



FY2025 Q2 Presentation Material

(Jan. to Jun. 2025)

July 29, 2025

Kanro Inc.

(TSE:2216)

- 1 **Review of FY2025 1H**
- 2 **Full-year Revised Forecast for FY2025**
- 3 **Medium-term Corporate Strategy 2030**
- 4 **FY2025 2H Key Initiatives**
- 5 **Appendix**

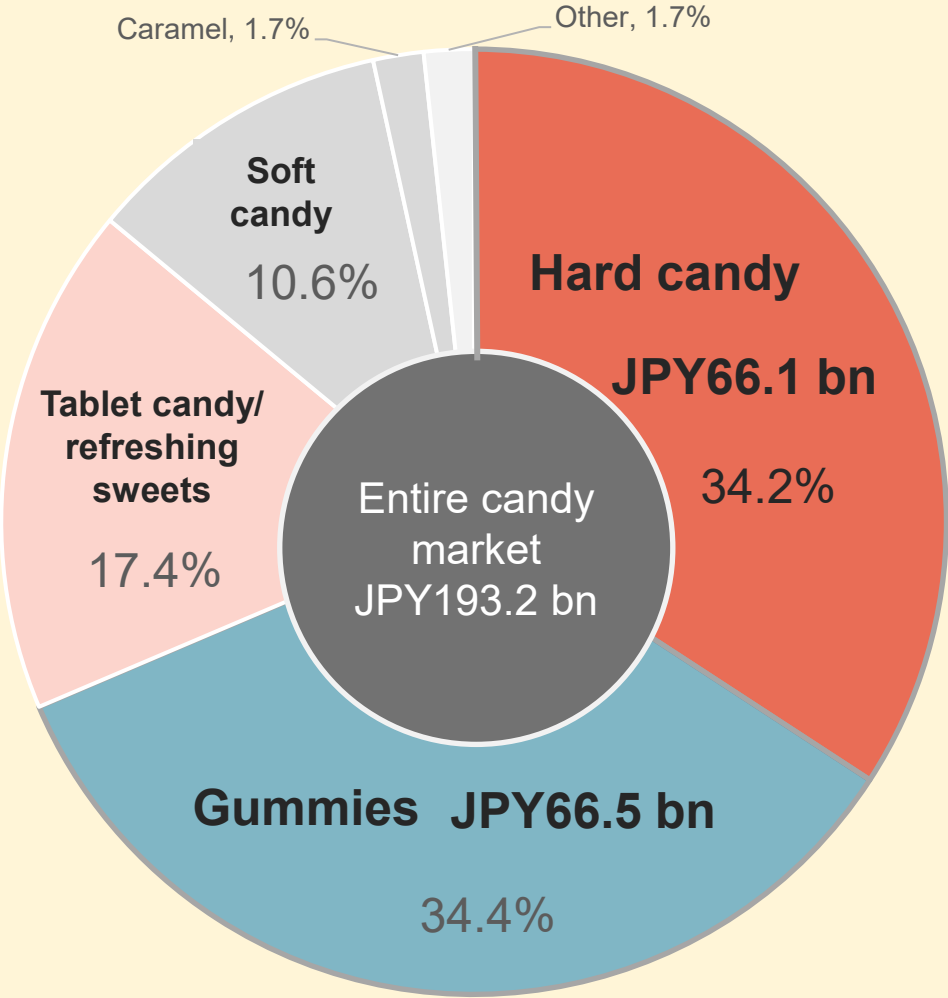
* “Forecasts” refer to the figures released on February 6, 2025, and “revised forecasts” refer to the figures released on July 29, 2025 in the materials.

* 1H: January to June, 2H: July to December

1. Review of FY2025 1H

Year-on-year increase in major categories, especially gummies with an approx. 20% increase

Composition by type



Unit: JPY bn

	Jan. to Jun. 2024	Jan. to Jun. 2025	YOY change
Total candy market	170.5	193.2	13.3%
Hard candy	61.7	66.1	7.0%
Gummies	55.4	66.5	19.9%
Tablet candy, refreshing sweets	28.0	33.6	20.2%
Soft candy	18.9	20.4	8.2%
Caramel	3.4	3.3	(0.6%)
Others	3.1	3.3	6.1%

*INTAGE Inc. SRI+ Candy market Jan.–Jun. total for 2024–2025, sales amount and YoY change by type (composition)

**Overall share of
candy market**
11.8% (Previous year 12.5%) *1



Hard candy market share
19.5%*2 (Previous year 19.5%)

Gummy market share
14.7%*3 (Previous year 16.6%)

*1 Intage Inc. SRI+ Candy market: Jan.–Jun. total for 2024 and 2025, share of sales amount

*2 Intage Inc. SRI+ Hard candy market: Jan.–Jun. total for 2024 and 2025, share of sales amount by type (composition)

*3 Intage Inc. SRI+ Gummy market: Jan.–Jun. total for 2024 and 2025, share of sales amount by type (composition)

Status of mainstay products (Hard candy) up 7.8% YoY



Kinno Milk candy (No. 1 milk candy brand by sales*)

- The gourmet category was sluggish and recorded a 2% decrease in net sales YoY

*Intage Inc. SRI+ Milk-flavor candy market Jan.–Dec. 2024, brand ranking for cumulative sales amount *Kinno Milk* candy brand



Non-Sugar brand and Kenko Nodame series brand

- We responded to growing demand for throat drops in line with rising consumer health consciousness and external environmental factors, such as pollen, by improving the production system through personnel increases, etc. Sales of *Non-sugar* brand and *Kenko Nodame* series brand respectively increased by 9% and 7% YoY



Kanro Ame

- A long-selling brand released in 1955. This year marks its 70th anniversary, releasing “*Kanro Ame Revival Edition*” with a redesigned package from its initial release

Other

- Sales of stick-type products and zip-type small-bag products increased YoY



Status of mainstay products (Gummies) up 6.4% YoY

Puré Gummy

(No. 1 brand in annual sales in the gummies category*)

*Intage Inc. SRI+ Gummy market Oct. 2023–Sep. 2024, brand ranking for cumulative sales amount *Puré Gummy* brand

- Sales increased by 7% YoY due to TV advertisement (Apr.) and an increase in sales of *Puré Gummy Premium*



Candemina Gummy

- Sales increased by 3% YoY due to the rising popularity of hard gummies
- The standard *Super Best* struggled due to intensified competition with other companies



Marosh (marshmallow product)

- Sales decreased significantly by 35% YoY due to intensified competition with other companies. The brand renewal began in July, with an appeal to the brand's value provision.

Gummi-tzel (HITOTUBU KANRO directly operated stores/Kanro POCKeT)

- Continued strong performance. Products, which were previously unsellable due to deformities or cracks caused in the production process, began to be sold as *Gummi-tzel U* on the online shop (irregularly)



Achieved record-high net sales and all profit levels for the first half

Unit: JPY mn

	FY2025 1H						FY2024 1H
	Actual (1)	Forecast (2)	Change from forecast (1)-(2)	Compared to forecast	YoY (1)-(3)	YoY %	Actual (3)
Net sales	16,725	16,300	425	2.6%	1,162	7.5%	15,563
Operating profit	2,664	2,140	524	24.5%	320	13.7%	2,343
Ordinary profit	2,679	2,150	529	24.6%	323	13.7%	2,355
Profit	1,874	1,520	354	23.3%	107	6.1%	1,767

*The values displayed in these materials are truncated at the JPY mn level, so the breakdowns and totals may not always match completely.

Main factors behind changes (vs. Forecast/YoY)

Vs. forecast (*): Increase in net sales, increase in profits *released on February 6, 2025

- Net sales: **Strong performance of throat drops and *Puré Gummy*, etc., exceeding forecast figures**
- Operating profit: Increased mainly due to higher gross profit from changes in the product mix, etc.

