



January 13, 2026

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(URL <https://www.kotobukispirits.co.jp/>)

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Sales Status for the Third Quarter of the Fiscal Year Ending March 2026 (Estimated)

We hereby announce the estimated sales results for the third quarter of the fiscal year ending March 2026 (April 1, 2025 to December 31, 2025).

Third Quarter Sales (Estimated): ¥22,700 million Year-on-year increase: 8.6%

Third Quarter Cumulative Sales (Estimated): ¥58,488 million Year-on-Year Increase: 8.7%

•Quarterly Sales

(Unit: Millions of Yen)

	1Q (Apr.-Jun.)	2Q (Jul.-Sep.)	2Q cumulative total (Apr.- Sep.)	3Q (Oct.-Dec.)	3Q cumulative total
FY2025	15,526	17,379	32,906	20,901	53,807
FY2026	16,976	18,811	35,787	22,700	58,488
YoY (Change)	1,449	1,432	2,881	1,799	4,681
YoY (%)	9.3%	8.2%	8.8%	8.6%	8.7%

•Sales by Segment (Estimate)

(Unit: Millions of Yen)

	3Q(Oct.-Dec.)				3Q cumulative total			
	FY2026	FY2025	YoY (Change)	YoY (%)	FY2026	FY2025	YoY (Change)	YoY (%)
SUCREY GROUP *1	10,722	9,961	760	7.6%	27,285	25,490	1,794	7.0%
KCC	6,614	6,272	342	5.5%	16,887	15,628	1,259	8.1%
KOTOBUKISEIKA GROUP *1	4,817	4,264	553	13.0%	12,959	11,539	1,420	12.3%
SALES SUBSIDIARIES	2,199	2,012	187	9.3%	5,941	5,580	360	6.5%
OTHERS	156	160	△3	△2.2%	467	469	△1	△0.4%
SEGMENTS TOTAL	24,511	22,671	1,840	8.1%	63,541	58,708	4,833	8.2%
ADJUSTMENT *2	△1,810	△1,769	△40	2.3%	△5,052	△4,900	△152	—
TOTAL	22,700	20,901	1,799	8.6%	58,488	53,807	4,681	8.7%

*1 Previously, "SUCREY" and "KUJUKUSHIMA GROUP" were independent segments, but following a reorganization (company split) between consolidated subsidiaries implemented on April 1, 2025, they were integrated from the first quarter and the segment classification was changed to "SUCREY GROUP". Furthermore, comparisons with the previous quarter are based on figures created based on the revised segment classification. Additionally, the reportable segment name "KOTOBUKISEIKA TAJIMAKOTOBUKI" was changed to "KOTOBUKISEIKA GROUP" from the first quarter.

*2 Adjustments represent intersegment sales.

[Supplemental Explanation]

The business environment during the third fiscal quarter (October to December) remained challenging, marked by a slowdown in the growth of inbound tourists and a strengthening of consumer thriftiness due to persistent inflation. Amidst these conditions, our Group focused on business initiatives such as promoting measures to enhance the value of our product offerings, store operations, and sales capabilities, as well as strengthening new store openings and inbound tourism strategies. As a result, net sales (estimated) for this period are expected to reach ¥22,700 million, an increase of 8.6% compared to the same period last year.

Inbound sales (international terminal sales) for this period are projected to reach ¥2,930 million, a 6.0% increase year-on-year. This growth was achieved despite the impact of the Chinese government's advisory against non-essential travel to Japan, through enhanced measures including operations at the renovated Fukuoka Airport International Terminal.

Cumulative period for the third quarter (April–December)

For the cumulative third quarter period (April to December), sales (estimated) are expected to reach ¥58,488 million, an increase of 8.7% compared to the same period last year.