

Summary of Business Result for the First Quarter ended June 30, 2023

Date: July 31, 2023

Company name	BELLUNA CO., LTD.	Registered on the Tokyo
Stock code	9997	URL https://www.belluna.co.jp/
presentative person	Kiyoshi Yasuno, President and Representative Director	TEL (048) 771-7753
Contact person	Yuichiro Yasuno, Director and Senior Executive Officer General Manager of Administration	
Date of filing Shihanki-Houkokusho	August 9, 2023	Date of payment of cash dividends -
Drawing up of support documentation for its business result for 1Q	: Yes	
Taking place of analyst meeting for 1Q presentation	: None	

1. Consolidated Business Results for the First Quarter of FY March 2024 (April 1, 2023 – June 30, 2023)

(1) Results of Operations (cumulative)

(Note: Rounded down to ¥ Million)

FY	Net sales		Operating income		Ordinary income		Net income	
	¥ Million	%(YOY)	¥ Million	%(YOY)	¥ Million	%(YOY)	¥ Million	%(YOY)
1Q ended Jun. 2023	51,842	-3.0	1,156	-34.0	1,859	-24.1	1,385	0.2
1Q ended Jun. 2022	53,439	-9.3	1,753	-24.3	2,452	-7.8	1,382	-16.9

(Note) Comprehensive income (Consolidated):

5,153 million yen for 1Q of FY March 2024(267.9%) 1,400 million yen for 1Q of FY March 2023(-41.9%)

FY	Net income per share	Diluted net income per share
	¥	¥
1Q ended Jun. 2023	14.33	—
1Q ended Jun. 2022	14.30	—

(2) Financial Position

FY	Total assets	Net assets	Net assets excluding share subscription rights and minority interests to total assets
	¥ Million	¥ Million	%
As of Jun. 2023	291,840	130,701	44.4
As of Mar. 2023	285,592	126,436	43.9

(Note) Net assets excluding share subscription rights and minority interests (Consolidated):

129,620 million yen as of Jun. 30, 2023 125,496 million yen as of Mar. 31, 2023

2. Dividends

	Annual cash dividends per share				
	at 1st quarter end	at 2nd quarter end	at 3rd quarter end	at fiscal year end	total
	yen	yen	yen	yen	yen
FY ended Mar. 2023	—	10.00	—	10.00	20.00
FY ended Mar. 2024	—				
FY ending Mar. 2024 (forecast)		10.25	—	10.25	20.50

(Note) Revision in forecast of dividends: None

3. Forecast of Consolidated Financial Performance in FY March 2024 (April 1, 2023- March 31, 2024)

FY	Net sales		Operating income		Ordinary income		Net income		Net income per share
	¥ Million	%(YOY)	¥ Million	%(YOY)	¥ Million	%(YOY)	¥ Million	%(YOY)	¥
1st half 2023	99,200	0.4	4,100	11.1	4,400	-5.8	3,200	12.3	33.10
FY ending Mar. 2024	219,000	3.1	14,000	24.8	14,700	18.0	9,400	26.7	97.22

(Note) Revision in forecast of consolidated financial performance: None

4. Others

(1) Significant changes in scope of consolidation : None

(2) Simplified accounting method adopted : None

(3) Changes in accounting policies

1. Changes due to changes in accounting standard : None

2. Other changes : None

3. Change in accounting estimate : None

4. Re-statement : None

(4) Number of shares issued

1. Number of outstanding shares at the fiscal year/period end (including treasury shares):

97,244,472 shares as of Jun. 30, 2023 97,244,472 shares as of Mar. 31, 2023

2. Number of treasury shares at the fiscal year/period end:

554,248 shares as of Jun. 30, 2023 554,248 shares as of Mar. 31, 2023

3. Outstanding averaged number of shares:

96,690,224 shares for 1Q of FY March 2024 (April 1, 2023 - June 30, 2023)

96,685,233 shares for 1Q of FY March 2023 (April 1, 2022 - June 30, 2022)

[Reference] Sales by Business Segment

The First Quarter of FY March 2023 (April 1, 2022 - June 30, 2022)

(Note: Rounded down to ¥ Million)

	Mail Oder business					
	Apparel & Goods	Cosmetics & Health food	Gourmet	Nurse-Related	Database Utilization	Subtotal
Net Sales	26,549	3,629	6,716	4,139	3,757	44,791
(1) Sales to customers	26,428	3,629	6,666	4,132	3,712	44,569
(2) Internal sales or transfers to/from segments	121	0	49	6	44	222
Segment Income / Loss	820	273	183	154	1,424	2,856

	Kimono-Related	Property	Other	Adjustments (Note1)	Consolidated total on profit and loss statements (Note2)
Net Sales	4,419	3,235	1,285	-292	53,439
(1) Sales to customers	4,394	3,217	1,258	—	53,439
(2) Internal sales or transfers to/from segments	25	17	27	-292	—
Segment Income / Loss	-813	-219	47	-117	1,753

(Note)

1. Adjustments of segment income / loss: 67 million yen for Elimination and corporate amount, and -184 million yen for depreciation

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- for goodwill.
- Operating income on profit and loss statements for 1Q was calculated from Segment Income and Adjustments.

The First Quarter of FY March 2024(April 1, 2023- June 30, 2023)

(Note: Rounded down to ¥ Million)

	Mail Oder business					
	Apparel & Goods	Cosmetics & Health food	Gourmet	Nurse-Related	Database Utilization	Subtotal
Net Sales	21,911	3,764	6,733	3,792	4,357	40,560
(2) Sales to customers	21,872	3,764	6,678	3,792	4,339	40,446
(2) Internal sales or transfers to/from segments	39	0	55	0	17	113
Segment Income / Loss	278	-41	82	249	1,380	1,950

	Kimono-Related	Property	Other	Adjustments (Note1)	Consolidated total on profit and loss statements (Note2)
Net Sales	3,991	6,333	1,132	-175	51,842
(2) Sales to customers	3,971	6,312	1,111	—	51,842
(2) Internal sales or transfers to/from segments	19	21	20	-175	—
Segment Income / Loss	-851	209	-28	-122	1,156

(Note)

- Adjustments of segment income / loss: 70 million yen for Elimination and corporate amount, and -193 million yen for depreciation for goodwill.
- Operating income on profit and loss statements for 1Q was calculated from Segment Income and Adjustments.

(Note) The forecasts contained in this material reflect the judgment of the information which the Company obtains as of the time of the preparation this material, and the assumption which is deemed reasonable by the Company. The actual results may differ from the forecasts caused by some factors.

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