YoY: Increase in net sales, increase in profits

- Net sales:
 - ✓ Hard candy: Throat drops (*Kenko Nodame* series, *Non-Sugar* brand throat drop series) and gourmet products (*JuRuRu Shine Muscat*) remained strong
 - ✓ Gummies: **The mainstay brands, *Puré Gummy* series and *Candemina Gummy* series, increased in sales, amid intensifying competition with other companies**
Gummi-tzel continued to be strong
- Operating profit and ordinary profit: Increase factors > Decrease factors
 - ✓ Increase factors: **Increase in marginal profit from higher sales**, decrease in advertising expenses
 - ✓ Decrease factors: Persistently high raw material prices, **increase in general and administrative expenses** that include personnel expenses caused by personnel increases and wage hikes and DX-related expenses, and expenses for measures aimed at expanding business areas, such as entering the US market
- Profit
 - ✓ Increased despite a reactionary decrease from extraordinary income arising from reduction of strategic shareholdings

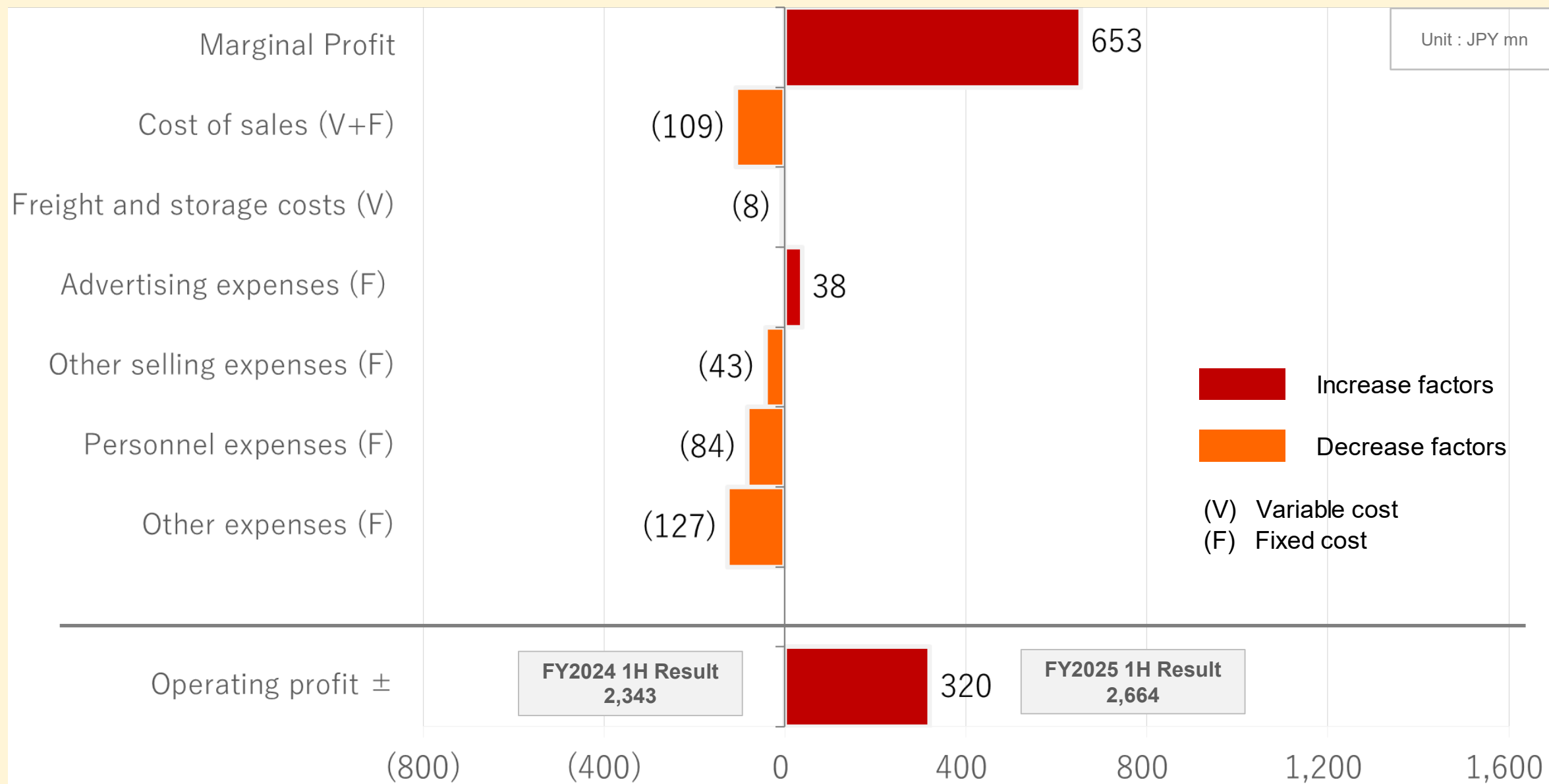
Operating profit margin increased 0.8 pt due to increase in net sales and productivity improvements.

Unit: JPY mn

	FY2025 1H				FY2024 1H	
	Actual	% of total	YoY	YoY %	Actual	% of total
Net sales	16,725	100.0%	1,162	7.5%	15,563	100.0%
Cost of sales	9,570	57.2%	549	6.1%	9,021	58.0%
Freight and storage costs	971	5.8%	75	8.4%	895	5.8%
Advertising expenses	292	1.7%	(38)	(11.8%)	331	2.1%
Other selling expenses	177	1.1%	43	32.3%	134	0.9%
Personnel expenses	1,980	11.8%	84	4.5%	1,895	12.2%
Other expenses	1,069	6.4%	127	13.6%	942	6.1%
Operating profit	2,664	15.9%	320	13.7%	2,343	15.1%

*The values displayed in these materials are truncated at the JPY mn level, so the breakdowns and totals may not always match completely.

Factors of changes in OP (FY2024 1H Result vs FY2025 1H Result)



2. Full-year Revised Forecast for FY2025

Upward revision of the forecast released in February for net sales and all profits levels

Unit: JPY mn

	FY2025						FY2024
	Revised forecast	Forecast	Change from forecast	Compared to forecast	YoY	YoY %	Actual
Net sales	34,100	33,600	500	1.5%	2,321	7.3%	31,778
Operating profit	4,400	4,320	80	1.9%	115	2.7%	4,284
Ordinary profit	4,450	4,340	110	2.5%	134	3.1%	4,315
Profit	3,300	3,260	40	1.2%	39	1.2%	3,260

*The values displayed in these materials are truncated at the JPY mn level, so the totals and percentages may not always match completely.

Net sales (up 7.3%)

- ✓ Continued growth, centered on the main hard candy and gummy brands
- ✓ Production system improvement (year-round operation at expanded gummies production building at Matsumoto Plant, personnel increase, etc.)

Operating profit (up 2.7%)

A rise in marginal profit from higher sales to offset the following cost increase factors:

- ✓ Increase in fixed manufacturing costs caused by persistently high prices of packaging materials, and wage/personnel increases, etc.
- ✓ Rising logistics-related costs (emergence of the so-called 2024 problem in logistics/reinforcement of storage space)
- ✓ Increased amount of advertising expenses (planned corporate advertising to enhance brand recognition and corporate image in the medium to long term)
- ✓ Rising personnel expenses (including wage increases) and expenses related to initiatives ahead of business domain expansion and management foundation development

Profit (up 1.2%)

- ✓ Further reduction of strategic shareholdings
- ✓ A rise in effective tax rate (reflection of special factors from previous year)

Securing a profit increase while implementing advertising measures aimed at increasing corporate value in the medium to long term

