

FY2026(1Q-2Q)
(Second quarter of the fiscal year ending March 31, 2026)
Consolidated Business Results

November 5,2025
Kotobuki Spirits Co.,Ltd.



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Summary of Financial Results FY2026 (1Q-2Q)

*** Amounts in this document are rounded down to the nearest million yen.**

FY2026(1Q-2Q)Highlight

Results of FY2026 (1Q-2Q) (April-September)

Net sales 108.8% (YoY) / Net profit the same level (YoY)

- **Net sales increased 8.8% (YoY), mainly due to the effects of various measures. Increased manufacturing costs, including soaring raw material prices, pushed down the gross profit margin. However, net profit slightly went up YoY, driven by increased sales.**
- **Inbound sales (international terminal sales) increased to 5,083 million yen (+9.5% YoY).**
- **Three store openings and three store closings, including the opening of the first flagship store after the rebranding of “Tokyo Milk Cheese Factory” at NEWoMan TAKANAWA in September 2025.**

FY2026(1Q-2Q) Topics ① Inbound sales

Inbound sales in the second quarter increased by 9.5% YoY

【 Inbound sales (International airports sales) 】

(Millions of Yen)	1Q	2Q	3Q	4Q	1Q-4Q
FY2026	2,646	2,436			
FY2025	2,305	2,338	2,765	2,613	10,022
FY2024	1,519	1,606	1,966	2,033	7,126



Narita airport Fa-So-La TAX FREE STORE AKIHABARA
LeTAO



Narita airport Fa-So-La TAX FREE STORE AKIHABARA
Maccha Chitose

FY2026(1Q-2Q) Topics ② New Store Openings

Sucrey opened its first flagship store at “NEWoMan TAKANAWA,” which opened on September 12, 2025, after the rebranding of “Tokyo Milk Cheese Factory.”



Opened on September 12, 2025 “Tokyo Milk Cheese Factory NEWoMan Takanawa Store”

FY2026(1Q-2Q) Topics ③ Reopened store information

KCC reopened “LeTAO New Chitose Airport Store” on April 29, 2025, and “LeTAO Daimaru Sapporo Store” on July 2, 2025.



Reopened on July 2, 2025,
“ LeTAO ShinChitose Airport Store”



Reopened on July 2, 2025,
“ LeTAO Daimaru Sapporo Store”

FY2026(1Q-2Q) Topics ④ Reopened store information

Kotobukiseika reopened “KAnoZA Shamine Tottori Store” on August 5, 2025.



Reopened on August 5, 2025, “Kanoza Shamine Tottori Store”

Results of FY2026 1Q-2Q (YoY)

Net sales +8.8% (YoY), Net profit the same level (YoY)

(Millions of yen,%)	FY2025(1Q-2Q)		FY2026(1Q-2Q)		YoY		FY2025(1Q-4Q)	
	amount	to-sales rate	amount	to-sales rate	Change	%	amount	to-sales rate
Net sales	32,906	—	35,787	—	2,881	8.8	72,349	—
Gross profit	20,376	61.9	21,526	60.1	1,149	5.6	44,804	61.9
SG&A expenses	12,899	39.2	14,085	39.4	1,185	9.2	27,193	37.6
Operating profit	7,476	22.7	7,441	20.8	△ 35	△ 0.5	17,610	24.3
Ordinary profit	7,520	22.9	7,517	21.0	△ 3	△ 0.0	17,686	24.4
Net profit (*1)	4,990	15.2	5,016	14.0	26	0.5	12,122	16.8
EPS (Yen)	32.07		32.49		0.42		78.00	

(*1) Quarterly net profit = Quarterly net profit attributable to owners of the parent

Achievement rate of Business Forecast

Gross profit decreased by 2.2% compared to the initial forecast. This was due to production adjustments following sluggish summer inbound sales demand and higher-than-expected raw material price increases.

(millions of yen,%)	FY2026(1Q-2Q) Business Forecast(*1)		FY2026(1Q-2Q)		Compared with Business Forecast	
	amount	To-sales rate	amount	To-sales rate	YoY(Change)	achievement(%)
Net sales	35,950	—	35,787	—	△ 162	99.5
Gross profit	22,380	62.3	21,526	60.1	△ 853	96.2
SG&A expemeses	14,110	39.2	14,085	39.4	△ 24	99.8
Operating profit	8,270	23.0	7,441	20.8	△ 828	90.0
Ordinary profit	8,305	23.1	7,517	21.0	△ 787	90.5
Net profit	5,520	15.4	5,016	14.0	△ 503	90.9

(*1) Business Forecast is the figures announced on May 13, 2025.

Sales channel

Domestic wholesale sales increased by 10.7% due to contributions from the Kotobuki Seika Group and others.

(Millions of yen,%)	FY2025(1Q-2Q)		FY2026(1Q-2Q)		YoY(Change)	YoY(%)
	amount	To-sales rate	amount	To-sales rate		
Net sales	32,906	—	35,787	—	2,881	8.8
Domestic(Wholesales)	14,490	44.0	16,039	44.8	1,548	10.7
Domestic(Retail)	15,621	47.5	16,596	46.4	975	6.2
Mail Order	2,195	6.7	2,431	6.8	236	10.8
Other	3	0.0	3	0.0	0	7.6
Domestic Total	32,311	98.2	35,071	98.0	2,760	8.5
Overseas(Wholesale)	321	1.0	452	1.3	130	40.5
Overseas(Retail)	273	0.8	264	0.7	△ 9	△ 3.3
Overseas Total	594	1.8	716	2.0	121	20.4

(Note) Retail are shops and Pop up stores. Other is insurance agency business.

Overseas wholesale consists shipment sales to overseas and FC royalties

(Overseas sales)

(Unit:Millions of yen)	FY2025 (1Q-2Q)	FY2026 (1Q-2Q)	YoY (Change)	YoY (%)
Taiwan (*1)	273	264	△ 9	△ 3.3
Singapore	139	144	5	3.5
Australia	130	180	50	38.0
Others	51	127	76	148.5
Total	594	716	121	20.4

(*1) Taiwan is consolidated subsidiaries. Other areas are FC.



(Singapore)
LeTAO Le chocolat Singapore
 Wisma Atria B1-58 (435 Orchard Road)

opened on August 1, 2025



Cost of sales ▪ Gross profit

The ratio of material costs has increased due to factors such as soaring raw material prices.

(Millions of Yen, %)	FY2025(1Q-2Q)		FY2026(1Q-2Q)				FY2025(1Q-4Q)	
	amount	To-sales rate	amount	To-sales rate	YoY(change)	YoY(%)	amount	To-sales rate
Net sales	32,906	—	35,787	—	2,881	8.8	72,349	—
Material cost	7,556	23.0	8,694	24.3	1,137	15.1	16,300	22.5
Labor cost	2,917	8.9	2,966	8.3	49	1.7	5,730	7.9
Expense	1,488	4.5	1,729	4.8	241	16.2	3,353	4.6
Manufacturing cost	11,962	36.4	13,391	37.4	1,428	11.9	25,385	35.1
Others	567	1.7	870	2.4	303	53.5	2,159	3.0
Cost of sales	12,529	38.1	14,261	39.9	1,732	13.8	27,545	38.1
Gross profit	20,376	61.9	21,526	60.1	1,149	5.6	44,804	61.9

SG&A expenses /Operating profit

The SG&A expense ratio increased by 0.2 points YoY

(millions of Yen、%)	FY2025(1Q-2Q)		FY2026(1Q-2Q)		YoY(change)	YoY(%)
	amount	To-sales-rate	amount	To-sales-rate		
Gross profit	20,376	61.9	21,526	60.1	1,149	5.6
Personnel expenses	4,967	15.1	5,282	14.8	315	6.4
Promotion	1,892	5.7	2,302	6.4	410	21.7
Freight	1,156	3.5	1,256	3.5	100	8.7
Advertising	220	0.7	258	0.7	38	17.3
Rent and Commission	3,270	9.9	3,465	9.7	195	6.0
Depreciation	195	0.6	245	0.7	50	25.6
traveling and transportation expenses	237	0.7	240	0.7	3	1.3
Others	959	2.9	1,031	2.9	71	7.4
SG&A expenses	12,899	39.2	14,085	39.4	1,185	9.2
Operating profit	7,476	54.0	7,441	20.8	△ 35	△ 0.5

Results of FY2026 (1Q-2Q) (SEGMENTS)

Kotobuki Seika Group increased sales and profits due to strong expansion of the Okinawa market

(Millions of Yen, %)	Net sales				Operating profit		
	FY2025 (1Q)	FY2026 (1Q)	YoY(Change)	YoY (%)	FY2025 (1Q)	FY2026 (1Q)	YoY(Change)
SUCREY GROUP (* 1)	15,528	16,563	1,034	6.7	2,846	2,641	△ 204
KCC	9,355	10,272	916	9.8	1,991	1,830	△ 160
KOTOBUKISEIKA GROUP (* 1)	7,275	8,141	866	11.9	1,574	1,789	214
SALES SUBSIDIARIES	3,568	3,741	173	4.9	446	474	28
OTHERS (* 2)	308	310	1	0.6	17	5	△ 11
SEGMENT TOTAL	36,036	39,030	2,993	8.3	6,876	6,742	△ 134
ADJUSTMENT	△ 3,130	△ 3,242	△ 111	-	599	698	99
TOTAL	32,906	35,787	2,881	8.8	7,476	7,441	△ 35

(* 1)Due to organizational changes within the Group implemented at the beginning of the first quarter of the fiscal year ending March 31, 2026, “Sucrey” and “Kujyukushima Group” were merged and the segment name was changed to “Sucrey Group”. Segment information for the previous fiscal year has been prepared according to the new segmentation. In addition, the segment name of "Kotobuki Seika and Tajima Kotobuki" was changed to "Kotobuki Seika Group".

(* 2) “Others” includes the non-life insurance agency business, health food business, and confectionery business overseas (Taiwan).

Supplemental Explanation of Results by Segment

SUCREY GROUP

At Sucrey Group, we renewed our signature product in June of this year, as the first step in rebranding our mainstay brand “Tokyo Milk Cheese Factory.” In addition, we strived to strengthen the brand appeal by sequentially introducing new products, including seasonal products, with mainstay products at the core, such as strengthening sales of a new regular product “Sand Cookie (Mascarpone & Hazelnut),” under “The DROSS” and “Sand Cookie” under “FiOLATTE” launched in December last year. In the Fukuoka and Nagasaki areas, we strengthened sales of “Hakata Ichigo Ichigo,” a new “akaifusen” product, and opened a permanent store of “Tante Annie” in Nagasaki Station in June of this year (relocation with rebranding) for the first time since the Huis Ten Bosch main store opened. In terms of inbound measures, we focused on increasing sales personnel and boosting sales of “Matcha Chitose” products in order to expand the sales floor in the international terminal. In terms of store activity, we opened two stores and closed two stores, including the opening of the first flagship store after the rebranding of “Tokyo Milk Cheese Factory” at NEWoMan TAKANAWA in September of this year.

KCC

To further increase brand value, we worked on new product development, including a complete renovation of our directly managed stores, “LeTAO New Chitose Airport Store” and “LeTAO Sapporo Daimaru Store,” while launching a new tea category “&LeTAO” and sequentially introducing new limited-edition sweets. In terms of inbound measures, we focused on increasing sales personnel and promoting proposal-based sales in order to expand the sales floor at the international terminal. In mail-order sales, we moved forward with measures for seasonal events such as Mother’s Day, and in June of this year, we renewed the “LeTAO” points system, creating a mutual link between the stores and the online store. For brands in the Tokyo metropolitan area, such as “Now on Cheese,” we focused on opening limited-period stores to increase brand awareness.

Kotobuki Seika GROUP

Kotobuki Seika Group promoted proposal-based sales, including measures for mainstay products, sales floor proposals, and new product development, through close collaboration with major distributors and Group companies. In sales channel expansion, in Okinawa, we promoted OEM development and strengthened the development of our own brand of specialty store for pineapple sweets “newQ.” In the local San-in area, we reopened the select store “Tottori KAnoZA” in conjunction with the renewal of the commercial zone at JR Tottori Station in August of this year. We also exhibited at the “28th National Confectionary Exposition in Hokkaido” held from May 30 to June 15 this year to promote our mainstay products that we are developing in the San-in area.

