

February 13, 2025

TSE Code: 7686



Kakuyasu Group

**FY2024 3rd Quarter Consolidated Financial Results
For the Nine-Month Period Ended December 31, 2024**

FY2024 3rd Quarter Results Summary:

- Consolidated Sales: JPY 102,085 million (+3.5% YoY)
 - Quick Delivery: JPY 59,725 million (+5.8% YoY)
 - Route Delivery: JPY 29,072 million (+6.2% YoY)
 - Store Sales: JPY 12,053 million (-6.5% YoY)
- Gross Profit: JPY 23,740 million (+6.1% YoY)
- Operating Profit: JPY 1,724 million (-29.5% YoY)

Excerpted Consolidated Profit Performance

(JPY in million)	FY24 Q1~Q3	FY23 Q1~Q3	Change	
Sales	102,085	98,590	3494	3.5%
Gross Profit	23,740	22,368	1371	6.1%
SGA Expenses	22,015	19,943	2071	10.4%
Operating Profit	1,724	2,424	-699	-28.9%
Recurring Profit	1,722	2,443	-721	-29.5%
Net Profit	669	1,248	-579	-46.4%
<i>Gross Margin</i>	23.3%	22.7%	—	—
<i>Operating Margin</i>	1.7%	2.5%	—	—

Sales growth has been consistently driven by the B2B business, while operating profit declined due to a base pay increase and headcount expansion.

Gross margin improved from price increases and PB product sales.

SGA Expenses Breakdown

(JPY in million)	FY24 Q1~Q3	FY23 Q1~Q3	Change	
Personnel Cost	13,266	11,538	1,728	15.0%
Advertising & Sales Promotions	481	642	-160	-25.0%
Others	8,267	7,763	503	6.5%
SGA Expenses in Total	22,013	19,943	2071	10.4%

Advertising & Sales Promotion:
CM aired in previous fiscal year, was not aired this fiscal year.

Excerpted Balance Sheet

(JPY in million)	End of '24 December	End of '24 March	Change
Current Assets	26,487	21,423	5,064
Cash	2,896	3,175	-278
A/R	12,298	9,818	2,478
Inventory	6,963	5,652	1,310
Others	4,328	2,776	1,552
Non-current Assets	13,349	12,530	818
Total	39,836	33,953	5,882

(JPY in million)	End of '24 December	End of '24 March	Change
Liabilities	35,503	29,837	5,665
A/P	21,082	16,007	5,074
Debt	9,355	8,618	737
Others	5,065	5,211	-146
Net Assets	4,333	4,116	216
Total	39,836	33,953	5,882

Segment Breakdown

(JPY in billion)	FY24 Q1~Q3	FY23 Q1~Q3	Change	
Sales	102,085	98,590	3,494	3.5%
Quick Delivery	59,725	56,436	3,289	5.8%
Route Delivery	29,072	27,367	1,705	6.2%
Store Sales	12,053	12,893	-840	-6.5%
Others	1,234	1,892	-658	-34.8%
Operating Profit	1,724	2,424	-699	-28.9%
Quick Delivery	1,595	1,773	-177	-10.0%
Route Delivery	700	702	-2	-0.4%
Store Sales	442	647	-205	-31.7%
Others	116	222	-105	-47.5%
Adjustments	-1,130	-921	-208	n.a.

➤ Quick Delivery

- A rapid delivery system for liquor and goods, using small vehicles or non-vehicle methods, on a demand basis from small warehouses or stores.
- Strong sales performance continues.

➤ Route Delivery

- A scheduled delivery system for liquor and goods, using vehicles to predetermined locations on specific dates, times, and routes from distribution
- Sales has been growing steadily.

➤ Store Sales

- Sales declined primarily due to the cooling of last year's temporary boom, which was driven by a local government-led cashless campaign.

➤ Adjustment

- Includes expenses related to management and shared assets unattributable to specific segments.

FY2024 Full Year Earnings Guidance

(JPY in billion)	FY24 Q1~Q3 Results	FY24 Full-Year Guidance	Progress
Sales	102,085	136,800	74.6%
Operating Profit	1,724	3,000	57.5%
Recurring Profit	1,722	2,950	58.4%
Net Profit	669	1,600	41.8%

Disclaimer

This material contains forward-looking statements about Kakuyasu Group Co.,Ltd. and its consolidated subsidiaries ("Kakuyasu") that speak only as of this date.

Kakuyasu disclaims any obligation to update these statements. Forward-looking statements may include, but are not limited to, statements regarding future financial results, long-term value creation goals, productivity, operating efficiency, liquor or goods prices and so on. Many risks, contingencies and uncertainties could cause actual results to differ materially from Kakuyasu's forward-looking statements.

Additional information concerning these and other factors can be found in Kakuyasu's filings with the Financial Services Agency and the Tokyo Stock Exchange, including the most recent annual report and quarterly reports.