

November 2,2022

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**FY2023(1Q-2Q)** (Second quarter of the fiscal year ending March 31, 2023)  
**Financial results supplementary material**

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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**

**FY2023(1Q-2Q) Segments Business Results (Compared to Forecast)**

		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	FY2023(1Q-2Q)	8,002	5,072	63.4	3,848	1,223
	Forecast	6,770	4,310	63.7	3,850	460
	(Change)	1,232	762	△ 0.3	△ 2	763
KCC	FY2023(1Q-2Q)	5,536	3,071	55.5	2,620	451
	Forecast	5,310	3,000	56.5	2,720	280
	(Change)	226	71	△ 1.0	△ 100	171
Kotobukiseika Tajimakotobuki	FY2023(1Q-2Q)	4,390	1,692	38.5	1,064	628
	Forecast	4,917	1,791	36.4	1,365	426
	(Change)	△ 527	△ 99	2.1	△ 301	202
Sales subsidiaries	FY2023(1Q-2Q)	2,289	846	37.0	714	132
	Forecast	2,504	891	35.6	740	151
	(Change)	△ 215	△ 45	1.4	△ 26	△ 19
Kujyukushima Group	FY2023(1Q-2Q)	1,847	936	50.7	937	△ 1
	Forecast	1,960	930	47.4	908	22
	(Change)	△ 113	6	3.2	29	△ 23
Others	FY2023(1Q-2Q)	326	236	72.4	200	36
	Forecast	323	228	70.6	194	34
	(Change)	3	8	1.9	6	2
Segments Total	FY2023(1Q-2Q)	22,390	11,853	52.9	9,384	2,469
	Forecast	21,784	11,150	51.2	9,777	1,373
	(Change)	606	703	1.8	△ 393	1,096
(Reconciling items)	FY2023(1Q-2Q)	△ 2,290	△ 82	-	△ 443	362
	Forecast	△ 2,604	△ 20	-	△ 497	477
	(Change)	314	△ 62	-	54	△ 115
Total	FY2023(1Q-2Q)	20,100	11,771	58.6	8,941	2,830
	Forecast	19,180	11,130	58.0	9,280	1,850
	(Change)	920	641	0.5	△ 339	980

☆ **Consolidated Business Results**

**FY2023(1Q-2Q) Segments Business Results (Compared to FY2022)**

		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	FY2023(1Q-2Q)	8,002	5,072	63.4	3,848	1,223
	FY2022(1Q-2Q)	4,257	2,351	55.2	2,753	△ 403
	YoY (Change)	3,745	2,721	8.2	1,095	1,626
KCC	FY2023(1Q-2Q)	5,536	3,071	55.5	2,620	451
	FY2022(1Q-2Q)	4,107	2,021	49.2	2,296	△ 275
	YoY (Change)	1,429	1,050	6.3	325	725
Kotobukiseika Tajimakotobuki	FY2023(1Q-2Q)	4,390	1,692	38.5	1,064	628
	FY2022(1Q-2Q)	2,408	577	24.0	894	△ 317
	YoY (Change)	1,982	1,115	14.6	170	945
Sales subsidiaries	FY2023(1Q-2Q)	2,289	846	37.0	714	132
	FY2022(1Q-2Q)	1,138	401	35.2	592	△ 192
	YoY (Change)	1,151	445	1.7	122	324
Kujyukushima Group	FY2023(1Q-2Q)	1,847	936	50.7	937	△ 1
	FY2022(1Q-2Q)	1,043	371	35.6	764	△ 392
	YoY (Change)	804	564	15.1	174	391
Others	FY2023(1Q-2Q)	326	236	72.4	200	36
	FY2022(1Q-2Q)	219	155	70.6	151	4
	YoY (Change)	107	81	1.8	49	32
Segments Total	FY2023(1Q-2Q)	22,390	11,853	52.9	9,384	2,469
	FY2022(1Q-2Q)	13,173	5,876	44.6	7,450	△ 1,574
	YoY (Change)	9,217	5,977	8.3	1,934	4,043
(Reconciling items)	FY2023(1Q-2Q)	△ 2,290	△ 82	-	△ 443	362
	FY2022(1Q-2Q)	△ 1,215	△ 35	-	△ 191	156
	YoY (Change)	△ 1,076	△ 46	-	△ 252	206
Total	FY2023(1Q-2Q)	20,100	11,771	58.6	8,941	2,830
	FY2022(1Q-2Q)	11,959	5,841	48.8	7,259	△ 1,418
	YoY (Change)	8,141	5,931	9.7	1,682	4,249

