

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

(July 2022 - December 2022)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	130.6%	142.6%		136.6%					136.6%
	# of customers	126.2%	134.9%		130.5%					130.5%
	# of restaurants at end of period	374	377							
Existing restaurants	Net sales	121.1%	131.7%		126.4%					126.4%
	# of customers	116.2%	123.6%		119.9%					119.9%
	# of restaurants at end of period	318	321							
Yakiniku restaurants	Net sales	121.9%	128.1%		125.0%					125.0%
	# of customers	117.3%	117.9%		117.6%					117.6%
	# of restaurants at end of period	153	154							
Ramen restaurants	Net sales	125.5%	137.8%		131.6%					131.6%
	# of customers	120.1%	132.2%		126.1%					126.1%
	# of restaurants at end of period	73	74							
Okonomiyaki restaurants	Net sales	121.4%	137.5%		129.2%					129.2%
	# of customers	111.0%	120.9%		116.0%					116.0%
	# of restaurants at end of period	15	15							
"Yuzu-An" restaurants	Net sales	111.9%	135.2%		122.8%					122.8%
	# of customers	104.6%	120.8%		112.4%					112.4%
	# of restaurants at end of period	68	69							
Specialty restaurants	Net sales	147.3%	156.2%		151.4%					151.4%
	# of customers	118.0%	119.5%		118.7%					118.7%
	# of restaurants at end of period	9	9							

(January 2023 - June 2023)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales										136.6%
	# of customers										130.5%
	# of restaurants at end of period										
Existing restaurants	Net sales										126.4%
	# of customers										119.9%
	# of restaurants at end of period										
Yakiniku restaurants	Net sales										125.0%
	# of customers										117.6%
	# of restaurants at end of period										
Ramen restaurants	Net sales										131.6%
	# of customers										126.1%
	# of restaurants at end of period										
Okonomiyaki restaurants	Net sales										129.2%
	# of customers										116.0%
	# of restaurants at end of period										
"Yuzu-An" restaurants	Net sales										122.8%
	# of customers										112.4%
	# of restaurants at end of period										
Specialty restaurants	Net sales										151.4%
	# of customers										118.7%
	# 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 business.
- Existing restaurants are defined as those in operation for 18 months or more since opening.
- Restaurants remodeled to different industry formats (e.g., from "Marugen" to "Kyabeton") 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.

3. Number of restaurants at the end of month

(July 2022 - December 2022)

		Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Yakiniku restaurants	# of directly managed restaurants	176	178				
	# of FC restaurants	111	111				
	# of restaurants at end of period	287	289				
Ramen restaurants	# of directly managed restaurants	91	91				
	# of FC restaurants	100	99				
	# of restaurants at end of period	191	190				
Okonomiyaki restaurants	# of directly managed restaurants	16	16				
	# of FC restaurants	8	8				
	# of restaurants at end of period	24	24				
"Yuzu-An" restaurants	# of directly managed restaurants	77	77				
	# of FC restaurants	17	17				
	# of restaurants at end of period	94	94				
Specialty restaurants	# of directly managed restaurants	14	15				
	# of FC restaurants						
	# of restaurants at end of period	14	15				
Other restaurants	# of restaurants in China	<u>20</u>	20				
	# of restaurants at end of period	<u>20</u>	20				
Total	# of directly managed restaurants	374	377				
	# of FC restaurants	236	235				
	# of restaurants in China	<u>20</u>	20				
	# of restaurants at end of period	<u>630</u>	632				

(January 2023 - June 2023)

		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 2022 Monthly YoY Change in Sales and Number of Restaurants

