

November 5,2021

FY2022(1Q-2Q) (Second 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-2Q) 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-2Q)	4,257	2,351	55.2	2,753	△ 403
	FY2021(1Q-2Q)	2,259	964	42.7	2,093	△ 1,129
	YoY (Change)	1,998	1,387	12.6	660	727
KCC	FY2022(1Q-2Q)	4,107	2,021	49.2	2,296	△ 275
	FY2021(1Q-2Q)	2,789	1,483	53.1	2,222	△ 739
	YoY (Change)	1,318	539	△ 3.9	74	464
Kotobukiseika Tajimakotobuki	FY2022(1Q-2Q)	2,408	577	24.0	894	△ 317
	FY2021(1Q-2Q)	1,889	145	7.7	873	△ 728
	YoY (Change)	520	432	16.3	21	411
Sales subsidiaries	FY2022(1Q-2Q)	1,138	401	35.2	592	△ 192
	FY2021(1Q-2Q)	752	130	17.3	533	△ 403
	YoY (Change)	386	271	17.9	59	211
Kujyukushima Group	FY2022(1Q-2Q)	1,043	371	35.6	764	△ 392
	FY2021(1Q-2Q)	729	110	15.0	574	△ 464
	YoY (Change)	314	262	20.5	190	72
Others	FY2022(1Q-2Q)	219	155	70.6	151	4
	FY2021(1Q-2Q)	250	175	70.1	176	△ 1
	YoY (Change)	△ 31	△ 21	0.5	△ 25	4
Segments Total	FY2022(1Q-2Q)	13,173	5,876	44.6	7,450	△ 1,574
	FY2021(1Q-2Q)	8,668	3,007	34.7	6,471	△ 3,464
	YoY (Change)	4,505	2,869	9.9	979	1,890
(Reconciling items)	FY2022(1Q-2Q)	△ 1,215	△ 35	-	△ 191	156
	FY2021(1Q-2Q)	△ 764	△ 6	-	△ 49	43
	YoY (Change)	△ 451	△ 29	-	△ 142	113
Total	FY2022(1Q-2Q)	11,959	5,841	48.8	7,259	△ 1,418
	FY2021(1Q-2Q)	7,905	3,001	38.0	6,422	△ 3,421
	YoY (Change)	4,054	2,840	10.9	837	2,003

☆ **Consolidated Business Results**

FY2022(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	FY2022(1Q-2Q)	4,257	2,351	55.2	2,753	△ 403
	FY2020(1Q-2Q)	7,830	4,770	60.9	3,739	1,031
	Two years ago (Change)	△ 3,572	△ 2,419	△ 5.7	△ 985	△ 1,434
KCC	FY2022(1Q-2Q)	4,107	2,021	49.2	2,296	△ 275
	FY2020(1Q-2Q)	5,771	3,510	60.8	2,920	589
	Two years ago (Change)	△ 1,665	△ 1,489	△ 11.6	△ 625	△ 864
Kotobukiseika Tajimakotobuki	FY2022(1Q-2Q)	2,408	577	24.0	894	△ 317
	FY2020(1Q-2Q)	5,778	2,396	41.5	1,515	882
	Two years ago (Change)	△ 3,370	△ 1,819	△ 17.5	△ 621	△ 1,198
Sales subsidiaries	FY2022(1Q-2Q)	1,138	401	35.2	592	△ 192
	FY2020(1Q-2Q)	3,330	1,196	35.9	845	350
	Two years ago (Change)	△ 2,192	△ 795	△ 0.7	△ 253	△ 542
Kujyukushima Group	FY2022(1Q-2Q)	1,043	371	35.6	764	△ 392
	FY2020(1Q-2Q)	2,318	1,120	48.3	851	269
	Two years ago (Change)	△ 1,274	△ 749	△ 12.7	△ 88	△ 661
Others	FY2022(1Q-2Q)	219	155	70.6	151	4
	FY2020(1Q-2Q)	460	289	62.8	349	△ 60
	Two years ago (Change)	△ 241	△ 134	7.8	△ 198	64
Segments Total	FY2022(1Q-2Q)	13,173	5,876	44.6	7,450	△ 1,574
	FY2020(1Q-2Q)	25,487	13,280	52.1	10,220	3,061
	Two years ago (Change)	△ 12,314	△ 7,404	△ 7.5	△ 2,770	△ 4,635
(Reconciling items)	FY2022(1Q-2Q)	△ 1,215	△ 35	-	△ 191	156
	FY2020(1Q-2Q)	△ 3,100	△ 20	-	△ 478	458
	Two years ago (Change)	1,885	△ 15	-	287	△ 302
Total	FY2022(1Q-2Q)	11,959	5,841	48.8	7,259	△ 1,418
	FY2020(1Q-2Q)	22,388	13,260	59.2	9,741	3,519
	Two years ago (Change)	△ 10,429	△ 7,420	△ 10.4	△ 2,483	△ 4,937