☆ Consolidated Business Results

FY2023(1Q-2Q) 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	FY2023(1Q-2Q)	8,002	5,072	63.4	3,848	1,223
	FY2020(1Q-2Q)	7,830	4,770	60.9	3,739	1,031
	(Change)	172	302	2.5	110	192
KCC	FY2023(1Q-2Q)	5,536	3,071	55.5	2,620	451
	FY2020(1Q-2Q)	5,771	3,510	60.8	2,920	589
	(Change)	△ 236	△ 439	△ 5.3	△ 300	△ 139
Kotobukiseika Tajimakotobuki	FY2023(1Q-2Q)	4,390	1,692	38.5	1,064	628
	FY2020(1Q-2Q)	5,778	2,396	41.5	1,515	882
	(Change)	△ 1,388	△ 704	△ 2.9	△ 450	△ 253
Sales subsidiaries	FY2023(1Q-2Q)	2,289	846	37.0	714	132
	FY2020(1Q-2Q)	3,330	1,196	35.9	845	350
	(Change)	△ 1,041	△ 350	1.1	△ 132	△ 218
Kujyukushima Group	FY2023(1Q-2Q)	1,847	936	50.7	937	△ 1
	FY2020(1Q-2Q)	2,318	1,120	48.3	851	269
	(Change)	△ 471	△ 184	2.3	86	△ 270
Others	FY2023(1Q-2Q)	326	236	72.4	200	36
	FY2020(1Q-2Q)	460	289	62.8	349	△ 60
	(Change)	△ 135	△ 53	9.7	△ 149	96
Segments Total	FY2023(1Q-2Q)	22,390	11,853	52.9	9,384	2,469
	FY2020(1Q-2Q)	25,487	13,280	52.1	10,220	3,061
	Two years ago (Change)	△ 3,097	△ 1,427	0.8	△ 836	△ 592
(Reconciling items)	FY2023(1Q-2Q)	△ 2,290	△ 82	-	△ 443	362
	FY2020(1Q-2Q)	△ 3,100	△ 20	-	△ 478	458
	(Change)	809	△ 62	-	35	△ 97
Total	FY2023(1Q-2Q)	20,100	11,771	58.6	8,941	2,830
	FY2020(1Q-2Q)	22,388	13,260	59.2	9,741	3,519
	(Change)	△ 2,288	△ 1,489	△ 0.7	△ 801	△ 688