Sales subsidiaries

Sales subsidiaries focused on measures for mainstay products and the launch of new products that match regional characteristics, at each sales location. By region, in the Tokai area, we launched a new seasonal product, “Ise Celebration Mizumanju,” and in the Kansai area, we worked on boosting sales of our mainstay product, “Osaka Honey Quattro Formaggi.” In the Fukuoka area, we made efforts to strengthen development of the “Hakata Makkana Ichigo” brand, which marked its 10th anniversary.

FY2026(1Q-2Q) increase or decrease of amount

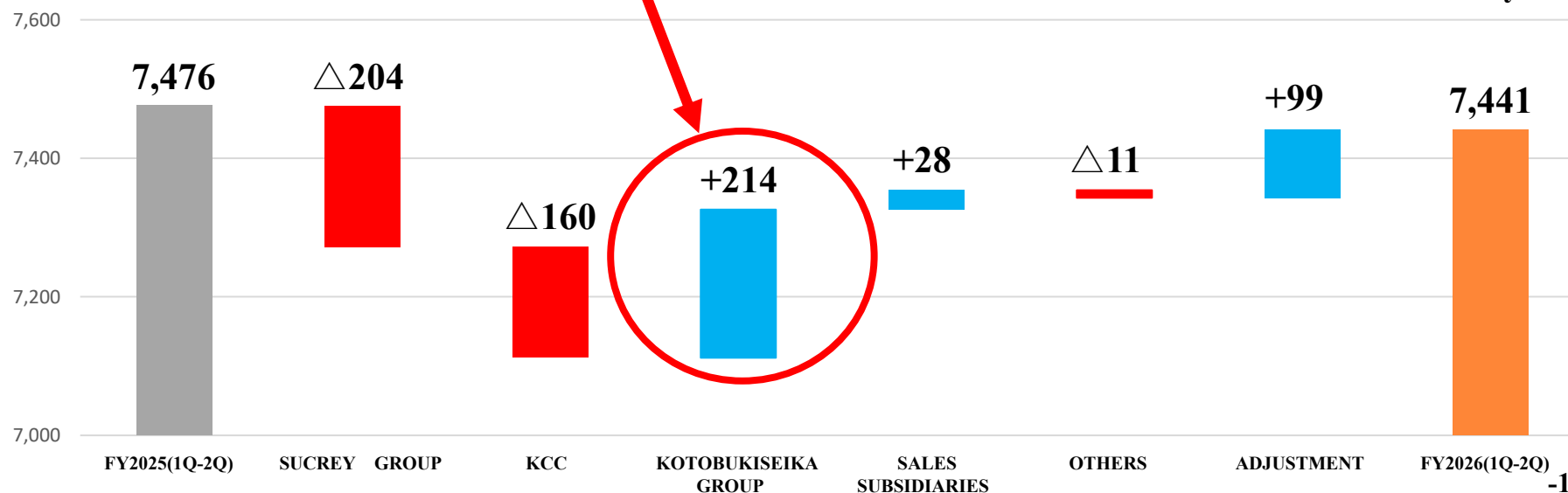
【Net sales】

(Unit : Millions of yen)



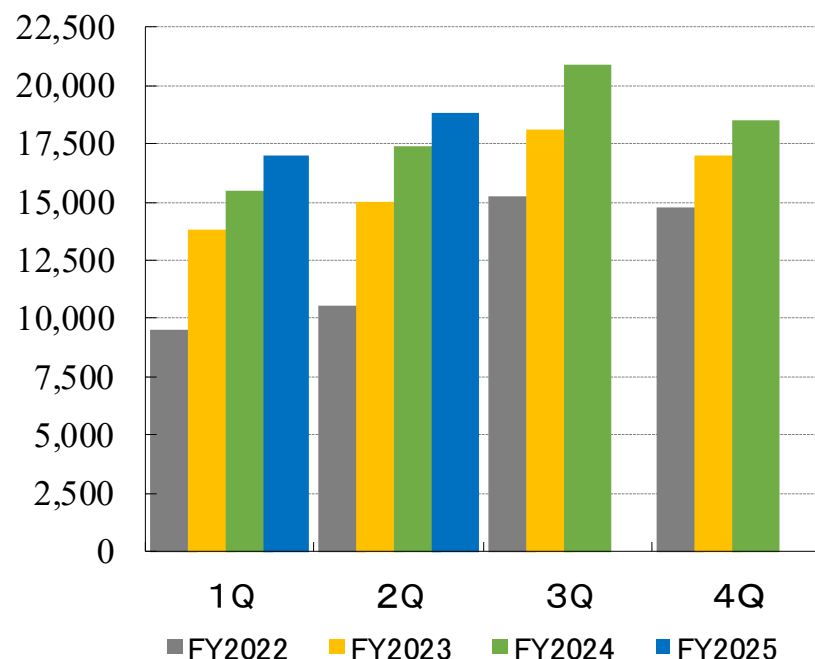
【Operating profit】

(Unit : Millions of yen)

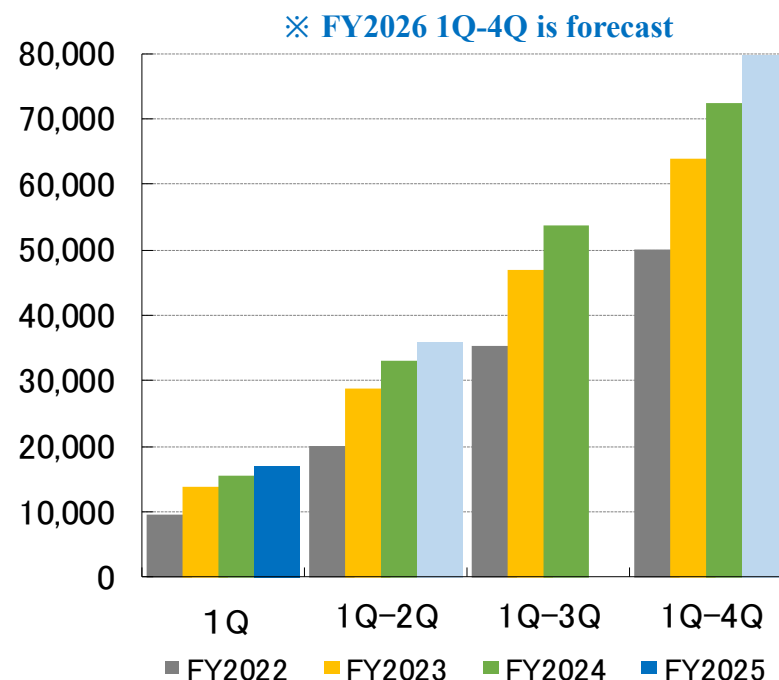


Net sales

Net sales (Quarter) (Four periods comparison)



Net sales (Cumulative) (Four periods comparison)

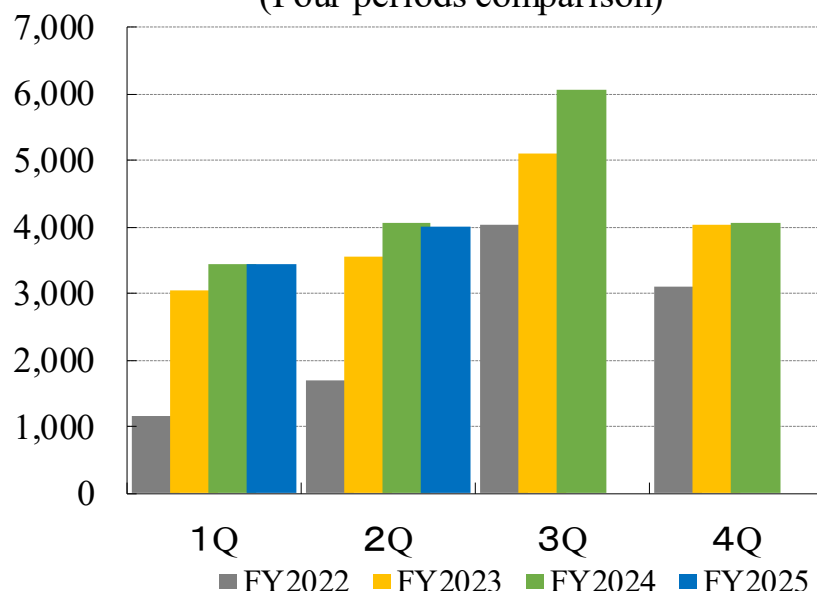


(百万円)	Quarter				Cumulative Quarter			
	1Q	2Q	3Q	4Q	1Q	1Q-2Q	1Q-3Q	1Q-4Q
FY2022	9,515	10,584	15,270	14,785	9,515	20,099	35,370	50,155
FY2023	13,853	15,037	18,144	16,999	13,853	28,891	47,036	64,035
FY2024	15,526	17,379	20,901	18,541	15,526	32,906	53,807	72,349
FY2025	16,976	18,811			16,976	35,787		79,670
YoY	109.3%	108.2%			109.3%	108.8%		110.1%

Operating profit

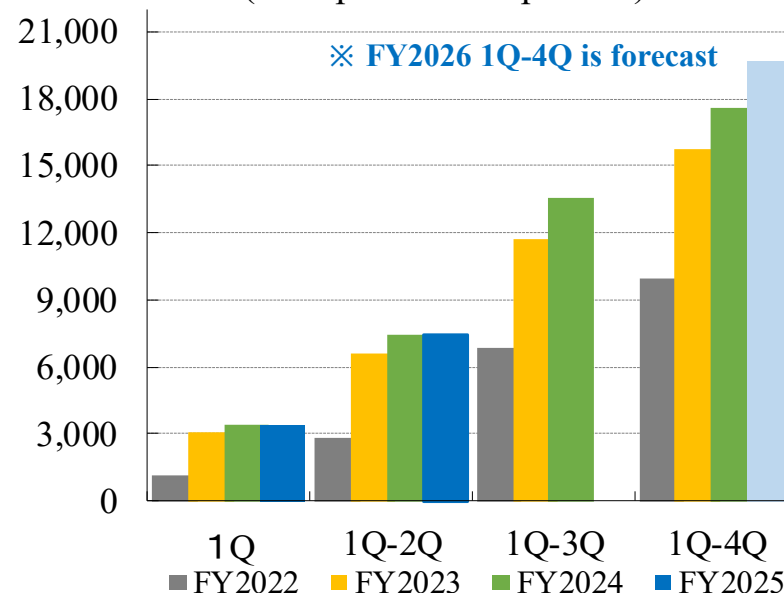
Operating profit (Quarter)

(Four periods comparison)



Operating profit (Cumulative)

(Four periods comparison)



Millions of yen	Quarter				Cumulative Quarter			
	1Q	2Q	3Q	4Q	1Q	1Q-2Q	1Q-3Q	1Q-4Q
FY2022	1,150	1,679	4,026	3,095	1,150	2,830	6,856	9,951
FY2023	3,058	3,563	5,111	4,046	3,058	6,622	11,734	15,780
FY2024	3,428	4,048	6,069	4,065	3,428	7,476	13,545	17,610
FY2025	3,439	4,001			3,439	7,441		19,650
YoY	100.3%	98.8%			100.3%	99.5%		111.6%

Balance Sheet

The decrease in current assets was due to a decrease in cash and deposits and accounts receivable, among other factors.

(millions of Yen,%)	FY2024		FY2025		FY2026(1Q-2Q)		Compared to FY2025	
	amount	rate	amount	rate	amount	rate	(Change)	(%)
Current assets	34,408	74.0	37,649	72.4	36,041	70.7	△ 1,607	△ 4.3
Non-curent assets	12,102	26.0	14,331	27.6	14,943	29.3	612	4.3
Assets	46,510	100.0	51,980	100.0	50,985	100.0	△ 994	△ 1.9
Current liabilities	8,824	19.0	9,735	18.7	8,485	16.6	△ 1,250	△ 12.8
Non-current liabilities	2,462	5.3	2,158	4.2	2,193	4.3	35	1.6
Liabilities	11,287	24.3	11,894	22.9	10,679	20.9	△ 1,215	△ 10.2
Net assets	35,223	75.7	40,085	77.1	40,305	79.1	220	0.5
Liabilities and net asset	46,510	100.0	51,980	100.0	50,985	100.0	△ 994	△ 1.9
BPS(Yen)	226.38		259.67		260.97		1.30	0.5
CAPAX	1,926		3,357		1,259		-	-
Depreciation	1,164		1,462		778		-	-

Statements of Cash Flows

Cash balance is at the same level as the same period last year.