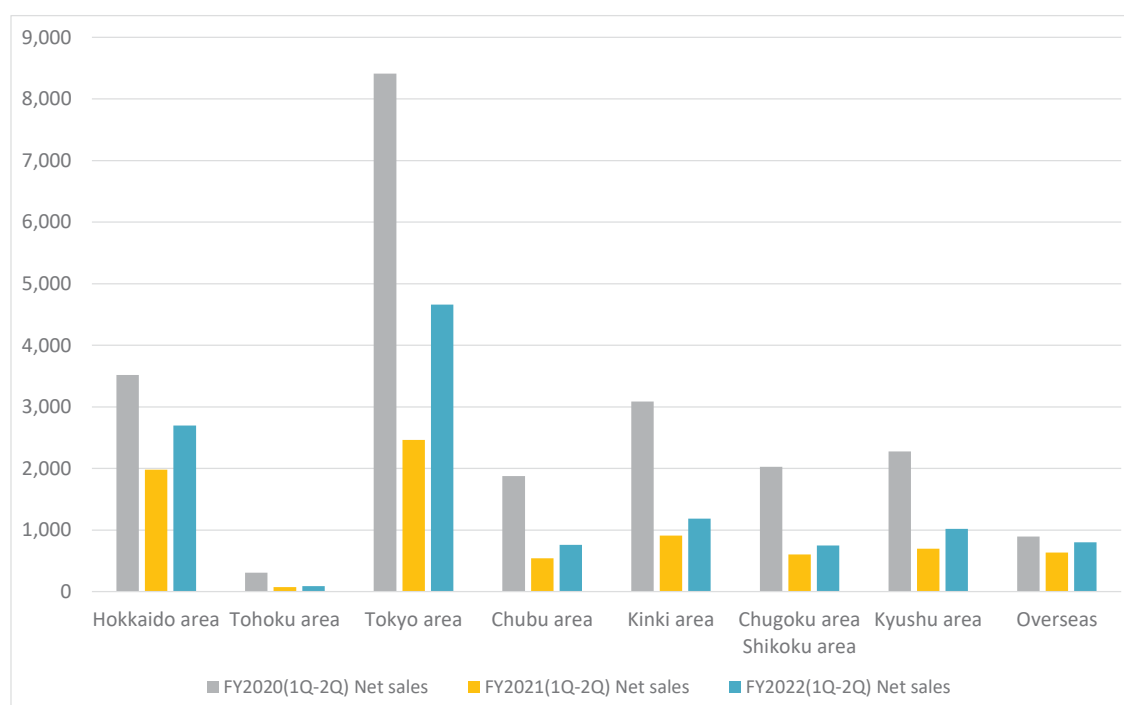
☆ Consolidated Business Results

FY2022(1Q-2Q) Segments sales

			FY2020 (1Q-2Q)	FY2021 (1Q-2Q)	FY2022 (1Q-2Q)	Two years ago (Change)	Two years ago (%)	YoY (Change)	YoY (%)
Sucrey	Wholesale		Millions of Yen	Millions of Yen	Millions of Yen	Millions of Yen	%	Millions of Yen	%
		Wholesale	2,382	408	663	△ 1,719	△ 72.2	255	62.5
		Wholesale (Overseas)	189	84	153	△ 36	△ 18.8	69	81.9
		Wholesale Total	2,571	492	816	△ 1,754	△ 68.2	324	65.9
	Retail								
		Shops	3,448	1,153	2,144	△ 1,304	△ 37.8	991	86.0
		Pop Up	1,484	390	774	△ 710	△ 47.9	384	98.5
		Mail order	142	165	398	257	181.3	234	142.0
	Retail Total	5,074	1,707	3,316	△ 1,758	△ 34.6	1,609	94.3	
Internal sales		185	60	125	△ 60	△ 32.5	65	108.4	
Total		7,830	2,259	4,257	△ 3,573	△ 45.6	1,998	88.4	
KCC	Wholesale								
		Wholesale	1,549	223	215	△ 1,334	△ 86.1	△ 8	△ 3.6
		Wholesale (Overseas)	301	330	461	160	53.3	130	39.5
		Wholesale Total	1,850	553	676	△ 1,174	△ 63.5	122	22.1
	Retail								
		Shops(LeTAO)	2,299	578	941	△ 1,357	△ 59.0	363	62.8
		Shops(Other Brands)	191	181	321	130	68.2	140	77.6
		Pop Up	477	208	447	△ 30	△ 6.3	239	115.3
		Mail order	773	1,210	1,622	849	109.7	413	34.1
		Retail Total	3,740	2,177	3,332	△ 408	△ 10.9	1,155	53.1