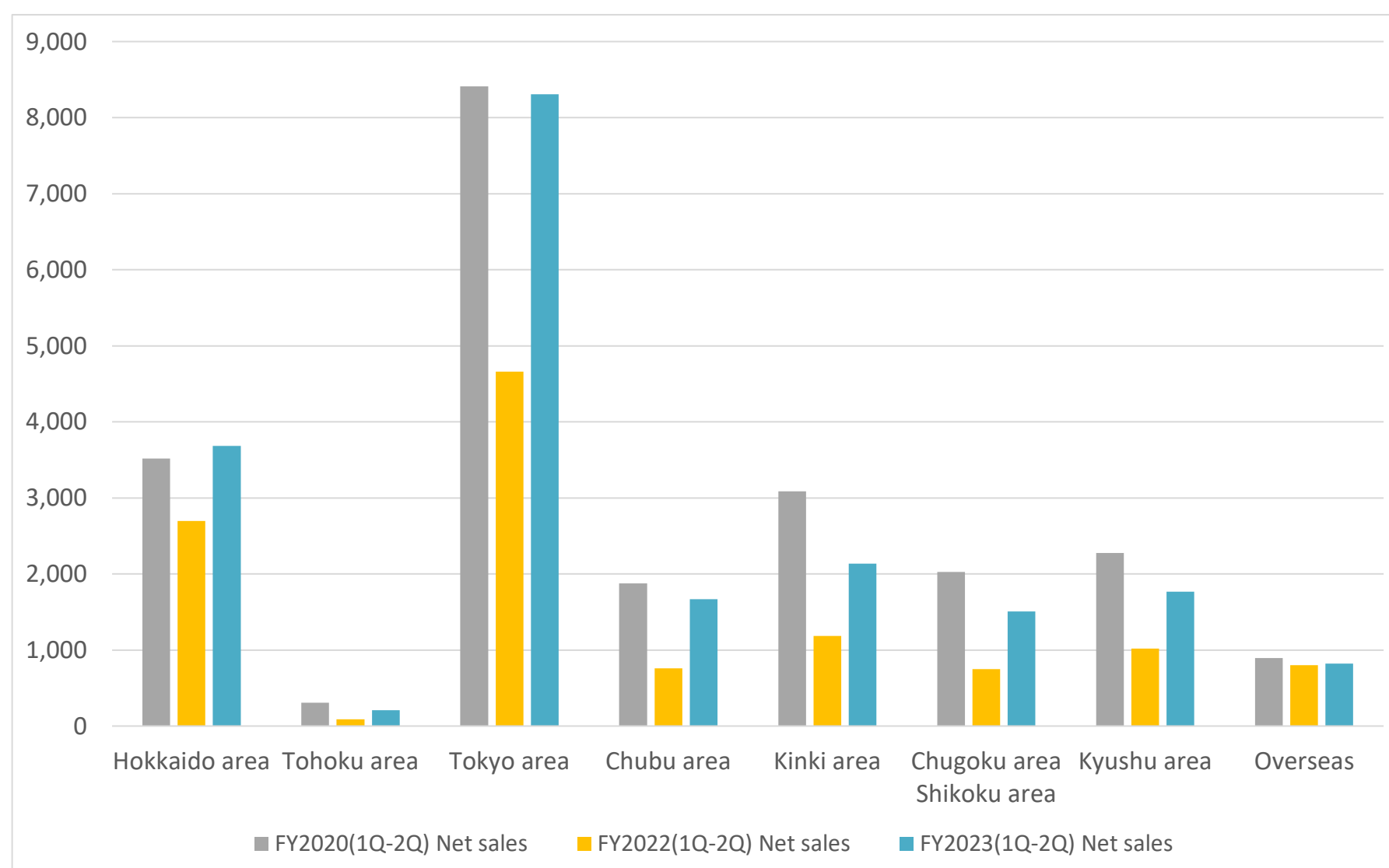
☆ Consolidated Business Results

FY2023(1Q-2Q) Segments sales

			FY2020 (1Q-2Q)	FY2022 (1Q-2Q)	FY2023 (1Q-2Q)	Three years ago (Change)	Three years ago (%)	YoY (Change)	YoY (%)
Sucrey	Wholesale	Wholesale	Millions of Yen 2,382	Millions of Yen 663	Millions of Yen 1,486	Millions of Yen △ 896	% △ 37.6	Millions of Yen 823	% 124.2
		Wholesale (Overseas)	189	153	258	69	36.7	105	68.4
		Wholesale Total	2,571	816	1,744	△ 826	△ 32.1	928	113.7
	Retail	Shops	3,448	2,144	4,170	722	20.9	2,026	94.5
		Pop Up	1,484	774	1,315	△ 169	△ 11.4	542	70.0
		Mail order	142	398	553	412	291.0	155	39.0
		Retail Total	5,074	3,316	6,039	965	19.0	2,723	82.1
	Internal sales		185	125	219	34	18.3	94	75.3
	Total		7,830	4,257	8,002	172	2.2	3,745	88.0
KCC	Wholesale	Wholesale	1,549	215	362	△ 1,187	△ 76.6	147	68.4
		Wholesale (Overseas)	301	461	267	△ 33	△ 11.0	△ 193	△ 42.0
		Wholesale Total	1,850	676	630	△ 1,220	△ 66.0	△ 46	△ 6.8
	Retail	Shops (LeTAO)	2,299	941	2,047	△ 252	△ 11.0	1,105	117.4
		Shops (Other Brands)	191	321	544	353	184.9	223	69.4
		Pop Up	477	447	662	185	38.8	215	48.2
		Mail order	773	1,622	1,438	665	85.9	△ 184	△ 11.4
		Retail Total	3,740	3,332	4,692	951	25.4	1,360	40.8
	Internal sales		181	99	214	33	18.2	115	116.3
Total		5,771	4,107	5,536	△ 236	△ 4.1	1,429	34.8	
Kotobukiseika Tajimakotobuki	Kotobukiseika Agent		2,575	1,109	1,809	△ 766	△ 29.8	700	63.1
	Sanin area		918	340	882	△ 36	△ 3.9	542	159.6
	Kotobuki castle		382	123	214	△ 167	△ 43.8	91	74.2
	Tajimakotobuki Yumura area・EC		128	92	117	△ 11	△ 8.4	24	26.3
	Internal sales		1,776	744	1,368	△ 408	△ 23.0	624	83.9
	Total		5,778	2,408	4,390	△ 1,388	△ 24.0	1,982	82.3
Sales Subsidiaries	Tokai area		975	337	684	△ 291	△ 29.8	348	103.2
	Kansai area		1,600	546	1,079	△ 521	△ 32.6	533	97.7
	Chugoku area・Shikoku area・Kyushu area		745	242	504	△ 241	△ 32.4	261	107.8
	Internal sales		10	13	23	13	136.7	10	74.6
	Total		3,330	1,138	2,290	△ 1,040	△ 31.2	1,152	101.2
Kujyukushima Group	Wholesale		648	347	673	25	3.9	327	94.3
	Retail		721	464	707	△ 14	△ 1.9	243	52.4
	Internal sales		948	233	467	△ 481	△ 50.8	234	100.3
	Total		2,318	1,043	1,847	△ 470	△ 20.3	804	77.0
Others	KSK (Property insurance agency business)		4	2	2	△ 2	△ 44.9	△ 0	△ 4.8
	Junai (Health food business)		15	31	29	13	85.4	△ 3	△ 8.2
	Taiwan (Confectionery business)		201	185	295	94	47.0	110	59.1
	Honey Sucrey Limited (Confectionery business)		240	-	-	△ 240	-	0	-
	Internal sales		-	0	0	0	-	△ 0	-
	Total		460	219	326	△ 135	△ 29.2	107	48.7

