

February 3, 2025

FY2025(1Q-3Q) (Third quarter of the fiscal year ending March 31, 2025)
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

FY2025(1Q-3Q) Quarter Results (Compared to FY2024)

		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	FY2025(1Q-3Q)	21,892	13,894	63.5	9,245	4,648
	FY2024(1Q-3Q)	19,208	12,376	64.4	8,103	4,272
	YoY (Change)	2,683	1,518	△ 1.0	1,142	375
KCC	FY2025(1Q-3Q)	15,628	9,778	62.6	6,029	3,749
	FY2024(1Q-3Q)	12,818	7,738	60.4	5,057	2,681
	YoY (Change)	2,809	2,040	2.2	972	1,067
Kotobukiseika Tajimakotobuki	FY2025(1Q-3Q)	11,539	4,970	43.1	2,201	2,768
	FY2024(1Q-3Q)	10,043	4,233	42.1	1,937	2,295
	YoY (Change)	1,495	737	0.9	264	472
Sales subsidiaries	FY2025(1Q-3Q)	5,580	2,146	38.5	1,394	752
	FY2024(1Q-3Q)	5,275	1,983	37.6	1,292	691
	YoY (Change)	304	163	0.9	101	61
Kujyukushima Group	FY2025(1Q-3Q)	4,954	2,572	51.9	2,109	463
	FY2024(1Q-3Q)	4,839	2,596	53.6	1,918	678
	YoY (Change)	114	△ 23	△ 1.7	191	△ 214
Others	FY2025(1Q-3Q)	469	331	70.5	309	21
	FY2024(1Q-3Q)	469	331	70.7	305	26
	YoY (Change)	0	0	△ 0.2	4	△ 5
Segments Total	FY2025(1Q-3Q)	60,064	33,693	56.1	21,289	12,404
	FY2024(1Q-3Q)	52,655	29,259	55.6	18,613	10,645
	YoY (Change)	7,408	4,434	0.5	2,676	1,758
(Reconciling items)	FY2025(1Q-3Q)	△ 6,256	△ 254	-	△ 1,395	1,141
	FY2024(1Q-3Q)	△ 5,619	△ 130	-	△ 1,218	1,088
	YoY (Change)	△ 637	△ 124	-	△ 176	52
Total	FY2025(1Q-3Q)	53,807	33,439	62.1	19,894	13,545
	FY2024(1Q-3Q)	47,036	29,129	61.9	17,394	11,734
	YoY (Change)	6,771	4,310	0.2	2,499	1,811

☆ Consolidated Business Results

FY2025(1Q-3Q) Quarter Results (Compared to FY2024)

		FY2024 (1Q-3Q)	FY2025 (1Q-3Q)	YoY (Change)	YoY (%)
Sucrey		Millions of Yen	Millions of Yen	Millions of Yen	%
	Wholesale	5,182	5,932	749	14.5
	Retail	12,439	14,155	1,715	13.8
	Mail order	1,034	1,061	27	2.6
	Wholesale (Overseas)	245	234	△ 10	△ 4.4
	Internal sales	307	509	202	65.8
	Total	19,208	21,892	2,683	14.0
KCC	Wholesale	3,418	4,357	939	27.5
	Retail	6,014	7,803	1,788	29.7
	Mail order	2,529	2,764	234	9.3
	Wholesale (Overseas)	425	331	△ 93	△ 22.0
	Internal sales	430	370	△ 60	△ 14.0
	Total	12,818	15,628	2,809	21.9
Kotobukiseika Tajimakotobuki	Wholesale	6,004	6,987	983	16.4
	Retail	658	690	31	4.7
	Mail order	199	193	△ 5	△ 3.0
	Internal sales	3,180	3,668	487	15.3
	Total	10,043	11,539	1,495	14.9
Sales Subsidiaries	Wholesale	4,295	4,477	182	4.2
	Retail	677	792	115	17.0
	Mail order	218	209	△ 9	△ 4.2
	Internal sales	84	100	16	19.4
	Total	5,275	5,580	304	5.8
Kujyukushima Group	Wholesale	1,164	1,120	△ 44	△ 3.8
	Retail	1,974	2,151	176	8.9
	Mail order	84	75	△ 9	△ 11.2
	Wholesale (Overseas)	1	0	0	-
	Internal sales	1,614	1,607	△ 7	△ 0.4
	Total	4,839	4,954	114	2.4
Others	Non-life insurance agency	5	7	1	28.6
	Health food business	69	60	△ 8	△ 12.6
	Taiwan (Confectionery business)	392	401	8	2.1
	Internal sales	1	0	0	-
	Total	469	469	0	0.1

☆ Consolidated Business Results

FY2025(1Q-3Q) Quarter Results (Compared to FY2024)

(Unit: Million of Yen, %)

1Q (Apr. – Jun.)

