

Summary of Consolidated Financial Results for the Three Months Ended June 30, 2025 supplementary material

August 1, 2025
 Company name: Kotobuki Spirits Co., Ltd.
 Stock exchange listing: Tokyo
 Stock code: 2222
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(Amounts less than one million yen are rounded down)

1.FY2026(1Q)Highlight

Results of FY2026 (1Q) (April-June)

Sales and profits reach record highs on a quarterly basis

- Net sales increased 9.3% (YoY), mainly due to the effects of various measures. Soaring raw material prices pushed down the gross profit margin. However, profits slightly went up YoY, driven by increased sales. As a result, we achieved record-high profits on a quarterly basis.
- Inbound sales (international terminal sales) increased to 2,646 million yen (+14.8% YoY).
- We opened “Caramel Ghost House” at NEWoMan SHINJUKU in JR Shinjuku Station in April 2025, and reopened “LeTAO New Chitose Airport Store.” In June of the same year, we opened the Tante Annie Nagasaki Station Store (relocated with rebranding).

2.Results of FY2026(YoY)

(Unit:Millions of Yen,%)

	FY2025(1Q)		FY2026(1Q)		YoY(Change)	YoY(%)
	amount	To-sales rate	amount	To-sales rate		
Net Sales	15,526	—	16,976	—	1,449	9.3
Gross profit	9,715	62.6	10,305	60.7	590	6.1
SG&A expenses	6,287	40.5	6,865	40.4	578	9.2
Operating profit	3,428	22.1	3,439	20.3	11	0.3
Ordinary profit	3,447	22.2	3,472	20.5	24	0.7
Profit attributable to owners of parent	2,265	14.6	2,303	13.6	37	1.7
Earnings per share(yen)	14.56		14.92		0.36	

3.Results of FY2026(SEGMENTS)

(Unit:Millions of Yen,%)

	Net Sales				Operating profit		
	FY2025(1Q)	FY2026(1Q)	YoY (Change)	YoY (%)	FY2025(1Q)	FY2026(1Q)	YoY (Change)
SUCREY GROUP	7,513	8,079	566	7.5	1,506	1,306	△200
KCC	4,423	4,891	468	10.6	868	869	0
KOTOBUKISEIKA GROUP	3,359	3,818	458	13.6	652	835	182
SALES SUBSIDIARIES	1,740	1,779	38	2.2	215	208	△6
OTHERS	132	100	△32	△ 24.3	0	△13	△13
SEGMENTS TOTAL	17,170	18,668	1,498	8.7	3,243	3,205	△38
ADJUSTMENT	△1,643	△1,692	△48	—	184	234	49
TOTAL	15,526	16,976	1,449	9.3	3,428	3,439	11

* Previously, “SUCREY” and “KUJUKUSHIMA GROUP” were independent segments, but following the reorganization (corporate split) among consolidated subsidiaries implemented on April 1, 2025, they were integrated and the segment classification was changed to “SUCREY GROUP” from this quarter, and comparisons with the previous quarter The comparison with the previous quarter is based on the figures prepared according to the segmentation method after the change. In addition, the name of the reportable segment “KOTOBUKISEIKA TAJIMAKOTOBUKI” was changed to “KOTOBUKISEIKA GROUP” from this quarter.

4. Quarterly results

(Unit:Millions of Yen,%)

	FY2024(2Q-4Q)			FY2025(1Q-4Q)				FY2026(1Q)
	2Q(Jul.-Sep.)	3Q(Oct.-Dec.)	4Q(Jan.-Mar.)	1Q(Apr.-Jun.)	2Q(Jul.-Sep.)	3Q(Oct.-Dec.)	4Q(Jan.-Mar.)	1Q(Apr.-Jun.)
Net Sales	15,037	18,144	16,999	15,526	17,379	20,901	18,541	16,976
YoY(%)	42.1	18.8	15.0	12.1	15.6	15.2	9.1	9.3
Operating profit	3,563	5,111	4,046	3,428	4,048	6,069	4,065	3,439
YoY(%)	112.1	27.0	30.7	12.1	13.6	18.7	0.5	0.3
Ordinary profit	3,584	5,130	4,069	3,447	4,072	6,086	4,079	3,472
YoY(%)	104.5	24.5	30.5	11.8	13.6	18.6	0.3	0.7

