

2. Monthly YoY change in sales (Domestic directly managed restaurants)

(July 2021 - December 2021)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	101.1%	89.9%		95.2%					95.2%
	# of customers	105.4%	95.1%		100.0%					100.0%
	# of restaurants at end of period	343	346							
Existing restaurants	Net sales	91.7%	81.6%		86.4%					86.4%
	# of customers	94.9%	85.7%		90.0%					90.0%
	# of restaurants at end of period	288	292							
Yakiniku restaurants	Net sales	91.5%	84.8%		87.9%					87.9%
	# of customers	94.9%	91.7%		93.2%					93.2%
	# of restaurants at end of period	141	142							
Ramen restaurants	Net sales	95.4%	82.1%		88.3%					88.3%
	# of customers	95.4%	81.2%		87.8%					87.8%
	# of restaurants at end of period	66	67							
Okonomiyaki restaurants	Net sales	83.4%	78.0%		80.7%					80.7%
	# of customers	89.3%	86.9%		88.1%					88.1%
	# of restaurants at end of period	16	16							
"Yuzu-An" restaurants	Net sales	90.7%	71.4%		80.4%					80.4%
	# of customers	93.6%	78.0%		85.4%					85.4%
	# of restaurants at end of period	58	60							
Specialty restaurants	Net sales	92.2%	83.7%		88.1%					88.1%
	# of customers	94.0%	89.9%		92.0%					92.0%
	# of restaurants at end of period	7	7							

(January 2022 - June 2022)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales										95.2%
	# of customers										100.0%
	# of restaurants at end of period										
Existing restaurants	Net sales										86.4%
	# of customers										90.0%
	# of restaurants at end of period										
Yakiniku restaurants	Net sales										87.9%
	# of customers										93.2%
	# of restaurants at end of period										
Ramen restaurants	Net sales										88.3%
	# of customers										87.8%
	# of restaurants at end of period										
Okonomiyaki restaurants	Net sales										80.7%
	# of customers										88.1%
	# of restaurants at end of period										
"Yuzu-An" restaurants	Net sales										80.4%
	# of customers										85.4%
	# of restaurants at end of period										
Specialty restaurants	Net sales										88.1%
	# of customers										92.0%
	# of restaurants at end of period										

(Note)

- The numbers in this monthly preliminary report show trends in outlet sales and customer traffic relative to the prior year, please note that the data is not representative of the Company's
- Existing restaurants are defined as those in operation 18 months or more since opening.
- Restaurants remodeled to different industry formats (e.g., from "Kalvi" to "King") are considered existing restaurants from the first month after remodeling.
- Closed restaurants (including those remodeling to a different industry) are considered existing restaurants up to one month prior to the month of closure.
- Net sales and number of customers of restaurants with less business days which had extraordinary holidays for renovation etc., are not included in existing restaurants.
- The numbers presented are preliminary, and therefore not audited by an audit corporation.
- Due to the spread of the new coronavirus (COVID-19) infections, all our directly managed stores and some franchise stores were temporarily closed in April and May 2020.

3. Number of restaurants at the end of month

(July 2021 - December 2021)

		Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Yakiniku restaurants	# of directly managed restaurants	164	166				
	# of FC restaurants	107	108				
	# of restaurants at end of period	271	274				
Ramen restaurants	# of directly managed restaurants	80	80				
	# of FC restaurants	95	95				
	# of restaurants at end of period	175	175				
Okonomiyaki restaurants	# of directly managed restaurants	17	17				
	# of FC restaurants	10	10				
	# of restaurants at end of period	27	27				
"Yuzu-An" restaurants	# of directly managed restaurants	72	72				
	# of FC restaurants	17	17				
	# of restaurants at end of period	89	89				
Specialty restaurants	# of directly managed restaurants	10	11				
	# of FC restaurants						
	# of restaurants at end of period	10	11				
Other restaurants	# of restaurants in China	16	17				
	# of restaurants at end of period	16	17				
Total	# of directly managed restaurants	343	346				
	# of FC restaurants	229	230				
	# of restaurants in China	16	17				
	# of restaurants at end of period	588	593				

