

February 1, 2021

FY2021(1Q-3Q) (Third quarter of the fiscal year ending March 31, 2021)
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.

Kotobuki Spirits(2222) FY2021(1Q-3Q) Consolidated Business Results

FY2021(1Q-3Q) Segments Business Results (YoY)

		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						
	FY2021(1Q-3Q)	4,969	2,639	53.1	3,534	△ 894
	FY2020(1Q-3Q)	12,752	7,816	61.3	5,830	1,986
	YoY (Change)	△ 7,783	△ 5,176	△ 8.2	△ 2,296	△ 2,880
KCC	FY2021(1Q-3Q)	5,502	3,156	57.4	3,555	△ 398
	FY2020(1Q-3Q)	9,444	5,716	60.5	4,597	1,119
	YoY (Change)	△ 3,942	△ 2,560	△ 3.2	△ 1,042	△ 1,517
Kotobukiseika Tajimakotobuki	FY2021(1Q-3Q)	4,016	977	24.3	1,375	△ 398
	FY2020(1Q-3Q)	8,956	3,695	41.3	2,247	1,448
	YoY (Change)	△ 4,940	△ 2,718	△ 16.9	△ 872	△ 1,846
Sales Subsidiaries	FY2021(1Q-3Q)	1,643	439	26.8	841	△ 401
	FY2020(1Q-3Q)	5,073	1,856	36.6	1,288	568
	YoY (Change)	△ 3,430	△ 1,417	△ 9.8	△ 447	△ 970
Kujyukushima Group	FY2021(1Q-3Q)	1,579	518	32.8	925	△ 408
	FY2020(1Q-3Q)	3,665	1,786	48.7	1,320	466
	YoY (Change)	△ 2,086	△ 1,268	△ 16.0	△ 395	△ 873
Others	FY2021(1Q-3Q)	372	264	71.0	262	2
	FY2020(1Q-3Q)	639	416	65.1	528	△ 112
	YoY (Change)	△ 267	△ 151	5.9	△ 266	115
Segments Total	FY2021(1Q-3Q)	18,081	7,994	44.2	10,491	△ 2,497
	FY2020(1Q-3Q)	40,529	21,285	52.5	15,810	5,475
	YoY (Change)	△ 22,448	△ 13,291	△ 8.3	△ 5,319	△ 7,972
(Reconciling items)	FY2021(1Q-3Q)	△ 1,774	△ 48	-	△ 238	190
	FY2020(1Q-3Q)	△ 4,854	△ 78	-	△ 795	716
	YoY (Change)	3,080	30	-	556	△ 526
Total	FY2021(1Q-3Q)	16,306	7,945	48.7	10,253	△ 2,307
	FY2020(1Q-3Q)	35,675	21,206	59.4	15,015	6,191
	YoY (Change)	△ 19,369	△ 13,261	△ 10.7	△ 4,763	△ 8,498

Kotobuki Spirits(2222) FY2021(1Q-3Q) Consolidated Business Results

FY2021(1Q-3Q) Segments Sales (YonY)

			FY2020 1Q-3Q	FY2021 1Q-3Q	YoY (Change)	YoY (%)
Sucrey	Shops		Million of Yen 5,611	Million of Yen 2,538	Million of Yen △ 3,072	% △ 54.8
	Pop Up		2,442	881	△ 1,562	△ 63.9
	Mail order		245	347	102	41.5
	Wholesale		4,203	1,070	△ 3,133	△ 74.5
	Internal sales		251	133	△ 118	△ 47.1
	Total		12,752	4,969	△ 7,783	△ 61.0
KCC	Wholesale		2,550	425	△ 2,125	△ 83.3
	Internal sales		320	143	△ 176	△ 55.2
	Retail	Shops(LeTAO)	3,392	1,146	△ 2,246	△ 66.2
		Shops(except for LeTAO)	358	389	30	8.5
		Pop Up	994	677	△ 317	△ 31.9
		Mail order	1,468	2,184	717	48.8
		Retail Total	6,212	4,397	△ 1,816	△ 29.2
	Others (Overseas)		362	537	176	48.5
	Total		9,444	5,502	△ 3,942	△ 41.7
Kotobukiseika Tajimakotobuki	Kotobukiseika Agent		3,927	1,917	△ 2,009	△ 51.2
	Sanin area		1,397	654	△ 743	△ 53.2
	Kotobuki castle		651	275	△ 376	△ 57.8
	Tajimakotobuki Yumura area・Mail order		205	173	△ 32	△ 15.5
	Internal sales		2,776	997	△ 1,780	△ 64.1
	Total		8,956	4,016	△ 4,940	△ 55.2
Sales Subsidiaries	Tokai area		1,489	534	△ 954	△ 64.1
	Kansai area		2,481	720	△ 1,762	△ 71.0
	Chuugoku area・Shikoku area・Kyushu area		1,088	370	△ 718	△ 66.0
	Internal sales		15	18	3	23.3
	Total		5,073	1,643	△ 3,430	△ 67.6
Kujyukushima Group	Wholesale		1,006	484	△ 522	△ 51.9
	Retail		1,166	612	△ 555	△ 47.6
	Internal sales		1,492	483	△ 1,009	△ 67.6
	Total		3,665	1,579	△ 2,086	△ 56.9
Others	KSK (Property insurance agency business)		8	7	△ 1	△ 11.8
	Junai (Health food business)		27	43	17	61.6
	Taiwan (Confectionery business)		295	286	△ 9	△ 3.0
	Hong Kong (Confectionery business)		309	36	△ 273	△ 88.5
	Total		639	372	△ 267	△ 41.7