	FY2024	FY2025		FY2026		
(millions of yen,%)	1Q-4Q	1Q-2Q	1Q-4Q	1Q-2Q	YoY(change)	YoY(%)
Cash flows from operating activities	10,845	5,252	13,204	5,263	11	0.2
Cash flows from investing activities	△ 2,004	△ 1,639	△ 3,438	△ 3,353	△ 1,714	104.6
Free Cash flows	8,840	3,613	9,766	1,910	△ 1,702	△ 47.1
Cash flows from financing activities	△ 2,322	△ 4,358	△ 7,372	△ 5,242	△ 883	20.3
Effect of exchange rate change on cash and cash equivalents	9	△ 2	△ 5	8	10	-
Cash increase / decrease	6,527	△ 747	2,388	△ 3,322	△ 2,574	-
Cash and cash equivalents (Beginning of period)	16,162	22,689	22,689	25,081	2,391	10.5
Increase or decrease due to change in scope of consolidation	-	-	3	-	-	-
Cash and cash equivalents (End of period)	22,689	21,941	25,081	21,758	△ 183	△ 0.8



Business Forecast for FY2026

(The forecast is unchanged from that announced on May 13, 2025.)

Supplementary Explanation of Business Forecast for FY 2026

●Business Forecast for FY2026	Initial Business forecast remains unchanged. The Group will make a turnaround through strengthening inbound measures, price revision, new brands and new products, enhancing seasonal event measures, promoting sales by opening new stores, and improving productivity by the increase in production efficiency
●Store Openings and Closings, etc.	In the second half of the fiscal year, new store openings in favorable locations are scheduled, including new brand store openings at Hanshin Umeda Main Store and SEIBU IKEBUKURO and a new store opening in Fukuoka Airport International Terminal.
●Capital investment, etc.	Capital investment plan is 2.5 billion yen. /The Kuju Kushima Group's Sasebo Hiu Plant was closed in August of this year. (The building is scheduled to be sold after demolition.)

Business Forecast for FY2026

Net sales +10.1% / Operating profit+11.6% (YoY)

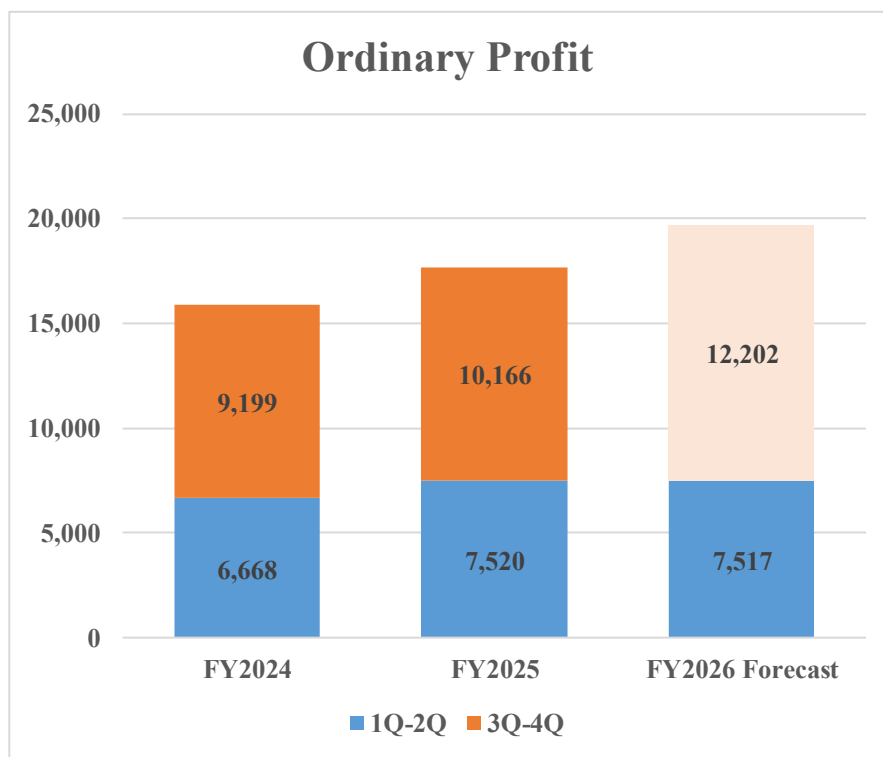
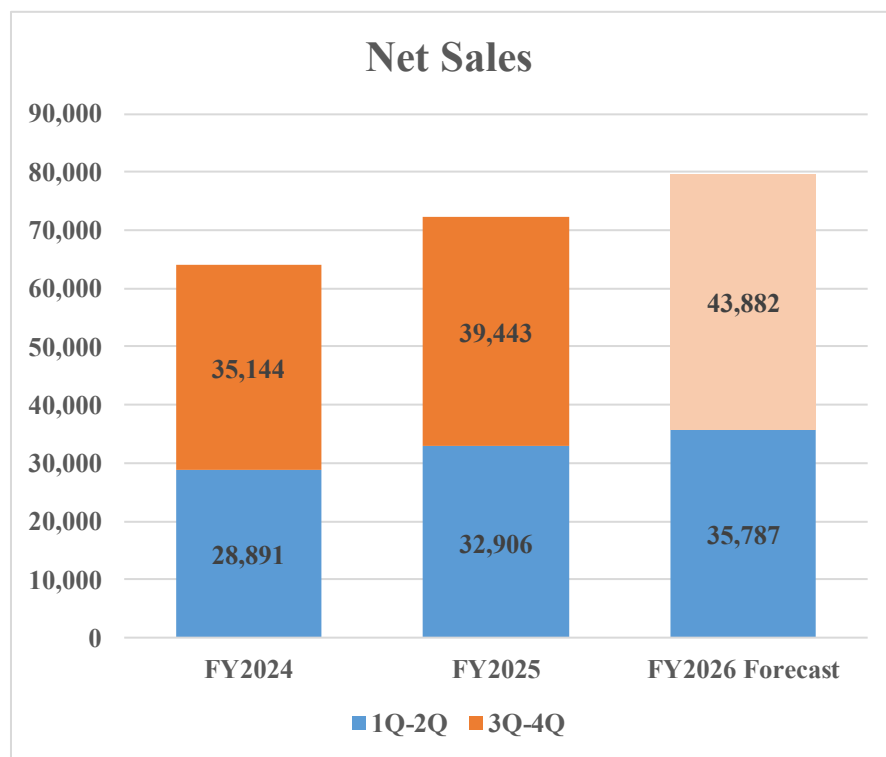
(millions of yen,%)	FY2025		FY2026(Forecast)		YoY(Change)	YoY(%)
	amount	To-sales rate	amount	To-sales rate		
Net sales	72,349	-	79,670	-	7,320	10.1
Gross profit	44,804	61.9	49,600	62.3	4,795	10.7
SG&A expenses	27,193	37.6	29,950	37.6	2,756	10.1
Operating profit	17,610	24.3	19,650	24.7	2,039	11.6
Ordinary profit	17,686	24.4	19,720	24.8	2,033	11.5
Net profit	12,122	16.8	13,400	16.8	1,277	10.5
EPS(yen)	78.00		86.81		8.81	11.3
Dividend/stock(yen)	32.00		35.00		3.0	9.4
CAPEX	3,357		2,500		△ 857	△ 25.5
Depreciation	1,462		1,600		138	9.4

Business Forecast for FY2026 (SEGMENTS)

(Million 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	2.6	1,546	1,690	143
TOTAL	72,349	79,670	7,320	10.1	17,610	19,650	2,039

(Note) Due to organizational changes within the Group implemented at the beginning of the first quarter of the fiscal year ending March 31, 2026, “Sucrey” and “Kujyukushima Group” were merged and the segment name was changed to “Sucrey Group”. Segment information for the previous fiscal year has been prepared according to the new segmentation. In addition, the segment name of “Kotobuki Seika and Tajima Kotobuki” was changed to “Kotobuki Seika Group”.

Business Forecast for FY2026(1Q-2Q 3Q-4Q)



	Net sales						Ordinary profit					
	FY2024	(%)	FY2025	(%)	FY2026 Forecast	(%)	FY2024	(%)	FY2025	(%)	FY2026 Forecast	(%)
1Q-2Q	28,891	45.1%	32,906	45.5%	35,787	44.9%	6,668	42.0%	7,520	42.5%	7,517	38.1%
3Q-4Q	35,144	54.9%	39,443	54.5%	43,882	55.1%	9,199	58.0%	10,166	57.5%	12,202	61.9%
total	64,035	100.0%	72,349	100.0%	79,670	100.0%	15,867	100.0%	17,686	100.0%	19,720	100.0%

(Note) FY2026 (Forecast) Results for 1Q-2Q



Future Management Policy and Segment Results Overview

Corporate Vision and Basic Policies

Corporate Philosophy

To Create happiness, Provide happiness

The corporate vision of our group was created by the late Shoichi Kawagoe, the founder of our company, and his predecessors, who overcame many trials and tribulations. While the pursuit of profit is not the only purpose of a company, in order for the company to continue to develop forever into the future, we must always place the highest priority on "making people happy," and the creation of products that will please our customers, continuing to provide services that will please our customers, contributing to local communities, and coexistence and co-prosperity are the company's raison d'etre and the mission of our company group.

Basic Policies

Today, I make an enthusiastic fan.

All employees of our group have a basic policy of "Making enthusiastic fans" in order to realize our corporate vision, which is to strive to make one enthusiastic fan of our company today, with whom we can build a lifelong relationship through a single confectionery item or by serving one customer.

<<About the Corporate Vision Notebook, "Kozuchi">>

The Group has created a corporate vision notebook, "Kozuchi," which clearly states its management philosophy (Philosophy), and strives to ensure that all employees are familiar with the corporate vision and thoroughly adhere to corporate ethics. The corporate vision notebook, "Kozuchi," is used in morning meetings, training sessions, and study groups held at each workplace unit. In addition, a "National Convention for Kozuchi Presentation" is held once a year to share the results of the implementation of the corporate vision with all employees and to produce even greater results.



National Convention for Kozuchi Presentation in January 2025

Vision

"General Producer of the Sweets "

Creating premium gift sweet brands from all over the country

As a “General Sweets Producer,” we will strive to create and cultivate “premium gift sweets” that pursue deliciousness and local characteristics under the theme of “creation of higher value,” and contribute to, coexist with, and prosper together with local communities, aiming to become a corporate group that is trusted and needed by society.



Future Management Policies

Management Slogan for 2025

Practice at Mach! Practice! Practice!

In order to create high brand value, our group will demonstrate the super on-site skills of all employees and implement the ``Kotobuki Spirits PDCA cycle'' at high speed.

Kotobuki Spirits Style PDCA Cycle

In Kotobuki Spirits Group, outstanding individuals and teams that have achieved great results present success stories at the management meetings of each group company.

The most outstanding examples are immediately shared with all group employees through presentations at group management meetings. On site, we utilize the shared best practices, rapidly come up with a hypothesis of new measures by ourselves, and put it into practice first. We verify the results immediately, and if the hypothesis is correct, we will put into thorough practice. If corrections are needed, we will make them and put into practice. As a result, new best practices are created. We call it the “WSR Success Cycle” and use it as a source of super on-site capabilities within our company.



Medium- and Long-Term Management Objectives (Value Up Vision 2030)

● Corporate growth story

Further promotion of “ultra field-oriented” management with all member participation, based on the management philosophy

Based on our management philosophy, our group promotes human capital management by thoroughly practicing “ultra field-oriented management with all-employee participation,” in which each employee participates in management with a sense of ownership. We aim to create a dynamic and attractive corporate group and enhance our corporate value over the medium to long term.



