

August 4, 2021

FY2022(1Q) (First quarter of the fiscal year ending March 31, 2022)
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

FY2022(1Q) Segments Business Results

		Net sales	Gross profit	Gross profit rate	SG&A expenses	Operating profit
		Millions of Yen	Millions of Yen	%	Millions of Yen	Millions of Yen
Sucrey	FY2022(1Q)	2,005	1,102	55.0	1,337	△ 235
	FY2021(1Q)	675	108	16.1	898	△ 789
	FY2020(1Q)	3,625	2,255	62.2	1,708	547
	Two years ago (Change)	△ 1,620	△ 1,153	△ 7.2	△ 371	△ 782
	YoY (Change)	1,330	993	38.9	439	555
KCC	FY2022(1Q)	2,106	1,057	50.2	1,156	△ 99
	FY2021(1Q)	1,114	549	49.3	1,066	△ 517
	FY2020(1Q)	2,878	1,737	60.4	1,486	251
	Two years ago (Change)	△ 771	△ 680	△ 10.2	△ 330	△ 350
	YoY (Change)	992	508	0.9	90	418
Kotobukiseika Tajimakotobuki	FY2022(1Q)	1,130	283	25.0	445	△ 162
	FY2021(1Q)	580	△ 139	△ 24.0	404	△ 543
	FY2020(1Q)	2,690	1,108	41.2	761	347
	Two years ago (Change)	△ 1,560	△ 825	△ 16.2	△ 316	△ 509
	YoY (Change)	550	422	49.0	41	381
Sales Subsidiaries	FY2022(1Q)	524	185	35.3	294	△ 109
	FY2021(1Q)	208	46	22.2	263	△ 216
	FY2020(1Q)	1,606	582	36.2	419	163
	Two years ago (Change)	△ 1,083	△ 397	△ 0.9	△ 126	△ 271
	YoY (Change)	315	139	13.1	31	108
Kujyukushima Group	FY2022(1Q)	515	178	34.6	379	△ 201
	FY2021(1Q)	224	△ 39	△ 17.3	252	△ 291
	FY2020(1Q)	1,059	517	48.8	416	101
	Two years ago (Change)	△ 545	△ 339	△ 14.3	△ 37	△ 302
	YoY (Change)	291	217	51.9	127	90
Others	FY2022(1Q)	77	53	68.5	64	△ 11
	FY2021(1Q)	132	96	72.6	105	△ 9
	FY2020(1Q)	258	151	58.6	181	△ 30
	Two years ago (Change)	△ 181	△ 99	9.9	△ 117	19
	YoY (Change)	△ 55	△ 43	△ 4.1	△ 41	△ 2
Segments Total	FY2022(1Q)	6,357	2,857	44.9	3,674	△ 817
	FY2021(1Q)	2,933	621	21.2	2,987	△ 2,366
	FY2020(1Q)	12,117	6,350	52.4	4,971	1,379
	Two years ago (Change)	△ 5,760	△ 3,493	△ 7.5	△ 1,297	△ 2,196
	YoY (Change)	3,424	2,236	23.8	687	1,550
(Reconciling items)	FY2022(1Q)	△ 599	△ 27	-	△ 85	57
	FY2021(1Q)	△ 217	△ 10	-	33	△ 43
	FY2020(1Q)	△ 1,490	△ 30	-	△ 206	176
	Two years ago (Change)	891	3	-	122	△ 119
	YoY (Change)	△ 382	△ 17	-	△ 118	100
Total	FY2022(1Q)	5,758	2,830	49.1	3,589	△ 759
	FY2021(1Q)	2,716	611	22.5	3,020	△ 2,409
	FY2020(1Q)	10,627	6,320	59.5	4,765	1,555
	Two years ago (Change)	△ 4,868	△ 3,490	△ 10.3	△ 1,176	△ 2,314
	YoY (Change)	3,043	2,219	26.6	569	1,650

