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March 2024 Monthly YoY Change in Sales and Number of Company-owned Stores

Monthly review

We saw a steady number of customers especially in our stores near train stations, including BUTAYAMA and GANSO ABURADO, which were growing after Machida Shoten, supported by tailwind of colder weather than in March of last year especially in Eastern Japan and two days more of weekend days and holidays than in the same month of last year.
 As a result, all stores sales increased by 23.5% year on year in March and same stores sales increased by 9.5%.

Year-on-year change in sales and number of company-owned stores in Japan

Fiscal year ending October 31, 2024

		November	December	January	February	March	April	1H
All stores	Sales	135.3%	132.5%	126.9%	128.7%	123.5%		129.2%
	# of customers	129.0%	126.6%	122.5%	124.1%	118.8%		124.1%
	Average check	104.9%	104.7%	103.6%	103.7%	103.9%		104.1%
Same stores	Sales	115.5%	115.0%	112.2%	114.1%	109.5%		113.2%
	# of customers	109.8%	109.3%	107.9%	109.8%	105.0%		108.3%
	Average check	105.2%	105.3%	104.0%	104.0%	104.2%		104.5%
# of stores	Current year	189	190	190	192	194		
	Previous year	160	162	165	169	171	174	

		May	June	July	August	September	October	2H	Full year
All stores	Sales								129.2%
	# of customers								124.1%
	Average check								104.1%
Same stores	Sales								113.2%
	# of customers								108.3%
	Average check								104.5%
# of stores	Current year								
	Previous year	177	179	181	181	183	185		

Notes 1 Percentages are rounded to first decimal places.

2 Stores refer to our company-owned stores in Japan.

3 Same stores are defined as those in operation at least 16 months.

4 Same stores sales represent comparable sales (current vs. previous year) including the period with shorter business hours.

5 Numbers in the table above are preliminary and unaudited, therefore, may differ from those based on actual results in the financial statements.

(Reference) Previous fiscal year ended October 31, 2023

		November	December	January	February	March	April	1H
All stores	Sales	128.3%	128.8%	136.9%	145.0%	138.9%	140.6%	136.3%
	# of customers	124.6%	124.4%	129.9%	137.2%	132.3%	134.7%	130.4%
	Average check	103.8%	104.4%	105.4%	105.7%	105.0%	104.4%	104.5%
Same stores	Sales	112.7%	114.5%	120.2%	123.6%	117.1%	119.6%	117.9%
	# of customers	109.3%	110.1%	113.1%	116.3%	110.9%	113.8%	112.2%
	Average check	103.2%	104.1%	106.3%	106.3%	105.6%	105.1%	105.1%
# of stores	Current year	160	162	165	169	171	174	174
	Previous year	138	141	143	143	146	147	147

		May	June	July	August	September	October	2H	Full year
All stores	Sales	138.8%	139.2%	133.4%	133.2%	130.8%	130.4%	134.1%	135.1%
	# of customers	133.4%	133.4%	126.9%	126.3%	124.2%	123.8%	127.8%	129.0%
	Average check	104.1%	104.3%	105.1%	105.5%	105.3%	105.4%	104.9%	104.7%
Same stores	Sales	117.1%	117.1%	116.4%	117.0%	115.9%	114.0%	116.2%	117.0%
	# of customers	111.6%	111.4%	110.1%	110.3%	109.7%	107.7%	110.1%	111.0%
	Average check	104.9%	105.1%	105.7%	106.1%	105.7%	105.8%	105.6%	105.3%
# of stores	Current year	177	179	181	181	183	185	185	185
	Previous year	147	154	156	159	159	159	159	159

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