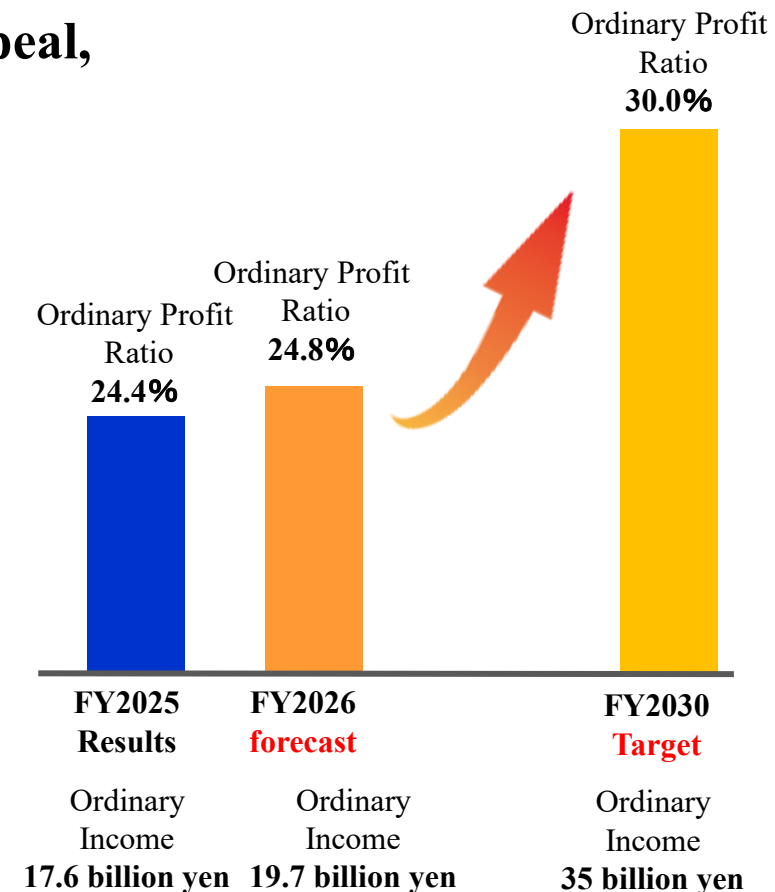
Medium- and Long-Term Management Objectives (Value Up Vision 2030)

● priority measures

- Value up of product appeal, sales floor appeal, and sales power
- Value Up Inbound Measures
- Value Up of human resources

● Target Indicators

- Ordinary profit rate: 30% (FY2030)
- Ordinary profit: 35 billion yen (FY2030)
- Average five-year sales growth rate 10%
- ROE 30% or more

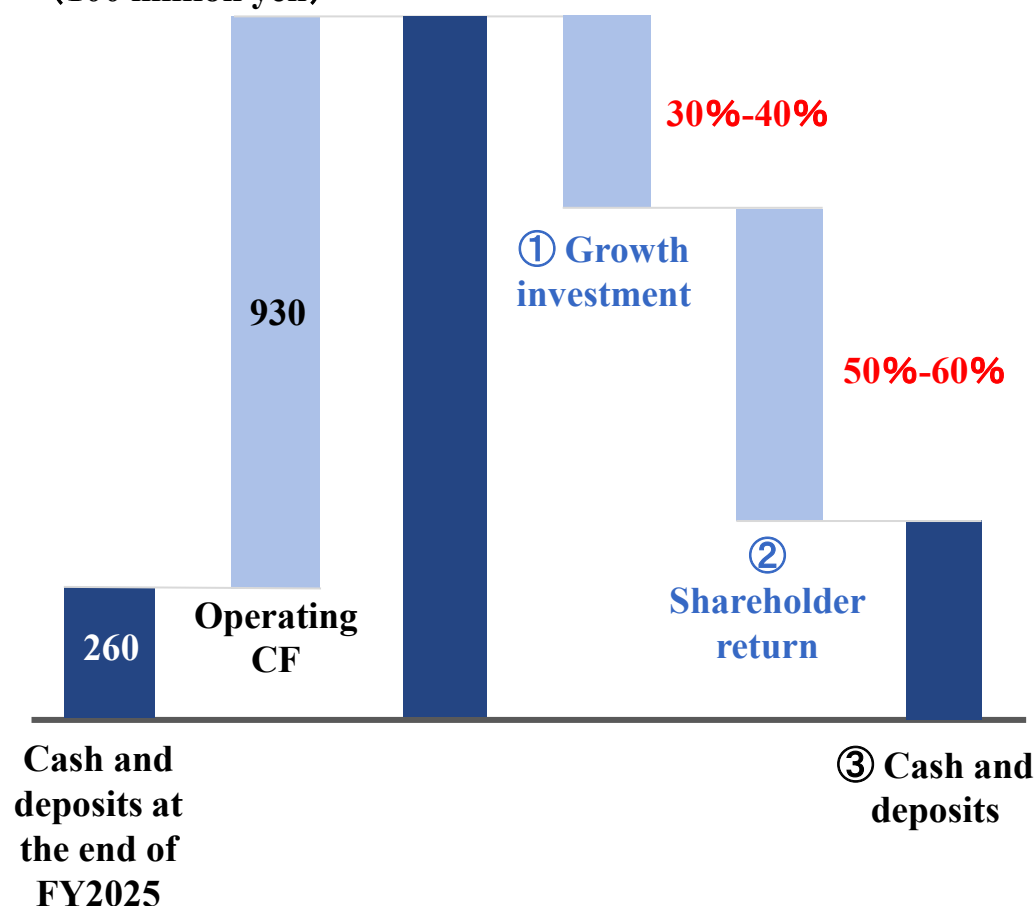


●Cash Allocation Policy

(5 years from FY2025 to FY2030)

Invest the cash generated in further growth and shareholder returns to promote high ROE management by further improving profitability. Aim to maximize corporate value

(100 million yen)



①Growth investment

Investment in factories (including maintenance and renewal of existing factories), investment in new growth through store openings, M&A, etc.

②Shareholder return

Increasing dividends in line with profit growth and implementing flexible share buybacks with an eye to achieving a total return ratio of at least 50%

③Cash and deposits

Maintaining liquidity on hand of approximately 30% of sales



Segment Overview

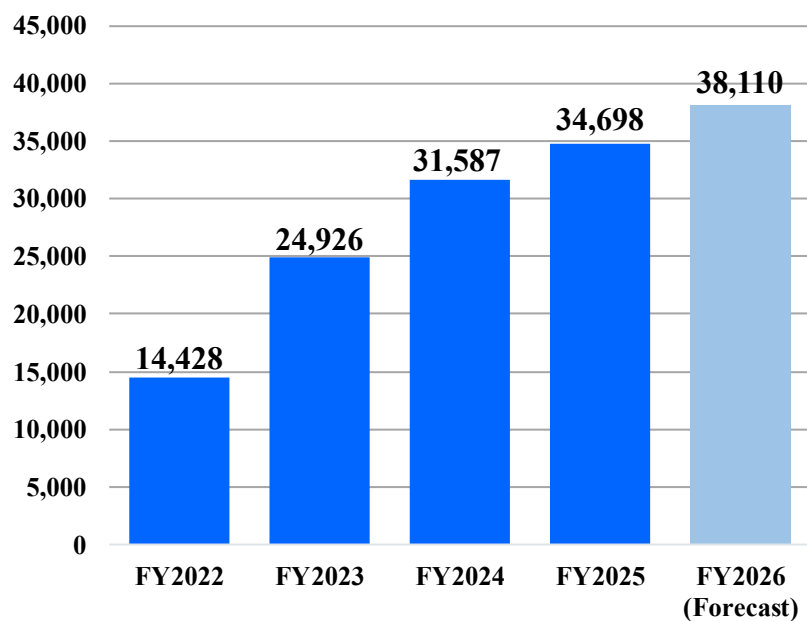
- **SUCREY GROUP**
(SUCREY/KUJYUKUSHIMA GROUP)
- **KCC**
- **KOTOBUKI SEIKA GROUP**
(KTOBUKI SEIKA / TAJIMA KOTOBUKI / KMF)
- **SALES SUBSIDIARIES**
- **OTHER**

《SUCREY GROUP》

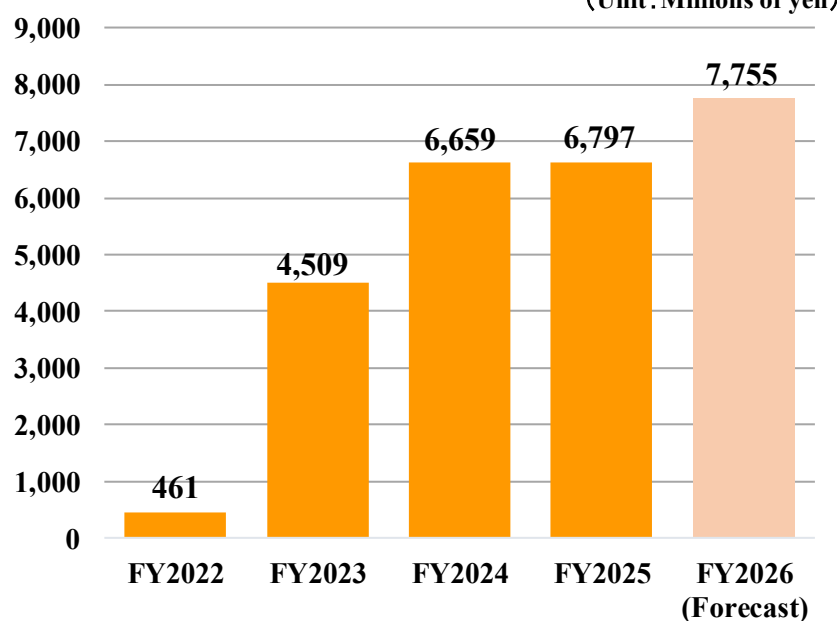
FY2026 (Forecast)

FY2026 : Net sales **38,110** million yen (**+9.8%YoY**) OP **7,755** million yen (**+14.1%YoY**)

Net Sales (Unit: Millions of yen)



Operating profit (Unit: Millions of yen)



(Millions of yen, %)	FY2022	FY2023	FY2024	FY2025	YoY		FY2026 (Forecast)	YoY	
					(Change)	(%)		(Change)	(%)
Net sales	14,428	24,926	31,587	34,698	3,110	9.8	38,110	3,412	9.8
Gross profit	8,511	15,587	20,424	22,286	1,861	9.1	24,745	2,459	11.0
Gross profit rate	59.0	62.5	64.7	64.2	△ 0.4	-	64.9	0.7	-
SG&A expenses	8,049	11,077	13,765	15,489	1,723	12.5	16,990	1,501	9.7
Operating profit	461	4,509	6,659	6,797	138	2.1	7,755	958	14.1

(Note) Due to organizational changes within the Group implemented at the beginning of the first quarter of the fiscal year ending March 31, 2026, “Sucrey” and “Kujyukushima Group” were merged and the segment name was changed to “Sucrey Group”. Segment information for the previous fiscal year has been prepared according to the new segmentation.