☆ Consolidated Business Results

FY2022(1Q) Segments sales

			FY2020 (1Q)	FY2021 (1Q)	FY2022 (1Q)	Two years ago (Change)	Two years ago (%)	YoY (Change)	YoY (%)
Sucrey	Wholesale	Wholesale	Millions of Yen 1,113	Millions of Yen 130	Millions of Yen 319	Millions of Yen △ 794	% △ 71.4	189	145.8
		Wholesale (Overseas)	93	32	74	△ 19	△ 20.5	42	133.6
		Wholesale Total	1,206	161	393	△ 814	△ 67.4	231	143.4
	Retail	Shops	1,625	300	1,017	△ 609	△ 37.5	716	238.3
		Pop Up	613	103	347	△ 266	△ 43.4	244	235.6
		Mail order	65	81	189	124	191.3	108	134.4
		Retail Total	2,303	485	1,553	△ 751	△ 32.6	1,068	220.4
	Internal sales		116	29	60	△ 56	△ 48.4	31	107.4
	Total		3,625	675	2,005	△ 1,620	△ 44.7	1,330	197.2
KCC	Wholesale	Wholesale	804	70	125	△ 680	△ 84.5	55	77.9
		Wholesale (Overseas)	138	154	276	138	99.9	122	79.7
		Wholesale Total	942	224	401	△ 542	△ 57.5	177	79.1
	Retail	Shops (LeTAO)	1,048	136	360	△ 688	△ 65.6	224	164.3
		Shops (Other Brands)	93	36	146	54	57.9	110	306.1
		Pop Up	258	27	207	△ 51	△ 19.9	180	672.2
		Mail order	431	671	940	509	117.9	269	40.0
		Retail Total	1,830	870	1,653	△ 177	△ 9.7	782	89.9
	Internal sales		106	20	52	△ 53	△ 50.4	33	168.7
Total		2,878	1,114	2,106	△ 771	△ 26.8	992	89.1	
Kotobukiseika Tajimakotobuki	Kotobukiseika	Agent	1,090	306	517	△ 573	△ 52.6	211	68.9
		Sanin area	468	74	141	△ 327	△ 69.9	67	91.2
		Kotobuki castle	209	31	57	△ 152	△ 72.9	25	80.9
		Tajimakotobuki Yumura area · EC	62	39	43	△ 19	△ 30.4	4	10.6
	Internal sales		861	130	373	△ 489	△ 56.7	243	187.2
	Total		2,690	580	1,130	△ 1,560	△ 58.0	550	94.9
Sales Subsidiaries	Tokai area		470	51	155	△ 315	△ 66.9	104	202.2
	Kansai area		789	120	261	△ 528	△ 67.0	140	116.4
	Chuugoku area · Shikoku area · Kyushu area		343	34	106	△ 237	△ 69.1	71	207.1
	Internal sales		4	2	2	△ 3	△ 66.1	△ 0	△ 21.8
	Total		1,606	208	523	△ 1,083	△ 67.4	315	151.3
Kujyukushima Group	Wholesale		310	87	168	△ 142	△ 45.8	81	93.3
	Retail		346	100	234	△ 111	△ 32.2	135	134.7
	Internal sales		403	37	112	△ 291	△ 72.2	75	202.3
	Total		1,059	224	515	△ 545	△ 51.4	291	129.8
Others	KSK (Property insurance agency business)		2	2	1	△ 1	△ 37.2	△ 0	△ 21.7
	Junai (Health food business)		9	12	17	8	87.0	5	39.1
	Taiwan (Confectionery business)		105	82	58	△ 46	△ 44.3	△ 24	△ 29.0
	Honey Sucrey Limited (Confectionery business)		142	36	-	△ 142	-	△ 36	-
	Internal sales		-	-	0	0	-	0	-
	Total		258	132	77	△ 181	△ 70.2	△ 55	△ 41.8