	3	1	
Ordinary profit	1,302	3,084	1,781	136.8
(Ordinary profit rate)	13.7	22.3	8.6	
Extraordinary income	0	0	△ 0	
Extraordinary losses	3	1	△ 1	
Profit before income taxes	1,300	3,082	1,783	137.2
Income taxes	461	1,013	553	120.0
Net profit	839	2,069	1,230	146.6

2Q (Jul. — Sep.)

	FY2023	FY2024	QoQ (Change)	QoQ (%)
	amount	amount		
Net sales	10,585	15,038	4,453	42.1
Cost of sales	4,346	5,741	1,396	32.1
Gross profit	6,239	9,297	3,058	49.0
(Gross profit ratio)	58.9	61.8	2.9	
SG&A expenses	4,559	5,733	1,174	25.8
SG&A expenses rate	43.1	38.1	△ 4.9	
Operating profit	1,680	3,564	1,884	112.1
Non-operating income	75	23	△ 52	
Non-operating expenses	3	3	0	
Ordinary profit	1,753	3,584	1,832	104.5
(Ordinary profit rate)	16.6	23.8	7.3	
Extraordinary income	2	0	△ 2	
Extraordinary losses	4	1	△ 2	
Profit before income taxes	1,752	3,583	1,832	104.6
Income taxes	596	1,199	603	101.2
Net profit	1,155	2,384	1,229	106.3

3Q (Oct. — Dec.)

	FY2023	FY2024	YoY (Change)	YoY (%)
	amount	amount		
Net sales	15,270	18,145	2,875	18.8
Cost of sales	5,899	6,748	848	14.4
Gross profit	9,371	11,397	2,026	21.6
(Gross profit ratio)	61.4	62.8	1.4	
SG&A expenses	5,345	6,285	941	17.6
SG&A expenses rate	35.0	34.6	△ 0.4	
Operating profit	4,026	5,112	1,086	27.0
Non-operating income	99	22	△ 77	
Non-operating expenses	3	3	△ 0	
Ordinary profit	4,122	5,131	1,009	24.5
(Ordinary profit rate)	27.0	28.3	1.3	
Extraordinary income	0	0	0	
Extraordinary losses	0	1	1	
Profit before income taxes	4,121	5,129	1,008	24.5
Income taxes	1,405	1,683	278	19.8
Net profit	2,717	3,447	730	26.9

1Q-3Q (Apr. — Dec.)

	FY2023	FY2024	YoY (Change)	YoY (%)
	amount	amount		
Net sales	35,370	47,036	11,666	33.0
Cost of sales	14,228	17,907	3,679	25.9
Gross profit	21,142	29,129	7,987	37.8
(Gross profit ratio)	59.8	61.9	2.2	
SG&A expenses	14,285	17,395	3,109	21.8
SG&A expenses rate	40.4	37.0	△ 3.4	
Operating profit	6,856	11,734	4,878	71.1
Non-operating income	328	73	△ 255	
Non-operating expenses	8	8	0	
Ordinary profit	7,177	11,799	4,622	64.4
(Ordinary profit rate)	20.3	25.1	4.8	
Extraordinary income	3	0	△ 2	
Extraordinary losses	7	4	△ 2	
Profit before income taxes	7,173	11,795	4,622	64.4
Income taxes	2,461	3,895	1,434	58.2
Net profit	4,711	7,900	3,189	67.7