

Kakuyasu Monthly Sales Bulletin



October 7, 2022
Kakuyasu Group Co.,Ltd.

Kakuyasu Group updates a latest monthly sales bulletin.

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

Meanwhile, they are compared with sales of FY2019 for the time being because a YoY comparison remains 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% |
| First Half of FY2022 | | | 82.7% | 115.6% | 92.2% |
| Second Half of FY2022 | | | | | |
| Throughout FY2022 | | | 82.7% | 115.6% | 92.2% |

In September, there were last-minute large purchase of alcohol and beverage in anticipation of large-scaled price hike from October hereafter.

Such movement resulted in higher sales for both Business and Household sales, 91.4% and 136.3%, respectively. Total sales were 104.3% after all.

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% |
| First Half of FY2022 | | | 215.6% | 94.0% | 146.9% |
| Second Half of FY2022 | | | | | |
| Throughout FY2022 | | | 215.6% | 94.0% | 146.9% |