



2025/2/17

Code 9997 (PRIME) Belluna Co., Ltd

Consolidated Monthly Sales Growth (year-on-year)

In January, all city hotels in the hotel business exceeded their sales in the same month of the previous year, and resort hotels also continued to perform well. As a result, net sales were 2,256 million yen, up 26% from the same month of the previous year.

In March, the SAPPORO HOTEL by GRANBELL will open at the north exit of Sapporo Station.

In the specialty mail-order business, sales in the wine business were 764 million yen, up 7% from the same month of the previous year due to strong new customer acquisition, however, sales in the gourmet business were 1,246 million yen, down 19% from the same month of the previous year due to the earlier posting of sales for some products in the Gourmet business compared to the same month last year.

As a result, consolidated group sales for January totaled 14,108 million yen, down 0.2% from the same month of the previous year.

[FY ending March 31, 2025] From April 2024 to March 2025

(Unit: million yen)

| | | January 2025 (single month) | | | | January 2025 (cumulative total) | | | |
|-----------------------------|--------------------------------|--|--|-------------|------------|--|--|---------------|------------|
| | | Actual results for the current fiscal year | Results for the same period of the previous year | YoY Change | | Actual results for the current fiscal year | Results for the same period of the previous year | YoY Change | |
| Growth | Hotels | 2,256 | 1,793 | +463 | +26% | 21,762 | 16,923 | +4,839 | +29% |
| | Income, Solar | 511 | 447 | +64 | +14% | 5,151 | 4,424 | +726 | +16% |
| | Property Subtotal | 2,767 | 2,240 | +526 | +23% | 26,912 | 21,347 | +5,565 | +26% |
| | Cosmetics & Health Food | 933 | 1,012 | -78 | -8% | 9,481 | 10,070 | -589 | -6% |
| | Gourmet | 1,246 | 1,534 | -289 | -19% | 19,295 | 19,418 | -123 | -1% |
| | Wine | 764 | 711 | +53 | +7% | 7,658 | 7,788 | -130 | -2% |
| | Nurse-related | 832 | 821 | +11 | +1% | 9,184 | 9,236 | -52 | -1% |
| | Specialty mail-order Subtotal | 3,775 | 4,078 | -303 | -7% | 45,618 | 46,512 | -894 | -2% |
| | Growth Subtotal | 6,542 | 6,318 | +224 | +4% | 72,530 | 67,859 | +4,671 | +7% |
| Sustainability | Kimono-related | 1,424 | 1,472 | -48 | -3% | 15,600 | 16,274 | -674 | -4% |
| | Apparel & Goods | 4,476 | 4,651 | -175 | -4% | 63,894 | 63,463 | +431 | +1% |
| | Other | 198 | 184 | +15 | +8% | 2,621 | 2,525 | +96 | +4% |
| | Sustainability Subtotal | 6,098 | 6,307 | -209 | -3% | 82,115 | 82,262 | -147 | -0% |
| Database Utilization | | 1,468 | 1,507 | -40 | -3% | 15,048 | 14,700 | +348 | +2% |
| Consolidated Total | | 14,108 | 14,132 | -25 | -0% | 169,694 | 164,822 | +4,872 | +3% |

(NOTE)

- 1.This data is calculated on basis before adjustment.
- 2.Overseas hotels sales are not included in the Property segment.
- 3.Sales of Ozio's overseas subsidiary are not included in the Cosmetics & Health Food segment.
- 4.Sales of JOB STUDIO, an overseas subsidiary are not included in the Nurse-related segment.
- 5.Sales of Aging Beef Co., Ltd. are included in Hotels segment from October 2024.

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