

Kakuyasu Monthly Sales Bulletin



April 7, 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 compared with those of FY2019.

			Business Sales	Household Sales	Total Sales		
FY2022	CY2022	April	81.4%	111.2%	89.6%		
		May	83.5%	113.9%	92.2%		
		June	87.1%	109.4%	93.6%		
		July	81.6%	109.7%	90.0%		
		August	73.8%	115.0%	85.5%		
		September	91.4%	136.3%	104.3%		
		October	90.6%	119.0%	98.4%		
		November	91.3%	123.3%	100.2%		
		December	90.0%	115.8%	98.1%		
			CY2023	January	93.5%	122.4%	101.7%
				February	98.5%	125.1%	105.9%
				March	97.8%	114.4%	102.8%
		First Half of FY2022	82.7%	115.6%	92.2%		
		Second Half of FY2022	93.5%	119.5%	101.0%		
		Throughout FY2022	88.1%	117.5%	96.6%		

In March, the number of patients of the new coronavirus has continued to decline, resulting in that our sales recovered. Business sales were 97.8%, whereas the number of customers exceeded that of FY2019 (pre-coronavirus) and the average spend per customer was below that level.

Household sales were 114.4%, as both the number of customers and the average spend per customer exceeded those of FY2019 (pre-coronavirus). Total sales resulted in 102.8%.

cf. Sales performance on a year-on-year basis.

			Business Sales	Household Sales	Total Sales		
FY2022	CY2022	April	164.7%	95.7%	131.6%		
		May	315.2%	88.1%	164.3%		
		June	214.3%	92.1%	147.4%		
		July	183.1%	94.1%	136.2%		
		August	250.0%	88.4%	147.6%		
		September	233.3%	106.4%	161.6%		
		October	125.6%	97.3%	114.4%		
		November	114.4%	102.2%	110.4%		
		December	115.8%	104.2%	112.0%		
			CY2023	January	152.1%	99.3%	128.8%
				February	201.4%	99.7%	150.7%
				March	154.3%	98.8%	131.1%
		First Half of FY2022	215.6%	94.0%	146.9%		
		Second Half of FY2022	137.3%	100.4%	122.4%		
		Throughout FY2022	165.1%	97.1%	132.9%		