

Summary of Consolidated Financial Results for the Nine Months Ended December 31, 2025 supplementary material

February 2, 2026
 Company name: Kotobuki Spirits Co., Ltd.
 Stock exchange listing: Tokyo
 Stock code: 2222
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(Amounts less than one million yen are rounded down)

1. FY2026(1Q-3Q) Highlight

Results of FY2026 (1Q-3Q) (April-December) Sales and profits at each level reach record highs on a quarterly basis

- Net sales increased 8.7% (YoY) due to the execution of business initiatives, despite soaring raw material prices and other factors that pressured the gross profit margin. We achieved record-high profits at each profit level on a quarterly basis.
- Inbound sales (international terminal sales) increased to 8,013 million yen (+8.2% YoY).
- During the period, we opened a total of nine stores. These included the first flagship store following the rebranding of "Tokyo Milk Cheese Factory" at NEWoMan TAKANAWA, a new brand "SALTRA" at Hanshin Umeda Main Store, and a new brand "VANISTA" at Seibu Ikebukuro Main Store.

2. Results of FY2026(YoY)

(Unit: Millions of Yen, %)

	FY2025(1Q-3Q)		FY2026(1Q-3Q)		YoY(Change)	YoY(%)
	amount	To-sales rate	amount	To-sales rate		
Net Sales	53,807	—	58,485	—	4,677	8.7
Gross profit	33,439	62.1	35,678	61.0	2,238	6.7
SG&A expenses	19,894	37.0	21,666	37.0	1,772	8.9
Operating profit	13,545	25.2	14,011	24.0	466	3.4
Ordinary profit	13,606	25.3	14,113	24.1	506	3.7
Profit attributable to owners of parent	9,024	16.8	9,331	16.0	307	3.4
Earnings per share(yen)	57.99		60.43		2.44	

3. Results of FY2026(SEGMENTS)

(Unit: Millions of Yen, %)

	Net Sales				Operating profit		
	FY2025(1Q-3Q)	FY2026(1Q-3Q)	YoY (Change)	YoY (%)	FY2025(1Q-3Q)	FY2026(1Q-3Q)	YoY (Change)
SUCREY GROUP	25,490	27,285	1,794	7.0	5,182	5,355	172
KCC	15,628	16,887	1,259	8.1	3,749	3,492	△256
KOTOBUKISEIKA GROUP	11,539	12,959	1,420	12.3	2,768	3,143	375
SALES SUBSIDIARIES	5,580	5,941	360	6.5	752	834	82
OTHERS	469	465	△3	△ 0.7	21	1	△19
SEGMENTS TOTAL	58,708	63,539	4,831	8.2	12,474	12,828	353
ADJUSTMENT	△4,900	△5,054	△154	—	1,070	1,183	112
TOTAL	53,807	58,485	4,677	8.7	13,545	14,011	466

* Previously, "SUCREY" and "KUJUKUSHIMA GROUP" were each treated as independent segments. However, following the organizational restructuring (company split) among consolidated subsidiaries implemented on April 1, 2025, they were integrated starting from the first consolidated accounting period, and the segment classification was changed to "SUCREY GROUP". Comparisons with the previous third quarter consolidated cumulative period use figures prepared based on the changed classification method. Additionally, the name of the reporting segment previously designated as "KOTOBUKISEIKA TAJIMAKOTOBUKI" has been changed to "KOTOBUKISEIKA GROUP" starting from the first quarter of the current fiscal year.