《SUCREY GROUP》

Accelerating growth by further strengthening on-site capabilities
to enhance brand value



THE DROS Lemon cake



THE DROS Sand cookie

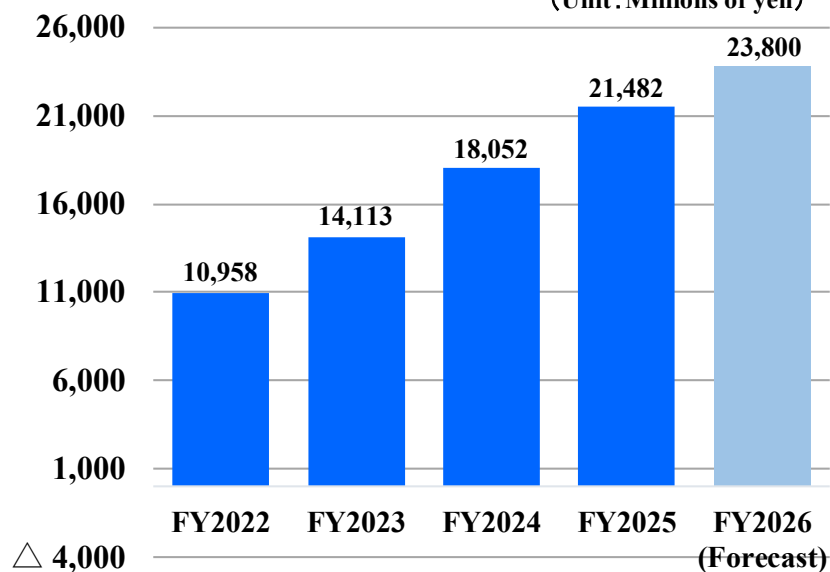


FY2026 (Forecast)

FY2026: Net sales 23,800 million yen (+10.8%YoY) OP 5,620 million yen (+11.9%YoY)

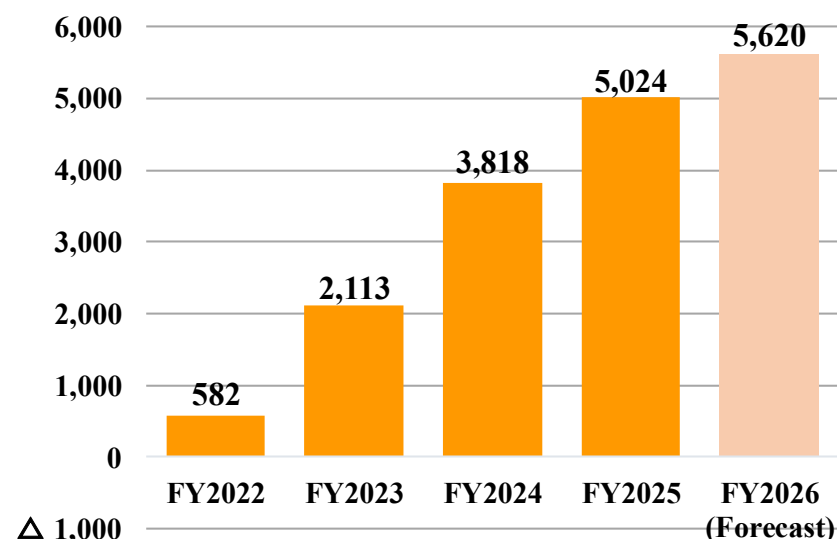
Net sales

(Unit: Millions of yen)



Operating profit

(Unit: Millions of yen)



(Millions of yen,%)	FY2022	FY2023	FY2024	FY2025	YoY		FY2026 (Forecast)	YoY	
					(Change)	(%)		(Change)	(%)
Net sales	10,958	14,113	18,052	21,482	3,429	19.0	23,800	2,317	10.8
Gross profit	5,908	8,149	10,938	13,378	2,439	22.3	14,840	1,461	10.9
Gross profit rate	53.9	57.7	60.6	62.3	1.7	-	62.4	0.1	-
SG&A expenses	5,325	6,035	7,120	8,354	1,234	17.3	9,220	865	10.4
Operating profit(Δloss)	582	2,113	3,818	5,024	1,205	31.6	5,620	595	11.9

《KCC》

LeTAO will focus on further enhancing its brand value and developing Tokyo brands, including “PISTA & Tokyo”, “Now On Cheese ♪”, “Okada Kinsei Anbata-ya”, and Canarina, which opened in 2024.



LeTAO New York Cheesecake -pumpkin-



Canarina Fruits and butter sand

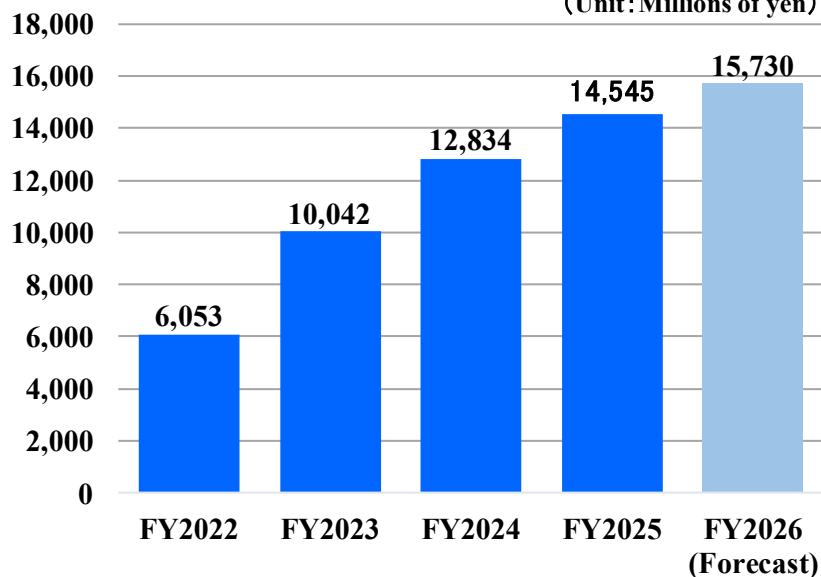
《KOTOBUKISEIKA GROUP》

FY2026(Forecast)

FY2026: Net sales 15,730 million yen (+8.1%YoY) OP 3,497 million yen (+7.9%YoY)

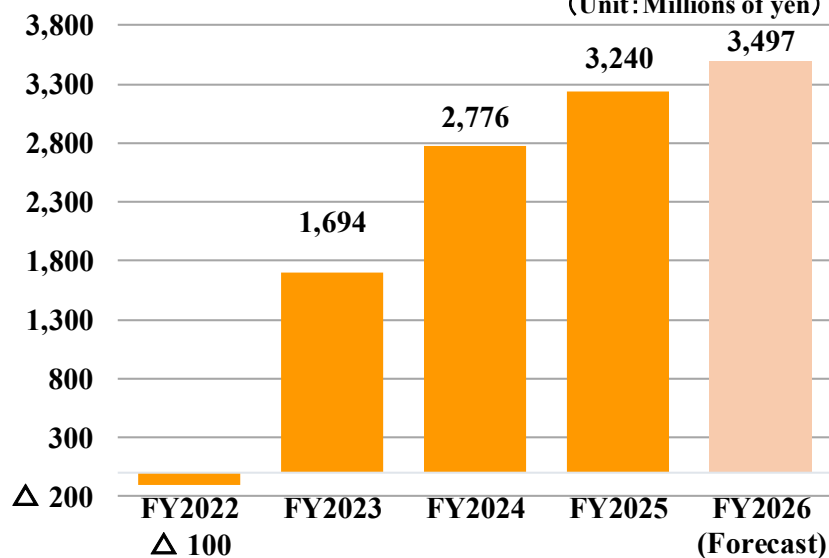
Net sales

(Unit: Millions of yen)



Operating profit

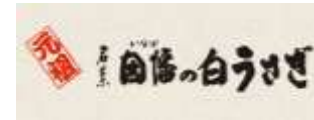
(Unit: Millions of yen)



(Millions of yen,%)	FY2022	FY2023	FY2024	FY2025	YoY		FY2026 (Forecast)	YoY	
					(Change)	(%)		(Change)	(%)
Net sales	6,053	10,042	12,834	14,545	1,711	13.3	15,730	1,184	8.1
Gross profit	1,773	3,952	5,355	6,104	749	14.0	6,677	572	9.4
Gross profit rate	29.3	39.4	41.7	42.0	0.2	-	42.4	0.5	-
SG&A expenses	1,873	2,258	2,578	2,863	285	11.1	3,180	316	11.0
Operating profit(Δloss)	Δ 100	1,694	2,776	3,240	464	16.7	3,497	256	7.9

(Note) The segment name of "Kotobuki Seika and Tajima Kotobuki" was changed to "Kotobuki Seika Group".

《KOTOBUKISEIKA GROUP》



Sales expansion of mainstay products and new products development and strengthening relationships with distributors



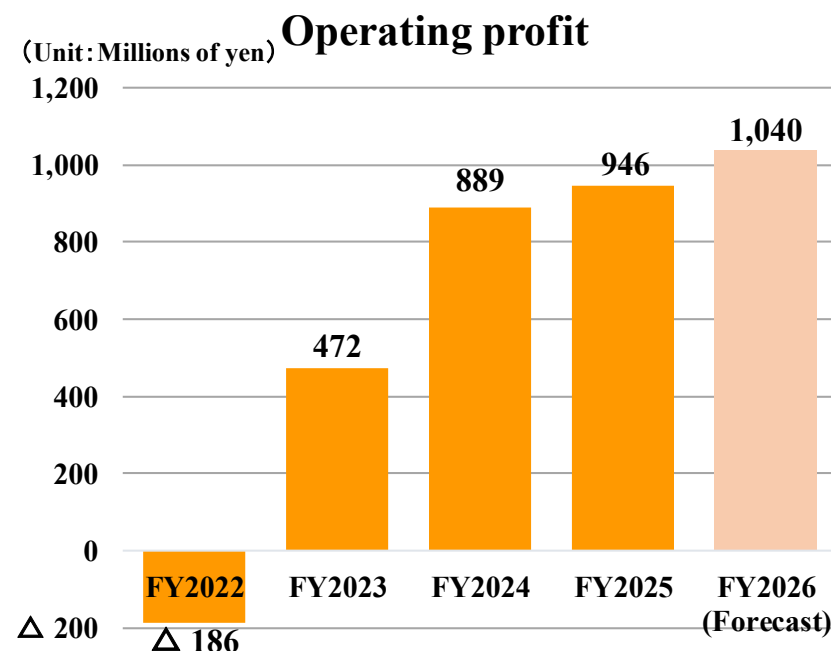
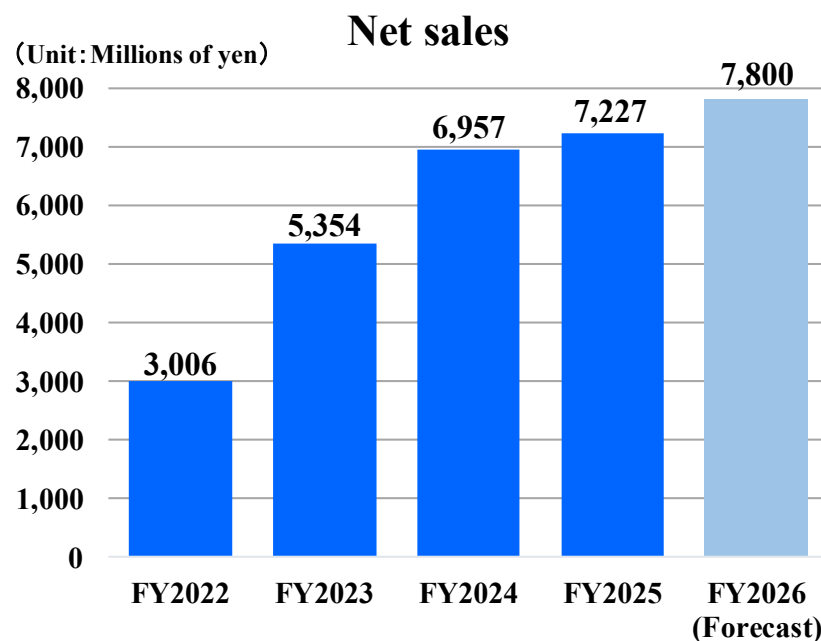
Limited-time item
Mont Blanc Fondue



Inaba no Shirousagi

《SALES SUBSIDIARIES》 FY2026 (Forecast)

FY2026: Net sales 7,800 million yen (+7.9%YoY) OP 1,040 million yen (+9.9%YoY)



(Millions of yen, %)	FY2022	FY2023	FY2024	FY2025	YoY		FY2026 (Forecast)	YoY	
					(Change)	(%)		(Change)	(%)
Net sales	3,006	5,354	6,957	7,227	270	3.9	7,800	572	7.9
Gross profit	1,097	2,012	2,637	2,796	159	6.1	3,020	223	8.0
Gross profit rate	36.5	37.6	37.9	38.7	0.8	-	38.7	0.0	-
SG&A expenses	1,284	1,540	1,747	1,850	102	5.9	1,980	129	7.0
Operating profit(△ loss)	△ 186	472	889	946	56	6.4	1,040	93	9.9

