February 9, 2024

The Monogatari Corporation Hisayuki Kato, President and Representative Director (3097 TSE Prime) Representative Inquiries Tsuyoshi Tsudera, Director, Managing Executive Officer,

In charge of Finance & Growth Strategy Section (TEL 0532-63-8001)

Notice Regarding January 2024 Preliminary Monthly YoY Change in Sales and Number of Restaurants

Company name

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

(July 2023 - December 2023)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H	
All restaurants	Net sales	116.8%	122.5%	116.2%	118.6%	110.1%	119.3%	118.7%	116.0%	117.3%	
New restaurants	# of customers # of restaurants	113.1%	119.1%	116.5%	116.3%	110.1%	117.7%	116.4%	114.7%	115.5%	
included)	at end of period	648	653	656		658	660	669			
	Net sales	110.5%	116.2%	109.5%	112.2%	103.4%	112.0%	111.4%	108.9%	110.5%	
Existing	# of customers	105.9%	111.6%	107.8%	108.5%	101.6%	108.8%	107.5%	105.9%	107.2%	
restaurants	# of restaurants at end of period	581	581	584		590	593	597			
	Net sales	109.8%	113.2%	106.7%	110.0%	99.1%	107.1%	106.8%	104.3%	107.1%	
Yakiniku	# of customers	104.8%	107.9%	102.4%	105.1%	95.0%	102.3%	101.6%	99.6%	102.3%	
restaurants	# of restaurants at end of period	276	276	278		281	283	285			
	Net sales	112.5%	120.6%	119.8%	117.7%	111.1%	118.4%	115.8%	115.0%	116.3%	
Ramen	# of customers	106.7%	113.9%	113.5%	111.4%	106.0%	112.4%	111.0%	109.7%	110.6%	
restaurants	# of restaurants at end of period	183	183	183		186	187	188			
	Net sales	107.3%	111.6%	107.9%	108.9%	100.3%	108.3%	105.0%	104.4%	106.5%	
Okonomiyaki	# of customers	98.2%	101.0%	98.8%	99.3%	91.9%	99.0%	96.0%	95.5%	97.3%	
restaurants	# of restaurants	20	19	19		19	19	20			
	at end of period	-	-		110.00/		-	-	117.00/		
"Yuzu-An"	Net sales # of customers	111.0% 108.6%	122.5% 117.7%	105.8% 104.5%	113.2% 110.4%	109.1% 108.4%	123.0% 119.9%	121.9% 115.9%	117.9% 114.5%	115.7% 112.6%	
restaurants	# of restaurants				110.4%				114.5%	112.0%	
	at end of period	91	92	93		93	93	93			
	Net sales	104.0%	111.8%	98.2%	105.0%	96.7%	100.6%	113.4%	104.7%	104.9%	
Specialty	# of customers	97.4%	100.9%	94.4%	97.7%	91.8%	96.9%	101.1%	96.8%	97.2%	
restaurants											
restaurants	# of restaurants at end of period	11	11	11		11	11	11			
nuary 2024 -	at end of period	11	11	11		11	11	11			
	at end of period	Jan.	11 Feb.	11 Mar.	3Q	11 Apr.	11 May	11 Jun.	4Q	2Н	Full-yea
nuary 2024 -	at end of period June 2024) Net sales	Jan. 116.1%			116.1%				4Q	116.1%	117.
NUARY 2024 - All restaurants New restaurants	at end of period June 2024) Net sales # of customers	Jan.							4Q		117.
nuary 2024 - All restaurants	at end of period June 2024) Net sales # of customers # of restaurants	Jan. 116.1%			116.1%				4Q	116.1%	117.
Nuary 2024 - All restaurants New restaurants	at end of period June 2024) Net sales # of customers	Jan. 116.1% 113.1% 671			116.1% 113.1%				4Q	116.1%	117. 115.
All restaurants New restaurants included) Existing	at end of period June 2024) Net sales # of customers # of restaurants at end of period	Jan. 116.1% 113.1%			116.1%				4Q	116.1% 113.1%	117. 115. 110.
All restaurants New restaurants included)	at end of period June 2024) Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants	Jan. 116.1% 113.1% 671 109.4% 105.1%			116.1% 113.1% 109.4%				4Q	116.1% 113.1% 109.4%	117. 115. 110.
All restaurants New restaurants included) Existing	at end of period June 2024) Net sales # of customers at end of period Net sales # of customers # of customers # of restaurants at end of period	Jan. 116.1% 113.1% 671 109.4% 105.1% 598			116.1% 113.1% 109.4% 105.1%				4Q	116.1% 113.1% 109.4% 105.1%	117. 115. 110. 106.
All restaurants New restaurants included) Existing restaurants	at end of period June 2024) Net sales # of customers at end of period Net sales # of customers # of restaurants at end of period Net sales	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8%			116.1% 113.1% 109.4% 105.1% 108.8%				4Q	116.1% 113.1% 109.4% 105.1% 108.8%	117. 115. 110. 106. 107.
All restaurants New restaurants included) Existing	at end of period June 2024) Net sales # of customers at end of period Net sales # of customers # of customers # of restaurants at end of period	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1%			116.1% 113.1% 109.4% 105.1%				4Q	116.1% 113.1% 109.4% 105.1%	Full-year 117. 115. 110.1 106.s 107. 102.
All restaurants New restaurants included) Existing restaurants Yakiniku	at end of period June 2024) Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of customers # of restaurants at end of period	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1% 286			116.1% 113.1% 109.4% 105.1% 108.8% 104.1%				4Q	116.1% 113.1% 109.4% 105.1% 108.8% 104.1%	117. 115. 110. 106. 107. 102.
nuary 2024 - All restaurants New restaurants included) Existing restaurants Yakiniku restaurants	at end of period June 2024) Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1% 286 108.0%			116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0%				4Q	116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0%	117. 115. 110. 106. 107. 102. 114.
All restaurants New restaurants included) Existing restaurants Yakiniku restaurants Ramen	at end of period June 2024) Net sales # of customers at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of customers	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1% 286			116.1% 113.1% 109.4% 105.1% 108.8% 104.1%				4Q	116.1% 113.1% 109.4% 105.1% 108.8% 104.1%	117. 115. 110. 106. 107. 102. 114.