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

(July 2021 - December 2021)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	99.7%	88.6%	86.2%	91.5%	108.7%	102.7%	122.6%	111.3%	101.7%
	# of customers	101.8%	91.5%	86.5%	93.2%	105.5%	100.8%	118.0%	108.1%	100.8%
	# of restaurants at end of period	572	576	578		581	582	586		
Existing restaurants	Net sales	92.2%	82.0%	80.4%	84.8%	102.2%	96.4%	114.7%	104.5%	94.8%
	# of customers	93.7%	84.4%	80.4%	86.1%	99.3%	94.4%	110.1%	101.3%	93.7%
	# of restaurants at end of period	496	503	504		505	506	511		
Yakiniku restaurants	Net sales	92.5%	84.9%	88.6%	88.5%	108.7%	97.4%	119.3%	108.4%	98.6%
	# of customers	94.7%	90.2%	91.9%	92.2%	109.0%	92.2%	116.3%	105.4%	99.0%
	# of restaurants at end of period	236	238	238		239	240	242		
Ramen restaurants	Net sales	93.0%	81.4%	75.0%	82.9%	94.7%	100.0%	111.3%	102.2%	92.4%
	# of customers	93.2%	81.1%	74.8%	82.8%	93.1%	97.7%	106.8%	99.3%	90.8%
	# of restaurants at end of period	154	156	156		156	156	158		
Okonomiyaki restaurants	Net sales	85.9%	77.9%	56.5%	73.5%	84.7%	90.5%	109.2%	94.5%	84.2%
	# of customers	91.0%	85.9%	65.0%	80.7%	87.2%	89.6%	103.8%	93.3%	87.2%
	# of restaurants at end of period	26	26	26		26	26	25		
"Yuzu-An" restaurants	Net sales	91.1%	72.0%	66.6%	76.2%	93.7%	86.7%	101.0%	94.0%	85.7%
	# of customers	93.5%	77.9%	73.2%	81.3%	96.5%	88.9%	103.1%	96.2%	89.3%
	# of restaurants at end of period	73	76	77		77	77	78		
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	130.3%	107.9%	112.0%	116.7%	130.9%	149.2%	145.1%	141.5%	128.4%	113.9%
	# of customers	124.7%	109.9%	110.1%	114.8%	126.8%	140.8%	136.3%	134.6%	124.2%	111.7%
	# of restaurants at end of period	591	593	595		602	605	608			
Existing restaurants	Net sales	121.3%	100.3%	105.6%	109.1%	121.2%	138.2%	134.8%	131.1%	119.5%	106.0%
	# of customers	116.4%	102.0%	103.8%	107.4%	117.7%	131.7%	127.2%	125.4%	115.9%	103.9%
	# of restaurants at end of period	515	516	521		523	526	532			
Yakiniku restaurants	Net sales	126.0%	99.8%	107.0%	110.7%	120.8%	138.1%	137.0%	131.6%	120.5%	108.5%
	# of customers	124.0%	99.2%	106.1%	109.4%	118.0%	131.5%	131.0%	126.6%	117.4%	107.5%
	# of restaurants at end of period	245	246	247		248	251	253			
Ramen restaurants	Net sales	113.1%	109.4%	106.0%	109.5%	123.4%	134.3%	130.4%	129.3%	119.0%	104.6%
	# of customers	111.2%	108.1%	103.5%	107.5%	118.8%	132.0%	125.7%	125.4%	116.2%	102.4%
	# of restaurants at end of period	158	158	162		162	162	164			
Okonomiyaki restaurants	Net sales	125.2%	95.5%	95.9%	104.7%	118.0%	143.9%	138.3%	132.6%	117.7%	98.8%
	# of customers	119.7%	94.7%	93.0%	101.7%	111.4%	130.0%	127.8%	122.5%	111.4%	98.1%
	# of restaurants at end of period	25	25	24		25	25	23			
"Yuzu-An" restaurants	Net sales	114.3%	88.0%	100.3%	101.5%	117.6%	138.8%	128.6%	128.0%	114.0%	98.6%
	# of customers	113.3%	87.8%	98.9%	100.4%	113.5%	131.4%	121.5%	121.8%	110.6%	99.2%
	# of restaurants at end of period	79	79	80		80	80	84			
Specialty restaurants	Net sales	161.6%	111.5%	117.0%	128.9%	144.9%	202.8%	187.9%	175.4%	151.0%	125.4%
	# of customers	133.6%	102.9%	110.3%	115.1%	120.6%	141.2%	133.3%	131.4%	123.2%	114.8%
	# of restaurants at end of period	8	8	8		8	8	8			

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%	111.0%	115.5%	120.3%	135.9%	155.4%	150.7%	147.1%	132.9%	116.2%
	# of customers	129.5%	113.4%	114.7%	119.1%	131.1%	145.1%	139.8%	138.6%	128.4%	114.9%
	# of restaurants at end of period	355	357	360		365	368	372			
Existing restaurants	Net sales	125.0%	102.9%	108.1%	112.0%	123.9%	141.7%	137.7%	134.1%	122.3%	107.1%
	# of customers	119.4%	103.7%	106.7%	109.9%	119.0%	133.1%	127.9%	126.5%	117.7%	105.2%
	# of restaurants at end of period	300	301	305		307	310	316			
Yakiniku restaurants	Net sales	129.9%	103.6%	109.4%	113.9%	124.8%	141.6%	141.3%	135.6%	123.8%	109.9%
	# of customers	126.4%	102.2%	108.1%	111.8%	121.9%	133.5%	133.9%	129.6%	119.9%	108.9%
	# of restaurants at end of period	145	146	147		148	151	153			
Ramen restaurants	Net sales	115.2%	113.8%	112.6%	113.9%	123.2%	135.1%	129.1%	129.0%	121.2%	106.3%
	# of customers	113.4%	111.9%	109.2%	111.5%	118.0%	132.7%	124.2%	124.8%	117.9%	103.7%
	# of restaurants at end of period	69	69	72		72	72	73			
Okonomiyaki restaurants	Net sales	127.3%	103.8%	100.0%	109.4%	121.7%	141.8%	136.6%	132.9%	120.9%	98.7%
	# of customers	120.4%	101.0%	95.9%	104.8%	114.0%	127.2%	125.1%	121.8%	113.2%	97.8%
	# of restaurants at end of period	15	15	15		16	16	15			
"Yuzu-An" restaurants	Net sales	116.8%	90.4%	101.6%	103.6%	120.0%	141.5%	130.1%	130.1%	116.1%	99.2%
	# of customers	115.0%	89.6%	99.8%	101.9%	115.4%	133.3%	122.2%	123.3%	112.1%	99.7%
	# of restaurants at end of period	63	63	63		63	63	67			
Specialty restaurants	Net sales	161.6%	111.5%	117.0%	128.9%	144.9%	202.8%	187.9%	175.4%	151.0%	125.4%
	# of customers	133.6%	102.9%	110.3%	115.1%	120.6%	141.2%	133.3%	131.4%	123.2%	114.8%
	# of restaurants at end of period	8	8	8		8	8	8			

(Note)

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- Existing restaurants are defined as those in operation for 18 months or more since opening.
- Restaurants remodeled to different industry formats (e.g., from "Marugen" to "Kyabeton") are considered existing restaurants from the first month after
- 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.
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