Internal sales		181	59	99	△ 82	△ 45.3	40	67.0	
Total		5,771	2,789	4,107	△ 1,665	△ 28.8	1,318	47.2	
Kotobukiseika Tajimakotobuki	Kotobukiseika Agent		2,575	929	1,109	△ 1,466	△ 56.9	180	19.3
		Sanin area	918	300	340	△ 578	△ 63.0	40	13.5
		Kotobuki castle	382	112	123	△ 259	△ 67.8	12	10.3
		Tajimakotobuki Yumura area・EC	128	94	92	△ 35	△ 27.5	△ 1	△ 1.3
	Internal sales		1,776	455	744	△ 1,032	△ 58.1	289	63.6
	Total		5,778	1,889	2,408	△ 3,370	△ 58.3	520	27.5
Sales Subsidiaries	Tokai area		975	227	337	△ 638	△ 65.5	109	48.0
	Kansai area		1,600	357	546	△ 1,054	△ 65.9	189	52.9
	Chuugoku area・Shikoku area・Kyushu area		745	161	242	△ 503	△ 67.5	82	50.9
	Internal sales		10	7	13	4	35.6	6	91.3
	Total		3,330	752	1,138	△ 2,192	△ 65.8	386	51.4
Kujyukushima Group	Wholesale		648	242	347	△ 302	△ 46.6	105	43.3
	Retail		721	305	464	△ 257	△ 35.7	159	52.2
	Internal sales		948	183	233	△ 715	△ 75.4	50	27.5
	Total		2,318	729	1,043	△ 1,274	△ 55.0	314	43.1
Others	KSK (Property insurance agency business)		4	3	2	△ 2	△ 42.1	△ 1	△ 29.1
	Junai (Health food business)		15	30	31	16	102.0	1	2.6
	Taiwan (Confectionery business)		201	181	185	△ 15	△ 7.6	5	2.5
	Honey Sucrey Limited (Confectionery business)		240	36	-	△ 240	-	△ 36	-
	Internal sales		-	-	0	0	-	0	-
	Total		460	250	219	△ 241	△ 52.4	△ 31	△ 12.3