FY2023(1Q-2Q) Regional sales trends

(Unit: Million of Yen)



(Unit: Million of Yen, %)

	FY2020(1Q-2Q)		FY2022(1Q-2Q)		FY2023(1Q-2Q)		YoY (Change)	Three years ago (Change)
	Net sales	rate(%)	Net sales	rate(%)	Net sales	rate(%)		
Hokkaido area	3,519	15.7	2,699	22.6	3,685	18.3	986	166
Tohoku area	305	1.4	87	0.7	210	1.0	123	△ 95
Tokyo area	8,409	37.6	4,663	39.0	8,309	41.4	3,646	△ 100
Chubu area	1,876	8.4	761	6.4	1,668	8.3	907	△ 208
Kinki area	3,085	13.8	1,186	9.9	2,135	10.6	949	△ 950
Chugoku area Shikoku area	2,026	9.0	747	6.2	1,506	7.5	759	△ 520
Kyushu area	2,274	10.1	1,017	8.5	1,765	8.8	748	△ 509
Overseas	893	4.0	800	6.7	821	4.1	21	△ 72
Total	22,388	100.0	11,959	100.0	20,100	100.0	8,141	△ 2,288

## ★ Consolidated Business Results

### FY2023(1Q-2Q) Quarter Results (Compared to FY2022)

(Unit: Million of Yen,%)

#### 1Q (Apr. — Jun.)

	FY2022	FY2023	YoY (Change)	YoY (%)
	amount	amount		
Net sales	5,758	9,515	3,757	65.2
Cost of sales	2,929	3,983	1,054	36.0
Gross profit	2,830	5,532	2,703	95.5
(Gross profit ratio)	49.1	58.1	9.0	
SG&A expenses	3,589	4,382	793	22.1
SG&A expenses rate	62.3	46.1	△ 16.3	
Operating profit	△ 759	1,150	1,910	-
Non-operating income	452	154	△ 298	
Non-operating expenses	4	2	△ 2	
Ordinary profit	△ 311	1,302	1,613	-
(Ordinary profit rate)	-	13.7	-	
Extraordinary income	-	0	0	
Extraordinary losses	0	3	2	
Profit before income taxes	△ 312	1,300	1,611	-
Income taxes	△ 120	461	580	
Net profit	△ 192	839	1,031	-

#### 2Q (Jul. — Sep.)

	FY2022	FY2023	YoY (Change)	YoY (%)
	amount	amount		
Net sales	6,200	10,585	4,384	70.7
Cost of sales	3,190	4,346	1,156	36.2
Gross profit	3,011	6,239	3,228	107.2
(Gross profit ratio)	48.6	58.9	10.4	
SG&A expenses	3,670	4,559	889	24.2
SG&A expenses rate	59.2	43.1	△ 16.1	
Operating profit	△ 659	1,680	2,339	-
Non-operating income	492	75	△ 417	
Non-operating expenses	3	3	△ 0	
Ordinary profit	△ 170	1,753	1,923	-
(Ordinary profit rate)	-	16.6	-	
Extraordinary income	0	2	2	
Extraordinary losses	3	4	1	
Profit before income taxes	△ 172	1,752	1,924	-
Income taxes	△ 81	596	677	
Net profit	△ 91	1,155	1,246	-

