

August 3, 2022

FY2023(1Q) (First quarter of the fiscal year ending March 31, 2023)
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

FY2023(1Q) Segments Business Results (YoY)

(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	FY2023(1Q)	3,819	2,441	63.9	1,861	580
	FY2022(1Q)	2,005	1,102	55.0	1,337	△ 235
	YoY (Change)	1,814	1,339	9.0	524	815
KCC	FY2023(1Q)	2,638	1,418	53.7	1,330	88
	FY2022(1Q)	2,106	1,057	50.2	1,156	△ 99
	YoY (Change)	532	361	3.6	174	187
Kotobukiseika Tajimakotobuki	FY2023(1Q)	2,080	790	38.0	496	294
	FY2022(1Q)	1,130	283	25.0	445	△ 162
	YoY (Change)	949	507	13.0	51	456
Sales Subsidiaries	FY2023(1Q)	1,115	419	37.6	355	64
	FY2022(1Q)	524	185	35.3	294	△ 109
	YoY (Change)	591	234	2.3	62	173
Kujyukushima Group	FY2023(1Q)	881	446	50.6	461	△ 15
	FY2022(1Q)	515	178	34.6	379	△ 201
	YoY (Change)	366	268	16.0	82	186
Others	FY2023(1Q)	101	72	70.8	81	△ 9
	FY2022(1Q)	77	53	68.5	64	△ 11
	YoY (Change)	25	19	2.3	17	2
Segments Total	FY2023(1Q)	10,634	5,586	52.5	4,585	1,001
	FY2022(1Q)	6,357	2,857	44.9	3,674	△ 817
	YoY (Change)	4,277	2,729	7.6	911	1,818
(Reconciling items)	FY2023(1Q)	△ 1,119	△ 53	-	△ 203	149
	FY2022(1Q)	△ 599	△ 27	-	△ 85	57
	YoY (Change)	△ 520	△ 26	-	△ 118	92
Total	FY2023(1Q)	9,515	5,532	58.1	4,382	1,150
	FY2022(1Q)	5,758	2,830	49.1	3,589	△ 759
	YoY (Change)	3,757	2,703	9.0	793	1,910

☆ Consolidated Business Results

FY2023(1Q) Segments Business Results (Compared to FY2020)

(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	FY2023(1Q)	3,819	2,441	63.9	1,861	580
	FY2020(1Q)	3,625	2,255	62.2	1,708	547
	Three years ago (Change)	194	186	1.7	153	33
KCC	FY2023(1Q)	2,638	1,418	53.7	1,330	88
	FY2020(1Q)	2,878	1,737	60.4	1,486	251
	Three years ago (Change)	△ 240	△ 319	△ 6.6	△ 156	△ 163
Kotobukiseika Tajimakotobuki	FY2023(1Q)	2,080	790	38.0	496	294
	FY2020(1Q)	2,690	1,108	41.2	761	347
	Three years ago (Change)	△ 610	△ 318	△ 3.2	△ 264	△ 53
Sales Subsidiaries	FY2023(1Q)	1,115	419	37.6	355	64
	FY2020(1Q)	1,606	582	36.2	419	163
	Three years ago (Change)	△ 492	△ 162	1.4	△ 64	△ 98
Kujyukushima Group	FY2023(1Q)	881	446	50.6	461	△ 15
	FY2020(1Q)	1,059	517	48.8	416	101
	Three years ago (Change)	△ 178	△ 72	1.7	45	△ 117
Others	FY2023(1Q)	101	72	70.8	81	△ 9
	FY2020(1Q)	258	151	58.6	181	△ 30
	Three years ago (Change)	△ 156	△ 79	12.1	△ 100	21
Segments Total	FY2023(1Q)	10,634	5,586	52.5	4,585	1,001
	FY2020(1Q)	12,117	6,350	52.4	4,971	1,379
	Three years ago (Change)	△ 1,482	△ 764	0.1	△ 386	△ 378
(Reconciling items)	FY2023(1Q)	△ 1,119	△ 53	-	△ 203	149
	FY2020(1Q)	△ 1,490	△ 30	-	△ 206	176
	Three years ago (Change)	371	△ 23	-	4	△ 27
Total	FY2023(1Q)	9,515	5,532	58.1	4,382	1,150
	FY2020(1Q)	10,627	6,320	59.5	4,765	1,555
	Three years ago (Change)	△ 1,111	△ 787	△ 1.3	△ 383	△ 405

