



April 11, 2025

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## Sales situation for the full fiscal year ending March 31, 2025 (estimated)

We are pleased to announce the sales situation (estimated) for the full fiscal year ending March 31, 2025 (April 1, 2024 - March 31, 2025).

Sales for the fourth quarter (estimated): 18,534 million yen, up 9.0% from the same period of the previous year.

Full-year sales (estimate): 72,342 million yen (+13.0% YoY)

### ●Quarterly Sales

(Unit: Millions of Yen)

	1Q (Apr.-Jun.)	2Q (Jul.-Sep.)	2Q cumulative total	3Q (Oct.-Dec.)	3Q cumulative total	4Q (Jan.-Mar.)	Full year
FY2024	13,853	15,037	28,891	18,144	47,036	16,999	64,035
<b>FY2025</b>	<b>15,526</b>	<b>17,379</b>	<b>32,906</b>	<b>20,901</b>	<b>53,807</b>	<b>18,534</b>	<b>72,342</b>
YoY (Change)	1,673	2,341	4,014	2,756	6,771	1,535	8,306
YoY (%)	12.1%	15.6%	13.9%	15.2%	14.4%	9.0%	13.0%

### ●Sales by Segment (Estimate)

(Unit: Millions of Yen)

	4Q (Jan.-Mar.)				FY2025 (Apr.-Mar.)			
	FY2025	FY2024	YoY (Change)	YoY (%)	FY2025	FY2024	YoY (Change)	YoY (%)
SUCREY	<b>8,197</b>	7,247	950	13.1%	<b>30,090</b>	26,455	3,634	13.7%
KCC	<b>5,851</b>	5,234	617	11.8%	<b>21,479</b>	18,052	3,426	19.0%
KOTOBUKISEIKA TAJIMAKOTOBUKI	<b>3,006</b>	2,791	215	7.7%	<b>14,545</b>	12,834	1,711	13.3%
SALES SUBSIDIARIES	<b>1,647</b>	1,681	△34	△2.0%	<b>7,227</b>	6,957	270	3.9%
KUJYUKUSHIMA GROUP	<b>1,409</b>	1,542	△133	△8.7%	<b>6,363</b>	6,382	△19	△0.3%
OTHERS	<b>223</b>	274	△51	△18.7%	<b>692</b>	743	△51	△6.9%
SEGMENTS TOTAL	<b>20,335</b>	18,771	1,563	8.3%	<b>80,399</b>	71,427	8,972	12.6%
ADJUSTMENT*	<b>△1,800</b>	△1,771	△28	1.6%	<b>△8,057</b>	△7,391	△665	9.0%
TOTAL	<b>18,534</b>	16,999	1,535	9.0%	<b>72,342</b>	64,035	8,306	13.0%

\* Adjustments represent intersegment sales.

## Supplemental Explanation

### Current fourth quarter accounting period (January to March)

During the fourth quarter of the current fiscal year (January-March), the business environment remained challenging, as inbound demand remained strong due to an increase in the number of foreign visitors to Japan, but consumer confidence cooled against the backdrop of rising prices. Under such circumstances, net sales (approximate estimate) for the period under review are expected to increase 9.0% year-on-year to 18,534 million yen due to an increase in inbound sales (international terminal sales) and the effect of new store openings.

Inbound sales (international terminal sales) for the period under review amounted to 2,613 million yen (up 28.5% year-on-year).

### Full year (April to March)

For the full year (April-March), sales (estimated) are expected to take in 72,342 million yen, up 13.0% from the same period last year. Inbound sales (international terminal sales) for the period under review are expected to reach 10,022 million yen (up 40.6% year-on-year), surpassing the 10 billion yen mark for the first time and achieving the mid-term target one year ahead of schedule.

### [About performance forecasts]

As of the time of publication of this document, there are no changes to the business forecast for the full year ending March 2025 from the business forecast announced on May 14, 2024.

The announcement of financial results for the current fiscal year is scheduled for May 13th (Tuesday) of this year.