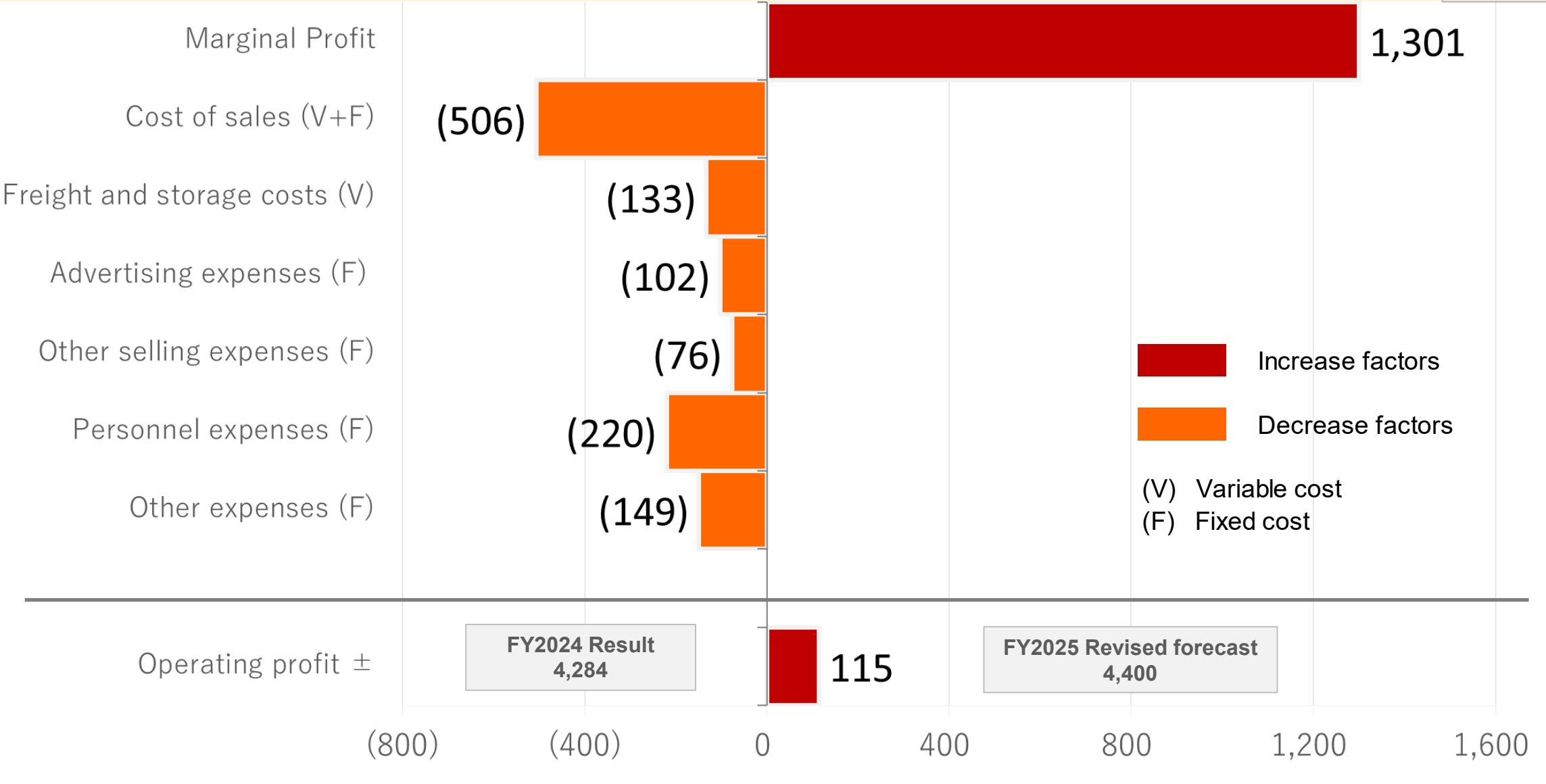
Unit: JPY mn

	Revised forecast	FY2025			FY2024	
		% of total	YoY	YoY %	Actual	% of total
Net sales	34,100	100.0%	2,321	7.3%	31,778	100.0%
Cost of sales	19,980	58.6%	1,387	7.5%	18,592	58.5%
Freight and storage costs	2,130	6.3%	269	14.5%	1,860	5.9%
Advertising expenses	960	2.8%	102	12.0%	857	2.7%
Other selling expenses	380	1.1%	76	25.3%	303	1.0%
Personnel expenses	4,050	11.9%	220	5.8%	3,829	12.1%
Other expenses	2,200	6.5%	149	7.3%	2,050	6.5%
Operating profit	4,400	12.9%	115	2.7%	4,284	13.5%

*The values displayed in these materials are truncated at the JPY mn level, so the breakdowns and totals may not always match completely.

Factors of changes in OP (FY2024 Result vs FY2025 Revised forecast)

Unit : JPY mn



Full-year revised forecast for FY2025 (Details of operating profit vs. forecast)

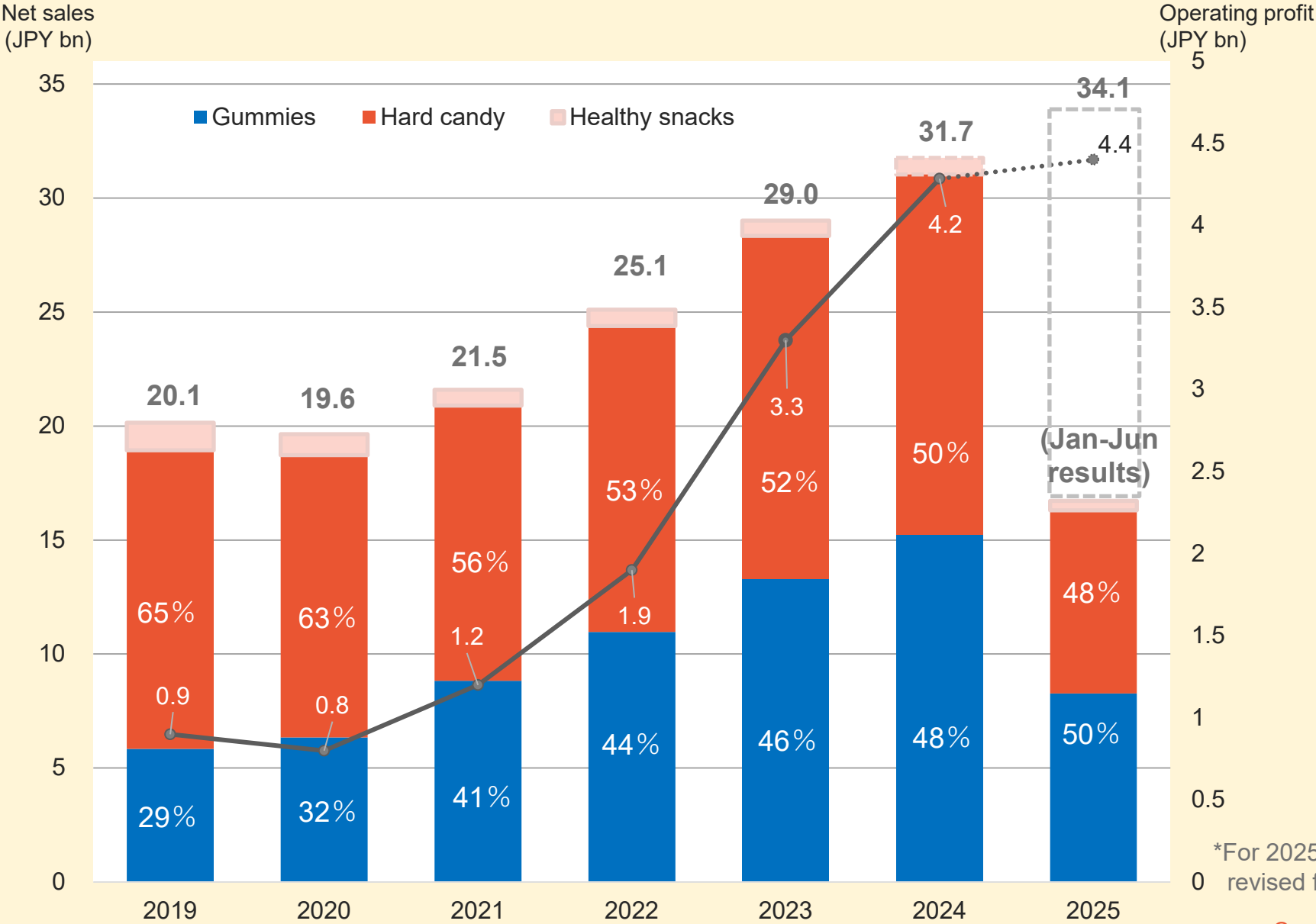
Unit: JPY mn

	FY2025 Revised forecast						FY2025	
	1H results	2H revised forecast	Full-year revised forecast	% of total	Change from forecast	Compared to forecast	Forecast	% of total
Net sales	16,725	17,374	34,100	100.0%	500	1.5%	33,600	100.0%
Cost of sales	9,570	10,409	19,980	58.6%	200	1.0%	19,780	58.9%
Freight and storage costs	971	1,158	2,130	6.3%	20	0.9%	2,110	6.3%
Advertising expenses	292	667	960	2.8%	320	50.0%	640	1.9%
Other selling expenses	177	202	380	1.1%	10	2.7%	370	1.1%
Personnel expenses	1,980	2,069	4,050	11.9%	(20)	(0.5%)	4,070	12.1%
Other expenses	1,069	1,130	2,200	6.5%	(110)	(4.8%)	2,310	6.9%
Operating profit	2,664	1,735	4,400	12.9%	80	1.9%	4,320	12.9%

*The values displayed in these materials are truncated at the JPY mn level, so the breakdowns and totals may not always match completely. *2H figures are simple differences.

2019 to 2025: Trends in net sales / operating profit and the composition of net sales

*The marshmallow product “Marosh” is recorded as gummies.