#### 1Q-2Q (Apr. — Sep.)

	FY2022	FY2023	YoY (Change)	YoY (%)
	amount	amount		
Net sales	11,959	20,100	8,141	68.1
Cost of sales	6,118	8,329	2,211	36.1
Gross profit	5,841	11,771	5,931	101.5
(Gross profit ratio)	48.8	58.6	9.7	
SG&A expenses	7,259	8,941	1,682	23.2
SG&A expenses rate	60.7	44.5	△ 16.2	
Operating profit	△ 1,418	2,830	4,249	-
Non-operating income	944	229	△ 715	
Non-operating expenses	7	5	△ 2	
Ordinary profit	△ 481	3,055	3,536	-
(Ordinary profit rate)	-	15.2	-	
Extraordinary income	0	2	2	
Extraordinary losses	3	6	3	
Profit before income taxes	△ 484	3,051	3,535	-
Income taxes	△ 201	1,057	1,258	
Net profit	△ 283	1,994	2,277	-

## ☆ Consolidated Business Results

### FY2023(1Q-2Q) Quarter Results (Compared to FY2020)

(Unit: Million of Yen,%)

#### 1Q (Apr. — Jun.)

	FY2020	FY2023	(Change)	(%)
	amount	amount		
Net sales	10,627	9,515	△ 1,111	△ 10.5
Cost of sales	4,307	3,983	△ 324	△ 7.5
Gross profit	6,320	5,532	△ 787	△ 12.5
(Gross profit ratio)	59.5	58.1	△ 1.3	
SG&A expenses	4,765	4,382	△ 383	△ 8.0
SG&A expenses rate	44.8	46.1	1.2	
Operating profit	1,555	1,150	△ 405	△ 26.0
Non-operating income	19	154	135	
Non-operating expenses	6	2	△ 4	
Ordinary profit	1,567	1,302	△ 265	△ 16.9
(Ordinary profit rate)	14.8	13.7	△ 1.1	
Extraordinary income	0	0	0	
Extraordinary losses	1	3	2	
Profit before income taxes	1,566	1,300	△ 267	△ 17.0
Income taxes	544	461	△ 83	
Net profit	1,023	839	△ 184	△ 18.0

#### 2Q (Jul. — Sep.)

	FY2020	FY2023	(Change)	(%)
	amount	amount		
Net sales	11,761	10,585	△ 1,176	△ 10.0
Cost of sales	4,820	4,346	△ 474	△ 9.8
Gross profit	6,941	6,239	△ 702	△ 10.1
(Gross profit ratio)	59.0	58.9	△ 0.1	
SG&A expenses	4,977	4,559	△ 418	△ 8.4
SG&A expenses rate	42.3	43.1	0.8	
Operating profit	1,964	1,680	△ 284	△ 14.5
Non-operating income	19	75	56	
Non-operating expenses	2	3	1	
Ordinary profit	1,981	1,753	△ 228	△ 11.5
(Ordinary profit rate)	16.8	16.6	△ 0.3	
Extraordinary income	0	2	2	
Extraordinary losses	92	4	△ 88	
Profit before income taxes	1,889	1,752	△ 138	△ 7.3
Income taxes	644	596	△ 48	
Net profit	1,246	1,155	△ 90	△ 7.3

#### 1Q-2Q (Apr. — Sep.)

	FY2020	FY2023	(Change)	(%)
	amount	amount		
Net sales	22,388	20,100	△ 2,288	△ 10.2
Cost of sales	9,127	8,329	△ 798	△ 8.7
Gross profit	13,260	11,771	△ 1,489	△ 11.2
(Gross profit ratio)	59.2	58.6	△ 0.7	
SG&A expenses	9,741	8,941	△ 801	△ 8.2
SG&A expenses rate	43.5	44.5	1.0	
Operating profit	3,519	2,830	△ 688	△ 19.6
Non-operating income	38	229	192	
Non-operating expenses	8	5	△ 3	
Ordinary profit	3,548	3,055	△ 493	△ 13.9
(Ordinary profit rate)	15.9	15.2	△ 0.7	
Extraordinary income	0	2	2	
Extraordinary losses	93	6	△ 86	
Profit before income taxes	3,456	3,051	△ 405	△ 11.7
Income taxes	1,187	1,057	△ 131	
Net profit	2,268	1,994	△ 274	△ 12.1



## ☆ Business Forecast FY2023 (Compared to FY2022)

※FY2023(1Q-2Q) is actual results.  
(Unit: Million of Yen, %)

