

Kakuyasu Monthly Sales Bulletin



September 6, 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% |
| | | 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% |
| | First Half of FY2024 | | 107.2% | 106.4% | 95.1% | 104.4% |
| | Second Half of FY2024 | | | | | |
| Throughout FY2024 | | | | | | |

Quick Delivery's sales rose to 106.3% YoY, driven by an increase in average customer spending compared to the same month last year.

Route Delivery achieved 108.3% YoY in sales, as both the number of customers and their average spending saw an increase compared to last year.

In Store Sales, the number of customers and the average spending per customer fell below the same month of the previous year, resulting in sales of 84.2% YoY. It should be noted that the absence of the significant boost impact of last year's cashless campaign conducted by the local government has led to a lower growth rate this year, consistent with the previous month.

Accordingly, total sales in August'24 resulted in 102.5% on a year-on-year basis.