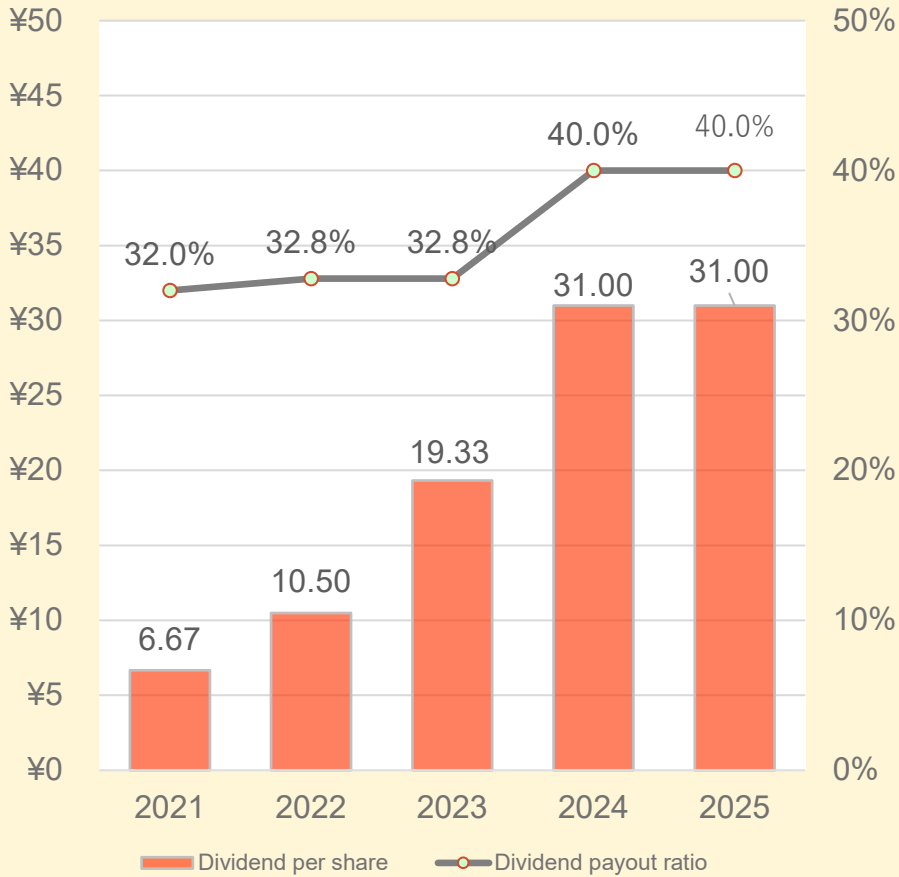
*For 2025, the figures represent revised forecasts.

Conducted a three-for-one share split of common stock, effective as of July 1, 2025

Aim to ensure a good balance with growth investments based on the 40% dividend payout ratio set out in the Medium-term Corporate Strategy 2030

	2021	2022	2023	2024	2025	
	Actual	Actual	Actual	Actual	Revised forecast	YoY %
Annual dividend per share (JPY)	6.67	10.50	19.33	31.00	31.00	0
Dividend payout ratio (%)	32.0	32.8	32.8	40.0	40.0	0 pt

*Converted to post-split basis following the share split conducted on July 1, 2025



Expected to be a smooth start toward achieving the medium-term financial targets

Indicators	2024 Actual	2025 Revised forecasts	2030 Target
Net sales	JPY31.7 bn	JPY34.1 bn (+7.3% YoY)	JPY50.0 bn or more (CAGR : 7.8% or higher)
Operating profit margin	13.5%	12.9%	13% or higher
EBITDA ^(*)	JPY5.78 bn	JPY6.01 bn	JPY10.0 bn
ROIC	20.5%	16.5%	11% or higher
ROE	20.8%	18.3%	15% or higher

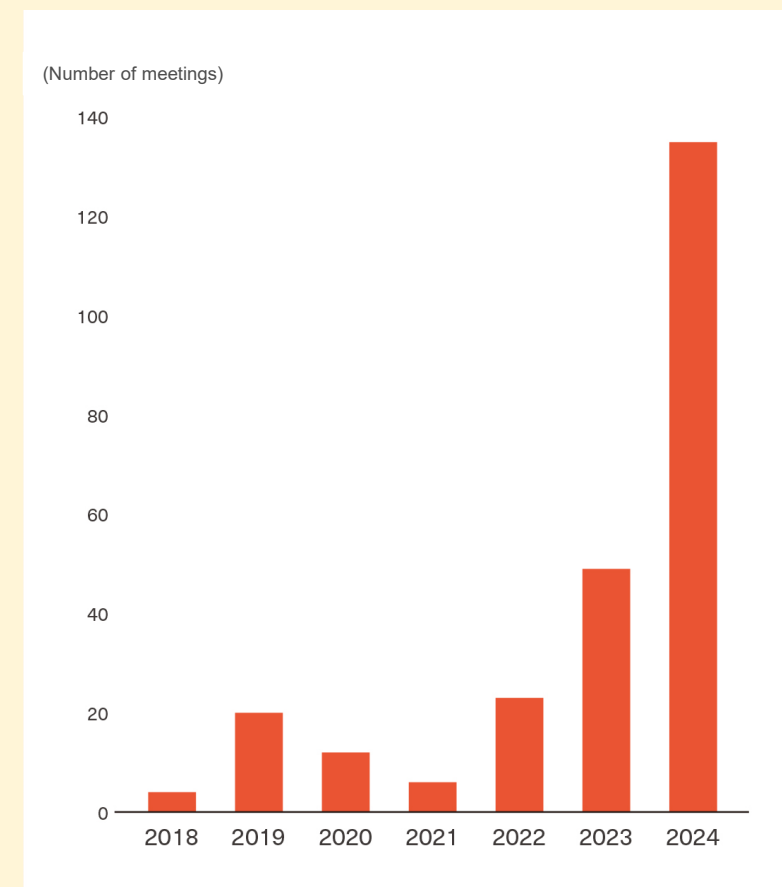
(*) Our EBITDA is defined as operating profit plus depreciation and amortization.

Strengthen IR/SR activities to promote investor understanding of KANRO's business operations, by actively expanding dialogue opportunities and enhancing disclosure materials

Main IR initiatives

	Main IR initiatives	Remarks
For individual investors	<ul style="list-style-type: none"> • Company information session (CEO on stage) • Potential shareholder survey • Media appearances 	Briefing materials and videos posted on our IR site: Events for Individual Investors Kanro Inc. (in Japanese)
For domestic institutional investors	<ul style="list-style-type: none"> • Individual meetings (CEO, CFO, and IR department) • Financial results briefings (bi-annual) (CEO and CFO on stage) • IR Day 	<ul style="list-style-type: none"> • Financial results briefings: materials, videos, transcripts, and Q&A posted: IR Library Kanro Inc. • IR Day: materials, Q&A posted: PowerPoint Presentation (in Japanese) • Reporting meeting details and post-event survey results to management, facilitating communication on requests from the capital market
For overseas institutional investors	Disclosures in English	Information posted on our IR site: IR Information Kanro Inc.

Number of individual meetings with institutional investors per year



*For further details, refer to:

[Management that is Conscious of Cost of Capital and Stock Price_en.pdf](#)

3. Medium-term Corporate Strategy 2030

Flexibility in adapting to changes and consistency based on vision is essential to sustain long-term growth.

Bringing smiles to people and society by continuing to create sweet moments

Both in the present, which is uncertain and occasionally challenging, and into the future, all of us at Kanro aim to create a company that makes sweet moments and smiles with a commitment to remain close to consumers, be flexible enough to meet needs, and stick to our unwavering vision.



Purpose

Vision

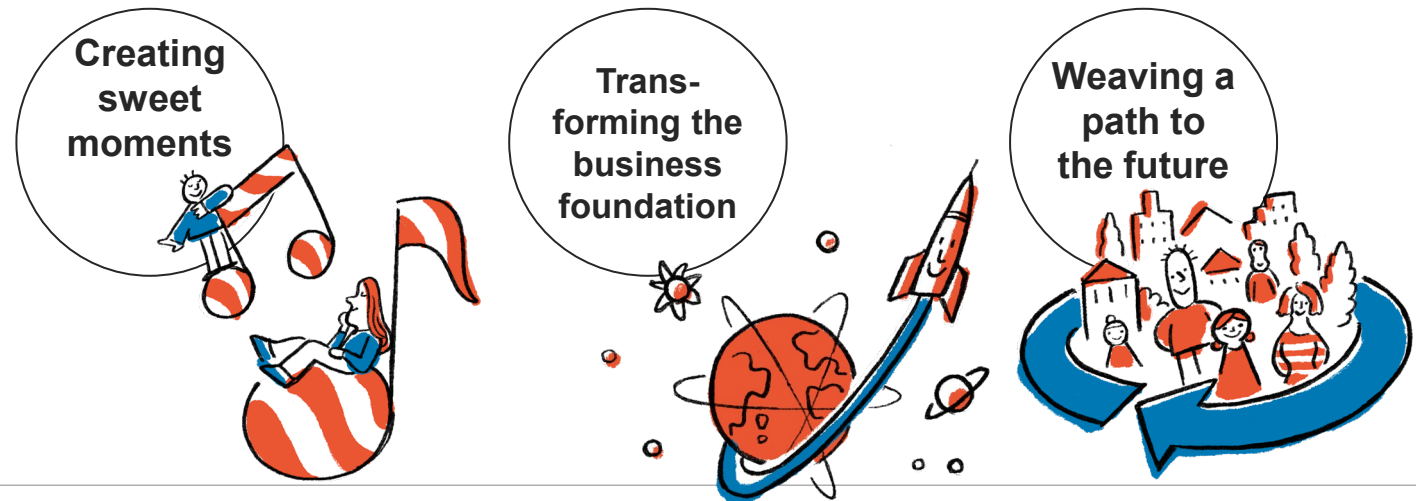
Value

Corporate culture

“ *Sweeten the Future* ”