FY2022(1Q-2Q) Regional sales trends

(Unit: Million of Yen)



(Unit: Million of Yen, %)

	FY2020(1Q-2Q)		FY2021(1Q-2Q)		FY2022(1Q-2Q)		YoY (Change)	Two years ago (Change)
	Net sales	rate(%)	Net sales	rate(%)	Net sales	rate(%)		
Hokkaido area	3,519	15.7	1,982	25.1	2,699	22.6	717	△ 820
Tohoku area	305	1.4	71	0.9	87	0.7	16	△ 218
Tokyo area	8,409	37.6	2,465	31.2	4,663	39.0	2,198	△ 3,746
Chubu area	1,876	8.4	541	6.8	761	6.4	220	△ 1,115
Kinki area	3,085	13.8	911	11.5	1,186	9.9	275	△ 1,899
Chugoku area Shikoku area	2,026	9.0	605	7.6	747	6.2	142	△ 1,280
Kyushu area	2,274	10.1	699	8.9	1,017	8.5	319	△ 1,257
Overseas	893	4.0	632	8.0	800	6.7	168	△ 93
Total	22,388	100.0	7,905	100.0	11,959	100.0	4,054	△ 10,429

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FY2022(1Q-2Q) Quarter Results (Compared to FY2021)

(Unit: Million of Yen,%)

1Q (Apr. — Jun.)

	FY2021	FY2022	YoY	YoY (%)
	amount	amount	(Change)	
Net sales	2,716	5,758	3,043	112.0
Cost of sales	2,105	2,929	824	39.2
Gross profit	611	2,830	2,219	363.1
(Gross profit ratio)	22.5	49.1	26.6	
SG&A expenses	3,020	3,589	569	18.8
SG&A expenses rate	111.2	62.3	△ 48.9	
Operating profit	△ 2,409	△ 759	1,650	—
Non-operating income	657	452	△ 205	
Non-operating expenses	3	4	1	
Ordinary profit	△ 1,755	△ 311	1,444	—
(Ordinary profit rate)	—	—	—	
Extraordinary income	7	—	△ 7	
Extraordinary losses	1	0	△ 1	
Profit before income taxes	△ 1,749	△ 312	1,438	—
Income taxes	△ 586	△ 120	466	
Net profit	△ 1,163	△ 192	972	—

2Q (Jul. — Sep.)

	FY2021	FY2022	YoY	YoY (%)
	amount	amount	(Change)	
Net sales	5,189	6,200	1,011	19.5
Cost of sales	2,799	3,190	390	13.9
Gross profit	2,390	3,011	621	26.0
(Gross profit ratio)	46.1	48.6	2.5	
SG&A expenses	3,401	3,670	268	7.9
SG&A expenses rate	65.5	59.2	△ 6.4	
Operating profit	△ 1,012	△ 659	353	—
Non-operating income	815	492	△ 323	
Non-operating expenses	4	3	△ 1	
Ordinary profit	△ 201	△ 170	31	—
(Ordinary profit rate)	—	—	—	
Extraordinary income	—	0	0	
Extraordinary losses	5	3	△ 2	
Profit before income taxes	△ 205	△ 172	33	—
Income taxes	△ 79	△ 81	△ 3	
Net profit	△ 127	△ 91	36	—

1Q-2Q (Apr. — Sep.)