nuary 2024 - All restaurants New restaurants included) Existing restaurants Yakiniku restaurants	at end of period June 2024) Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of customers	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1% 286 108.0%			116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0%				4Q	116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0%	117. 115. 110. 106. 107.
All restaurants New restaurants included) Existing restaurants Yakiniku restaurants Ramen	at end of period June 2024) Net sales # of customers at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of customers	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1% 286 108.0% 105.1%			116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0%				4Q	116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0%	117. 115. 110. 106. 107. 102. 114. 109.
nuary 2024 - All restaurants included) Existing restaurants Yakiniku restaurants Ramen restaurants Okonomiyaki	at end of period June 2024) Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of customers # of customers # of customers # of customers # of customers # of customers	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1% 286 108.0% 105.1% 188			116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1%				4Q	116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1%	117. 115. 110. 106. 107. 102. 114. 109. 106.
All restaurants New restaurants included) Existing restaurants Yakiniku restaurants Ramen restaurants	at end of period June 2024) Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of customers # of customers # of customers # of customers # of customers # of customers	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1% 286 108.0% 105.1% 188 103.5%			116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5%				4Q	116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5%	117. 115. 110. 106. 107. 102. 114. 109. 106.
nuary 2024 - All restaurants included) Existing restaurants Yakiniku restaurants Ramen restaurants Okonomiyaki	at end of period June 2024) Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of customers	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1% 286 108.0% 105.1% 188 103.5% 94.9% 20			116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5% 94.9%				4Q	116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5% 94.9%	117. 115. 110. 106. 107. 102. 114. 109. 106. 96.
nuary 2024 - All restaurants included) Existing restaurants Yakiniku restaurants Ramen restaurants Okonomiyaki	at end of period June 2024) Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of customers # of restaurants at end of period Net sales # of customers # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1% 286 108.0% 105.1% 188 103.5% 94.9% 20 114.3%			116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5% 94.9% 114.3%				4Q	116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5% 94.9% 114.3%	117. 115. 110. 106. 107. 102. 114. 109. 106. 96. 115.
All restaurants New restaurants included) Existing restaurants Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants	at end of period June 2024) Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of customers	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1% 286 108.0% 105.1% 105.1% 188 103.5% 94.9% 200 114.3% 111.0%			116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5% 94.9%				4Q	116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5% 94.9%	117. 115. 110. 106. 107. 102. 114. 109. 106. 96. 115.
All restaurants New restaurants included) Existing restaurants Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants	at end of period June 2024) Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers # of restaurants at end of period Net sales # of customers	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1% 286 108.0% 105.1% 188 103.5% 94.9% 20 114.3%			116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5% 94.9% 114.3%				4Q	116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5% 94.9% 114.3%	117. 115. 110. 106. 107. 102. 114. 109. 106. 96. 115.
All restaurants New restaurants included) Existing restaurants Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants	at end of period June 2024) Net sales # of customers # of restaurants at end of period Net sales # of customers # of customers	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1% 286 108.0% 105.1% 105.1% 188 103.5% 94.9% 200 114.3% 111.0%			116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5% 94.9% 114.3%				4Q	116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5% 94.9% 114.3%	117. 115. 110. 106. 107. 102. 102. 102. 109. 106. 96. 96. 115. 112.
All restaurants New restaurants included) Existing restaurants Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants	at end of period June 2024) Net sales # of customers # of restaurants at end of period Net sales # of customers # of customers	Jan. 116.1% 113.1% 671 109.4% 105.1% 598 108.8% 104.1% 286 108.0% 105.1% 188 103.5% 94.9% 20 114.3% 111.0% 93			116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5% 94.9% 114.3% 111.0%				4Q	116.1% 113.1% 109.4% 105.1% 108.8% 104.1% 108.0% 105.1% 103.5% 94.9% 1114.3% 111.0%	117. 115. 110. 106. 107. 102. 1114.

