

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%	87.7%	92.8%	109.3%	101.3%	122.1%	110.9%	102.2%
	# of customers	105.4%	95.1%	90.9%	97.1%	108.2%	100.2%	118.7%	108.9%	103.2%
	# of restaurants at end of period	343	346	347		349	349	352		
Existing restaurants	Net sales	91.7%	81.6%	80.8%	84.6%	102.6%	95.2%	113.9%	104.0%	94.5%
	# of customers	94.7%	85.5%	82.7%	87.6%	101.2%	92.9%	109.7%	101.3%	94.5%
	# of restaurants at end of period	288	292	293		294	294	298		
Yakiniku restaurants	Net sales	91.5%	84.8%	90.3%	88.6%	108.6%	97.0%	118.7%	108.0%	98.4%
	# of customers	94.9%	91.7%	94.8%	93.7%	110.0%	91.1%	115.5%	105.0%	99.5%
	# of restaurants at end of period	141	142	142		143	143	144		
Ramen restaurants	Net sales	95.4%	82.1%	76.3%	84.3%	96.1%	100.0%	111.3%	102.7%	93.3%
	# of customers	95.4%	81.2%	76.0%	83.9%	94.3%	97.8%	106.3%	99.7%	91.5%
	# of restaurants at end of period	66	67	67		67	67	69		
Okonomiyaki restaurants	Net sales	83.4%	78.0%	55.8%	72.4%	82.6%	85.4%	104.4%	90.4%	81.6%
	# of customers	89.3%	86.9%	64.9%	80.3%	85.3%	85.5%	99.2%	89.8%	85.2%
	# of restaurants at end of period	16	16	16		16	16	15		
"Yuzu-An" restaurants	Net sales	90.7%	71.4%	65.8%	75.6%	94.3%	85.6%	100.4%	93.5%	85.2%
	# of customers	93.6%	78.0%	73.2%	81.3%	97.6%	87.4%	102.1%	95.7%	89.1%
	# of restaurants at end of period	58	60	61		61	61	62		
Specialty restaurants	Net sales	92.2%	83.7%	58.1%	77.8%	105.4%	122.4%	152.1%	127.4%	105.4%
	# of customers	94.0%	89.9%	84.7%	89.7%	112.4%	120.4%	131.9%	122.1%	106.8%
	# of restaurants at end of period	7	7	7		7	7	8		

(January 2022 - June 2022)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales	134.6%			134.6%					134.6%	106.2%
	# of customers	129.5%			129.5%					129.5%	106.6%
	# of restaurants at end of period	355									
Existing restaurants	Net sales	125.1%			125.1%					125.1%	98.3%
	# of customers	119.4%			119.4%					119.4%	97.7%
	# of restaurants at end of period	300									
Yakiniku restaurants	Net sales	129.9%			129.9%					129.9%	102.2%
	# of customers	126.4%			126.4%					126.4%	102.8%
	# of restaurants at end of period	145									
Ramen restaurants	Net sales	115.2%			115.2%					115.2%	96.4%
	# of customers	113.4%			113.4%					113.4%	94.5%
	# of restaurants at end of period	69									
Okonomiyaki restaurants	Net sales	127.3%			127.3%					127.3%	86.5%
	# of customers	120.4%			120.4%					120.4%	89.2%
	# of restaurants at end of period	15									
"Yuzu-An" restaurants	Net sales	116.8%			116.8%					116.8%	89.2%
	# of customers	115.0%			115.0%					115.0%	92.4%
	# of restaurants at end of period	63									
Specialty restaurants	Net sales	161.5%			161.5%					161.5%	111.6%
	# of customers	133.6%			133.6%					133.6%	110.2%
	# of restaurants at end of period	8									

(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 for 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.

8. The following table shows the number of restaurants that have been revised or excluded from the figures for existing restaurants for December 2021.

Number of restaurants: 6

Restaurant name:

Okonomiyaki Hoppo Hamamatsu-Nakazawa Restaurant (Temporarily closed due to renovation)

Yakiniku King Toyokawa Restaurant (Due to renovation in the previous fiscal year)

Yakiniku King Nigata-eki Minami Restaurant (Due to renovation in the previous fiscal year)

Yakiniku King Motomachi Restaurant (Due to renovation in the previous fiscal year)

Yakiniku King Zakoji Restaurant (Due to renovation in the previous fiscal year)

Yakiniku King Shitoro Restaurant (Due to renovation in the previous fiscal year)

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	166	165	166	167
	# of FC restaurants	107	108	108	109	109	109
	# of restaurants at end of period	271	274	274	274	275	276
Ramen restaurants	# of directly managed restaurants	80	80	81	83	82	83
	# of FC restaurants	95	95	96	96	97	98
	# of restaurants at end of period	175	175	177	179	179	181
Okonomiyaki restaurants	# of directly managed restaurants	17	17	17	17	17	16
	# of FC restaurants	10	10	10	10	10	10
	# of restaurants at end of period	27	27	27	27	27	26
"Yuzu-An" restaurants	# of directly managed restaurants	72	72	72	72	72	74
	# of FC restaurants	17	17	17	17	17	17
	# of restaurants at end of period	89	89	89	89	89	91
Specialty restaurants	# of directly managed restaurants	10	11	11	12	12	12
	# of FC restaurants						
	# of restaurants at end of period	10	11	11	12	12	12
Other restaurants	# of restaurants in China	16	17	17	16	17	19
	# of restaurants at end of period	16	17	17	16	17	19
Total	# of directly managed restaurants	343	346	347	349	349	352
	# of FC restaurants	229	230	231	232	233	234
	# of restaurants in China	16	17	17	16	17	19
	# of restaurants at end of period	588	593	595	597	599	605

(January 2022 - June 2022)

		Jan.	Feb.	Mar.	Apr.	May	Jun.
Yakiniku restaurants	# of directly managed restaurants	167					
	# of FC restaurants	110					
	# of restaurants at end of period	277					
Ramen restaurants	# of directly managed restaurants	85					
	# of FC restaurants	99					
	# of restaurants at end of period	184					
Okonomiyaki restaurants	# of directly managed restaurants	16					
	# of FC restaurants	10					
	# of restaurants at end of period	26					
"Yuzu-An" restaurants	# of directly managed restaurants	75					
	# of FC restaurants	17					
	# of restaurants at end of period	92					
Specialty restaurants	# of directly managed restaurants	12					
	# of FC restaurants						
	# of restaurants at end of period	12					
Other restaurants	# of restaurants in China	19					
	# of restaurants at end of period	19					
Total	# of directly managed restaurants	355					
	# of FC restaurants	236					
	# of restaurants in China	19					
	# of restaurants at end of period	610					

【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)

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