《SALES SUBSIDIARIES》

Acquisition of new sales floors with new products and focus on expanding sales floor space for main sweets for the revival of the souvenir market of major transportation channels



Konditorei Kobe
Kobe Milk yogurt parfait cookies



HARE MASU OKAYAMA
Shine Muscat Langue de Chat

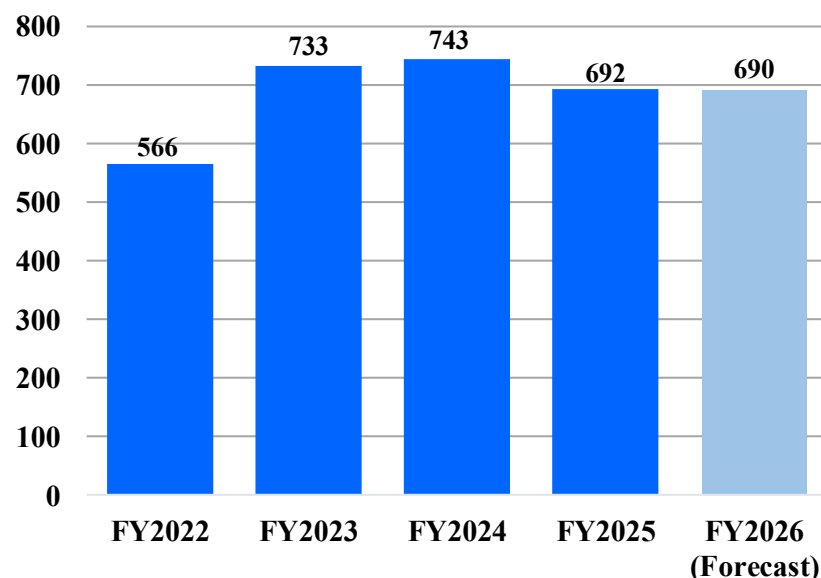
《OTHERS》

< Health food business, Taiwan confectionary business,
Insurance agency >

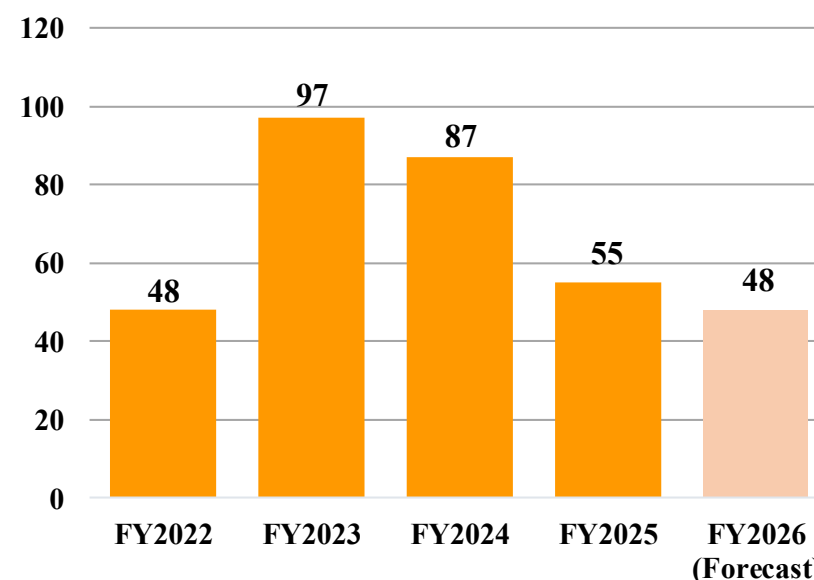
FY2026 (Forecast)

FY2026: Net sales 690 million yen (Δ 0.3 %YoY) OP 48 million yen (Δ 13.6% YoY)

Net sales



Operating profit



(Millions of yen,%)	FY2022	FY2023	FY2024	FY2025	YoY		FY2026 (Forecast)	YoY	
					(Change)	(%)		(Change)	(%)
Net sales	566	733	743	692	Δ 51	Δ 6.9	690	Δ 2	Δ 0.3
Gross profit	411	534	537	494	Δ 42	Δ 8.0	488	Δ 6	Δ 1.3
Gross profit rate	72.5	72.8	72.2	71.4	Δ 0.8	-	70.7	Δ 0.7	-
SG&A expenses	362	437	449	438	Δ 11	Δ 2.5	440	1	0.3
Operating profit	48	97	87	55	Δ 31	Δ 36.3	48	Δ 7	Δ 13.6

《OTHERS》

< Health food business, Taiwan confectionery business, Insurance agency >

純藍

Taiwan confectionery business



Chinese New Year Gift

health food business(Junai)



Junai tea



ESG-related Information

ESG Information (Identification of Materiality and Issuance of Integrated Report)

We recognize that contributing to the realization of a sustainable society and enhancing corporate value over the medium to long term are critical management issues as our Group promotes various business activities. We will advance sustainability initiatives, having identified materiality (key issues) in June 2024. Additionally, we issued our first integrated report in November of this year.

Integrated Report 2024

Kotobuki Spirits Group's materiality (material issues)



- (1) Contribution to a sustainable and environmentally friendly society
- (2) Provision of safe and secure products
- (3) Recruitment and development of human resources that respect diversity
- (4) Building sustainable supply chains
- (5) Coexistence and co-prosperity with local communities
- (6) Strengthening corporate governance



Stock States

Status of Shares

(September 30, 2025)

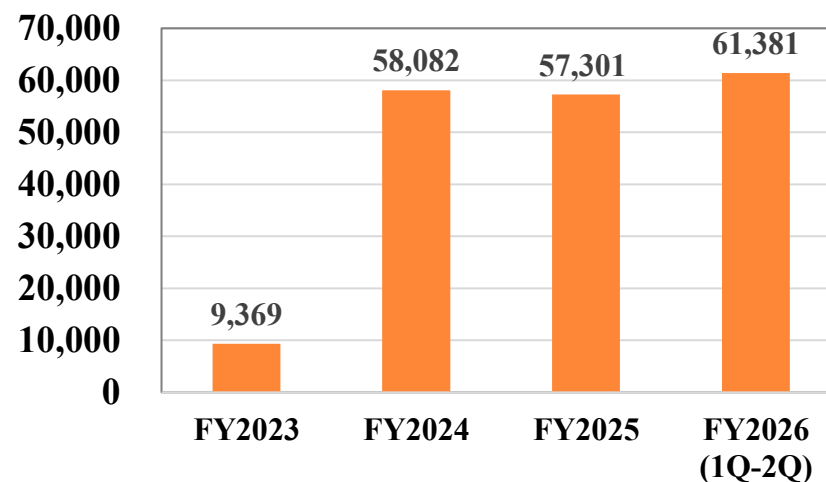
■ **Total number of authorized shares**
456,000,000

■ **Total number of issued shares**
155,658,402

■ **Number of shares per unit** 100

■ **Number of shareholders 61,381**
(up 4080 from the previous year)

Number of shareholders



■ **Major shareholders (top 5)**

Shareholder name	Number of shares held	Ownership (%)
S Kawagoe Co., Ltd.	45,500,000	29.46
The Master Trust Bank of Japan, Ltd. (trust account)	12,573,700	8.14
STATE STREER BANK AND TRUST COMPANY 505001	10,483,936	6.79
INDUS SELECT MASTER FUND, LTD.	3,966,400	2.57
The San-in Godo Bank, Ltd.	3,657,300	2.37

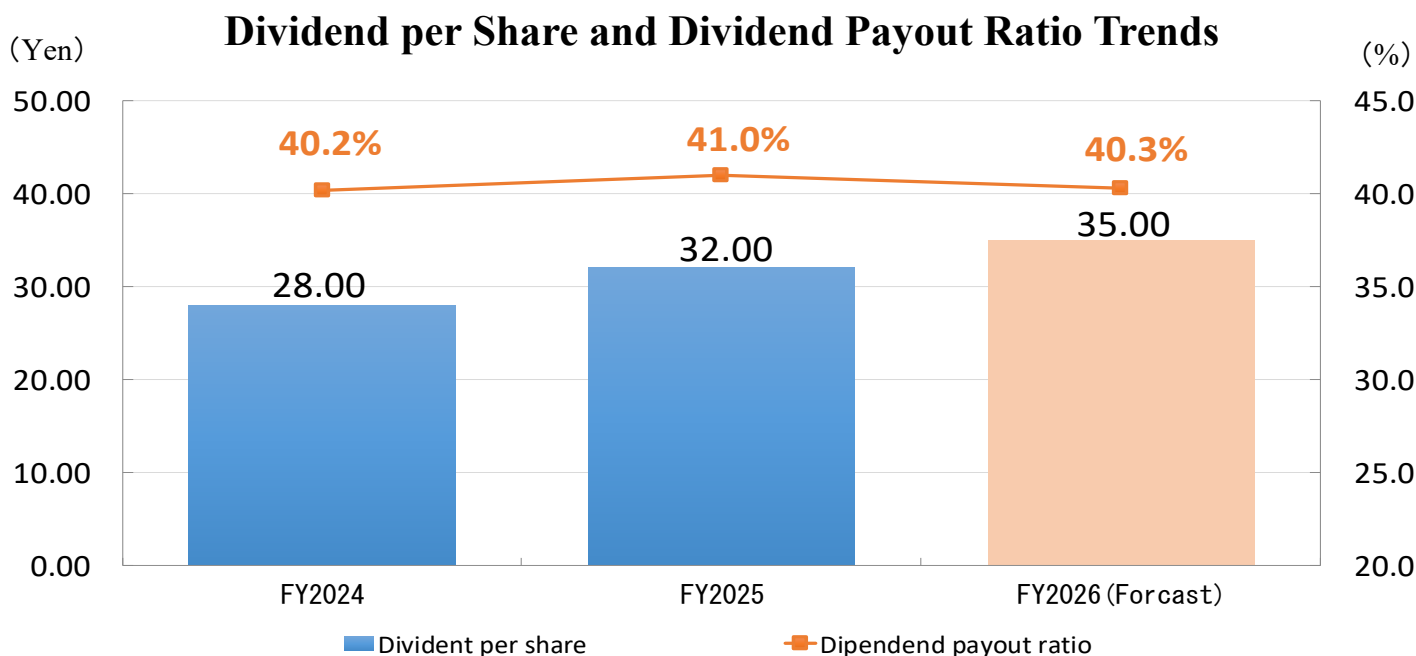
Note 1: Ownership ratio excludes 1,225,366 shares of treasury stock

Shareholder Return

■ Dividend policy

Our basic policy is to return profits by comprehensively taking into account internal reserves, performance levels, payout ratio and other factors so that we can return profits stably over the long term. Regarding shareholder returns for the period from the fiscal year ending March 31, 2026 to the fiscal year ending March 31, 2030, our policy is to increase dividends in line with profit growth and implement flexible share buybacks, with an eye to a total return ratio of 50% or more.