(January 2022 - June 2022)

		Jan.	Feb.	Mar.	Apr.	May	Jun.
Yakiniku restaurants	# of directly managed restaurants						
	# of FC restaurants						
	# of restaurants at end of period						
Ramen restaurants	# of directly managed restaurants						
	# of FC restaurants						
	# of restaurants at end of period						
Okonomiyaki restaurants	# of directly managed restaurants						
	# of FC restaurants						
	# of restaurants at end of period						
"Yuzu-An" restaurants	# of directly managed restaurants						
	# of FC restaurants						
	# of restaurants at end of period						
Specialty restaurants	# of directly managed restaurants						
	# of FC restaurants						
	# of restaurants at end of period						
Other restaurants	# of restaurants in China						
	# of restaurants at end of period						
Total	# of directly managed restaurants						
	# of FC restaurants						
	# of restaurants in China						
	# of restaurants at end of period						

【Reference】

Fiscal year ended June 2021 Monthly YoY Change in Sales and Number of Restaurants

1. Monthly YoY change in sales (Domestic directory managed restaurants + franchise restaurants)

(July 2020 - December 2020)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	109.1%	97.8%	104.4%	103.4%	117.6%	119.7%	99.7%	111.5%	107.4%
	# of customers	102.4%	93.7%	100.1%	98.4%	111.1%	112.9%	96.9%	106.4%	102.3%
	# of restaurants at end of period	533	533	539		541	545	550		
Existing restaurants	Net sales	103.4%	91.8%	97.4%	97.1%	109.1%	111.6%	93.2%	103.8%	100.5%
	# of customers	97.7%	88.7%	93.4%	93.0%	103.3%	106.2%	91.4%	99.8%	96.4%
	# of restaurants at end of period	456	458	464		470	474	483		
Yakiniku restaurants	Net sales	110.3%	95.8%	100.4%	101.7%	115.4%	120.4%	96.9%	109.9%	105.7%
	# of customers	108.5%	93.6%	96.0%	98.9%	112.4%	122.5%	96.8%	109.8%	104.2%
	# of restaurants at end of period	222	223	225		228	229	231		
Ramen restaurants	Net sales	94.7%	89.9%	96.5%	93.5%	101.9%	97.9%	92.2%	97.1%	95.3%
	# of customers	91.9%	87.4%	93.3%	90.7%	98.6%	94.9%	89.0%	93.9%	92.3%
	# of restaurants at end of period	135	137	140		143	145	149		
Okonomiyaki restaurants	Net sales	96.3%	82.6%	93.9%	90.5%	106.6%	111.1%	80.8%	97.8%	94.0%
	# of customers	95.8%	83.1%	93.6%	90.5%	106.3%	112.8%	86.0%	100.5%	95.3%
	# of restaurants at end of period	30	29	29		28	28	28		
"Yuzu-An" restaurants	Net sales	97.2%	85.6%	91.6%	91.0%	102.3%	105.0%	89.2%	97.9%	94.6%
	# of customers	91.0%	81.6%	86.6%	86.1%	97.4%	102.4%	87.2%	95.0%	90.7%
	# of restaurants at end of period	63	63	64		64	65	68		
Specialty restaurants	Net sales	70.3%	59.1%	74.5%	67.6%	89.7%	83.5%	61.9%	76.4%	72.3%
	# of customers	73.0%	64.9%	81.9%	72.9%	90.3%	89.9%	72.1%	83.2%	78.3%
	# of restaurants at end of period	6	6	6		7	7	7		

(January 2021 - June 2021)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales	83.6%	73.6%	95.4%	84.4%	327.3%	149.1%	83.0%	141.7%	104.4%	106.0%
	# of customers	84.1%	76.8%	96.3%	85.8%	292.8%	144.0%	88.1%	140.8%	105.5%	103.8%
	# of restaurants at end of period	550	553	559		562	565	569			
Existing restaurants	Net sales	78.3%	69.1%	89.0%	79.0%	300.7%	139.0%	77.8%	132.1%	97.4%	99.0%
	# of customers	78.9%	72.0%	89.1%	80.1%	266.1%	134.2%	82.1%	130.6%	98.2%	97.2%
	# of restaurants at end of period	478	480	482		487	492	493			
Yakiniku restaurants	Net sales	79.9%	66.7%	87.2%	78.0%	318.0%	140.8%	75.0%	131.9%	96.3%	101.2%
	# of customers	80.9%	68.5%	87.8%	79.1%	322.2%	141.1%	78.2%	135.0%	97.8%	101.2%
	# of restaurants at end of period	228	230	231		232	232	235			
Ramen restaurants	Net sales	83.4%	77.4%	91.6%	84.2%	209.9%	126.0%	83.0%	122.3%	99.3%	97.1%
	# of customers	80.0%	75.6%	88.7%	81.4%	208.7%	123.4%	84.1%	121.7%	97.1%	94.5%
	# of restaurants at end of period	148	148	149		151	154	153			
Okonomiyaki restaurants	Net sales	69.6%	67.1%	80.7%	72.9%	326.8%	137.3%	74.8%	134.6%	91.5%	92.9%
	# of customers	74.5%	71.8%	84.0%	77.1%	336.8%	150.5%	81.5%	145.1%	97.5%	96.3%
	# of restaurants at end of period	27	27	27		27	27	26			
"Yuzu-An" restaurants	Net sales	71.5%	70.2%	95.1%	78.8%	481.0%	156.9%	81.8%	150.6%	101.5%	97.6%
	# of customers	71.0%	70.8%	97.2%	79.5%	487.2%	161.7%	86.0%	156.8%	103.6%	96.3%
	# of restaurants at end of period	68	68	68		70	72	72			
Specialty restaurants	Net sales	45.7%	50.9%	91.8%	60.0%	1167.3%	176.1%	71.7%	161.0%	85.1%	77.3%
	# of customers	60.2%	68.6%	102.9%	75.6%	1456.5%	276.6%	98.5%	220.1%	115.0%	92.9%
	# of restaurants at end of period	7	7	7		7	7	7			

2. Monthly YoY change in sales (Domestic directly managed restaurants)

(July 2020 - December 2020)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	112.2%	100.5%	106.8%	106.0%	120.9%	125.1%	103.0%	115.3%	110.7%
	# of customers	106.5%	96.9%	102.7%	101.7%	115.2%	119.7%	100.5%	111.1%	106.4%
	# of restaurants at end of period	310	311	316		319	322	327		
Existing restaurants	Net sales	104.0%	92.2%	97.3%	97.4%	109.3%	114.0%	93.9%	104.8%	101.1%
	# of customers	98.3%	88.6%	92.4%	92.8%	103.1%	109.5%	92.3%	101.1%	96.9%
	# of restaurants at end of period	256	257	260		265	269	274		
Yakiniku restaurants	Net sales	111.5%	97.6%	101.6%	103.1%	116.7%	123.3%	99.2%	112.1%	107.5%
	# of customers	109.1%	94.9%	96.1%	99.6%	112.9%	126.2%	99.4%	112.1%	105.7%
	# of restaurants at end of period	134	134	135		136	137	137		
Ramen restaurants	Net sales	93.7%	88.3%	94.5%	91.9%	99.7%	96.7%	91.6%	95.8%	93.9%
	# of customers	90.9%	85.9%	91.3%	89.2%	96.5%	93.3%	88.1%	92.4%	90.8%
	# of restaurants at end of period	51	52	53		56	58	60		
Okonomiyaki restaurants	Net sales	96.8%	85.1%	96.3%	92.3%	108.3%	114.6%	83.9%	100.8%	96.5%
	# of customers	96.9%	86.2%	96.2%	92.8%	108.4%	116.3%	90.0%	103.9%	98.2%
	# of restaurants at end of period	16	16	16		16	16	16		
"Yuzu-An" restaurants	Net sales	96.1%	84.9%	91.0%	90.2%	101.2%	106.6%	89.4%	98.1%	94.3%
	# of customers	89.4%	80.5%	85.8%	85.0%	95.9%	104.2%	87.3%	95.2%	90.2%
	# of restaurants at end of period	49	49	50		50	51	54		
Specialty restaurants	Net sales	70.3%	59.1%	74.5%	67.6%	89.7%	83.5%	61.9%	76.4%	72.3%
	# of customers	73.0%	64.9%	81.9%	72.9%	90.3%	89.9%	72.1%	83.2%	78.3%
	# of restaurants at end of period	6	6	6		7	7	7		

