



HitoMile Monthly Sales Bulletin

FEBRUARY 9, 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.

| | | | Quick Delivery | Route Delivery | Store Sales | Total Sales |
|--------|--------|-----------------------|----------------|----------------|--------------|---------------|
| FY2025 | CY2025 | 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% |
| | | | | | | |
| | CY2026 | January | 107.4% | 109.4% | 94.2% | 106.5% |
| | | First Half of FY2025 | 107.0% | 106.5% | 91.4% | 105.0% |
| | | Second Half of FY2025 | 106.5% | 106.5% | 92.0% | 104.9% |
| | | Throughout FY2025 | | | | |

Quick Delivery sales reached 107.4% YoY, Due to the high number of inquiries for high-priced products, the average customer spend exceeded that of the same month last year.

Route Delivery sales reached 109.4% YoY, The number of customers increased due to the acquisition of new clients, and the average customer spend rose as a result of more orders driven by strong business performance among client chains and an increase in transactions for products other than alcoholic beverages. As both customer numbers and average spending exceeded the levels of the same month last year.

Store sales were 94.2% YoY, mainly due to the closure of unprofitable stores, which led to a decline in the number of customers compared to the same month last year.

As a result, total sales rose to 106.5% on a year-on-year basis.