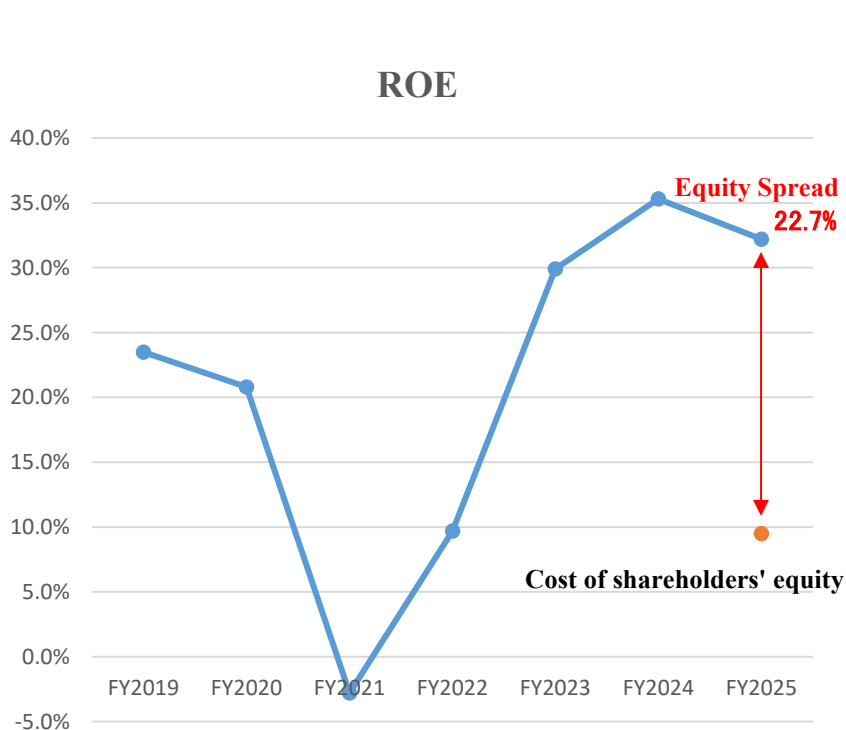
■ Dividend per share forecast for the fiscal year ending March 2026 **35** yen



Actions to engage in management that is conscious of cost of capital and stock price

■ Analysis of Capital Profitability

The cost of shareholders' equity is calculated using the capital asset pricing model (CAPM) and is generally recognized to be around 9.5%. ROE was 29.9% for the fiscal year ended March 31, 2023, 35.1% for the fiscal year ended March 31, 2024, and 32.2% for the fiscal year ended March 31, 2025, significantly exceeding the cost of shareholders' equity. We will continue striving to further improve our profitability, promote high ROE management, and increase our corporate value.



	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025
ROE	20.8%	-2.8%	9.7%	29.9%	35.1%	32.2%
ROE Analysis						
Net profit margin on sales	9.1%	-2.5%	6.0%	14.0%	16.9%	16.8%
Total asset turnover ratio (times)	1.71	0.90	1.23	1.56	1.53	1.47
Financial leverage (times)	1.34	1.28	1.32	1.37	1.35	1.31

	【Profitability】	【Asset efficiency】	【Financial leverage】
ROE	= $\frac{\text{Net profit}}{\text{Net sales}}$	× $\frac{\text{Net sales}}{\text{Total assets}}$	× $\frac{\text{Total assets}}{\text{Equity}}$

Cost of shareholders' equity (%) FY2024

Risk-free rate	Beta sensitivity	Risk premium	Cost of shareholders' equity
Safe assets, interest-free interest rates *Set based on 10-year government bond yield	$\times$ Risks Specific to the Company	$\times$ Excess return rate expected from equity investments *Set based on past stock market returns	= 9.51%
Calculated from CAPM			

Actions to engage in management that is conscious of cost of capital and stock price

■ PER / PBR

The PBR (Price Book-Value Ratio) at the end of the fiscal year ended March 31, 2025 was 9.36x, well above 1x.

	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025
PER	36.92	-	105.91	41.55	27.53	31.15
PBR	7.15	11.57	9.97	11.00	8.46	9.36

(Note) FY2021 PER is not shown due to net loss

■ Market capitalization



(Note) Market capitalization = share price at end of period x (number of shares issued - number of treasury shares) -50-



<<Reference Information>>



Company Overview

Firm name	Kotobuki Spirits Co.,Ltd.
Securities code	2222 (Tokyo Stock Exchange Prime Market)
Address	2028, Hatagasaki, Yonago-shi, Tottori, 683-0845, Japan
Establishment	April 25th,1952
Capital	1.26324 Billion yen
President	Seigo Kawagoe
Employees	Kotobuki Spirits 7 people/Group Total 1,842 people
Group companies	Consolidated subsidiary 18 companies (domestic 17・overseas 1)
Net sales	72.3 Billion Yen (FY2025 :Year ended March 31, 2025)

September 30th,2025

History (1)

April 1952	(27th year of Showa era)	Kotobuki Seika Co., Ltd. was established in Kakuban-cho in the city of Yonago in Tottori, and began manufacturing candy and other confectionery products.
April 1959	(34th year of Showa era)	Entered the tourism and souvenir confectionery business.
November 1968	(43rd year of Showa era)	Introduced the famous confectionery “ Inaba no Shirousagi ” to work on upgrading tourist souvenir confectionery.
April 1972	(47th year of Showa era)	Established Kotobuki Co., Ltd. in the city of Kaga in Ishikawa. Later, established sales subsidiaries one by one, mainly in western Japan, to expand the sales network nationwide.
May 1979	(54th year of Showa era)	Moved to a newly constructed main plant in its current location (city of Yonago in Tottori).
March 1987	(62nd year of Showa era)	Established Tajima Kotobuki Co., Ltd. in Shinonsen-cho, Mikata-gun, Hyogo.
1988	(63rd year of Showa era)	Aimed to differentiate from other companies based on the concept of “Kashi,” a type of confectionery that is written using a Chinese character without the grass radical (meaning a focus on fruits), which uses locally produced fruit and is sold only locally. [The director of the taste of travel]
April 1993	(5th year of Heisei era)	In the city of Yonago in Tottori, established a large sales facility called “ Kotobuki Castle ,” where visitors can observe the manufacturing process. Started retail business in earnest.
November 1994	(6th year of Heisei era)	Listed on JASDAQ.
April 1996	(8th year of Heisei era)	In the city of Chitose in Hokkaido, established Kotobuki Chocolate Company Limited (now KCC Co., Ltd.) and entered into Hokkaido in earnest. Added chocolate and langue de chat items to serve as a manufacturing base.



“White Rabbit of Inaba”



Kotobuki Seika Co., Ltd., Main Plant



Kotobuki Castle

History (2)

June 1998	(10th year of Heisei era)	Acquired a 100-year-old long-established trademark and established Tsukiji Chitose Co., Ltd. in Chuo City, Tokyo. Began developing the Tokyo Japanese confectionery brand. In the city of Otaru in Hokkaido, KCC Co., Ltd. established “ Otaru Western Confectionery LeTAO. ” Launched a retail specialty store for Western confectionery.
February 2005	(17th year of Heisei era)	By taking over the business, the company inherited the confectionery manufacturing and sales business from Kujukushima SK Farm Co., Ltd. and three other companies, and started Kujukushima Group Co., Ltd.
October 2006	(18th year of Heisei era)	Changed the company name to Kotobuki Spirits Co., Ltd. and shifted to a pure holding company structure through a company split.
December 2011	(23rd year of Heisei era)	Established Sucrey Co., Ltd. in Minato City, Tokyo.
January 2012	(24th year of Heisei era)	Tsukiji Chitose Co., Ltd. was dissolved after transferring part of its business to Sucrey Co., Ltd.
November 2012	(24th year of Heisei era)	Established KCC International Taiwan Co., Ltd. in Taipei, Taiwan.
April 2013	(25th year of Heisei era)	Listed on the Second Section of the Tokyo Stock Exchange.
April 2014	(26th year of Heisei era)	Listed on the First Section of the Tokyo Stock Exchange.
September 2014	(26th year of Heisei era)	Established JunAi Inc. in Minato City, Tokyo.
January 2016	(28th year of Heisei era)	Acquired all shares of FRANCAIS Co., Ltd. and made it a subsidiary.
April 2017	(29th year of Heisei era)	Sucrey Co., Ltd. absorbed FRANCAIS Co., Ltd.
April 2022	(4th year of Reiwa era)	Moved to the Prime Market following the market segment review of the Tokyo Stock Exchange.
July 2024	(6th year of Reiwa era)	Established KMF Co., Ltd. in Miyakojima City, Okinawa.



Otaru Western
Confectionery LeTAO



“Kujukushima Senpei”