	FY2024	FY2025	YoY	YoY (%)
	amount	amount	(Change)	
Net sales	13,853	15,526	1,673	12
Cost of sales	5,417	5,811	393	7.3
Gross profit	8,435	9,715	1,279	15.2
(Gross profit ratio)	60.9	62.6	1.7	0.0
SG&A expenses	5,376	6,287	910	16.9
SG&A	38.8	40.5	1.7	0.0
Operating profit	3,058	3,428	369	12.1
Non-operating	27	24	△ 3	0.0
Non-operating	2	5	3	0.0
Ordinary profit	3,083	3,447	364	11.8
(Ordinary profit rate)	22.3	22.2	△ 0.1	0.0
Extraordinary income	0	0	0	0.0
Extraordinary losses	1	4	3	0.0
Profit before income taxes	3,082	3,443	360	11.7
Income taxes	1,013	1,177	164	16.2
Net profit	2,068	2,265	196	9.5

2Q (Jul. – Sep.)

	FY2024	FY2025	YoY	YoY (%)
	amount	amount	(Change)	
Net sales	15,037	17,379	2,341	15.6
Cost of sales	5,741	6,718	977	17.0
Gross profit	9,296	10,660	1,364	14.7
(Gross profit ratio)	61.8	61.3	△ 0.5	0.0
SG&A expenses	5,732	6,612	879	15.3
SG&A expenses	38.1	38.0	△ 0.1	0.0
Operating profit	3,563	4,048	484	13.6
Non-operating	23	26	3	0.0
Non-operating	2	2	0	0.0
Ordinary profit	3,584	4,072	488	13.6
(Ordinary profit rate)	23.8	23.4	△ 0.4	0.0
Extraordinary income	0	0	0	0.0
Extraordinary losses	1	1	0	0.0
Profit before income taxes	3,583	4,071	488	13.6
Income taxes	1,199	1,347	148	12.4
Net profit	2,384	2,724	340	14.3

3Q (Sep. – Dec.)

	FY2024	FY2025	YoY	YoY (%)
	amount	amount	(Change)	
Net sales	18,144	20,901	2,756	15.2
Cost of sales	6,747	7,838	1,090	16.2
Gross profit	11,396	13,063	1,666	14.6
(Gross profit ratio)	62.8	62.5	△ 0.3	0.0
SG&A expenses	6,285	6,994	709	11.3
SG&A expenses	34.6	33.5	△ 1.2	0.0
Operating profit	5,111	6,069	957	18.7
Non-operating	21	18	△ 3	0.0
Non-operating	2	1	△ 1	0.0
Ordinary profit	5,130	6,086	955	18.6
(Ordinary profit rate)	28.3	29.1	0.8	0.0
Extraordinary income	0	0	0	0.0
Extraordinary losses	1	0	△ 1	0.0
Profit before income taxes	5,129	6,086	956	18.7
Income taxes	1,682	2,052	370	22.0
Net profit	3,446	4,034	587	17.0

1Q-3Q (Apr. – Dec.)

	FY2024	FY2025	YoY	YoY (%)
	amount	amount	(Change)	
Net sales	47,036	53,807	6,771	14.4
Cost of sales	17,907	20,367	2,460	13.7
Gross profit	29,129	33,439	4,310	14.8
(Gross profit ratio)	61.9	62.1	0.2	0.0
SG&A expenses	17,394	19,894	2,499	14.4
SG&A expenses	37.0	37.0	△ 0.0	0.0
Operating profit	11,734	13,545	1,811	15.4
Non-operating	72	70	△ 2	0.0
Non-operating	8	9	0	0.0
Ordinary profit	11,798	13,606	1,808	15.3
(Ordinary profit rate)	25.1	25.3	0.2	0.0
Extraordinary income	0	0	0	0.0
Extraordinary losses	4	6	1	0.0
Profit before income taxes	11,795	13,600	1,805	15.3
Income taxes	3,895	4,576	681	17.5
Net profit	7,899	9,024	1,124	14.2