

Kakuyasu Monthly Sales Bulletin



October 6, 2023
Kakuyasu Group Co.,Ltd.

Kakuyasu Group updates a latest monthly sales bulletin.
Figures are shown as those from Kakuyasu on non-consolidated basis.

Sales performance on a year-on-year basis.

			Business Sales	Household Sales	Total Sales		
FY2023	CY2023	April	124.4%	103.3%	116.9%		
		May	122.3%	101.3%	114.6%		
		June	116.1%	106.6%	113.2%		
		July	129.4%	111.3%	122.6%		
		August	136.0%	115.8%	128.2%		
		September	116.9%	98.8%	109.4%		
		October					
		November					
		December					
			CY2024	January			
				February			
				March			
				First Half of FY2023	123.9%	106.1%	117.3%
		Second Half of FY2023					
		Throughout FY2023	123.9%	106.1%	117.3%		

In September, Business sales were 116.9% YoY as both the number of customers and the average spending per customer exceeded those of the last month.

Household sales slightly declined to 98.8% YoY, largely because household consumers seemed somewhat reluctant to purchase liquors in September, anticipating alcohol price decrease caused by the liquor tax reduction from October 2023 thereafter.

Meanwhile, in September 2022, there was huge last-minute purchase demand before alcohol price hike from October 2022 thereafter. In inverse proportion to such last September movement, Household sales in September 2023 were at a lower growth YoY.