



2024/8/20

Code 9997 (PRIME) Belluna Co., Ltd

Consolidated Monthly Sales Growth (year-on-year)

In July, the hotel business continued to perform well overall, resulting in total sales of 2,236 million yen, up 30% from the previous year.

In the specialty mail-order business, the Nurse-related business posted sales of 976 million yen, up 10% from the previous year, as a result of improved catalog efficiency and expanded e-commerce sales.

In the Apparel & Goods business, the number of new customers acquired and the number of active customers increased, resulting in net sales of 5,869 million yen, up 15% from the previous year.

As a result, consolidated group sales for July totaled 16,063 million yen, up 9% from the previous year.

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

(Unit: million yen)

		July 2024 (single month)				July 2024 (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	
G r o w t h	Hotels	2,236	1,719	+517	+30%	7,451	5,479	+1,972	+36%
	Income, Solar	521	516	+5	+1%	2,090	1,725	+365	+21%
	Property Subtotal	2,758	2,235	+522	+23%	9,541	7,205	+2,336	+32%
	Cosmetics & Health Food	957	979	-23	-2%	3,727	4,118	-392	-10%
	Gourmet	1,500	1,434	+65	+5%	5,768	5,760	+8	+0%
	Wine	773	718	+54	+8%	2,974	3,029	-55	-2%
	Nurse-related	976	889	+88	+10%	4,268	4,272	-4	-0%
	Specialty mail-order Subtotal	4,205	4,021	+185	+5%	16,736	17,179	-443	-3%
	Growth Subtotal	6,963	6,256	+707	+11%	26,278	24,384	+1,894	+8%
S u s t a i n a b i l i t y	Kimono-related	1,694	1,845	-151	-8%	5,483	5,880	-398	-7%
	Apparel & Goods	5,869	5,119	+750	+15%	27,710	27,023	+687	+3%
	Other	195	187	+8	+4%	1,002	1,123	-121	-11%
	Sustainability Subtotal	7,758	7,152	+606	+8%	34,194	34,025	+169	+0%
Database Utilization		1,342	1,269	+72	+6%	5,979	5,933	+46	+1%
Consolidated Total		16,063	14,677	+1,386	+9%	66,451	64,343	+2,108	+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.

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