

February 3, 2022

FY2022(1Q-3Q) (Third 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-3Q) Segments Business Results (Compared to FY2021)

		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	FY2022(1Q-3Q)	8,507	5,111	60.1	4,538	573
	FY2021(1Q-3Q)	4,969	2,639	53.1	3,534	△ 894
	YoY (Change)	3,538	2,472	7.0	1,004	1,468
KCC	FY2022(1Q-3Q)	7,475	3,945	52.8	3,702	243
	FY2021(1Q-3Q)	5,502	3,156	57.4	3,555	△ 398
	YoY (Change)	1,973	789	△ 4.6	148	641
Kotobukiseika Tajimakotobuki	FY2022(1Q-3Q)	4,713	1,464	31.1	1,403	61
	FY2021(1Q-3Q)	4,016	977	24.3	1,375	△ 398
	YoY (Change)	696	487	6.7	28	459
Sales subsidiaries	FY2022(1Q-3Q)	2,223	802	36.1	919	△ 117
	FY2021(1Q-3Q)	1,643	439	26.8	841	△ 401
	YoY (Change)	580	362	9.3	78	284
Kujyukushima Group	FY2022(1Q-3Q)	2,063	906	43.9	1,201	△ 295
	FY2021(1Q-3Q)	1,579	518	32.8	925	△ 408
	YoY (Change)	485	388	11.1	276	113
Others	FY2022(1Q-3Q)	371	265	71.6	257	9
	FY2021(1Q-3Q)	372	264	71.0	262	2
	YoY (Change)	△ 1	1	0.6	△ 5	6
Segments Total	FY2022(1Q-3Q)	25,351	12,493	49.3	12,020	473
	FY2021(1Q-3Q)	18,081	7,994	44.2	10,491	△ 2,497
	YoY (Change)	7,271	4,499	5.1	1,529	2,971
(Reconciling items)	FY2022(1Q-3Q)	△ 2,430	△ 67	-	△ 454	387
	FY2021(1Q-3Q)	△ 1,774	△ 48	-	△ 238	190
	YoY (Change)	△ 655	△ 19	-	△ 216	197
Total	FY2022(1Q-3Q)	22,921	12,426	54.2	11,566	860
	FY2021(1Q-3Q)	16,306	7,945	48.7	10,253	△ 2,307
	YoY (Change)	6,615	4,481	5.5	1,313	3,168

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FY2022(1Q-3Q) Segments Business Results (Compared to FY2020)

		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	FY2022(1Q-3Q)	8,507	5,111	60.1	4,538	573
	FY2020(1Q-3Q)	12,752	7,816	61.3	5,830	1,986
	Two years ago (Change)	△ 4,245	△ 2,704	△ 1.2	△ 1,292	△ 1,413
KCC	FY2022(1Q-3Q)	7,475	3,945	52.8	3,702	243
	FY2020(1Q-3Q)	9,444	5,716	60.5	4,597	1,119
	Two years ago (Change)	△ 1,970	△ 1,771	△ 7.7	△ 895	△ 876
Kotobukiseika Tajimakotobuki	FY2022(1Q-3Q)	4,713	1,464	31.1	1,403	61
	FY2020(1Q-3Q)	8,956	3,695	41.3	2,247	1,448
	Two years ago (Change)	△ 4,243	△ 2,231	△ 10.2	△ 844	△ 1,387
Sales subsidiaries	FY2022(1Q-3Q)	2,223	802	36.1	919	△ 117
	FY2020(1Q-3Q)	5,073	1,856	36.6	1,288	568
	Two years ago (Change)	△ 2,850	△ 1,055	△ 0.5	△ 369	△ 686
Kujyukushima Group	FY2022(1Q-3Q)	2,063	906	43.9	1,201	△ 295
	FY2020(1Q-3Q)	3,665	1,786	48.7	1,320	466
	Two years ago (Change)	△ 1,601	△ 880	△ 4.8	△ 119	△ 761
Others	FY2022(1Q-3Q)	371	265	71.6	257	9
	FY2020(1Q-3Q)	639	416	65.1	528	△ 112
	Two years ago (Change)	△ 268	△ 150	6.5	△ 271	121
Segments Total	FY2022(1Q-3Q)	25,351	12,493	49.3	12,020	473
	FY2020(1Q-3Q)	40,529	21,285	52.5	15,810	5,475
	Two years ago (Change)	△ 15,178	△ 8,792	△ 3.2	△ 3,790	△ 5,001
(Reconciling items)	FY2022(1Q-3Q)	△ 2,430	△ 67	-	△ 454	387
	FY2020(1Q-3Q)	△ 4,854	△ 78	-	△ 795	716
	Two years ago (Change)	2,424	11	-	341	△ 329
Total	FY2022(1Q-3Q)	22,921	12,426	54.2	11,566	860
	FY2020(1Q-3Q)	35,675	21,206	59.4	15,015	6,191
	Two years ago (Change)	△ 12,754	△ 8,780	△ 5.2	△ 3,450	△ 5,330

