

August 1, 2023

FY2024(1Q) (First 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) Segments Business Results (Compared to FY2023)

(Unit: Millions of Yen)

		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	FY2024(1Q)	5,772	3,692	64.0	2,487	1,204
	FY2023(1Q)	3,819	2,441	63.9	1,861	580
	YoY (Change)	1,954	1,251	0.0	626	625
KCC	FY2024(1Q)	3,600	2,070	57.5	1,541	530
	FY2023(1Q)	2,638	1,418	53.7	1,330	88
	YoY (Change)	962	653	3.8	211	442
Kotobukiseika Tajimakotobuki	FY2024(1Q)	3,002	1,262	42.0	599	663
	FY2023(1Q)	2,080	790	38.0	496	294
	YoY (Change)	922	472	4.1	103	369
Sales Subsidiaries	FY2024(1Q)	1,639	616	37.6	416	200
	FY2023(1Q)	1,115	419	37.6	355	64
	YoY (Change)	524	196	△ 0.0	61	136
Kujyukushima Group	FY2024(1Q)	1,386	728	52.5	572	156
	FY2023(1Q)	881	446	50.6	461	△ 15
	YoY (Change)	504	282	1.9	111	171
Others	FY2024(1Q)	147	102	69.9	97	5
	FY2023(1Q)	101	72	70.8	81	△ 9
	YoY (Change)	45	31	△ 0.9	17	14
Segments Total	FY2024(1Q)	15,544	8,470	54.5	5,712	2,757
	FY2023(1Q)	10,634	5,586	52.5	4,585	1,001
	YoY (Change)	4,910	2,884	2.0	1,128	1,756
(Reconciling items)	FY2024(1Q)	△ 1,691	△ 34	-	△ 336	301
	FY2023(1Q)	△ 1,119	△ 53	-	△ 203	149
	YoY (Change)	△ 572	19	-	△ 133	152
Total	FY2024(1Q)	13,853	8,436	60.9	5,377	3,059
	FY2023(1Q)	9,515	5,532	58.1	4,382	1,150
	YoY (Change)	4,338	2,903	2.8	995	1,908

☆ Consolidated Business Results

FY2024(1Q) Segments sales

		FY2023 (1Q)	FY2024 (1Q)	YoY (Change)	YoY (%)
Sucrey		Millions of Yen	Millions of Yen	Millions of Yen	%
	Wholesale	680	1,660	980	144.0
	Retail	2,645	3,651	1,005	38.0
	Mail order	235	271	36	15.2
	Wholesale (Overseas)	123	86	△ 37	△ 30.3
	Internal sales	134	104	△ 30	△ 22.2
	Total	3,819	5,772	1,954	51.2
KCC	Wholesale	160	844	684	426.7
	Retail	1,430	1,833	404	28.2
	Mail order	851	644	△ 207	△ 24.3
	Wholesale (Overseas)	120	127	7	5.5
	Internal sales	77	152	75	97.4
		Total	2,638	3,600	962
Kotobukiseika Tajimakotobuki	Wholesale	1,231	1,765	534	43.4
	Retail	127	203	77	60.8
	Mail order	52	54	2	4.0
	Internal sales	670	979	309	46.1
		Total	2,080	3,002	922
Sales Subsidiaries	Wholesale	835	1,300	465	55.6
	Retail	180	228	48	26.6
	Mail order	88	86	△ 2	△ 2.0
	Internal sales	12	25	13	112.8
		Total	1,115	1,638	524
Kujyukushima Group	Wholesale	324	319	△ 4	△ 1.4
	Retail	313	608	295	94.5
	Mail order	20	28	9	44.8
	Wholesale (Overseas)	0	0	0	263.8
	Internal sales	226	430	204	90.4
		Total	881	1,386	504
Others	Non-life insurance agency	1	1	0	9.0
	Health food business	13	24	11	90.5
	Taiwan (Confectionery business)	88	120	32	37.0
	Internal sales	0	1	1	1,357.0
		Total	101	147	45