Bringing smiles to people and society by continuing to create sweet moments

Three promises we make to our stakeholders, starting with our customers



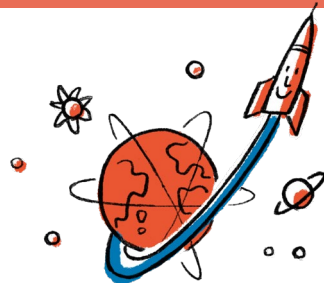
Further evolving the emergent organization

Summary of Key initiatives



Creating sweet moments

- Investments to promote innovation
Investment in plant expansion and new line construction, R&D investment
- Providing four customer-driven values:
Rewards, Switch, Healthcare, Relaxation
- Promotion of brand-based management
(Higher Value x Higher Profitability Merchandise Ratio)



Transforming the business foundation

- Global business expansion
- Expansion of HITOTUBU KANRO business
- Establishment of highly profitable business scheme through EC
- Cultivation of Kanro fans and increase LTV through the fusion of real and digital



Weaving a path to the future

- Promotion of activities to disseminate correct knowledge of sugar
- Promotion of measures to mitigate environmental load
- Food safety and security
- Respect for human rights and promotion of diversity
- Build a sustainable model for creating economic value, contribute to a sustainable future



Further evolving the emergent organization

- Purpose-driven practice
- Development of a personnel system that encourages challenge and growth
- Creation of a rewarding work environment and promote operational efficiency



Financial indicators

2030 targets

Net sales

JPY50 bn or more
(CAGR: 7.8% or higher)

Operating profit margin

13% or higher

EBITDA

JPY10 bn

ROIC

11% or higher

ROE

15% or higher

Non-financial indicators

2030 targets

Activities to provide education on the value of sugar

Cumulative 15 million people

Greenhouse gas emissions (Scope1-3)

Scope1-2
10,000 t-CO₂
Scope3
110,000 t-CO₂

Employee engagement score

70% or higher

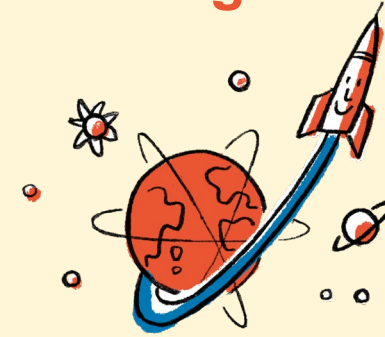
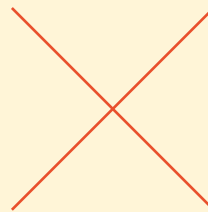
Achieve further growth, primarily in the domestic gummy business, and expand business domains and business models for sustainable growth



Creating sweet moments

— Sales and profit growth driven by the domestic gummy market —

- 1 **Achieve further growth in the domestic gummy business**
Aiming to further revitalize the market and expand market share by continuously introducing new products and expanding capacity
- 2 **Strengthening product development and adding functionality to increase value, expanding the domestic hard candy and gummy business**



Transforming the business foundation

— Expansion of business domain and business model —

- 3 **Global business expansion**
Expansion of exports, primarily to the US
Build a business foundation for full-scale expansion
- 4 **Promotion of multi-channel and shift to DtoC**
Further expansion of HITOTUBU Digital business
Increase points of contact with customers and promote CX to create core fans

FY2025 1H Status of company business (Topics)

Jan.: Grand opening of Kanro POCKeT ×, a community site that connects Kanro with fans

Feb.: Announced long-term vision “Kanro Vision 2.0” and “Medium-term Corporate Strategy 2030”

Feb.: Announced a new gummy line at Asahi Plant

Mar.: *Puré Gummy* commercial aired (Internet pre-release from Mar. 27, TV commercial aired from Apr. 4)

Mar.: “*JuRuRu Shine Muscat*” resale in limited quantities (from Mar. 31)

May: Announced three-for-one share split of common stock and partial amendment to the shareholder benefit plan (effective as of Jul. 1, 2025)

May: Established U.S. local subsidiary, Kanro America Inc.

Jun.: Integrated Report 2025 (Japanese and English ver.) published

Jun.: Kanro’s first IR Day (business briefing session)

Jun.: Exhibited at Summer Fancy Food Show 2025 held in New York



Puré Gummy renewed in March



Integrated Report

Approaching the target with experiential value of *Marosh* through brand renewal from the customer's point of view

Factors of growth slowdown

Increase in novel competing products

Channel-limited and temporarily suspended sales as per production line status

Launch in 2021



From April 2024



From July 2025

Distinctive texture

+

Strengthening of

Emotional value



POINTS

Flavor revised
Package renewed

Immersive experience to
encourage positive
feelings

Co-created commercial
with students to deliver
message

A strong start thanks to the effective
renewal and the CM

4. FY2025 2H Key Initiatives

A hand with red-painted fingernails holds a small, heart-shaped, yellow, textured object (possibly a candy or a small fruit) between the thumb and index finger. The background is a blurred, warm-toned image of what appears to be a city street at night with lights.

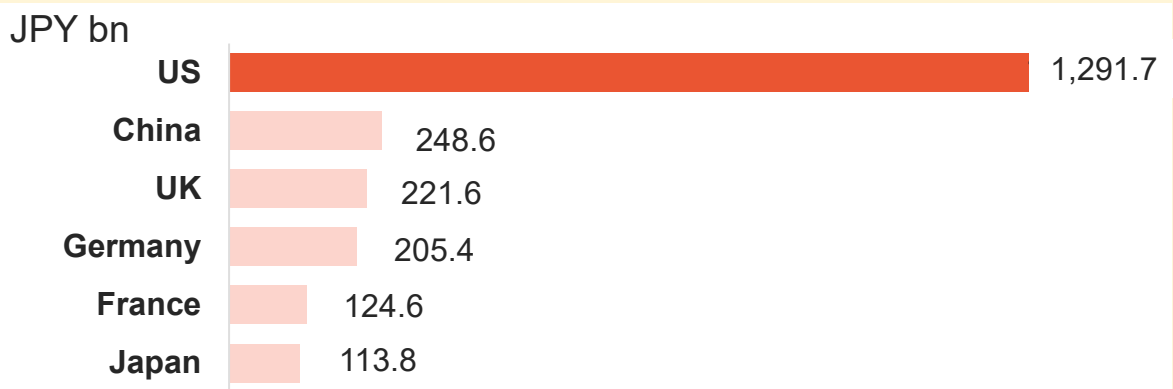
FY2025 2H Key Initiatives

① Progress of the global business

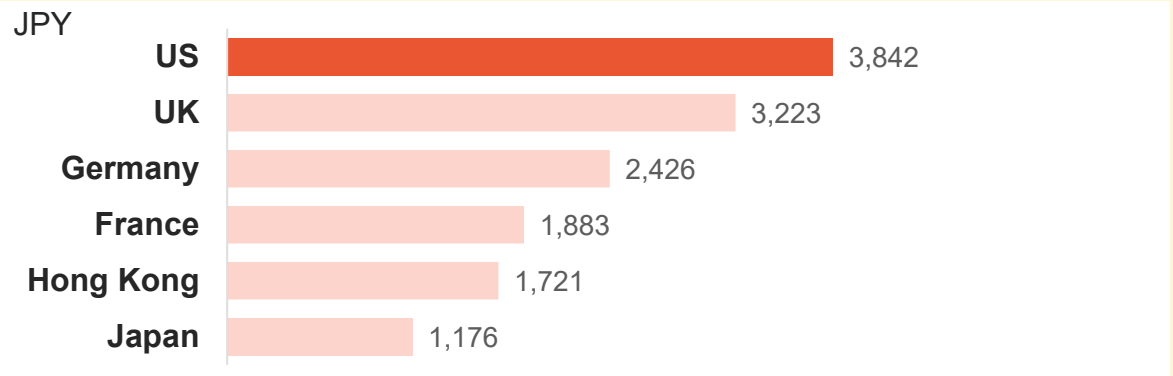


Step up entry into the US market, which has a large gummy market, and work to expand sales with *Puré Gummy*

Gummy (*) market size by country (2024)



Per capita consumption of gummies (*) by country (2024)



(*) Pastilles, Gummies, Jellies, and Chews in the Sugar Confectionery category.