		FY2022	FY2023 (Revised forecast)	YoY (Change)	YoY(%)
Net sales	(1Q-2Q)	11,959	20,100	8,141	68.1
	(3Q-4Q)	20,233	22,820	2,587	12.8
	(1Q-4Q)	32,192	42,920	10,728	33.3
Gross profit	(1Q-2Q)	5,841	11,771	5,931	101.5
	(3Q-4Q)	11,782	13,500	1,718	14.6
	(1Q-4Q)	17,623	25,271	7,648	43.4
(Gross profit rate)	(1Q-2Q)	48.8	58.6	9.7	—
	(3Q-4Q)	58.2	59.2	0.9	—
	(1Q-4Q)	54.7	58.9	4.1	—
SG&A expenses	(1Q-2Q)	7,259	8,941	1,682	23.2
	(3Q-4Q)	8,961	10,190	1,229	13.7
	(1Q-4Q)	16,220	19,131	2,911	17.9
SG&A expenses rate	(1Q-2Q)	60.7	44.5	△ 16.2	—
	(3Q-4Q)	44.3	44.7	0.4	—
	(1Q-4Q)	50.4	44.6	△ 5.8	—
Operating profit	(1Q-2Q)	△ 1,418	2,830	4,249	—
	(3Q-4Q)	2,821	3,310	489	17.3
	(1Q-4Q)	1,403	6,140	4,737	337.7
Ordinary profit	(1Q-2Q)	△ 481	3,055	3,536	—
	(3Q-4Q)	3,402	3,329	△ 73	△ 2.2
	(1Q-4Q)	2,921	6,384	3,463	118.5
Net profit	(1Q-2Q)	△ 283	1,994	2,277	—
	(3Q-4Q)	2,198	2,181	△ 18	△ 0.8
	(1Q-4Q)	1,916	4,175	2,259	117.9

EPS (Yen)	(1Q-4Q)	61.56	134.16
Dividend (Yen)	(1Q-4Q)	30.00	30.00

Capex (Million of Yen)	(1Q-4Q)	403	1,000
Depreciation (Million of Yen)	(1Q-4Q)	1,220	1,200

## ☆ Business Forecast FY2023(Compared to FY2020)

※FY2023(1Q-2Q) is actual results.  
(Unit: Million of Yen, %)

		FY2020	FY2023 (Revised Forecast)	(Change)	(%)
Net sales	(1Q-2Q)	22,388	20,100	△ 2,288	△ 10.2
	(3Q-4Q)	22,793	22,820	27	0.1
	(1Q-4Q)	45,181	42,920	△ 2,261	△ 5.0
Gross profit	(1Q-2Q)	13,260	11,771	△ 1,489	△ 11.2
	(3Q-4Q)	13,442	13,500	58	0.4
	(1Q-4Q)	26,702	25,271	△ 1,431	△ 5.4
(Gross profit rate)	(1Q-2Q)	59.2	58.6	△ 0.7	—
	(3Q-4Q)	59.0	59.2	0.2	—
	(1Q-4Q)	59.1	58.9	△ 0.2	—
SG&A expenses	(1Q-2Q)	9,741	8,941	△ 801	△ 8.2
	(3Q-4Q)	10,506	10,190	△ 316	△ 3.0
	(1Q-4Q)	20,248	19,131	△ 1,117	△ 5.5
SG&A expenses rate	(1Q-2Q)	43.5	44.5	1.0	—
	(3Q-4Q)	46.1	44.7	△ 1.4	—
	(1Q-4Q)	44.8	44.6	△ 0.2	—
Operating profit	(1Q-2Q)	3,519	2,830	△ 688	△ 19.6
	(3Q-4Q)	2,936	3,310	374	12.7
	(1Q-4Q)	6,455	6,140	△ 315	△ 4.9
Ordinary profit	(1Q-2Q)	3,548	3,055	△ 493	△ 13.9
	(3Q-4Q)	2,927	3,329	402	13.7
	(1Q-4Q)	6,475	6,384	△ 91	△ 1.4
Net profit	(1Q-2Q)	2,268	1,994	△ 274	△ 12.1
	(3Q-4Q)	1,832	2,181	349	19.0
	(1Q-4Q)	4,100	4,175	75	1.8

EPS (Yen)	(1Q-4Q)	131.76	134.16
Dividend (Yen)	(1Q-4Q)	40.00	30.00

Capex (Million of Yen)	(1Q-4Q)	2,041	1,000
Depreciation (Million of Yen)	(1Q-4Q)	1,459	1,200

☆ **Business Forecast FY2023(Segments)(Compared to FY2022)**

※FY2023(1Q-2Q) is actual results.  
(Unit: Million of Yen,%)

