

# Kakuyasu Monthly Sales Bulletin



May 10, 2023  
Kakuyasu Group Co.,Ltd.

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

## Note:

Since the new coronavirus had negatively impacted our business performance, our monthly sales performance were so fluctuated on a year-on-year basis, and thus we had explained our sales performance by comparing with sales of FY2019 which had no serious damage from the virus. Meanwhile, however, we resume its YoY comparison from FY2023, because we can see that the impact of the coronavirus has been almost erased over time.

Sales performance on a year-on-year basis.

			Business Sales	Household Sales	Total Sales
FY2023	CY2023	April	124.4%	103.3%	116.9%
		May			
		June			
		July			
		August			
		September			
		October			
		November			
		December			
	CY2024	January			
		February			
		March			
		First Half of FY2023	124.4%	103.3%	116.9%
		Second Half of FY2023			
		Throughout FY2023	124.4%	103.3%	116.9%

Business sales were 124.4% YoY since the number of customers and the average spending per customer exceeded those of the same month of the previous year.

Household sales were 103.3% YoY because the average spending per customer exceeded those of the same month of the previous year, while the number of customers was lower than those of the same month last year.

As a consequence, total sales were 116.9% on a year-on-year basis.