5. Business Forecast for FY2026

(Unit:Millions of Yen,%)

		FY2025	FY2026 (forecast)	YoY (Change)	YoY (%)
Net Sales	(1Q-2Q)	32,906	35,950	3,043	9.3
	(3Q-4Q)	39,443	43,720	4,276	10.8
	(1Q-4Q)	72,349	79,670	7,320	10.1
Gross profit	(1Q-2Q)	20,376	22,380	2,003	9.8
	(3Q-4Q)	24,428	27,220	2,791	11.4
	(1Q-4Q)	44,804	49,600	4,795	10.7
(Gross profit rate)	(1Q-2Q)	61.9	62.3	0.3	—
	(3Q-4Q)	61.9	62.3	0.3	—
	(1Q-4Q)	61.9	62.3	0.3	—
SG&A expenses	(1Q-2Q)	12,899	14,110	1,210	9.4
	(3Q-4Q)	14,293	15,840	1,546	10.8
	(1Q-4Q)	27,193	29,950	2,756	10.1
(SG&A expenses rate)	(1Q-2Q)	39.2	39.2	0.0	—
	(3Q-4Q)	36.2	36.2	△ 0.0	—
	(1Q-4Q)	37.6	37.6	0.0	—
Operating profit	(1Q-2Q)	7,476	8,270	793	10.6
	(3Q-4Q)	10,134	11,380	1,245	12.3
	(1Q-4Q)	17,610	19,650	2,039	11.6
Ordinary profit	(1Q-2Q)	7,520	8,305	784	10.4
	(3Q-4Q)	10,166	11,415	1,248	12.3
	(1Q-4Q)	17,686	19,720	2,033	11.5
Profit attributable to owners of parent	(1Q-2Q)	4,990	5,520	529	10.6
	(3Q-4Q)	7,132	7,880	747	10.5
	(1Q-4Q)	12,122	13,400	1,277	10.5
Earnings per share(yen)	(1Q-4Q)	78.00	86.81		
Dividend/stock(yen)	(1Q-4Q)	32.00	35.00		
Capex(Million of Yen)	(1Q-4Q)	3,357	2,500		
Depreciation(Million of Yen)	(1Q-4Q)	1,462	1,600		

6.Business Forecast for FY2026 (SEGMENTS)

(Unit:Millions of Yen,%)

	Net Sales				Operating profit		
	FY2025	FY2026 (forecast)	YoY (Change)	YoY (%)	FY2025	FY2026 (forecast)	YoY (Change)
SUCREY GROUP	34,698	38,110	3,411	9.8	6,797	7,755	957
KCC	21,482	23,800	2,317	10.8	5,024	5,620	595
KOTOBUKISEIKA GROUP	14,545	15,730	1,184	8.1	3,240	3,497	256
SALES SUBSIDIARIES	7,227	7,800	572	7.9	946	1,040	93
OTHERS	692	690	△2	△ 0.3	55	48	△7
SEGMENTS TOTAL	78,647	86,130	7,482	9.5	16,064	17,960	1,895
ADJUSTMENT	△6,297	△6,460	△162	—	1,546	1,690	143
TOTAL	72,349	79,670	7,320	10.1	17,610	19,650	2,039

* Previously, “SUCREY” and “KUJUKUSHIMA GROUP” were independent segments, but following the reorganization (corporate split) among consolidated subsidiaries implemented on April 1, 2025, they were integrated and the segment classification was changed to “SUCREY GROUP” from this quarter, and comparisons with the previous quarter. The comparison with the previous quarter is based on the figures prepared according to the segmentation method after the change. In addition, the name of the reportable segment “KOTOBUKISEIKA TAJIMAKOTOBUKI” was changed to “KOTOBUKISEIKA GROUP” from this quarter.