

## Kakuyasu Monthly Sales Bulletin



February 7, 2024  
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 on a year-on-year basis.

|        |        |                       | Business Sales | Household Sales | Total Sales   |               |               |
|--------|--------|-----------------------|----------------|-----------------|---------------|---------------|---------------|
| FY2023 | CY2023 | April                 | 124.4%         | 103.3%          | 116.9%        |               |               |
|        |        | May                   | 122.3%         | 101.3%          | 114.6%        |               |               |
|        |        | June                  | 116.1%         | 106.6%          | 113.2%        |               |               |
|        |        | July                  | 129.4%         | 111.3%          | 122.6%        |               |               |
|        |        | August                | 136.0%         | 115.8%          | 128.2%        |               |               |
|        |        | September             | 116.9%         | 98.8%           | 109.4%        |               |               |
|        |        | October               | 117.3%         | 101.8%          | 112.2%        |               |               |
|        |        | November              | 115.2%         | 100.8%          | 110.2%        |               |               |
|        |        | December              | 117.6%         | 102.2%          | 112.1%        |               |               |
|        |        |                       | <b>CY2024</b>  | <b>January</b>  | <b>114.7%</b> | <b>100.6%</b> | <b>109.9%</b> |
|        |        |                       |                | February        |               |               |               |
|        |        |                       |                | March           |               |               |               |
|        |        | First Half of FY2023  | 123.9%         | 106.1%          | 117.3%        |               |               |
|        |        | Second Half of FY2023 | 116.3%         | 101.4%          | 111.2%        |               |               |
|        |        | Throughout FY2023     | 120.4%         | 104.2%          | 114.5%        |               |               |

Business sales were 114.7% YoY since the number of customers and the average spending per customer exceeded those of the same month of the previous year.

Household sales resulted in 100.6% YoY because the average spending per customer exceeded those of the same month of the previous year.

And therefore, total sales were 109.9% on a year-on-year basis.