



2025/6/16

Code 9997 (PRIME) Belluna Co., Ltd

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

In May, the hotel business posted a significant year-on-year increase in revenues due to the generally strong performance of both city and resort hotels, as well as the addition of the Sapporo Hotel by Granbell's results. As a result, net sales were 2,566 million yen, up 37% from the same month of the previous year.

In the Apparel & Goods business, while sales of goods in the clothing and sundries merchandise category were strong, sales of apparel merchandise struggled. There were the effects of curbing the volume of paper publications, as in the previous month, in order to focus on profitability, as well as the impact of lower sales from the mall business, whose services were terminated at the end of the previous fiscal year. As a result, net sales totaled 6,883 million yen, down 16% from the same month of the previous year.

As a result, consolidated group sales for May totaled 17,549 million yen, down 2% from the same month of the previous year.

[FY ending March 31, 2026] From April 2025 to March 2026

(Unit: million yen)

|                             | May 2025 (single month)                    |  |              |               | May 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                                     | 2,566  | 1,880        | +687          | +37%                                       | 4,568  | 3,385         | +1,183        | +35%        |
|                             | Income, Solar                              | 686  | 531          | +155          | +29%                                       | 1,316  | 1,045         | +271          | +26%        |
|                             | Property Subtotal                          | 3,253  | 2,411        | +841          | +35%                                       | 5,884  | 4,430         | +1,454        | +33%        |
|                             | Cosmetics & Health Food                    | 820  | 939          | -118          | -13%                                       | 1,671  | 1,813         | -142          | -8%         |
|                             | Gourmet                                    | 1,471  | 1,543        | -71           | -5%  | 2,815  | 2,870         | -56           | -2%         |
|                             | Wine                                       | 759  | 808          | -50           | -6%  | 1,554  | 1,511         | +43           | +3%         |
|                             | Nurse-related                              | 1,009  | 995          | +14           | +1%  | 2,331  | 2,344         | -13           | -1%         |
|                             | Specialty mail-order Subtotal              | 4,060  | 4,285        | -225          | -5%  | 8,370  | 8,539         | -169          | -2%         |
|                             | <b>Growth Subtotal</b>                     | <b>7,312</b>                                     | <b>6,696</b> | <b>+616</b>   | <b>+9%</b>                                 | <b>14,254</b>                                    | <b>12,969</b> | <b>+1,286</b> | <b>+10%</b> |
| Sustainability              | Kimono-related                             | 1,204  | 1,244        | -41           | -3%  | 2,023  | 2,185         | -162          | -7%         |
|                             | Apparel & Goods                            | 6,883  | 8,193        | -1,310        | -16%                                       | 13,258   | 15,052        | -1,794        | -12%        |
|                             | Other                                      | 468  | 273          | +195          | +72%                                       | 708  | 594           | +114          | +19%        |
|                             | <b>Sustainability Subtotal</b>             | <b>8,554</b>                                     | <b>9,710</b> | <b>-1,156</b> | <b>-12%</b>                                | <b>15,989</b>                                    | <b>17,832</b> | <b>-1,842</b> | <b>-10%</b> |
| <b>Database Utilization</b> | <b>1,682</b>                               | <b>1,542</b>                                     | <b>+140</b>  | <b>+9%</b>    | <b>3,293</b>                               | <b>3,097</b>                                     | <b>+196</b>   | <b>+6%</b>    |             |
| <b>Consolidated Total</b>   | <b>17,549</b>                              | <b>17,948</b>                                    | <b>-399</b>  | <b>-2%</b>    | <b>33,537</b>                              | <b>33,897</b>                                    | <b>-361</b>   | <b>-1%</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.
- 6.Sales of Sapporo Hotel by GRANBELL are included in Hotels segment from March 2025.

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