

Kakuyasu Monthly Sales Bulletin



February 7, 2025
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.

| | | | Quick Delivery | Route Delivery | Store Sales | Total Sales | | |
|--------|--------|-----------------------|----------------------|----------------|---------------|---------------|--------------|---------------|
| FY2024 | CY2024 | April | 107.6% | 105.8% | 98.9% | 105.0% | | |
| | | May | 108.4% | 108.0% | 102.3% | 106.6% | | |
| | | June | 107.8% | 107.8% | 106.0% | 107.0% | | |
| | | July | 106.1% | 102.6% | 87.2% | 101.2% | | |
| | | August | 106.3% | 108.3% | 84.2% | 102.5% | | |
| | | September | 102.7% | 106.9% | 83.4% | 99.7% | | |
| | | October | 107.1% | 104.4% | 92.8% | 103.8% | | |
| | | November | 107.1% | 105.6% | 96.1% | 104.5% | | |
| | | December | 105.2% | 100.6% | 93.6% | 101.4% | | |
| | | | CY2025 | January | 107.0% | 103.8% | 94.9% | 104.0% |
| | | | | February | | | | |
| | | | | March | | | | |
| | | | First Half of FY2024 | 106.5% | 106.5% | 93.1% | 103.6% | |
| | | Second Half of FY2024 | 106.5% | 103.4% | 94.2% | 103.3% | | |
| | | Throughout FY2024 | 106.5% | 105.2% | 93.6% | 103.5% | | |

Quick Delivery's sales reached 107.0% YoY , driven mainly by higher average customer spending compared to the same month last year.

Route Delivery's sales were 103.8% YoY, as both the number of customers and their average spending increased.

Store Sales declined to 94.9% YoY, due to a decrease in the number of customers.

As a result, total sales in January 2025 stood at 104.0% YoY.