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

(July 2023 - December 2023)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
l restaurants ew restaurants	Net sales	118.7%	124.6%	116.6%	120.1%	111.8%	121.6%	120.8%	118.1%	119.1
	# of customers	116.0%	122.3%	118.1%	118.9%	112.8%	121.2%	119.2%	117.6%	118.3
included)	# of restaurants at end of period	408	412	414		416	418	426		
	Net sales	110.0%	116.1%	108.2%	111.5%	103.1%	112.1%	111.2%	108.8%	110.1
Existing	# of customers	105.1%	111.1%	105.9%	107.4%	100.5%	108.5%	106.6%	105.1%	106.3
restaurants	# of restaurants at end of period	352	353	356		360	363	367		
	Net sales	109.3%	113.1%	106.4%	109.7%	99.1%	106.7%	105.8%	103.8%	106.8
Yakiniku	# of customers	103.9%	107.7%	101.9%	104.6%	94.8%	101.8%	100.5%	99.0%	101.8
restaurants	# of restaurants at end of period	167	167	169		171	173	175		
	Net sales	111.4%	120.0%	118.1%	116.6%	110.0%	118.6%	115.1%	114.4%	115.
Ramen	# of customers	105.5%	113.2%	111.8%	110.2%	104.5%	112.2%	110.1%	108.9%	109.
restaurants	# of restaurants at end of period	85	85	85		87	88	89		
	Net sales	109.3%	110.8%	104.9%	108.2%	101.2%	110.1%	105.0%	105.2%	106.
Okonomiyaki	# of customers	99.2%	99.6%	95.6%	98.1%	92.4%	100.3%	95.6%	95.9%	96.9
restaurants	# of restaurants at end of period	14	14	14		14	14	15		
	Net sales	111.8%	123.3%	106.5%	114.0%	109.3%	124.4%	122.9%	118.8%	116.
"Yuzu-An"	# of customers	109.3%	118.5%	105.0%	111.0%	108.4%	121.0%	116.6%	115.1%	113.
restaurants	# of restaurants at end of period	75	76	77		77	77	77		
	Net sales	104.0%	111.8%	98.2%	105.0%	96.7%	100.6%	113.4%	104.7%	104.
Specialty	# of customers	97.4%	100.9%	94.4%	97.7%	91.8%	96.9%	101.1%	96.8%	97.
restaurants	# of restaurants at end of period	11	11	11		11	11	11		

