

# Kakuyasu Monthly Sales Bulletin



April 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	105.8%	102.1%	90.7%	102.7%
		<b>March</b>	<b>108.2%</b>	<b>106.7%</b>	<b>99.1%</b>	<b>106.7%</b>
		First Half of FY2024	106.5%	106.5%	93.1%	103.6%
		Second Half of FY2024	106.7%	103.8%	94.5%	103.8%
		Throughout FY2024	106.6%	105.1%	93.8%	103.7%

Quick Delivery's sales reached 108.2% YoY. Both the number of customers and the average spending per customer increased, driven by temporary demand ahead of the April price hikes by liquor manufacturers.

Route Delivery's sales rose to 106.7% YoY, also supported by increases in both customer numbers and average spending.

Store Sales declined to 99.1% YoY, as the number of customers fell. However, average customer spending increased, also influenced by the the pre-April price increase demand.

Overall, total sales in March 2025 reached 106.7% YoY.