

## Kakuyasu Monthly Sales Bulletin



February 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.

In addition, they are compared with sales of FY2019 for the time being because a YoY comparison ends up too volatile.

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%        |               |               |
|        |        |                   | <b>CY2023</b>  | <b>January</b>        | <b>93.5%</b> | <b>122.4%</b> | <b>101.7%</b> |
|        |        |                   |                | First Half of FY2022  | 82.7%        | 115.6%        | 92.2%         |
|        |        |                   |                | Second Half of FY2022 | 91.2%        | 119.6%        | 99.5%         |
|        |        | Throughout FY2022 | 86.2%          | 117.2%                | 95.2%        |               |               |

In January, the number of new coronavirus infections declined and our sales continued to recover. In Business sales, since the average spending per customer at chain restaurants has improved, its sales were 93.5%. Household sales were 122.4%, which came from the fact that the number of customers and the average customer spending exceeded pre-coronavirus levels. Consequently, total sales were 101.7%.

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%        |              |               |
|        |        |                   | <b>CY2023</b>  | <b>January</b>        | <b>152.1%</b> | <b>99.3%</b> | <b>128.8%</b> |
|        |        |                   |                | First Half of FY2022  | 215.6%        | 94.0%        | 146.9%        |
|        |        |                   |                | Second Half of FY2022 | 124.4%        | 101.0%       | 115.5%        |
|        |        | Throughout FY2022 | 163.6%         | 96.8%                 | 131.6%        |              |               |