	FY2021	FY2022	YoY	YoY (%)
	amount	amount	(Change)	
Net sales	7,905	11,959	4,054	51.3
Cost of sales	4,904	6,118	1,214	24.8
Gross profit	3,001	5,841	2,840	94.6
(Gross profit ratio)	38.0	48.8	10.9	
SG&A expenses	6,422	7,259	837	13.0
SG&A expenses rate	81.2	60.7	△ 20.5	
Operating profit	△ 3,421	△ 1,418	2,003	—
Non-operating income	1,471	944	△ 527	
Non-operating expenses	6	7	0	
Ordinary profit	△ 1,956	△ 481	1,475	—
(Ordinary profit rate)	—	—	—	
Extraordinary income	7	0	△ 7	
Extraordinary losses	6	3	△ 3	
Profit before income taxes	△ 1,955	△ 484	1,471	—
Income taxes	△ 665	△ 201	464	
Net profit	△ 1,290	△ 283	1,007	—

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FY2022(1Q-2Q) Quarter Results (Compared to FY2020)

(Unit: Million of Yen,%)

1Q (Apr. — Jun.)

	FY2020	FY2022	YoY	YoY (%)
	amount	amount	(Change)	
Net sales	10,627	5,758	△ 4,868	△ 45.8
Cost of sales	4,307	2,929	△ 1,378	△ 32.0
Gross profit	6,320	2,830	△ 3,490	△ 55.2
(Gross profit ratio)	59.5	49.1	△ 10.3	
SG&A expenses	4,765	3,589	△ 1,176	△ 24.7
SG&A expenses rate	44.8	62.3	17.5	
Operating profit	1,555	△ 759	△ 2,314	—
Non-operating income	19	452	433	
Non-operating expenses	6	4	△ 2	
Ordinary profit	1,567	△ 311	△ 1,879	—
(Ordinary profit rate)	14.8	—	—	
Extraordinary income	0	—	△ 0	
Extraordinary losses	1	0	△ 1	
Profit before income taxes	1,566	△ 312	△ 1,878	—
Income taxes	544	△ 120	△ 664	
Net profit	1,023	△ 192	△ 1,214	—

2Q (Jul. — Sep.)

	FY2020	FY2022	YoY	YoY (%)
	amount	amount	(Change)	
Net sales	11,761	6,200	△ 5,560	△ 47.3
Cost of sales	4,820	3,190	△ 1,631	△ 33.8
Gross profit	6,941	3,011	△ 3,930	△ 56.6
(Gross profit ratio)	59.0	48.6	△ 10.5	
SG&A expenses	4,977	3,670	△ 1,307	△ 26.3
SG&A expenses rate	42.3	59.2	16.9	
Operating profit	1,964	△ 659	△ 2,623	—
Non-operating income	19	492	473	
Non-operating expenses	2	3	1	
Ordinary profit	1,981	△ 170	△ 2,151	—
(Ordinary profit rate)	16.8	—	—	
Extraordinary income	0	0	0	
Extraordinary losses	92	3	△ 89	
Profit before income taxes	1,889	△ 172	△ 2,062	—
Income taxes	644	△ 81	△ 725	
Net profit	1,246	△ 91	△ 1,337	—

1Q-2Q (Apr. — Sep.)

	FY2020	FY2022	YoY	YoY (%)
	amount	amount	(Change)	
Net sales	22,388	11,959	△ 10,429	△ 46.6
Cost of sales	9,127	6,118	△ 3,009	△ 33.0
Gross profit	13,260	5,841	△ 7,420	△ 56.0
(Gross profit ratio)	59.2	48.8	△ 10.4	
SG&A expenses	9,741	7,259	△ 2,483	△ 25.5
SG&A expenses rate	43.5	60.7	17.2	
Operating profit	3,519	△ 1,418	△ 4,937	—
Non-operating income	38	944	906	
Non-operating expenses	8	7	△ 1	
Ordinary profit	3,548	△ 481	△ 4,029	—
(Ordinary profit rate)	15.9	—	—	
Extraordinary income	0	0	0	
Extraordinary losses	93	3	△ 90	
Profit before income taxes	3,456	△ 484	△ 3,940	—
Income taxes	1,187	△ 201	△ 1,389	
Net profit	2,268	△ 283	△ 2,551	—

☆ Business Forecast FY2022 (Compared to FY2021)

※FY2022(1Q-2Q) is actual results.
(Unit: Million of Yen, %)

