



2024/10/15

Code 9997 (PRIME) Belluna Co., Ltd

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

In September, the hotel business continued to perform well in both city and resort hotels, with the Le Grand Kyukaruizawa Hotel recording the highest single-month sales in its history. As a result, net sales totaled 2,130 million yen, up 11% from the previous year.

In the specialty mail-order business, sales in the wine business were 630 million yen, down 19% from the previous year, as the month in which sales from pre-order sales are recorded has been pushed back compared to last year.

As a result, consolidated group sales for September totaled 15,326 million yen, up 1% from the previous year.

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

(Unit: million yen)

		September 2024 (single month)				September 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	2,130	1,917	+213	+11%	12,355	9,685	+2,670	+28%
	Income, Solar	517	446	+71	+16%	3,137	2,612	+525	+20%
	Property Subtotal	2,647	2,363	+284	+12%	15,491	12,296	+3,195	+26%
	Cosmetics & Health Food	906	972	-67	-7%	5,552	6,027	-475	-8%
	Gourmet	1,235	1,281	-46	-4%	8,280	8,157	+123	+2%
	Wine	630	775	-145	-19%	4,189	4,336	-147	-3%
	Nurse-related	766	796	-30	-4%	5,764	5,827	-63	-1%
	Specialty mail-order Subtotal	3,536	3,824	-288	-8%	23,785	24,347	-562	-2%
	<b>Growth Subtotal</b>	<b>6,183</b>	<b>6,187</b>	<b>-4</b>	<b>-0%</b>	<b>39,277</b>	<b>36,643</b>	<b>+2,633</b>	<b>+7%</b>
S u s t a i n a b i l i t y	Kimono-related	2,927	2,826	+101	+4%	10,115	10,457	-342	-3%
	Apparel & Goods	4,559	4,662	-103	-2%	35,354	34,748	+607	+2%
	Other	175	197	-22	-11%	1,347	1,485	-138	-9%
	<b>Sustainability Subtotal</b>	<b>7,661</b>	<b>7,685</b>	<b>-25</b>	<b>-0%</b>	<b>46,816</b>	<b>46,690</b>	<b>+126</b>	<b>+0%</b>
Database Utilization		1,481	1,336	+145	+11%	8,745	8,674	+71	+1%
<b>Consolidated Total</b>		<b>15,326</b>	<b>15,209</b>	<b>+117</b>	<b>+1%</b>	<b>94,838</b>	<b>92,007</b>	<b>+2,831</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.

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