(January 2024 - June 2024)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
	Net sales	118.0%			118.0%					118.0%	118.99
Il restaurants ew restaurants	# of customers	116.1%			116.1%					116.1%	117.99
included)	# of restaurants at end of period	428									
	Net sales	109.3%			109.3%					109.3%	110.09
Existing	# of customers	104.5%			104.5%					104.5%	106.09
restaurants	# of restaurants at end of period	368									
	Net sales	108.2%			108.2%					108.2%	107.0
Yakiniku	# of customers	103.5%			103.5%					103.5%	102.0
restaurants	# of restaurants at end of period	176									
	Net sales	106.6%			106.6%					106.6%	114.0
Ramen	# of customers	103.5%			103.5%					103.5%	108.5
restaurants	# of restaurants at end of period	89									
	Net sales	104.1%			104.1%					104.1%	106.1
Okonomiyaki	# of customers	95.0%			95.0%					95.0%	96.5
restaurants	# of restaurants at end of period	15									
	Net sales	114.8%			114.8%					114.8%	116.2
"Yuzu-An"	# of customers	111.4%			111.4%					111.4%	112.9
restaurants	# of restaurants at end of period	77									
	Net sales	111.6%			111.6%					111.6%	105.9
Specialty	# of customers	105.5%			105.5%					105.5%	98.5
restaurants	# of restaurants at end of period	11									

(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 "Marugen" to "Kyabeton") 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. The following table shows the number of restaurants that have been revised or excluded from the figures for existing restaurants for January 2024.

Number of restaurants: 2

Restaurant name:

Yakiniku King Fuchu (Due to renovation) Yakiniku King Toyoyama (Due to renovation)

3. Number of restaurants at the end of month

(July 2023 - December 2023)

		Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
	# of directly managed restaurants	190	191	192	193	195	19
Yakiniku	# of FC restaurants	116	117	118	118	118	1
restaurants	# of restaurants at end of period	306	308	310	311	313	3
	# of directly managed restaurants	102	105	105	105	105	1
Ramen	# of FC restaurants	102	103	103	103	103	1(
restaurants	# of restaurants at end of period	204	208	208	208	208	2
	# of directly managed restaurants	16	16	16	16	16	
Okonomiyaki	# of FC restaurants	6	5	5	5	5	
restaurants	# of restaurants at end of period	22	21	21	21	21	
	# of directly managed restaurants	78	78	78	78	78	
"Yuzu-An"	# of FC restaurants	16	16	16	16	16	
restaurants	# of restaurants	94	94	94	94	94	
	at end of period # of directly managed restaurants	22	22	23	24	24	
Specialty	# of FC restaurants			20	24	27	
restaurants	# of restaurants	22	22	23	24	24	
	at end of period						
Other restaurants	# of restaurants in China # of restaurants	22	22	23	22	23	
	at end of period	22	22	23	22	23	
	# of directly managed restaurants	408	412	414	416	418	4
Total	# of FC restaurants	240	241	242	242	242	2
Total			22	23	22	23	
anuary 2024 -	# of restaurants in China # of restaurants at end of period June 2024)	670	675	679	680	683	
	# of restaurants at end of period						6
	# of restaurants at end of period June 2024)	670 Jan.					6 Jun.
anuary 2024 -	# of restaurants at end of period June 2024) # of directly managed restaurants	670 Jan. 198	675	679	680	683	
	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants	670 Jan. 198 119	675	679	680	683	
anuary 2024 - _{Yakiniku}	# of restaurants at end of period June 2024) # of directly managed restaurants	670 Jan. 198	675	679	680	683	
anuary 2024 - Yakiniku restaurants	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants	670 Jan. 198 119 317 107	675	679	680	683	
anuary 2024 - _{Yakiniku}	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants	670 Jan. 198 119 317	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants	670 Jan. 198 119 317 107	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen restaurants	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants # of restaurants # of restaurants at end of period # of directly managed restaurants	670 Jan. 198 119 317 107 103 210 16	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants # of fC restaurants # of FC restaurants # of FC restaurants	670 Jan. 198 119 317 107 103 210	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen restaurants Okonomiyaki	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants # of restaurants # of restaurants at end of period # of directly managed restaurants	670 Jan. 198 119 317 107 103 210 16	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen restaurants Okonomiyaki	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants at end of period # of directly managed restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants # of FC restaurants # of FC restaurants	670 Jan. 198 119 317 107 103 210 16 5	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants # of FC restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants # of restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants	Jan. 198 119 317 107 103 210 16 5 21	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants # of FC restaurants at end of period # of FC restaurants # of FC restaurants # of FC restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants	670 Jan. 198 119 317 107 103 210 16 5 21 79	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants at end of period # of directly managed restaurants # of restaurants at end of period # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of restaurants at end of period # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants # of FC restaurants	670 Jan. 198 119 317 107 103 210 16 5 21 6 5 21 79 79 16	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants "Yuzu-An" restaurants Specialty	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of restaurants at end of period # of directly managed restaurants # of FC restaurants at end of period # of fC restaurants at end of period # of FC restaurants at end of period # of fC restaurants # of FC restaurants # of FC restaurants # of restaurants # of FC restaurants # of FC restaurants # of FC restaurants # of of crestaurants # of restaurants # of FC restaurants	670 Jan. 198 119 317 107 103 210 16 5 21 16 21 79 16 79 16	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants "Yuzu-An" restaurants	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants # of restaurants	670 Jan. 198 119 317 107 103 210 16 5 21 16 21 79 16 79 16	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants "Yuzu-An" restaurants Specialty	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of restaurants at end of period # of directly managed restaurants # of FC restaurants at end of period # of fC restaurants at end of period # of FC restaurants at end of period # of fC restaurants # of FC restaurants # of FC restaurants # of restaurants # of FC restaurants # of FC restaurants # of FC restaurants # of of crestaurants # of restaurants # of FC restaurants	670 Jan. 198 119 317 107 210 210 16 5 21 16 5 21 16 21 21 16 21 28	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants "Yuzu-An" restaurants Specialty	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants # of restaurants at end of period # of directly managed restaurants # of FC restaurants # of restaurants	670 Jan. 198 119 317 107 103 210 16 5 21 16 5 21 16 5 21 16 28 28 28 28 28 23	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants "Yuzu-An" restaurants Specialty restaurants	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants # of restaurants at end of period # of restaurants at end of period # of restaurants at end of period # of restaurants at end of period	670 Jan. 198 119 317 107 103 210 16 5 21 16 5 21 16 5 5 28 28 28 28 28 28 28 23	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants "Yuzu-An" restaurants Specialty restaurants	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of restaurants at end of period # of restaurants at end of period # of restaurants at end of period # of restaurants # of restaurants at end of period # of restaurants in China # of restaurants at end of period # of directly managed restaurants	670 Jan. 198 119 317 107 103 210 210 16 5 5 21 21 5 21 21 3 23 23 23 23 23 23	675	679	680	683	
anuary 2024 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants "Yuzu-An" restaurants Specialty restaurants	# of restaurants at end of period June 2024) # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants # of restaurants at end of period # of restaurants at end of period # of restaurants at end of period # of restaurants at end of period	670 Jan. 198 119 317 107 103 210 16 5 21 16 5 21 16 5 5 28 28 28 28 28 28 28 23	675	679	680	683	

