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

Monthly review

We saw a decrease in people's mobility and labor shortage in service industries including restaurants due to the seventh wave of COVID in Japan in August. However, our expertise accumulated through operations under COVID enabled us to continue to operate our stores without shortening business hours under such situation. Furthermore, we could extend business hours at some of our stores.

As a result, all stores sales increased by 35.4% in August and same stores sales including period with shorter business hours and excluding it increased by 11.9% and by 1.4%, 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	129.1%	135.2%	139.1%	140.1%	143.5%	140.4%	137.8%
	# of customers	128.0%	134.0%	139.2%	140.9%	142.5%	138.4%	137.0%
	Average check	100.8%	100.9%	100.0%	99.5%	100.7%	101.4%	100.6%
Same stores (incl. period with shorter business hours)	Sales	102.2%	106.8%	112.2%	116.4%	119.6%	118.0%	112.3%
	# of customers	101.5%	105.9%	112.4%	116.8%	118.3%	116.2%	111.5%
	Average check	100.7%	100.9%	99.9%	99.6%	101.1%	101.6%	100.7%
Same stores (excl. period with shorter business hours)	Sales	102.2%	107.1%	100.3%	96.5%	107.4%	99.4%	103.3%
	# of customers	101.5%	106.1%	100.2%	98.1%	105.5%	97.7%	102.3%
	Average check	100.7%	100.9%	100.1%	98.4%	101.8%	101.7%	100.9%
# of stores	Current year	138	141	143	143	146	147	147
	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	135.5%	125.6%	119.0%	135.4%			128.5%	133.7%
	# of customers	133.9%	123.9%	115.0%	131.1%			125.5%	131.9%
	Average check	101.3%	101.4%	103.5%	103.3%			102.4%	101.4%
Same stores (incl. period with shorter business hours)	Sales	114.7%	106.6%	96.7%	111.9%			107.0%	109.9%
	# of customers	112.9%	104.8%	93.0%	107.7%			104.0%	108.1%
	Average check	101.7%	101.8%	104.0%	103.8%			102.9%	101.6%
Same stores (excl. period with shorter business hours)	Sales	102.3%	95.1%	96.0%	101.4%			98.2%	100.7%
	# of customers	99.7%	93.7%	92.3%	97.1%			95.2%	98.7%
	Average check	102.6%	101.4%	104.0%	104.4%			103.1%	102.1%
# of stores	Current year	147	154	156	159			159	159
	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