July 30,2020

FY2021(1Q) (First quarter of the fiscal year ending March 31, 2021)
Financial results supplementary material

寿心

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*

FY2021(1Q) Segments Business Results（YoY）

		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	FY2021(1Q)	675	108	16.1	898	△ 789
	FY2020(1Q)	3,625	2,255	62.2	1,708	547
	YoY (Change)	△ 2,950	△ 2,147	△ 46.1	△ 810	△ 1,337
KCC	FY2021(1Q)	1,114	549	49.3	1,066	△ 517
	FY2020(1Q)	2,878	1,737	60.4	1,486	251
	YoY (Change)	△ 1,764	△ 1,188	△ 11.1	△ 420	△ 768
Kotobukiseika Tajimakotobuki	FY2021(1Q)	580	△ 139	△ 24.0	404	△ 543
	FY2020(1Q)	2,690	1,108	41.2	761	347
	YoY (Change)	△ 2,110	△ 1,247	△ 65.2	△ 357	△ 890
Sales Subsidiaries	FY2021(1Q)	208	46	22.2	263	△ 216
	FY2020(1Q)	1,606	582	36.2	419	163
	YoY (Change)	△ 1,398	△ 535	△ 14.0	△ 156	△ 379
Kujyukushima Group	FY2021(1Q)	224	△ 39	△ 17.3	252	△ 291
	FY2020(1Q)	1,059	517	48.8	416	101
	YoY (Change)	△ 835	△ 556	△ 66.2	△ 164	△ 393
※Others	FY2021(1Q)	132	96	72.6	105	△ 9
	FY2020(1Q)	258	151	58.6	181	△ 30
	YoY (Change)	△ 126	△ 55	13.9	△ 76	21
Segments Total	FY2021(1Q)	2,933	621	21.2	2,987	△ 2,366
	FY2020(1Q)	12,117	6,350	52.4	4,971	1,379
	YoY (Change)	△ 9,184	△ 5,729	△ 31.2	△ 1,984	△ 3,745
(Reconciling items)	FY2021(1Q)	△ 217	△ 10	-	33	△ 43
	FY2020(1Q)	△ 1,490	△ 30	-	△ 206	176
	YoY (Change)	1,273	20	-	239	△ 219
Total	FY2021(1Q)	2,716	611	22.5	3,020	△ 2409
	FY2020(1Q)	10,627	6,320	59.5	4,765	1,555
	YoY (Change)	△ 7,911	△ 5,709	△ 37.0	△ 1,744	△ 3,964

※Others contains Honey Sucrey Limited(Hong Kong) .
Honey Sucrey Limited(Hong Kong) closed its business in February 2020, and it is currently in the process of liquidation.

☆*Consolidated Business Results*

FY2021(1Q) Segments sales（YonY）

			FY2020 (1Q)	FY2021 (1Q)	YoY (Change)	YoY (%)
			Millions of Yen	Millions of Yen	Millions of Yen	%
Sucrey	Shops		1,625	300	△ 1,325	△ 81.5
	Pop Up		613	103	△ 510	△ 83.1
	EC		65	81	16	24.3
	Wholesale		1,206	161	△ 1,045	△ 86.6
	Internal sales		116	29	△ 87	△ 75.1
	Total		3,625	675	△ 2,950	△ 81.4
KCC	Wholesale		804	70	△ 734	△ 91.3
	Internal sales		106	20	△ 86	△ 81.5
	Retail					
		Shops(LeTAO)	1,048	136	△ 911	△ 87.0
		Shops(New Brands)	93	36	△ 57	△ 61.1
		Pop Up	258	27	△ 231	△ 89.6
		EC	431	671	240	55.7
		Retail Total	1,830	870	△ 959	△ 52.4
	Others（Overseas）		138	154	16	11.3
	Total		2,878	1,114	△ 1,764	△ 61.3
Kotobukiseika Tajimakotobuki	Kotobukiseika	Agent	1,090	306	△ 784	△ 71.9
		Sanin area	468	74	△ 394	△ 84.3
		Kotobuki castle	209	31	△ 178	△ 85.0
	Tajimakotobuki	Yumura area・EC	62	39	△ 23	△ 37.0
	Internal sales		861	130	△ 731	△ 84.9
	Total		2,690	580	△ 2,110	△ 78.4
Sales Subsidiaries	Tokai area		470	51	△ 418	△ 89.1
	Kansai area		789	120	△ 669	△ 84.7
	Chuugoku area・Shikoku area・ Kyushu area		343	34	△ 308	△ 90.0
	Internal sales		4	2	△ 3	△ 56.6
	Total		1,606	208	△ 1,398	△ 87.0
Kujyukushima Group	Wholesale		310	87	△ 223	△ 72.0
	Retail		346	100	△ 246	△ 71.1
	Internal sales		403	37	△ 366	△ 90.8
	Total		1,059	224	△ 835	△ 78.9
Others	KSK （Property insurance agency business）		2	2	△ 0	△ 19.8
	Junai （Health food business）		9	12	3	34.4
	Taiwan（Confectionery business）		105	82	△ 23	△ 21.6
	※Honey Sucrey Limited（Confectionery business）		142	36	△ 106	△ 74.6
	Total		258	132	△ 126	△ 48.8

※Honey Sucrey Limited(Hong Kong) closed its business in February 2020, and it is currently in the process of liquidation.