4. Quarterly results

(Unit:Millions of Yen,%)

	FY2024(4Q)	FY2025(1Q-4Q)				FY2026(1Q-3Q)		
	4Q(Jan.-Mar.)	1Q(Apr.-Jun.)	2Q(Jul.-Sep.)	3Q(Oct.-Dec.)	4Q(Jan.-Mar.)	1Q(Apr.-Jun.)	2Q(Jul.-Sep.)	3Q(Oct.-Dec.)
Net Sales	16,999	15,526	17,379	20,901	18,541	16,976	18,811	22,697
YoY(%)	15.0	12.1	15.6	15.2	9.1	9.3	8.2	8.6
Operating profit	4,046	3,428	4,048	6,069	4,065	3,439	4,001	6,570
YoY(%)	30.7	12.1	13.6	18.7	0.5	0.3	△ 1.2	8.3
Ordinary profit	4,069	3,447	4,072	6,086	4,079	3,472	4,044	6,595
YoY(%)	30.5	11.8	13.6	18.6	0.3	0.7	△ 0.7	8.4

5. Business Forecast for FY2026

(Unit:Millions of Yen,%)

		FY2025	FY2026 (forecast)	YoY (Change)	YoY (%)
Net Sales	(1Q-3Q)	32,906	35,787	2,881	8.8
	(3Q-4Q)	39,443	43,882	4,438	11.3
	(1Q-4Q)	72,349	79,670	7,320	10.1
Gross profit	(1Q-3Q)	20,376	21,526	1,149	5.6
	(3Q-4Q)	24,428	28,073	3,645	14.9
	(1Q-4Q)	44,804	49,600	4,795	10.7
(Gross profit rate)	(1Q-3Q)	61.9	60.1	△ 1.8	—
	(3Q-4Q)	61.9	64.0	2.0	—
	(1Q-4Q)	61.9	62.3	0.3	—
SG&A expenses	(1Q-3Q)	12,899	14,085	1,185	9.2
	(3Q-4Q)	14,293	15,864	1,571	11.0
	(1Q-4Q)	27,193	29,950	2,756	10.1
(SG&A expenses rate)	(1Q-3Q)	39.2	39.4	0.2	—
	(3Q-4Q)	36.2	36.2	△ 0.1	—
	(1Q-4Q)	37.6	37.6	0.0	—
Operating profit	(1Q-3Q)	7,476	7,441	△35	△ 0.5
	(3Q-4Q)	10,134	12,208	2,074	20.5
	(1Q-4Q)	17,610	19,650	2,039	11.6
Ordinary profit	(1Q-3Q)	7,520	7,517	△3	△ 0.0
	(3Q-4Q)	10,166	12,202	2,036	20.0
	(1Q-4Q)	17,686	19,720	2,033	11.5
Profit attributable to owners of parent	(1Q-3Q)	4,990	5,016	26	0.5
	(3Q-4Q)	7,132	8,383	1,250	17.5
	(1Q-4Q)	12,122	13,400	1,277	10.5

Earnings per share(yen)	(1Q-4Q)	78.00	86.81
Dividend/stock(yen)	(1Q-4Q)	32.00	35.00

Capex(Million of Yen)	(1Q-4Q)	3,357	2,500
Depreciation(Million of Yen)	(1Q-4Q)	1,462	1,600

* The first half figures in the forecast column for FY26/3 are actual figures.

6. Business Forecast for FY2026 (SEGMENTS)

(Unit:Millions of Yen,%)

	Net Sales				Operating profit		
	FY2025	FY2026 (forecast)	YoY (Change)	YoY (%)	FY2025	FY2026 (forecast)	YoY (Change)
SUCREY GROUP	34,698	38,110	3,411	9.8	6,797	7,755	957
KCC	21,482	23,800	2,317	10.8	5,024	5,620	595
KOTOBUKISEIKA GROUP	14,545	15,730	1,184	8.1	3,240	3,497	256
SALES SUBSIDIARIES	7,227	7,800	572	7.9	946	1,040	93
OTHERS	692	690	△2	△ 0.3	55	48	△7
SEGMENTS TOTAL	78,647	86,130	7,482	9.5	16,064	17,960	1,895
ADJUSTMENT	△6,297	△6,460	△162	—	1,546	1,690	143
TOTAL	72,349	79,670	7,320	10.1	17,610	19,650	2,039