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## February 2023 Monthly YoY Change in Sales and Number of Company-owned Stores

### Monthly review

Number of customers increased, especially in lunch time and dinner time due to the recovery of inbound tourism as well as continuous efforts to improve QSCA (quality, service, cleanliness, and atmosphere) at our stores despite headwinds from warmer weather than this time last year.

As a result, all stores sales increased by 45.0% in February and same stores sales increased by 23.6% year on year.

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

Fiscal year ending October 31, 2023

		November	December	January	February	March	April	1H
All stores	Sales	128.3%	128.8%	136.9%	145.0%			134.4%
	# of customers	124.6%	124.4%	129.9%	137.2%			128.8%
	Average check	103.8%	104.4%	105.4%	105.7%			104.4%
Same stores	Sales	112.7%	114.5%	120.2%	123.6%			117.6%
	# of customers	109.3%	110.1%	113.1%	116.3%			112.1%
	Average check	103.2%	104.1%	106.3%	106.3%			105.0%
# of stores	Current year	160	162	165	169			
	Previous year	138	141	143	143	146	147	

		May	June	July	August	September	October	2H	Full year
All stores	Sales								134.4%
	# of customers								128.8%
	Average check								104.4%
Same stores	Sales								117.6%
	# of customers								112.1%
	Average check								105.0%
# of stores	Current year								
	Previous year	147	154	156	159	159	159		

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) including the period with shorter business hours.

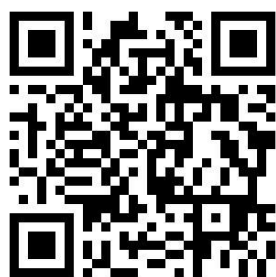
5 Numbers in the table above are preliminary and unaudited, therefore, may differ from those based on actual results in the financial statements.

(Reference) Previous fiscal year ended October 31, 2022

		November	December	January	February	March	April	1H
All stores	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	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%
# 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	Sales	135.5%	125.6%	119.0%	135.4%	139.6%	122.2%	129.0%	132.9%
	# of customers	133.9%	123.9%	115.0%	131.1%	134.0%	118.0%	125.4%	130.6%
	Average check	101.3%	101.4%	103.5%	103.3%	104.2%	103.6%	102.9%	101.8%
Same stores	Sales	114.7%	106.6%	96.7%	111.9%	116.1%	105.2%	108.1%	109.9%
	# of customers	112.9%	104.8%	93.0%	107.7%	110.9%	101.1%	104.5%	107.6%
	Average check	101.7%	101.8%	104.0%	103.8%	104.7%	104.0%	103.4%	102.2%
# of stores	Current year	147	154	156	159	159	159	159	159
	Previous year	129	128	130	132	133	137	137	137

Other investor relations (IR) materials are available on our English IR website:



<https://www.gift-group.co.jp/english/>