		FY2021	FY2022 (forecast)	YoY (Change)	YoY(%)
Net sales	(1Q-2Q)	7,905	11,959	4,054	51.3
	(3Q-4Q)	15,300	18,741	3,441	22.5
	(1Q-4Q)	23,205	30,700	7,495	32.3
Gross profit	(1Q-2Q)	3,001	5,841	2,840	94.6
	(3Q-4Q)	8,640	10,439	1,800	20.8
	(1Q-4Q)	11,640	16,280	4,640	39.9
(Gross profit rate)	(1Q-2Q)	38.0	48.8	10.9	—
	(3Q-4Q)	56.5	55.7	△ 0.8	—
	(1Q-4Q)	50.2	53.0	2.9	—
SG&A expenses	(1Q-2Q)	6,422	7,259	837	13.0
	(3Q-4Q)	8,109	8,871	762	9.4
	(1Q-4Q)	14,531	16,130	1,599	11.0
SG&A expenses rate	(1Q-2Q)	81.2	60.7	△ 20.5	—
	(3Q-4Q)	53.0	47.3	△ 5.7	—
	(1Q-4Q)	62.6	52.5	△ 10.1	—
Operating profit	(1Q-2Q)	△ 3,421	△ 1,418	2,003	—
	(3Q-4Q)	531	1,568	1,037	195.5
	(1Q-4Q)	△ 2,890	150	3,040	—
Ordinary profit	(1Q-2Q)	△ 1,956	△ 481	1,475	—
	(3Q-4Q)	1,634	1,931	297	18.2
	(1Q-4Q)	△ 322	1,450	1,772	—
Net profit	(1Q-2Q)	△ 1,290	△ 283	1,007	—
	(3Q-4Q)	720	1,230	509	70.7
	(1Q-4Q)	△ 570	947	1,517	—

EPS (Yen)	(1Q-4Q)	△ 18.3	30.43
Dividend (Yen)	(1Q-4Q)	30.00	30.00

Capex (Million of Yen)	(1Q-4Q)	540	400
Depreciation (Million of Yen)	(1Q-4Q)	1,420	1,230

☆ Business Forecast FY2022(Compared to FY2020)

※FY2022(1Q-2Q) is actual results.
(Unit: Million of Yen, %)

		FY2020	FY2022 (forecast)	YoY (Change)	YoY(%)
Net sales	(1Q-2Q)	22,388	11,959	△ 10,429	△ 46.6
	(3Q-4Q)	22,793	18,741	△ 4,052	△ 17.8
	(1Q-4Q)	45,181	30,700	△ 14,481	△ 32.1
Gross profit	(1Q-2Q)	13,260	5,841	△ 7,420	△ 56.0
	(3Q-4Q)	13,442	10,439	△ 3,003	△ 22.3
	(1Q-4Q)	26,702	16,280	△ 10,422	△ 39.0
(Gross profit rate)	(1Q-2Q)	59.2	48.8	△ 10.4	—
	(3Q-4Q)	59.0	55.7	△ 3.3	—
	(1Q-4Q)	59.1	53.0	△ 6.1	—
SG&A expenses	(1Q-2Q)	9,741	7,259	△ 2,483	△ 25.5
	(3Q-4Q)	10,506	8,871	△ 1,635	△ 15.6
	(1Q-4Q)	20,248	16,130	△ 4,118	△ 20.3
SG&A expenses rate	(1Q-2Q)	43.5	60.7	17.2	—
	(3Q-4Q)	46.1	47.3	1.2	—
	(1Q-4Q)	44.8	52.5	7.7	—
Operating profit	(1Q-2Q)	3,519	△ 1,418	△ 4,937	—
	(3Q-4Q)	2,936	1,568	△ 1,368	△ 46.6
	(1Q-4Q)	6,455	150	△ 6,305	△ 97.7
Ordinary profit	(1Q-2Q)	3,548	△ 481	△ 4,029	—
	(3Q-4Q)	2,927	1,931	△ 996	△ 34.0
	(1Q-4Q)	6,475	1,450	△ 5,025	△ 77.6
Net profit	(1Q-2Q)	2,268	△ 283	△ 2,551	—
	(3Q-4Q)	1,832	1,230	△ 602	△ 32.9
	(1Q-4Q)	4,100	947	△ 3,153	△ 76.9