Source: Euromonitor International (average exchange rate in yen in 2024)

Gummy Market Size by Countries (2024) Japan only INTAGE Inc. SRI+.





Toward a full-scale entry into the US market with *Puré Gummy* Ongoing efforts to approach buyers and consumers

Kanro America
site launched
in January 2025



Exhibit in Winter Fancy
Food Show 2025
on January 19–21, 2025



Established US
local subsidiary
in May 2025

Launched official
Instagram for global
markets in June 2025


Exhibit in Summer
Fancy Food Show 2025
on June 29–July 1, 2025

and more...



Launched official Instagram for global markets and began operations in June 2025

Enriched the website content and set up a BtoB inquiry form



Puré Gummy





- 🇯🇵 Japan's #1 Gummy Brand
- 🌟 Fruity, chewy & sour – meet Puré Gummy
- 📍 Now in the U.S.
- 🍬 Need a mood boost? Grab a Puré Gummy!

🔗 kanroamerica.com/pages/puregummy

The Japanese Gummy No.1 Brand

Growth Rate 192%

Born in 2002



CLASSIC Flavor



So Yummy, So Fun! So Yummy, So Fun! So Yummy, So Fun! So Yummy, So Fun!

Puré Gummy

1. Gummies with a pulpy texture
2. Sour powder
3. Real fruit
- 4.



LEMON

Nutrition Facts

Serving size	8 pieces (40g)
Calories	100
Total Fat	2g
Total Sugar	12g
Total Carbohydrate	24g
Total Protein	0g

GRAPE



Nutrition Facts

Serving size	8 pieces (40g)
Calories	100
Total Fat	2g
Total Sugar	12g
Total Carbohydrate	24g
Total Protein	0g

PREMIUM Hakuto Peach (White Peach) coming soon!



PREMIUM Shine Muscat Sparkling coming soon!





Exhibited at the largest food exhibition on the East Coast,
held in New York from June 29 to July 1, 2025



Summer Fancy Food Show 2025

Period: June 29–July 1, 2025

Location: The Jacob K. Javits Convention Center, New York, USA

Products: *Puré Gummy Lemon* and *Grape*

Puré Gummy Premium Yamanashi Hakuto Peach (White Peach), Shine Muscat Sparkling

Objective: Sales activities for channel expansion

Approx. 29,000 visitors
Buyers and distributors highly evaluated
the taste and package design



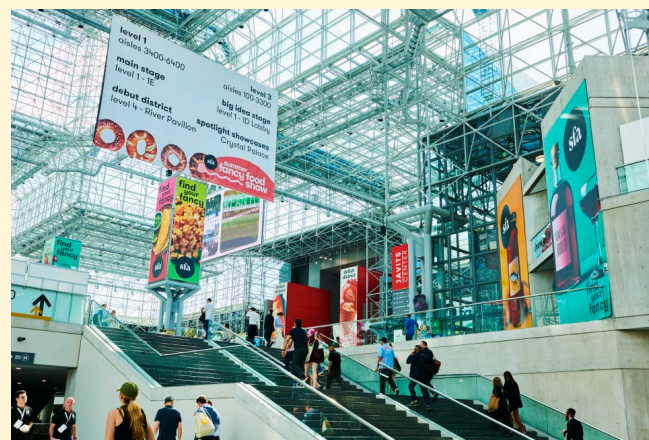
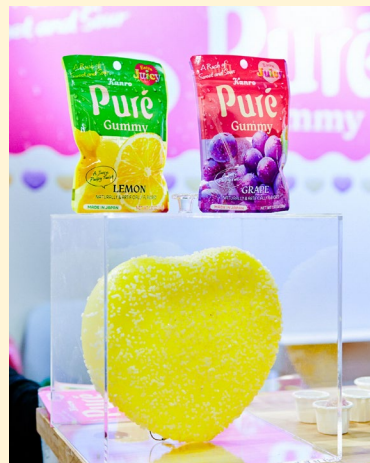


Visitor reactions:

**Excellent balance of
sourness and sweetness**

**The heart-shaped gummy
pieces and concept are
cute!**

***Puré Gummy Premium*
is juicy and delicious!**



A hand is shown from the bottom, holding a small, glowing orange sphere between the thumb and index finger. The sphere has a bright highlight on its left side, giving it a three-dimensional appearance. The background is a soft, out-of-focus gradient of light blue and white, suggesting a bright, airy environment.

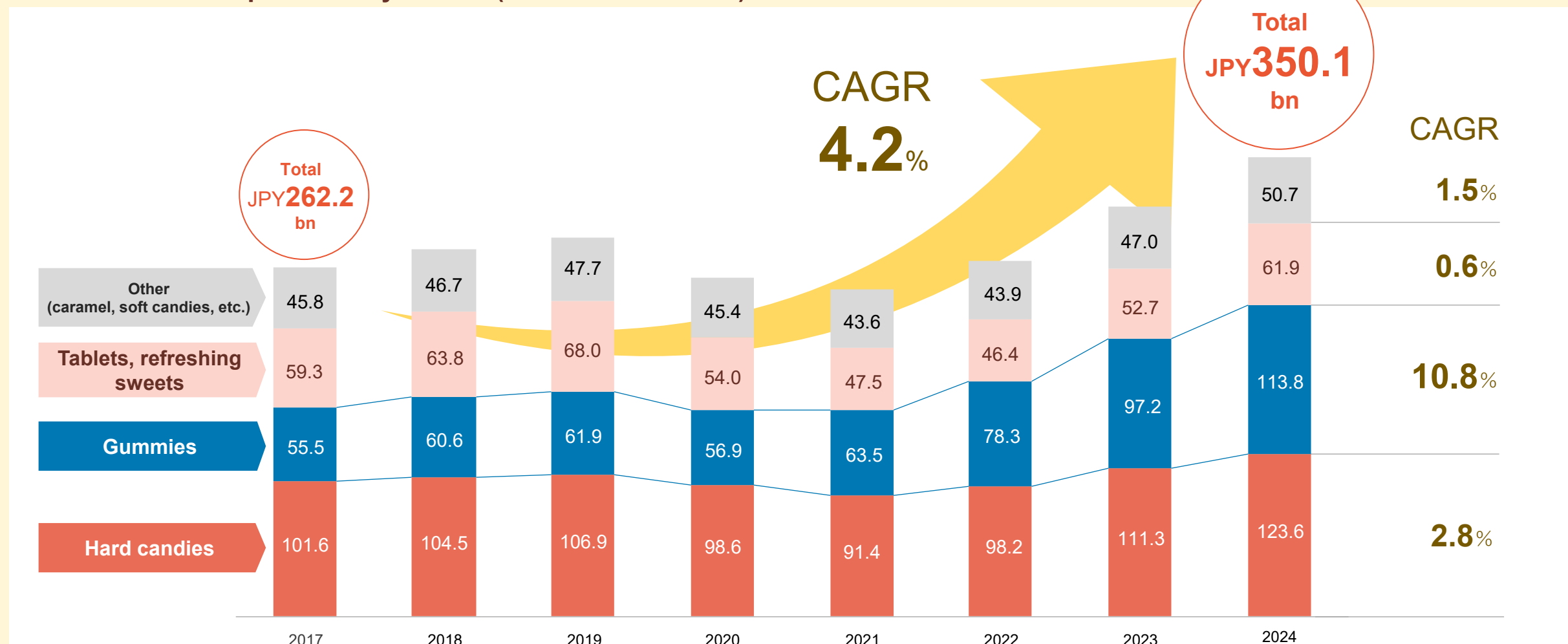
FY2025 2H Key Initiatives

② Growth strategy for the domestic market



Japan's candy market expanded significantly, driven by gummies, and market competition is intensifying.