		Net sales				Operating profit			
		FY2022	FY2023 (Revised Forecast)	YoY(Change)	YoY(%)	FY2022	FY2023 (Revised Forecast)	YoY(Change)	YoY(%)
Sucey	(1Q-2Q)	4,257	8,002	3,745	88.0	△ 403	1,223	1,626	—
	(3Q-4Q)	7,700	8,830	1,129	14.7	1,271	1,427	156	12.3
	(1Q-4Q)	11,958	16,832	4,874	40.8	868	2,650	1,782	205.2
KCC	(1Q-2Q)	4,107	5,536	1,429	34.8	△ 275	451	725	—
	(3Q-4Q)	6,852	7,140	289	4.2	857	784	△ 73	△ 8.5
	(1Q-4Q)	10,959	12,676	1,717	15.7	583	1,235	652	111.9
Kotobukiseika Tajimakotobuki	(1Q-2Q)	2,408	4,390	1,982	82.3	△ 317	628	945	—
	(3Q-4Q)	3,645	4,577	932	25.6	217	241	24	11.3
	(1Q-4Q)	6,053	8,967	2,914	48.1	△ 100	869	969	—
Sales subsidiaries	(1Q-2Q)	1,138	2,289	1,151	101.1	△ 192	132	324	—
	(3Q-4Q)	1,868	2,535	666	35.7	5	162	157	3037.4
	(1Q-4Q)	3,007	4,824	1,817	60.4	△ 186	294	480	—
Kujyukushima Group	(1Q-2Q)	1,043	1,847	804	77.0	△ 392	△ 1	391	—
	(3Q-4Q)	1,829	2,135	306	16.7	△ 14	74	89	—
	(1Q-4Q)	2,872	3,982	1,110	38.6	△ 407	73	480	—
Others	(1Q-2Q)	219	326	107	48.7	4	36	32	850.0
	(3Q-4Q)	348	350	3	0.7	45	47	2	4.3
	(1Q-4Q)	567	676	109	19.3	49	83	34	69.8
Segments Total	(1Q-2Q)	13,173	22,390	9,217	70.0	△ 1,574	2,469	4,043	—
	(3Q-4Q)	22,242	25,567	3,325	14.9	2,381	2,735	354	14.9
	(1Q-4Q)	35,415	47,957	12,542	35.4	807	5,204	4,397	545.0
(Reconciling items)	(1Q-2Q)	△ 1,215	△ 2,290	△ 1,076	88.6	156	362	206	132.0
	(3Q-4Q)	△ 2,009	△ 2,747	△ 738	36.7	440	574	134	30.5
	(1Q-4Q)	△ 3,223	△ 5,037	△ 1,814	56.3	596	936	340	57.1
Total	(1Q-2Q)	11,959	20,100	8,141	68.1	△ 1,418	2,830	4,249	—
	(3Q-4Q)	20,233	22,820	2,587	12.8	2,821	3,310	489	17.3
	(1Q-4Q)	32,192	42,920	10,728	33.3	1,403	6,140	4,737	337.7

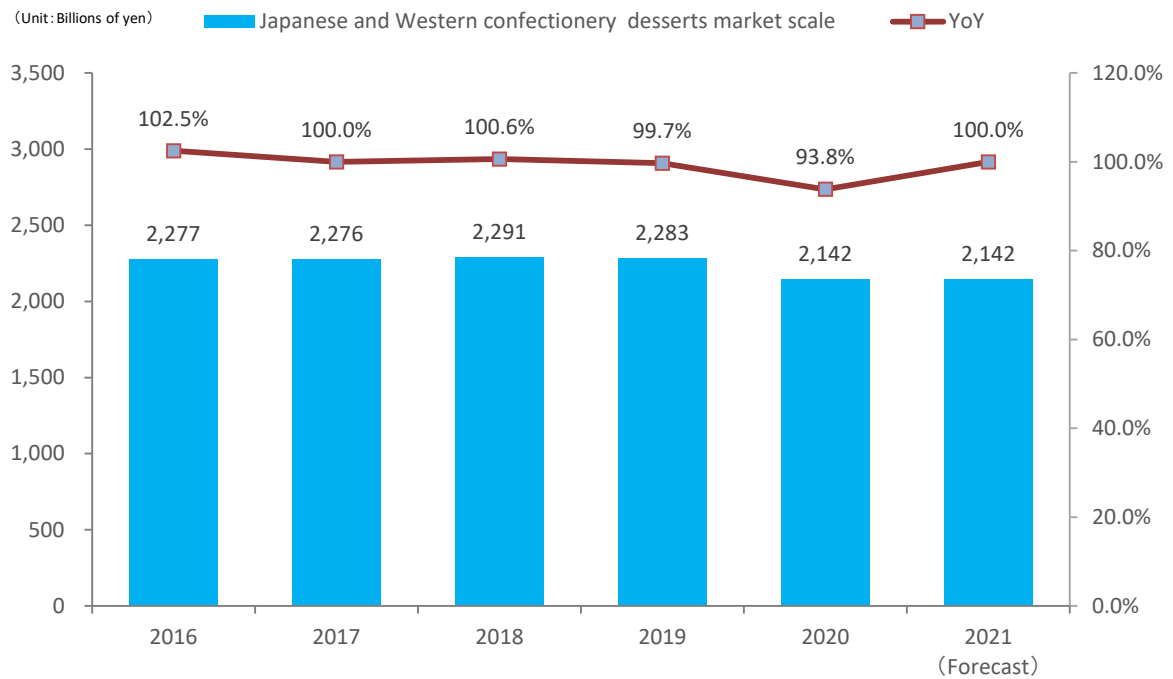
☆ Business Forecast FY2023(Segments)(Compared to FY2020)