EPS (Yen)	(1Q-4Q)	131.76	30.43
Dividend (Yen)	(1Q-4Q)	40.00	30.00

Capex (Million of Yen)	(1Q-4Q)	2,041	400
Depreciation (Million of Yen)	(1Q-4Q)	1,459	1,230

☆ **Business Forecast FY2022(Segments)(Compared to FY2021)**

※FY2022(1Q-2Q) is actual results.
(Unit: Million of Yen,%)

		Net sales				Operating profit			
		FY2021	FY2022 (forecast)	YoY(Change)	YoY(%)	FY2021	FY2022 (forecast)	YoY(Change)	YoY(%)
Sucrey	(1Q-2Q)	2,259	4,257	1,998	88.5	△ 1,129	△ 403	727	—
	(3Q-4Q)	5,368	7,133	1,765	32.9	200	630	430	215.5
	(1Q-4Q)	7,627	11,390	3,763	49.3	△ 930	227	1,157	—
KCC	(1Q-2Q)	2,789	4,107	1,318	47.2	△ 739	△ 275	464	—
	(3Q-4Q)	5,387	5,609	222	4.1	422	447	25	5.9
	(1Q-4Q)	8,177	9,716	1,539	18.8	△ 317	172	489	—
Kotobukiseika Tajimakotobuki	(1Q-2Q)	1,889	2,408	520	27.5	△ 728	△ 317	411	—
	(3Q-4Q)	3,047	3,875	828	27.2	△ 132	71	203	—
	(1Q-4Q)	4,935	6,283	1,348	27.3	△ 860	△ 246	614	—
Sales subsidiaries	(1Q-2Q)	752	1,138	386	51.4	△ 403	△ 192	211	—
	(3Q-4Q)	1,387	2,091	704	50.8	△ 163	49	212	—
	(1Q-4Q)	2,139	3,229	1,090	51.0	△ 566	△ 143	423	—
Kujyukushima Group	(1Q-2Q)	729	1,043	314	43.1	△ 464	△ 392	72	—
	(3Q-4Q)	1,318	1,655	337	25.5	△ 185	△ 143	42	—
	(1Q-4Q)	2,047	2,698	651	31.8	△ 649	△ 535	114	—
Others	(1Q-2Q)	250	219	△ 31	△ 12.3	△ 1	4	4	—
	(3Q-4Q)	289	309	20	6.8	28	30	2	8.0
	(1Q-4Q)	539	528	△ 11	△ 2.1	27	34	7	24.6
Segments Total	(1Q-2Q)	8,668	13,173	4,505	52.0	△ 3,464	△ 1,574	1,890	—
	(3Q-4Q)	16,795	20,671	3,875	23.1	169	1,083	914	542.1
	(1Q-4Q)	25,464	33,844	8,380	32.9	△ 3,295	△ 491	2,804	—
(Reconciling items)	(1Q-2Q)	△ 764	△ 1,215	△ 451	59.1	43	156	113	263.1
	(3Q-4Q)	△ 1,495	△ 1,929	△ 434	29.0	362	485	123	34.0
	(1Q-4Q)	△ 2,259	△ 3,144	△ 885	39.2	405	641	236	58.3
Total	(1Q-2Q)	7,905	11,959	4,054	51.3	△ 3,421	△ 1,418	2,003	—
	(3Q-4Q)	15,300	18,741	3,441	22.5	531	1,568	1,037	195.5
	(1Q-4Q)	23,205	30,700	7,495	32.3	△ 2,890	150	3,040	—