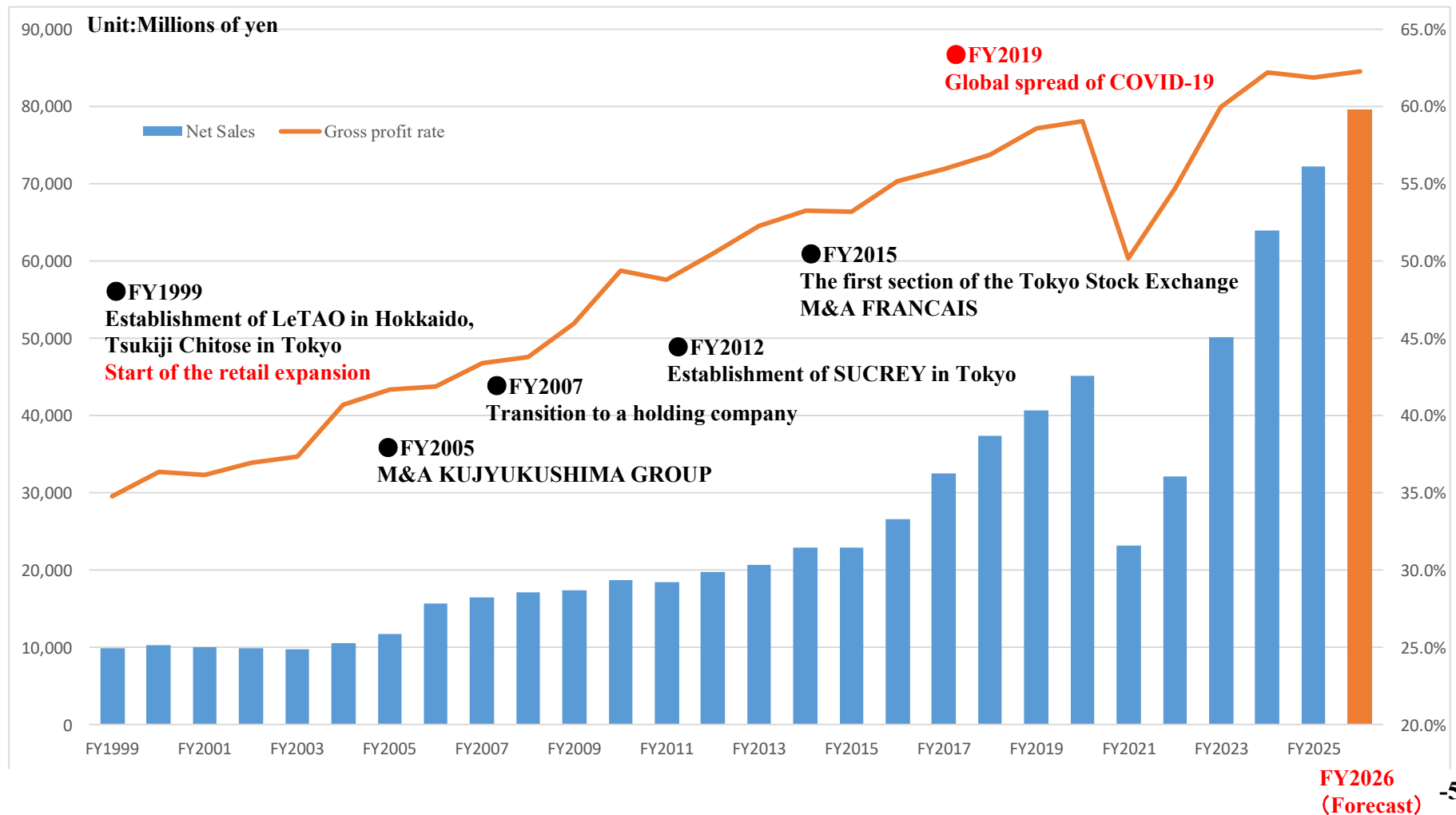


FRANCAIS confectionery

Transition of Kotobuki Spirits ①

High profit management

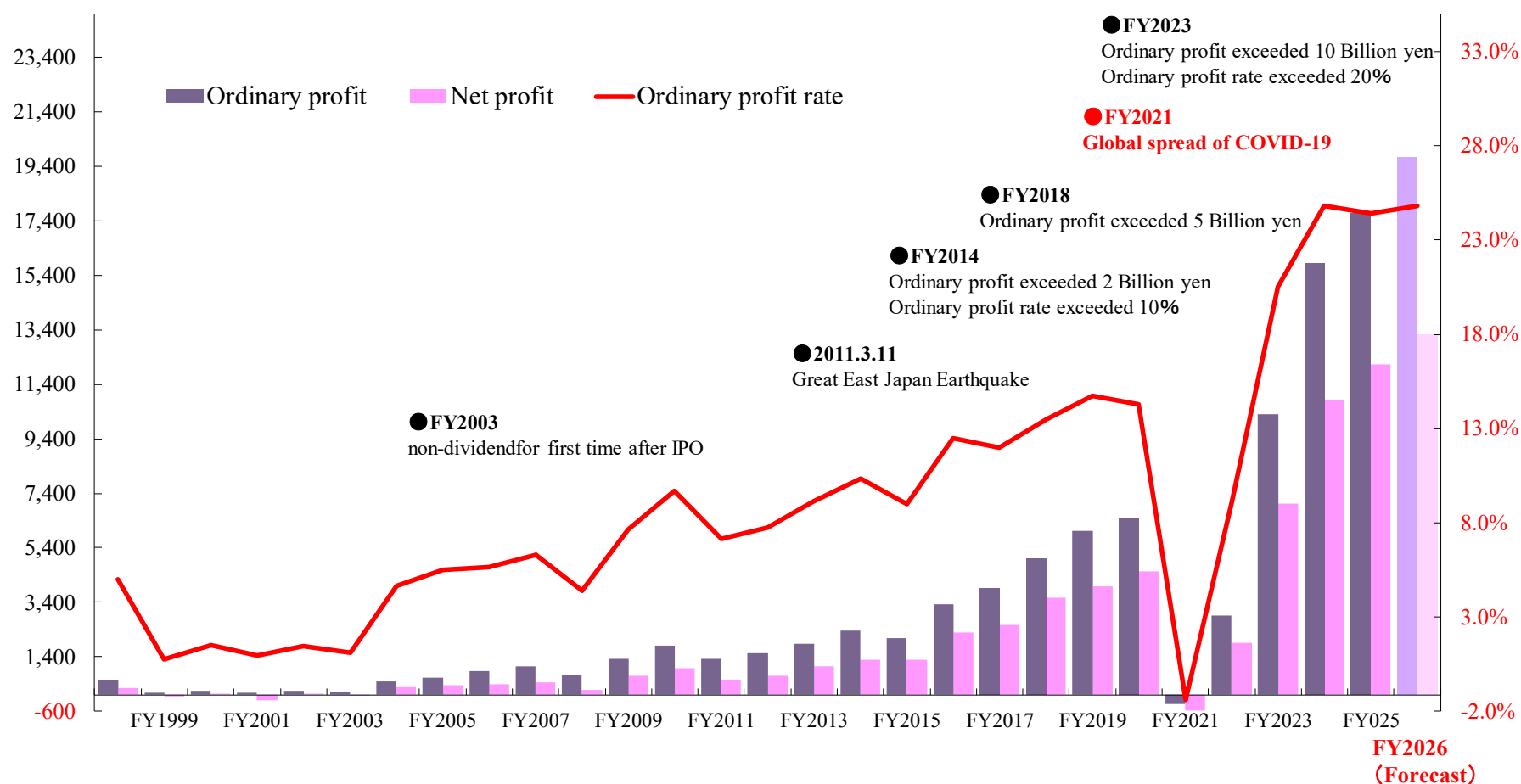
● Achieved high gross profit margin management through the transformation from a manufacturing and wholesale business to a manufacturing and retail-oriented management style.



Transition of Kotobuki Spirits ②

● Achieved high profitability, with the ordinary profit rate reaching 24.4% in FY2025.

Unit: Millions of yen



Shop Brands



Main Sweets



Nostalgic Modern
LeTAO
★ Nostalgic Sweets Museum ★

Double Fromage



吉野屋株式会社

Inabano Shirousagi



Salt and Camembert Cookie



Mille Feuille



Butter Financier

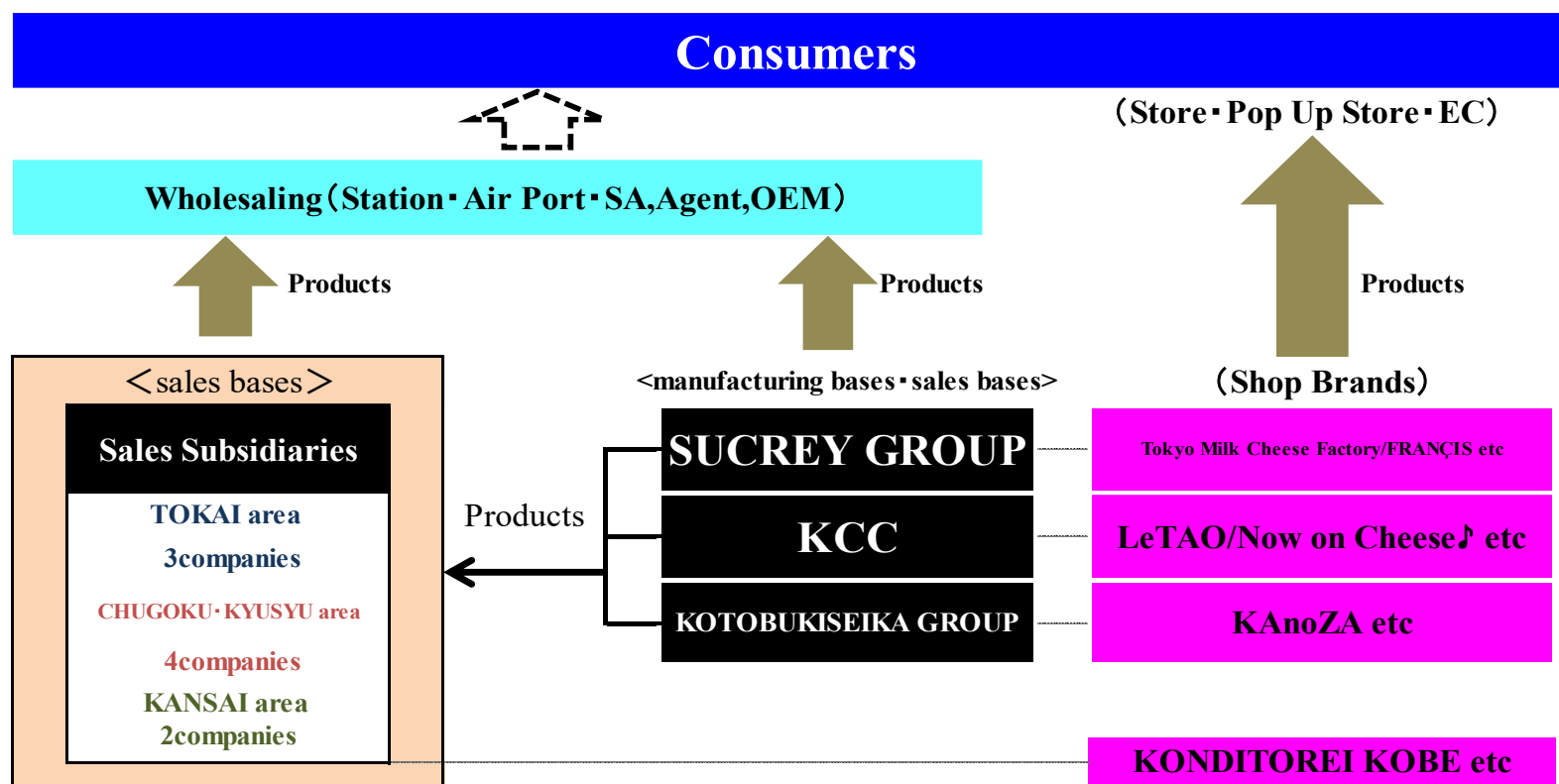


Kuju Kushima Senpei

Business Outline

Our Group consists of the Company (a pure holding company) and 18 subsidiaries. Business segments are classified based on regional operating companies (unions of regional operating companies). We provide integrated services from planning and manufacturing to sales by leveraging the strength of our sales platform and manufacturing bases that cover the entire country from Hokkaido to Okinawa.

Chart



※ Due to organizational changes within the Group implemented at the beginning of the first quarter of the fiscal year ending March 31, 2026, “Sucrey” and “Kujukushima Group” were merged and the segment name was changed to “Sucrey Group”. Segment information for the previous fiscal year has been prepared according to the new segmentation. In addition, the segment name of “Kotobuki Seika and Tajima Kotobuki” was changed to “Kotobuki Seika Group”.

Kotobuki Spirits Group Factory



Main Factory



Uratsu factory



Yodoe fuctory



The first factory



The second factory



Tajima factory



KOTOBUKISEIKA

Main factory
Uratsu factory
Yodoe factory
Tajima factory

*We have acquired ISO 22000 certification at all factories

KCC

The first factory We have acquired FSSC 22000 certification
The second factory We have acquired FSSC 22000 certification
(Introduction of AIB Food Safety Audit System)



Yokohama factory



Hamamatsu factory



Kurokami factory



Oroshidanchi factory



SUCREY

Yokohama factory We have acquired FSSC 22000 certification
Hamamatsu factory We have acquired FSSC 22000 certification
Fujisan-Shizuoka factory

2025/9 FSSC22000 certification scheduled to be obtained



Fujisan Shizuoka factory



SUCREY (Former: Kujukushima Group)

Kurokami factory We have acquired JICQA specification - HACCP system

Oroshidanchi factory Preparing for FSSC certification



Examples of Making Enthusiastic Fans

“Making Enthusiastic Fans” is a motto that expresses the guiding principle of our corporate vision “Create happiness, Provide happiness.”

《Kotobuki Spirits》



● In June 2025, we renewed the Kotobuki Spirits website/IR site under the theme of UI/UX improvement. In addition, all pages are available in English.



TOP > IR・投資家情報



最新IR資料

最終更新日: 2025/5/14

一括ダウンロード (ZIP: 3.4MB)

- > 決算短信
- > 決算説明会資料



統合報告書



早わかり 寿スピリッツ

IRニュース

2025年7月10日	資料開示	2026年3月期第1四半期の売上状況(概算)について	143KB	開
2025年7月1日	株主通知	第73期定時株主総会開催を公開しました		開
2025年6月26日	資料開示	コーポレート・ガバナンスに関する報告書 2025/06/26	309KB	開
2025年6月24日	資料開示	譲渡制限付株式報酬としての自己株式の処分に関するお知らせ	18KB	開
2025年6月23日	有価証券報告書	有価証券報告書-第73期(2024/04/01-2025/03/31)	540KB	開



◀Kotobukiseika▶

● Kotobuki Seika Grand Thanksgiving Festival

On October 11, 2025, we held the Kotobuki Seika Grand Thanksgiving Festival for the 13th time. We prepared many staff-participation events to make enthusiastic fans through interaction with customers.





kcc co.,ltd.

● In July 2025, “Mousse Fromage Parfait” from LeTAO New Chitose Airport Store won first place in the premium category and “Crème Glace Mariage Chocolat” from Nouvelle Vague LeTAO Chocolatier won first place in the refreshing category at the “Soft Ice Cream General Election” held in New Chitose Airport.



**“Premium” category 1st place
Mousse Fromage Parfait
LeTAO New Chitose Airport**



**“Refreshing” category 1st place
Crème Glace Mariage Chocolat
Nouvelle Vague LeTAO Chocolatier**



《Sucrey group》

SUCREY
AOYAMA

● On July 3, 2025, “COCORIS” won first place in the Tokyo Station Limited Souvenir (Sweets) Sales Ranking*¹ for six consecutive years. The Maple Mania ranked second and The DROS ranked fourth for the first time.



(*1) Announced by JR East Cross Station Co., Ltd. on July 3, 2025, based on the ranking of total sales of Tokyo Station Limited-edition regular sweets sold at “Gransta Tokyo,” an Ekinaka (inside a train station) commercial facility in the Tokyo Station, from May 1, 2025 (Thu) to May 31, 2025 (Sat).

《Kujyukushima Group》

● In August 2025, the 11th MING No. 1 Souvenir Competition was held, and “Hakata Ichigo Ichigo” from akaifusen won first place and “Assorted Gifts” from Butter&bee won second place. “Fondant Fromage” from akaifusen, which won first place last year, was inducted into the Hall of Fame after winning first place for six consecutive years.



(Note) The ranking is determined by the votes of customers who spent 1,000 yen or more during the period from July 11 to July 31, 2025, at Hakata station shopping mall “MING.” The results were announced on August 8, 2025, by Hakata Station Building Co., Ltd.