☆ Consolidated Business Results

FY2022(1Q-3Q) Segments sales

		FY2020 (1Q-3Q)	FY2021 (1Q-3Q)	FY2022 (1Q-3Q)	Two years ago (Change)	Two years ago (%)	YoY (Change)	YoY (%)	
Sucrey	Wholesale	Wholesale	Millions of Yen 3,819	Millions of Yen 859	Millions of Yen 1,369	Millions of Yen △ 2,450	% △ 64.2	Millions of Yen 509	% 59.3
		Wholesale (Overseas)	385	211	304	△ 81	△ 21.1	93	43.9
		Wholesale Total	4,203	1,070	1,672	△ 2,531	△ 60.2	602	56.2
		Retail							
	Shops	Shops	5,611	2,538	4,331	△ 1,279	△ 22.8	1,793	70.7
		Pop Up	2,442	881	1,455	△ 987	△ 40.4	574	65.2
		Mail order	245	347	780	535	218.3	433	125.0
	Retail Total	8,298	3,765	6,566	△ 1,732	△ 20.9	2,801	74.4	
	Internal sales	251	133	268	17	6.8	135	102.0	
	Total	12,752	4,969	8,507	△ 4,245	△ 33.3	3,538	71.2	
KCC	Wholesale	Wholesale	2,550	425	343	△ 2,208	△ 86.6	△ 82	△ 19.3
		Wholesale (Overseas)	362	537	726	364	100.5	188	35.0
		Wholesale Total	2,912	962	1,069	△ 1,844	△ 63.3	106	11.0
		Retail							
	Shops	Shops(LeTAO)	3,392	1,146	1,812	△ 1,581	△ 46.6	666	58.1
		Shops(Other Brands)	358	389	657	299	83.5	269	69.1
		Pop Up	994	677	944	△ 50	△ 5.1	266	39.3
		Mail order	1,468	2,184	2,787	1,319	89.9	603	27.6
	Retail Total	6,212	4,397	6,200	△ 13	△ 0.2	1,803	41.0	
	Internal sales	320	143	207	△ 113	△ 35.4	63	44.2	
Total	9,444	5,502	7,475	△ 1,970	△ 20.9	1,973	35.9		
Kotobukiseika Tajimakotobuki	Kotobukiseika Agent	Sanin area	3,927	1,917	2,147	△ 1,780	△ 45.3	229	12.0
		Kotobuki castle	1,397	654	697	△ 700	△ 50.1	43	6.5
		Tajimakotobuki Yumura area・EC	651	275	286	△ 365	△ 56.0	11	4.1
		Internal sales	205	173	166	△ 39	△ 18.8	△ 7	△ 4.0
	Total	2,776	997	1,417	△ 1,360	△ 49.0	420	42.1	
	Total	8,956	4,016	4,713	△ 4,243	△ 47.4	696	17.3	
Sales Subsidiaries	Tokai area	1,489	534	675	△ 814	△ 54.6	141	26.3	
	Kansai area	2,481	720	1,052	△ 1,429	△ 57.6	333	46.3	
	Chuugoku area・Shikoku area・Kyushu area	1,088	370	475	△ 614	△ 56.4	104	28.2	
	Internal sales	15	18	21	6	38.7	2	12.6	
	Total	5,073	1,643	2,223	△ 2,850	△ 56.2	580	35.3	
Kujyukushima Group	Wholesale	1,006	484	689	△ 317	△ 31.5	205	42.4	
	Retail	1,166	612	857	△ 309	△ 26.5	246	40.2	
	Internal sales	1,492	483	517	△ 975	△ 65.3	34	7.0	
	Total	3,665	1,579	2,063	△ 1,601	△ 43.7	485	30.7	
Others	KSK (Property insurance agency business)	8	7	5	△ 3	△ 35.9	△ 2	△ 27.2	
	Junai (Health food business)	27	43	40	13	49.5	△ 3	△ 7.5	
	Taiwan (Confectionery business)	295	286	325	30	10.2	39	13.6	
	Honey Sucrey Limited (Confectionery business)	309	36	-	△ 309	-	△ 36	-	
	Internal sales	-	-	1	1	-	1	-	
	Total	639	372	371	△ 268	△ 41.9	△ 1	△ 0.4	