☆ **Business Forecast FY2022(Segments)(Compared to FY2020)**

※FY2022(1Q-2Q) is actual results.
(Unit: Million of Yen,%)

		Net sales				Operating profit			
		FY2020	FY2022 (forecast)	YoY(Change)	YoY(%)	FY2020	FY2022 (forecast)	YoY(Change)	YoY(%)
Sucrey	(1Q-2Q)	7,830	4,257	△ 3,572	△ 45.6	1,031	△ 403	△ 1,434	—
	(3Q-4Q)	8,369	7,133	△ 1,236	△ 14.8	1,028	630	△ 398	△ 38.7
	(1Q-4Q)	16,199	11,390	△ 4,809	△ 29.7	2,059	227	△ 1,832	△ 89.0
KCC	(1Q-2Q)	5,771	4,107	△ 1,665	△ 28.8	589	△ 275	△ 864	—
	(3Q-4Q)	6,929	5,609	△ 1,320	△ 19.0	702	447	△ 256	△ 36.4
	(1Q-4Q)	12,700	9,716	△ 2,984	△ 23.5	1,292	172	△ 1,120	△ 86.7
Kotobukiseika Tajimakotobuki	(1Q-2Q)	5,778	2,408	△ 3,370	△ 58.3	882	△ 317	△ 1,198	—
	(3Q-4Q)	4,794	3,875	△ 919	△ 19.2	470	71	△ 399	△ 85.0
	(1Q-4Q)	10,572	6,283	△ 4,289	△ 40.6	1,352	△ 246	△ 1,598	—
Sales subsidiaries	(1Q-2Q)	3,330	1,138	△ 2,192	△ 65.8	350	△ 192	△ 542	—
	(3Q-4Q)	2,846	2,091	△ 755	△ 26.5	173	49	△ 125	△ 72.0
	(1Q-4Q)	6,176	3,229	△ 2,947	△ 47.7	523	△ 143	△ 666	—
Kujyukushima Group	(1Q-2Q)	2,318	1,043	△ 1,274	△ 55.0	269	△ 392	△ 661	—
	(3Q-4Q)	2,204	1,655	△ 550	△ 24.9	106	△ 143	△ 248	—
	(1Q-4Q)	4,522	2,698	△ 1,824	△ 40.3	374	△ 535	△ 909	—
Others	(1Q-2Q)	460	219	△ 241	△ 52.4	△ 60	4	64	—
	(3Q-4Q)	352	309	△ 43	△ 12.2	△ 117	30	147	—
	(1Q-4Q)	812	528	△ 284	△ 35.0	△ 177	34	211	—
Segments Total	(1Q-2Q)	25,487	13,173	△ 12,314	△ 48.3	3,061	△ 1,574	△ 4,635	—
	(3Q-4Q)	25,493	20,671	△ 4,823	△ 18.9	2,362	1,083	△ 1,279	△ 54.2
	(1Q-4Q)	50,980	33,844	△ 17,136	△ 33.6	5,423	△ 491	△ 5,914	—
(Reconciling items)	(1Q-2Q)	△ 3,100	△ 1,215	1,885	△ 60.8	458	156	△ 302	△ 66.0
	(3Q-4Q)	△ 2,700	△ 1,929	771	△ 28.5	573	485	△ 88	△ 15.4
	(1Q-4Q)	△ 5,800	△ 3,144	2,656	△ 45.8	1,032	641	△ 391	△ 37.9
Total	(1Q-2Q)	22,388	11,959	△ 10,429	△ 46.6	3,519	△ 1,418	△ 4,937	—
	(3Q-4Q)	22,793	18,741	△ 4,052	△ 17.8	2,936	1,568	△ 1,368	△ 46.6
	(1Q-4Q)	45,181	30,700	△ 14,481	△ 32.1	6,455	150	△ 6,305	△ 97.7