



2025/3/17

Code 9997 (PRIME) Belluna Co., Ltd

## Consolidated Monthly Sales Growth (year-on-year)

In February, both urban hotels and domestic resort hotels continued to perform well in the hotel business, especially in the Hokkaido area. As a result, net sales were 2,264 million yen, up 28% from the same month of the previous year.

In the specialty mail-order business, the wine business posted sales of 845 million yen, up 18% y-o-y, on the back of favorable new customer acquisition and a large increase in sales from pre-order sales. On the other hand, sales in the gourmet foods business declined 11% y-o-y to 1,570 million yen.

As a result, consolidated group sales for February totaled 15,349 million yen, down 2% y-o-y.

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

(Unit: million yen)

	February 2025 (single month)				February 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	2,264	1,773	+491	+28%	24,026	18,696	+5,330	+29%
	Income, Solar	526	452	+74	+16%	5,676	4,877	+800	+16%
	Property Subtotal	2,790	2,225	+565	+25%	29,702	23,573	+6,130	+26%
	Cosmetics & Health Food	990	1,033	-43	-4%	10,471	11,103	-632	-6%
	Gourmet	1,570	1,754	-184	-11%	20,864	21,172	-308	-1%
	Wine	845	714	+131	+18%	8,503	8,502	+1	+0%
	Nurse-related	742	790	-49	-6%	9,926	10,027	-101	-1%
	Specialty mail-order Subtotal	4,146	4,291	-145	-3%	49,764	50,804	-1,039	-2%
	<b>Growth Subtotal</b>	<b>6,936</b>	<b>6,517</b>	<b>+419</b>	<b>+6%</b>	<b>79,466</b>	<b>74,376</b>	<b>+5,090</b>	<b>+7%</b>
Sustainability	Kimono-related	1,693	1,792	-99	-6%	17,294	18,066	-773	-4%
	Apparel & Goods	4,916	5,471	-555	-10%	68,811	68,935	-124	-0%
	Other	183	211	-28	-13%	2,804	2,736	+68	+2%
	<b>Sustainability Subtotal</b>	<b>6,793</b>	<b>7,475</b>	<b>-682</b>	<b>-9%</b>	<b>88,908</b>	<b>89,737</b>	<b>-829</b>	<b>-1%</b>
<b>Database Utilization</b>	<b>1,620</b>	<b>1,638</b>	<b>-18</b>	<b>-1%</b>	<b>16,668</b>	<b>16,338</b>	<b>+330</b>	<b>+2%</b>	
<b>Consolidated Total</b>	<b>15,349</b>	<b>15,630</b>	<b>-281</b>	<b>-2%</b>	<b>185,043</b>	<b>180,452</b>	<b>+4,591</b>	<b>+3%</b>	

(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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