

## Kakuyasu Monthly Sales Bulletin



January 11, 2023  
Kakuyasu Group Co.,Ltd.

Kakuyasu Group updates a latest monthly sales bulletin.

Figures are shown as those from Kakuyasu on non-consolidated basis.

Furthermore, they are compared with sales of FY2019 for the time being because its 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%
		<b>December</b>	<b>90.0%</b>	<b>115.8%</b>	<b>98.1%</b>
First Half of FY2022			82.7%	115.6%	92.2%
Second Half of FY2022			90.6%	118.9%	98.8%
Throughout FY2022			85.5%	116.7%	94.5%

In December, a recovery trend continues overall. Business sales were 90.0% as the number of customers was on the rise. Household sales were 115.8%, resulting from a variety of rewards points campaigns local governments sponsored. As a result, total sales ended up 98.1%.

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%
First Half of FY2022			215.6%	94.0%	146.9%
Second Half of FY2022			118.2%	101.5%	112.2%
Throughout FY2022			165.0%	96.5%	131.9%

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