



HitoMile Monthly Sales Bulletin

July 14, 2026
HitoMile Co.,Ltd.

HitoMile updates a latest monthly sales bulletin.

The Company has reviewed its managerial classifications to ensure that the actual state of its business activities can be properly evaluated and newly adopted two reportable segments from FY2026. The monthly sales bulletin follows suit from this April thereafter.

Sales performance on a year-on-year basis.

			Seller	Platform	Total Sales
FY2026	CY2026	April	104.2%	128.3%	104.2%
		May	103.4%	126.9%	103.3%
		June	98.6%	126.3%	98.5%
		First Half of FY2026	102.0%	127.2%	102.0%
		Second Half of FY2026			
		Throughout FY2026			

In the Seller Segment, sales reached 98.6% year-on-year. Although sales to restaurants at Kakuyasu saw continued growth in customer numbers, the average spend per customer declined due to a slowdown in the restaurant market. Additionally, sales to households experienced a decrease in customer numbers due to the impact of rising prices.

In the Platform Segment, sales reached 126.3% year-on-year, driven by an increase in outsourced delivery services from the Seller Business (intersegment transactions) and a rise in orders for paid delivery services.

As a result, consolidated total sales rose to 98.5% year-on-year.

※ Notes

- (1) "Seller Segment" refers to businesses involved in the sale of in-house products to restaurants, individual consumers, and corporate clients, as well as E-commerce operations and wholesaling to other liquor retailers.
- (2) "Platform Segment" refers to businesses responsible for marketplace operations and paid delivery services.
- (3) Sales for each segment include intersegment transactions.
- (4) Consolidated total sales have been adjusted to eliminate intersegment transactions.
- (5) This data represents preliminary figures and does not constitute official financial data.