Trends in size of Japan's candy market (retail sales amount)



Source: INTAGE Inc. SRI+ Retail sales by composition

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Increase brand recognition as products reach an anniversary and peak demand period and strengthen the corporate brand in response to intensifying market competition



Increase the product brand recognition

Kanro Ame 70th Anniversary

Boost the brand recognition through year-long initiatives from September onward

Kinno Milk candy

Expand exposure with display contests and promotional initiatives

Nodoame series (Kenko Nodoame / Non-Sugar brand throat drop)

Enhance promotional efforts for the peak demand period from autumn onward



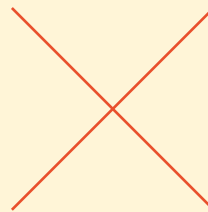
Strengthen the corporate brand

Creation of Kanro fans by promoting CX

Cultivate fans at diverse touchpoints through communication unique to the Kanro brand

Raising the entire Kanro profile through strengthening of the corporate brand

Clearly define the corporate brand image and increase advertising investment





Strengthening advertising investment in corporate branding and raise the entire Kanro profile by solidifying the Kanro brand

Released a corporate commercial
at the end of 2024

Well-received in the creative research





Aiming for Kanro's products to be chosen out of love for the brand and not just to sell well
Making Kanro the **unwavering No. 1 brand**

[CX deepening/popularization]

Maximization of
trust and empathy
for the corporate brand

STEP
03

By 2030

[Foundation building]

Introduction of CX indicators,
start of creating empathy



STEP
01

By 2026

STEP
02

By 2028

[CX expansion]
Increase in fans
Experience and brand to
become one









1 Net sales and all profit levels are **expected to achieve record highs in FY2025**

2 **Step up entry into the US market, the world's largest gummy market,** and work to expand sales with *Puré Gummy*

3 Invest in advertising for the product and corporate brands, **making Kanro the unwavering No.1 brand**

5. Appendix

Year-on-year change for mainstay brands (retail sales amount)

Hard candy brand	1H results (YoY)	Gummy brand	1H results (YoY)
Kenko Nodoame series 	104.2%	Puré Gummy 	109.7%
Non-Sugar brand throat drop 	104.8%	Candemina Gummy 	98.9%
Kinno Milk candy 	100.3%	-	-
Kanro Ame 	92.8%	-	-

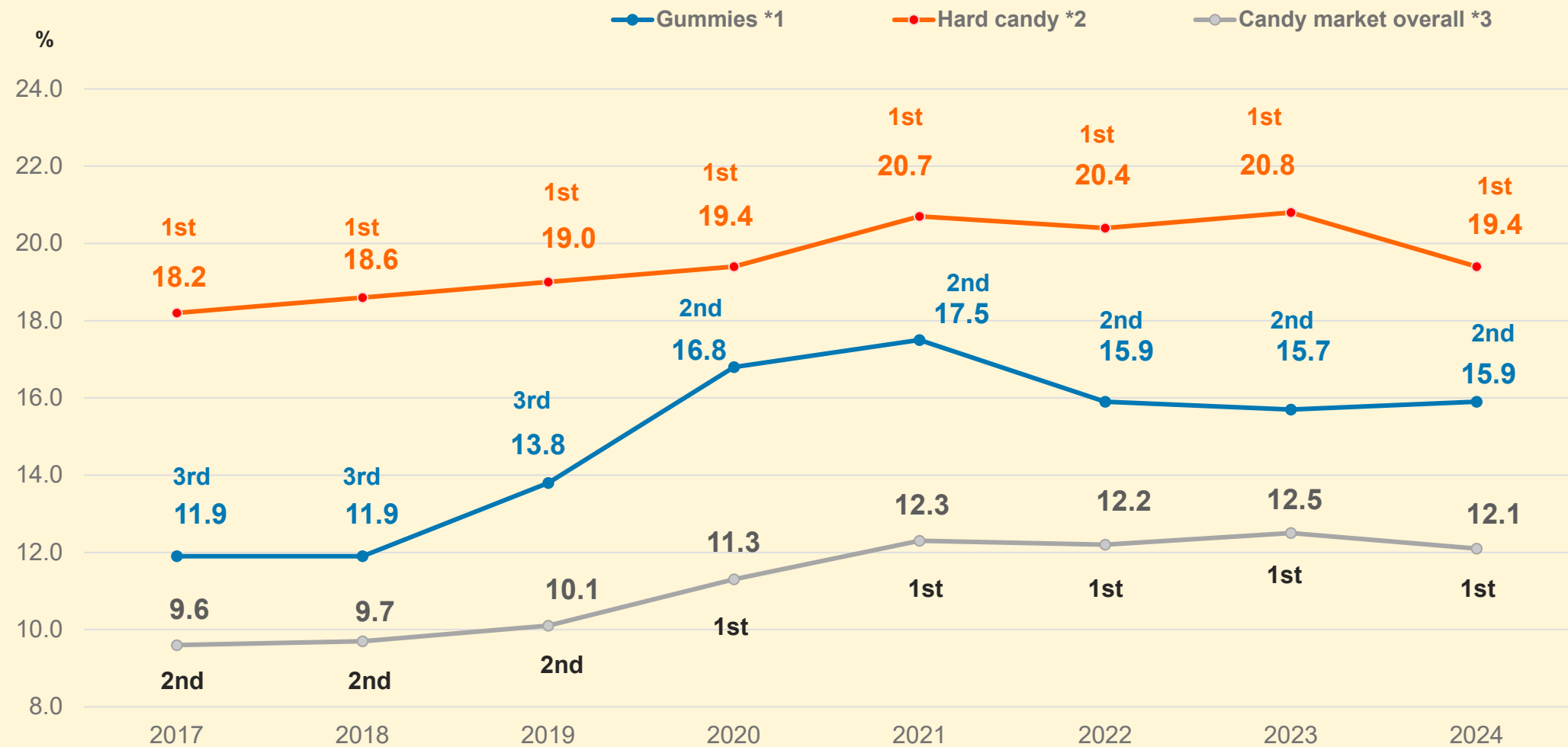
*INTAGE Inc. SRI+ Hard candy + Gummy market Jan.–Jun. total for 2024–2025, estimated sales amount

Price revisions and content changes for major products

*The actual retail price is the open price.

Revision month	Main target brands (hard candy)	Main target brands (gummies)	Notes
Sep–Oct 2022	<i>Kenko Nodoame series, Kinno Milk candy, healthy throat drops, Non-Sugar brand throat drops, etc.</i>	<i>Puré Gummy, Candemina Gummy, Marosh</i>	MSRP increased by about 3–10%
Mar 2023	<i>Kenko Ume Nodoame, Morimoriyama Fruit Candy, etc.</i>	<i>Puré Gummy, Candemina Gummy, Marosh</i>	MSRP increased by about 3–13%
Feb 2024	<i>Kinno Milk candy</i>	<i>Puré Gummy, Candemina Gummy</i>	MSRP increased by about 3–16%
Apr 2024	—	HITOTUBU KANRO products <i>Gummi-tzel, etc.</i>	<i>Gummi-tzel</i> box set (containing six pieces) JPY900 → JPY1,000 yen, other
Sep–Oct 2024	Stick form • <i>Kenko Ume Nodoame</i> • <i>Honey Lemon C throat drops</i> <i>Kinno Milk candy matcha latte</i>	—	Changes made to some healthy snacks as well

