

# Kakuyasu Group Disclose FY2024 Interim Financial Results

- Sales growth of +3.6% YoY.
- Operating profit declined because of a base pay increase and headcount increase.

Tokyo, November 14, 2024 – Kakuyasu Group Co.,Ltd. (TSE: 7686) announced FY2024 Q2(interim) financial results, reflecting continuing strong sales driven by B2B sales while prior investment to strengthen the logistics capabilities lowered profits.

## FY2024 Interim Results Highlights

- Consolidated sales of JPY 65.9 billion, up 3.6%
  - ✓ Quick Delivery of JPY 38.5 billion, up 6.2%.
  - ✓ Route Delivery of JPY 18.8 billion, up 6.5%.
  - ✓ Store Sales of JPY 7.7 billion, down 6.8%.
- Gross profit of JPY 15.1 billion, up 6.8%.
- Operating profit of JPY 0.7 billion, down 33.6%.

## Excerpted Consolidated Profit Performance

(JPY in billion)	FY24 Q1~Q2	FY23 Q1~Q2	Change	
Sales	65.9	63.6	2.3	3.6%
Gross Profit	15.1	14.2	0.9	6.3%
SGA Expenses	14.4	13.0	1.4	10.8%
Operating Profit	0.7	1.1	-0.4	-36.4%
Recurring Profit	0.7	1.1	-0.4	-36.4%
Net Profit	0.2	0.4	-0.2	-50.0%
Gross Margin	23.0%	22.3%	—	—
Operating Margin	1.1%	1.8%	—	—

## SGA Expenses Breakdown

(JPY in billion)	FY24 Q1~Q2	FY23 Q1~Q2	Change	
Headcount Expenses	8.7	7.5	1.2	16.5%
Advertising & Sales Promotion	0.2	0.4	-0.2	-38.8%
Others	5.4	5.1	0.3	5.5%
SGA Expenses in Total	14	13	1.0	10.3%

- Advertising & Sales Promotion
  - ✓ CM aired in previous fiscal year, was not aired this fiscal year

Segment Breakdown

(JPY in billion)	FY24 Q1~Q2	FY23 Q1~Q2	Change	
Sales	65.9	63.6	2.3	3.6%
Quick Delivery	38.5	36.3	2.2	6.2%
Route Delivery	18.8	17.6	1.2	6.5%
Store Sales	7.7	8.3	-0.6	-6.8%
Others	0.8	1.3	-0.5	-40.5%
Operating Profit	0.7	1.1	-0.4	-33.6%
Quick Delivery	1.1	0.9	0.2	12.2%
Route Delivery	0.3	0.3	0	4.2%
Store Sales	0	0.3	-0.3	-87.8%
Others	0	0.2	-0.2	-59.2%
Adjustments	-0.8	-0.7	-0.1	n.a.

- Quick Delivery
  - ✓ Quick delivery system of liquor and goods by small vehicle or non-vehicle to various places on demand basis, from small warehouses or stores.
  - ✓ Strong sales performance continues.
- Route Delivery
  - ✓ Punctual delivery system of liquor and goods by vehicle to predetermined places on specific date, time, and route, from Kakuyasu distribution centers.
  - ✓ Sales has been grown steadily.
- Store Sales
  - ✓ Sales declined mainly because the temporary boom caused by local government held cashless campaign last year cooled down this year.
- Adjustment
  - ✓ It mainly includes expenses for management and shared assets unattributable to segments.

Excerpted Balance Sheet

(JPY in billion)	End of '24 September	End of '24 March	Change
Current Assets	21.0	21.4	-0.4
Cash	2.9	3.1	-0.2
A/R	9.3	9.8	-0.5
Inventory	5.3	5.7	-0.4
Non-current As	13.0	12.5	0.5
Total	34.0	34.0	0.0

(JPY in billion)	End of '24 September	End of '24 March	Change
Liabilities	29.8	29.8	0.0
A/P	16.4	16.0	0.4
Debt	8.7	8.6	0.1
Net Assets	4.2	4.1	0.1
Total	34.0	33.9	0.1

FY2024 Full-Year Earnings Guidance

(JPY in billion)	FY24 Q1~Q2 Results	FY24 Full-Year Guidance	Progress
Sales	65.9	136.8	48.2%
Operating Profit	0.7	3.0	25.0%
Recurring Profit	0.7	2.9	24.2%
Net Profit	0.2	1.6	17.6%

## *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.*