

# Kakuyasu Monthly Sales Bulletin



June 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.

			Quick Delivery	Route Delivery	Store Sales	Total Sales
FY2024	CY2024	April	107.6%	105.8%	98.9%	105.0%
		<b>May</b>	<b>108.4%</b>	<b>108.0%</b>	<b>102.3%</b>	<b>106.6%</b>
		June				
		First Half of FY2024	108.0%	106.9%	100.6%	105.8%
		Second Half of FY2024				
		Throughout FY2024				

Quick Delivery resulted in 108.4% YoY in sales because the average spending per customer outweighed that of the same month of the previous year.

Route Delivery ended up to 108.0% YoY in sales because both the number of customers and the average spending per customer increased compared to those numbers of the last year.

Store Sales were 102.3% YoY since the customer's average spending was larger than that of the last year.

Consequently, aggregate sales in May'24 were 106.6% on a year-on-year basis.

The Company has reviewed its managerial classifications to ensure that the actual state of its business activities can be properly evaluated and newly adopted three reportable segments from FY2024. The monthly sales bulletin has followed suit since April 2024, based on the following revised classifications.

New Segments	Definitions	Recipients
Quick Delivery	Quick delivery system of liquor and goods by small vehicle or non-vehicle to various places on demand basis, from small warehouses or stores.	Privately owned restaurants, general consumers, general corporations, and individuals etc.
Route Delivery	Punctual delivery system of liquor and goods by vehicle to predetermined places on specific date, time, and route, from distribution centers.	Nation-wide chain restaurants, regional chain restaurants, hotels, and so on.
Store Sales	Over-the-counter sales at stores.	Store visitors.