☆ Consolidated Business Results

FY2023(1Q) Segments sales

			FY2020 (1Q)	FY2022 (1Q)	FY2023 (1Q)	Three years ago (Change)	Three years ago (%)	YoY (Change)	YoY (%)
Sucrey	Wholesale		Millions of Yen	Millions of Yen	Millions of Yen	Millions of Yen	%		
		Wholesale	1,113	319	680	△ 433	△ 38.9	362	113.5
		Wholesale (Overseas)	93	74	123	30	32.7	49	66.9
		Wholesale Total	1,206	393	804	△ 402	△ 33.4	411	104.7
	Retail								
		Shops	1,625	1,017	2,045	420	25.8	1,028	101.2
		Pop Up	613	347	600	△ 13	△ 2.1	253	72.9
		Mail order	65	189	235	170	262.6	46	24.5
		Retail Total	2,303	1,553	2,881	577	25.1	1,328	85.5
	Internal sales		116	60	134	19	16.2	75	125.0
	Total		3,625	2,005	3,819	194	5.3	1,814	90.5
KCC	Wholesale								
		Wholesale	804	125	160	△ 644	△ 80.1	35	28.4
		Wholesale (Overseas)	138	276	120	△ 18	△ 12.9	△ 156	△ 56.5
		Wholesale Total	942	401	280	△ 662	△ 70.2	△ 120	△ 30.0
	Retail								
		Shops (LeTAO)	1,048	360	813	△ 235	△ 22.4	453	125.8
		Shops (Other Brands)	93	146	274	181	195.4	127	87.1
		Pop Up	258	207	343	85	33.1	137	66.2
		Mail order	431	940	851	420	97.3	△ 89	△ 9.5
		Retail Total	1,830	1,653	2,281	451	24.7	628	38.0
	Internal sales		106	52	77	△ 29	△ 27.3	24	46.5
	Total		2,878	2,106	2,638	△ 240	△ 8.3	532	25.3
Kotobukiseika Tajimakotobuki	Kotobukiseika	Agent	1,090	517	934	△ 156	△ 14.3	416	80.6
		Sanin area	468	141	322	△ 146	△ 31.2	181	128.8
		Kotobuki castle	209	57	98	△ 112	△ 53.4	41	71.9
		Tajimakotobuki Yumura area・EC	62	43	56	△ 6	△ 9.1	13	30.5
	Internal sales		861	373	670	△ 191	△ 22.1	298	79.9
	Total		2,690	1,130	2,080	△ 610	△ 22.7	950	84.0
Sales Subsidiaries	Tokai area		470	155	330	△ 140	△ 29.8	174	112.2
	Kansai area		789	261	543	△ 247	△ 31.3	282	108.1
	Chugoku area・Shikoku area・Kyushu area		343	106	231	△ 112	△ 32.7	125	118.1
	Internal sales		4	2	12	7	161.4	10	670.8
	Total		1,606	523	1,115	△ 492	△ 30.6	591	113.0
Kujyukushima Group	Wholesale		310	168	263	△ 47	△ 15.2	95	56.4
	Retail		346	234	392	47	13.5	158	67.4
	Internal sales		403	112	226	△ 178	△ 44.0	113	101.2
	Total		1,059	515	881	△ 178	△ 16.8	366	71.2
Others	KSK (Property insurance agency business)		2	1	1	△ 1	△ 50.0	△ 0	△ 20.4
	Junai (Health food business)		9	17	13	3	38.0	△ 4	△ 26.2
	Taiwan (Confectionery business)		105	58	88	△ 17	△ 16.2	30	50.6
	Honey Sucrey Limited (Confectionery business)		142	-	-	△ 142	-	-	-
	Internal sales		-	0	0	0	-	△ 0	△ 0
	Total		258	77	101	△ 156	△ 60.7	25	32.1