

HitoMile
Monthly Sales Bulletin



JANUARY 8, 2026
HitoMile Co.,Ltd.

HitoMile updates a latest monthly sales bulletin.
All figures represent the non-consolidated results of its subsidiary, Kakuyasu.

Sales performance on a year-on-year basis.

FY2025	CY2025		Quick Delivery	Route Delivery	Store Sales	Total Sales
	April		104.5%	105.3%	86.9%	102.6%
	May		106.4%	106.8%	95.7%	105.2%
	June		106.7%	106.1%	85.9%	103.8%
	July		107.8%	105.8%	95.1%	105.8%
	August		108.2%	109.8%	94.1%	106.9%
	September		108.3%	105.2%	91.3%	105.5%
	October		105.8%	106.0%	91.7%	104.3%
	November		104.6%	103.3%	93.7%	103.0%
	December		108.1%	107.2%	89.7%	105.1%
	First Half of FY2025		107.0%	106.5%	91.4%	105.0%
	Second Half of FY2025		106.3%	105.6%	91.4%	104.2%
	Throughout FY2025					

Quick Delivery sales reached 108.1% YoY, as both the number of customers and the average spending per customer exceeded those of the same month last year. The number of customers increased due to the acquisition of new customers at individual restaurants, and the average spending per customer rose as a result of year-end sales promotions.

Route Delivery sales reached 107.2% YoY, The number of customers increased due to the opening of new stores by partner chains, and the average spending per customer rose as a result of increased transactions for products other than alcoholic beverages.

Store sales were 89.7% YoY, In addition to the withdrawal from unprofitable stores, the impact of the cashback campaign implemented in Tokyo last year resulted in the number of customers falling below the level of the same month last year.

As a result, total sales rose to 105.1% on a year-on-year basis.