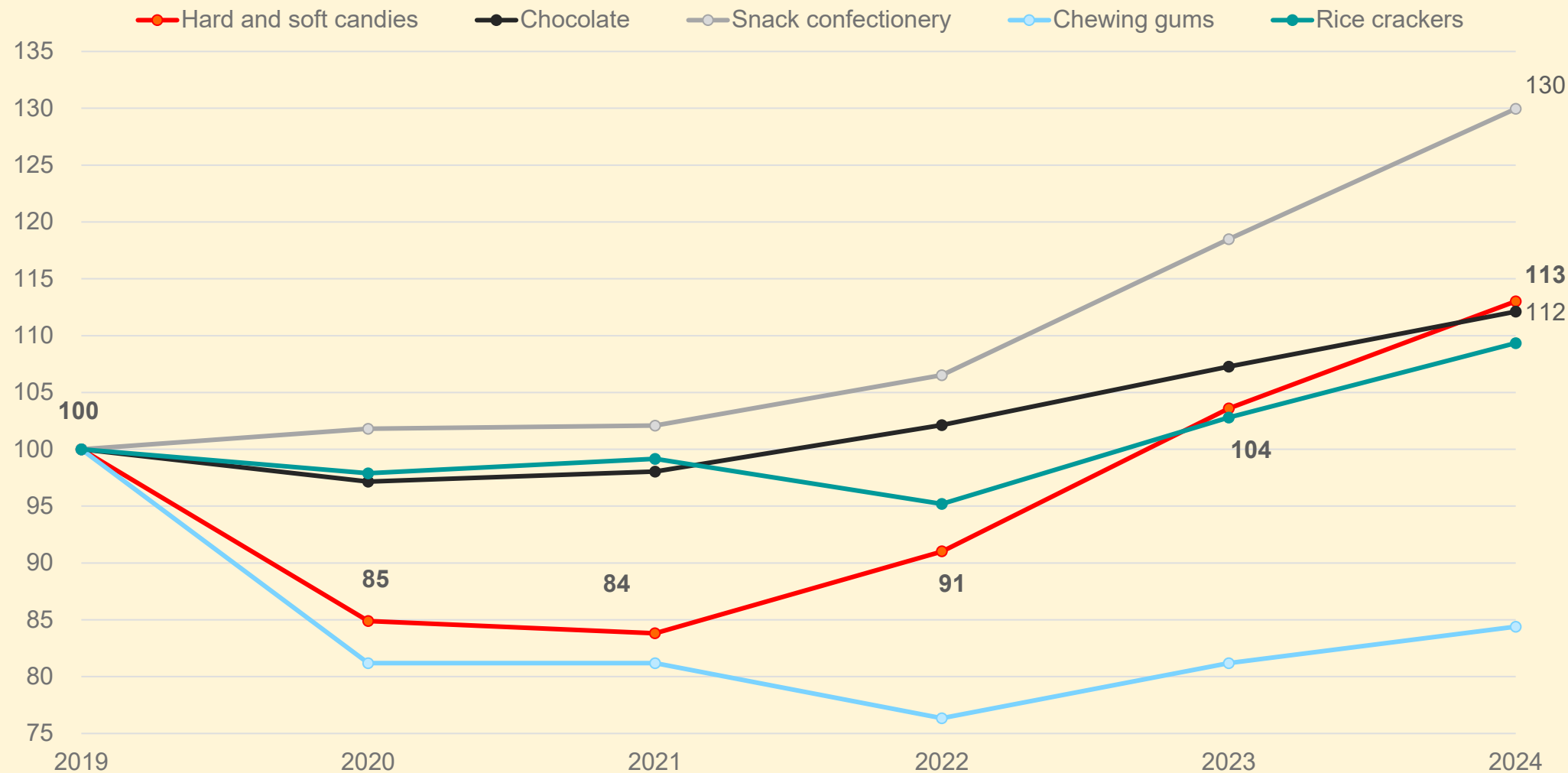
Trends in Kanro's share among manufacturers (retail sales amount)



*1: INTAGE Inc. SRI+ Gummy market Jan.–Dec. total for 2017–2024, share of sales amount by type (Composition)
*2: INTAGE Inc. SRI+ Hard candy market Jan.–Dec. total for 2017–2024, share of sales amount by type (Composition)
*3: INTAGE Inc. SRI+ Candy market Jan.–Dec. total for 2017–2024, share of sales amount

Confectionery market size (since 2019)

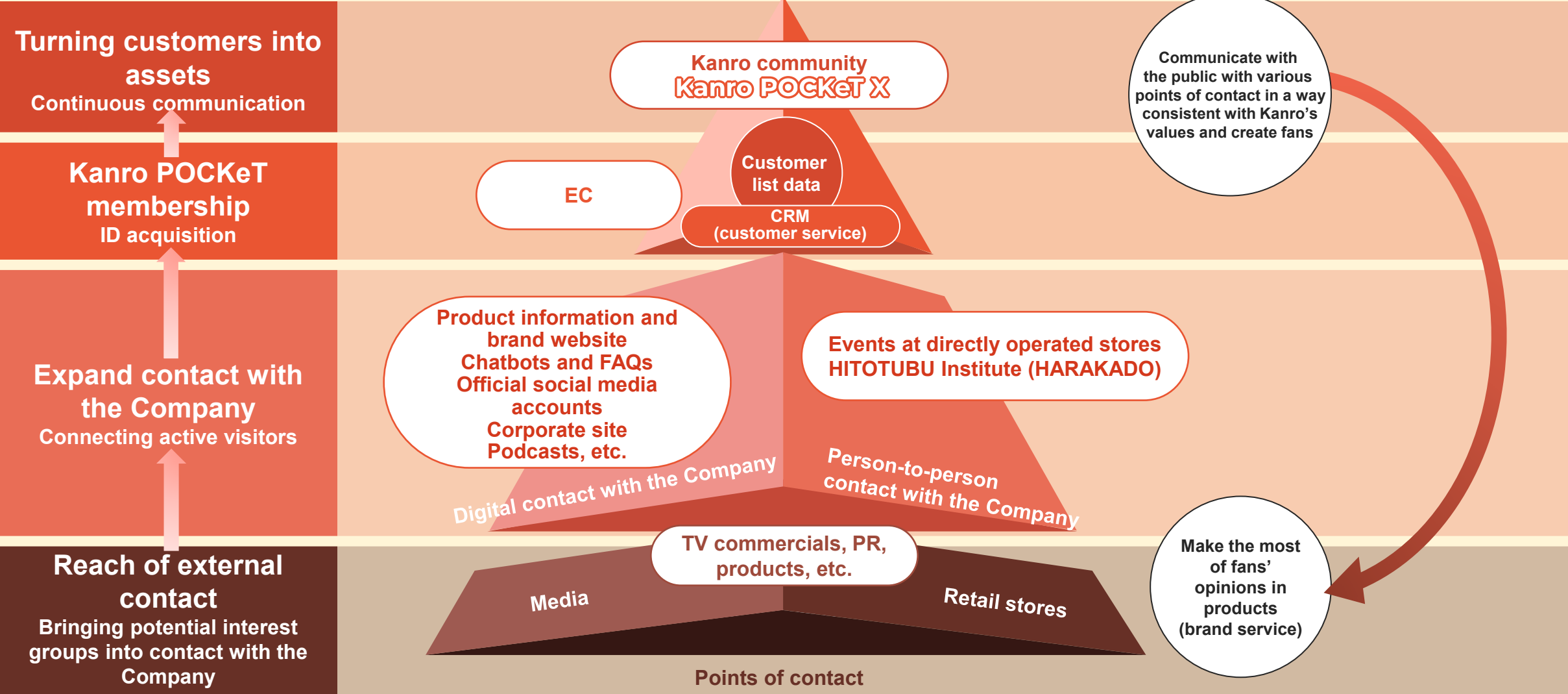
*The indices are based on 2019 retail sales, with 100 as the base.



*Hard and soft candies include candies, caramels, gummies, tablet candies, marshmallows, and jellies.

Source: Confectionery Statistics, All Nippon Kashi Association

Strengthening engagement with customers through comprehensive communication and promote CX to build up Kanro fans, rather than just for individual products



- ◆ Establishment of U.S. local subsidiary, Kanro America Inc.

https://www.kanro.co.jp/files/topics/3790_ext_05_0.pdf (in Japanese)

- ◆ Notice Concerning Share Split, Partial Amendment to the Articles of Incorporation, Revision of Dividend Forecast, and Partial Amendment to Shareholder Benefit Plan

https://ssl4.eir-parts.net/doc/2216/ir_material3/251276/00.pdf

- ◆ Integrated Report 2025 Published

https://ssl4.eir-parts.net/doc/2216/ir_material_for_fiscal_ym5/181039/00.pdf

- ◆ IR Day Gummy Business Briefing Material & Questions and Answers

https://ssl4.eir-parts.net/doc/2216/ir_material2/254277/00.pdf (in Japanese)

https://ssl4.eir-parts.net/doc/2216/ir_material2/254278/00.pdf (in Japanese)

- ◆ HITOTUBU KANRO “*Gummi-tzel U*” (sustainable product) Launches for Sale

https://www.kanro.co.jp/files/topics/3808_ext_05_0.pdf (in Japanese)

- ◆ *Marosh* Brand Renewal

https://www.kanro.co.jp/files/topics/3812_ext_05_0.pdf (in Japanese)

- ◆ Renewal of Brand Site for the US market and New SNS Accounts

https://www.kanro.co.jp/files/topics/3815_ext_05_0.pdf (in Japanese)



Disclaimer

Forward-looking statements related to Kanro's current plans, outlook and strategy, etc. contained within these materials are based on judgments made by Kanro management using information available at hand at the time of writing. A variety of material factors that could result in actual performance differing significantly from earnings forecasts include, but are not limited to, economic conditions, particularly trends in personal consumption, as well as the industry environment in which the company conducts its business activities.

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Moreover, information contained herein is not continuously updated, and the reader should be aware that the content may be revised or withdrawn without prior notice.

Inquiries related to these materials should be directed to Kanro Inc. at tel. +81-3-3370-8811

IR information URL:

<https://www.kanro.co.jp/en/ir/>

QR code for the above:

