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January 2022 Monthly YoY Change in Sales and Number of Company-owned Stores

Monthly review

After a strong start to the month due to improved people's mobility during new year holidays and the weather colder than previous years in Japan, we saw a decline in customer traffic in the latter half of the month because local governments had ordered people to stay home and restaurants to shorten their business hours as the Japanese government declared a quasi-emergency, a preliminary step toward a state of emergency, in majority of 47 prefectures where the Omicron variant of COVID-19 had been spreading at a rapid pace. Under such situation, we continued to expand stores offering home delivery and to-go services.

As a result, in January, all stores sales increased by 37.0% and same stores sales including period with shorter business hours and excluding it increased by 12.2% and 0.3%, respectively year on year.

*We planned a 14.4% increase of same stores sales including the period on an annual basis at the time of formulation of forecast of the fiscal year ending October 31, 2022.

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

Fiscal year ending October 31, 2022

		November	December	January	February	March	April	1H
All stores (incl. period with shorter business hours)	Sales	127.6%	133.6%	137.0%				132.8%
	# of customers	128.0%	134.0%	139.2%				133.7%
	Average check	99.7%	99.7%	98.5%				99.3%
Same stores (incl. period with shorter business hours)	Sales	102.2%	106.8%	112.2%				107.0%
	# of customers	101.5%	105.9%	112.4%				106.4%
	Average check	100.7%	100.9%	99.9%				100.5%
Same stores (excl. period with shorter business hours)	Sales	102.2%	107.1%	100.3%				104.0%
	# of customers	101.5%	106.1%	100.2%				103.3%
	Average check	100.7%	100.9%	100.1%				100.7%
# of stores	Current year	138	141	143				143
	Previous year	113	115	118	119	123	126	126

		May	June	July	August	September	October	2H	Full year
All stores (incl. period with shorter business hours)	Sales								132.8%
	# of customers								133.7%
	Average check								99.3%
Same stores (incl. period with shorter business hours)	Sales								107.0%
	# of customers								106.4%
	Average check								100.5%
Same stores (excl. period with shorter business hours)	Sales								104.0%
	# of customers								103.3%
	Average check								100.7%
# of stores	Current year								143
	Previous year	129	128	130	132	133	137	137	137

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) both including and excluding 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, 2021

		November	December	January	February	March	April	1H
All stores (incl. period with shorter business hours)	Sales	122.6%	121.4%	115.6%	107.4%	124.9%	158.6%	123.8%
	# of customers	120.1%	118.3%	112.8%	103.7%	121.3%	161.2%	121.2%
	Average check	102.1%	102.7%	102.5%	103.6%	103.0%	98.4%	102.2%
Same stores (incl. period with shorter business hours)	Sales	93.9%	93.4%	84.9%	78.9%	88.6%	114.7%	91.6%
	# of customers	92.0%	94.1%	82.5%	75.9%	86.0%	117.8%	90.3%
	Average check	102.1%	99.3%	102.9%	104.1%	103.1%	97.4%	101.6%
Same stores (excl. period with shorter business hours)	Sales	93.8%	93.5%	100.1%	112.6%	100.1%	111.4%	97.5%
	# of customers	92.0%	92.3%	98.0%	110.8%	99.2%	107.7%	95.8%
	Average check	102.0%	101.4%	102.2%	101.6%	100.9%	103.4%	101.8%
# of stores	Current year	113	115	118	119	123	126	126
	Previous year	87	88	88	88	92	96	96

		May	June	July	August	September	October	2H	Full year
All stores (incl. period with shorter business hours)	Sales	138.8%	130.8%	140.0%	124.2%	117.2%	139.8%	131.6%	128.0%
	# of customers	142.1%	131.8%	140.9%	124.9%	117.9%	139.6%	132.5%	127.2%
	Average check	97.7%	99.3%	99.4%	99.4%	99.4%	100.1%	99.3%	100.6%
Same stores (incl. period with shorter business hours)	Sales	103.9%	102.8%	116.1%	100.0%	95.7%	112.9%	105.3%	99.1%
	# of customers	107.2%	104.0%	117.6%	101.2%	96.5%	112.5%	106.5%	99.0%
	Average check	96.9%	98.9%	98.8%	98.8%	99.2%	100.3%	98.9%	100.1%
Same stores (excl. period with shorter business hours)	Sales	127.7%	113.9%	115.8%	111.2%	117.5%	102.7%	112.2%	106.1%
	# of customers	122.7%	115.0%	117.1%	112.8%	117.6%	112.5%	115.3%	107.0%
	Average check	104.0%	99.0%	98.9%	98.6%	99.9%	91.3%	97.3%	99.2%
# of stores	Current year	129	128	130	132	133	137	137	137
	Previous year	99	103	105	108	111	111	111	111