※FY2023(1Q-2Q) is actual results.  
(Unit: Million of Yen,%)

		Net sales				Operating profit			
		FY2020	FY2023 (Revised Forecast)	(Change)	(%)	FY2020	FY2023 (Revised Forecast)	(Change)	(%)
Sucrey	(1Q-2Q)	7,830	8,002	172	2.2	1,031	1,223	192	18.6
	(3Q-4Q)	8,369	8,830	461	5.5	1,028	1,427	399	38.8
	(1Q-4Q)	16,199	16,832	633	3.9	2,059	2,650	591	28.7
KCC	(1Q-2Q)	5,771	5,536	△ 236	△ 4.1	589	451	△ 139	△ 23.5
	(3Q-4Q)	6,929	7,140	212	3.1	702	784	82	11.7
	(1Q-4Q)	12,700	12,676	△ 24	△ 0.2	1,292	1,235	△ 57	△ 4.4
Kotobukiseika Tajimakotobuki	(1Q-2Q)	5,778	4,390	△ 1,388	△ 24.0	882	628	△ 253	△ 28.8
	(3Q-4Q)	4,794	4,577	△ 217	△ 4.5	470	241	△ 229	△ 48.7
	(1Q-4Q)	10,572	8,967	△ 1,605	△ 15.2	1,352	869	△ 483	△ 35.7
Sales subsidiaries	(1Q-2Q)	3,330	2,289	△ 1,041	△ 31.3	350	132	△ 218	△ 62.3
	(3Q-4Q)	2,846	2,535	△ 311	△ 10.9	173	162	△ 11	△ 6.5
	(1Q-4Q)	6,176	4,824	△ 1,352	△ 21.9	523	294	△ 229	△ 43.8
Kujyukushima Group	(1Q-2Q)	2,318	1,847	△ 471	△ 20.3	269	△ 1	△ 270	—
	(3Q-4Q)	2,204	2,135	△ 70	△ 3.2	106	74	△ 31	△ 29.5
	(1Q-4Q)	4,522	3,982	△ 540	△ 11.9	374	73	△ 301	△ 80.5
Others	(1Q-2Q)	460	326	△ 135	△ 29.2	△ 60	36	96	—
	(3Q-4Q)	352	350	△ 2	△ 0.5	△ 117	47	164	—
	(1Q-4Q)	812	676	△ 136	△ 16.8	△ 177	83	260	—
Segments Total	(1Q-2Q)	25,487	22,390	△ 3,097	△ 12.2	3,061	2,469	△ 592	△ 19.3
	(3Q-4Q)	25,493	25,567	74	0.3	2,362	2,735	373	15.8
	(1Q-4Q)	50,980	47,957	△ 3,023	△ 5.9	5,423	5,204	△ 219	△ 4.0
(Reconciling items)	(1Q-2Q)	△ 3,100	△ 2,290	809	△ 26.1	458	362	△ 97	△ 21.1
	(3Q-4Q)	△ 2,700	△ 2,747	△ 46	1.7	573	574	1	0.2
	(1Q-4Q)	△ 5,800	△ 5,037	763	△ 13.2	1,032	936	△ 96	△ 9.3
Total	(1Q-2Q)	22,388	20,100	△ 2,288	△ 10.2	3,519	2,830	△ 688	△ 19.6
	(3Q-4Q)	22,793	22,820	27	0.1	2,936	3,310	374	12.7
	(1Q-4Q)	45,181	42,920	△ 2,261	△ 5.0	6,455	6,140	△ 315	△ 4.9

## ☆ Market scale data

### Japanese and Western confectionery / desserts market scale



(※1) Manufacturer shipment base

(※2) 2021 is Forecast.

Yano Research Institute Ltd "Confectionery Industry Yearbook 2022"