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FY2022(1Q-3Q) Quarter Results (Compared to FY2021 and FY2020)

(Unit: Million of Yen,%)

3Q (Oct—Dec) Compared to FY2021

	FY2021 amount	FY2022 amount	YoY (Change)	YoY (%)
Net sales	8,402	10,963	2,561	30.5
Cost of sales	3,457	4,377	920	26.6
Gross profit	4,945	6,585	1,641	33.2
(Gross profit rate)	58.9	60.1	1.2	
SG&A expenses	3,831	4,307	476	12.4
SG&A expenses rate	45.6	39.3	△ 6.3	
Operating profit	1,114	2,279	1,165	104.6
Non-operating income	542	421	△ 121	
Non-operating expenses	3	2	△ 0	
Ordinary profit	1,653	2,698	1,044	63.2
(Ordinary profit rate)	19.7	24.6	4.9	
Extraordinary income	1	0	△ 0	
Extraordinary losses	11	31	20	
Profit before income taxes	1,643	2,667	1,024	62.3
Income taxes	527	907	380	
Net profit	1,116	1,760	644	57.7

1Q-3Q (Apr—Dec) Compared to FY2021

	FY2021 amount	FY2022 amount	YoY (Change)	YoY (%)
Net sales	16,306	22,921	6,615	40.6
Cost of sales	8,361	10,495	2,134	25.5
Gross profit	7,945	12,426	4,481	56.4
(Gross profit rate)	48.7	54.2	5.5	
SG&A expenses	10,253	11,566	1,313	12.8
SG&A expenses rate	62.9	50.5	△ 12.4	
Operating profit	△ 2,307	860	3,168	-
Non-operating income	2,014	1,365	△ 648	
Non-operating expenses	9	9	0	
Ordinary profit	△ 303	2,217	2,520	-
(Ordinary profit rate)	-	9.7	-	
Extraordinary income	8	0	△ 7	
Extraordinary losses	17	34	17	
Profit before income taxes	△ 312	2,183	2,495	-
Income taxes	△ 138	706	844	
Net profit	△ 174	1,477	1,652	-

3Q (Oct—Dec) Compared to FY2020

	FY2020 amount	FY2022 amount	YoY (Change)	YoY (%)
Net sales	13,287	10,963	△ 2,325	△ 17.5
Cost of sales	5,342	4,377	△ 964	△ 18.1
Gross profit	7,946	6,585	△ 1,360	△ 17.1
(Gross profit rate)	59.8	60.1	0.3	
SG&A expenses	5,274	4,307	△ 967	△ 18.3
SG&A expenses rate	39.7	39.3	△ 0.4	
Operating profit	2,672	2,279	△ 393	△ 14.7
Non-operating income	28	421	394	
Non-operating expenses	6	2	△ 3	
Ordinary profit	2,694	2,698	4	0.1
(Ordinary profit rate)	20.3	24.6	4.3	
Extraordinary income	0	0	0	
Extraordinary losses	54	31	△ 23	
Profit before income taxes	2,640	2,667	27	1.0
Income taxes	938	907	△ 31	
Net profit	1,702	1,760	58	3.4

1Q-3Q (Apr—Dec) Compared to FY2020

	FY2020 amount	FY2022 amount	YoY (Change)	YoY (%)
Net sales	35,675	22,921	△ 12,754	△ 35.7
Cost of sales	14,469	10,495	△ 3,973	△ 27.5
Gross profit	21,206	12,426	△ 8,780	△ 41.4
(Gross profit rate)	59.4	54.2	△ 5.2	
SG&A expenses	15,015	11,566	△ 3,450	△ 23.0
SG&A expenses rate	42.1	50.5	8.4	
Operating profit	6,191	860	△ 5,330	△ 86.1
Non-operating income	65	1,365	1,300	
Non-operating expenses	14	9	△ 5	
Ordinary profit	6,242	2,217	△ 4,025	△ 64.5
(Ordinary profit rate)	17.5	9.7	△ 7.8	
Extraordinary income	0	0	0	
Extraordinary losses	146	34	△ 113	
Profit before income taxes	6,096	2,183	△ 3,913	△ 64.2
Income taxes	2,125	706	△ 1,419	
Net profit	3,970	1,477	△ 2,493	△ 62.8