(January 2021 - June 2021)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales	84.2%	73.7%	95.0%	84.5%	643.2%	172.6%	83.0%	161.1%	108.8%	109.8%
	# of customers	85.5%	77.2%	96.7%	86.6%	640.5%	171.3%	90.2%	166.8%	112.2%	109.0%
	# of restaurants at end of period	327	328	333		335	337	340			
Existing restaurants	Net sales	77.1%	68.2%	87.3%	77.7%	600.4%	160.4%	76.9%	149.7%	100.1%	100.7%
	# of customers	78.0%	71.4%	87.7%	79.1%	589.6%	158.3%	82.3%	153.0%	102.6%	99.5%
	# of restaurants at end of period	273	272	274		279	282	284			
Yakiniku restaurants	Net sales	80.1%	66.8%	85.3%	77.5%	577.0%	163.1%	74.0%	147.3%	98.9%	103.5%
	# of customers	81.4%	69.4%	86.5%	79.1%	585.0%	162.9%	78.5%	151.7%	101.0%	103.5%
	# of restaurants at end of period	137	136	137		138	137	140			
Ramen restaurants	Net sales	82.2%	76.4%	87.9%	82.2%	546.9%	148.9%	82.9%	147.2%	105.4%	99.1%
	# of customers	78.2%	74.1%	85.0%	79.1%	538.1%	145.8%	84.3%	146.6%	102.7%	96.1%
	# of restaurants at end of period	59	59	60		62	65	64			
Okonomiyaki restaurants	Net sales	73.2%	71.1%	81.3%	75.6%	586.3%	160.1%	75.3%	151.4%	97.7%	97.0%
	# of customers	79.6%	77.4%	85.3%	81.0%	604.6%	177.9%	82.8%	165.1%	105.3%	101.4%
	# of restaurants at end of period	16	16	16		16	16	16			
"Yuzu-An" restaurants	Net sales	71.1%	69.1%	94.3%	78.1%	697.3%	162.7%	81.6%	158.2%	102.3%	97.8%
	# of customers	70.9%	70.0%	96.6%	79.0%	704.4%	168.5%	86.3%	165.9%	104.9%	96.5%
	# of restaurants at end of period	54	54	54		56	57	57			
Specialty restaurants	Net sales	45.7%	50.9%	91.8%	60.0%	1167.3%	176.1%	71.7%	161.0%	85.1%	77.3%
	# of customers	60.2%	68.6%	102.9%	75.6%	1456.5%	276.6%	98.5%	220.1%	115.0%	92.9%
	# of restaurants at end of period	7	7	7		7	7	7			

(Note)

1. The numbers in this monthly preliminary report show trends in outlet sales and customer traffic relative to the prior year, please note that the data is not representative of the Company's business.

2. Existing restaurants are defined as those in operation 18 months or more since opening.

3. Restaurants remodeled to different industry formats (e.g., from "Kalvi" to "King") are considered existing restaurants from the first month after remodeling.

4. Closed restaurants (including those remodeling to a different industry) are considered existing restaurants up to one month prior to the month of closure.

5. Net sales and number of customers of restaurants with less business days which had extraordinary holidays for renovation etc., are not included in existing restaurants.

6. The numbers presented are preliminary, and therefore not audited by an audit corporation.

7. Due to the spread of the new coronavirus (COVID-19) infections, all our directly managed stores and some franchise stores were temporarily closed in April and May 2020.