[Reference]

Fiscal year ended June 2023 Monthly YoY Change in Sales and Number of Restaurants

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

(July 2022 - December 2022)

All restaurants								-			
All venteuropte		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H	
ai restaurants	Net sales	126.7%	139.9%	152.1%	138.8%	123.2%	105.9%	107.1%	111.6%	123.6%	
New restaurants	# of customers # of restaurants	123.5%	133.6%	141.0%	132.3%	121.1%	105.6%	107.3%	111.0%	120.7%	
included)	at end of period	610	612	613		613	615	622			
	Net sales	119.6%	131.7%	142.2%	130.5%	116.2%	100.6%	102.0%	105.8%	116.7%	
Existing	# of customers	116.5%	125.6%	132.4%	124.4%	114.8%	100.7%	102.1%	105.6%	114.2%	
restaurants	# of restaurants	536	540	546		547	551	556			
	at end of period Net sales	118.9%	128.7%	138.3%	128.2%	112.9%	97.3%	97.5%	102.1%	113.6%	
Yakiniku	# of customers	115.4%	119.8%	130.1%	120.2 %	111.6%	97.3 <i>%</i> 97.2%	97.0%	102.1%	110.5%	
restaurants	# of restaurants				121.4/0				101.5 %	110.5 %	
	at end of period	254	256	259		261	264	267			
	Net sales	125.8%	137.1%	141.4%	134.4%	125.6%	110.3%	114.7%	116.7%	124.8%	
Ramen restaurants	# of customers	120.6%	132.0%	134.1%	128.6%	121.3%	107.1%	109.8%	112.5%	120.1%	
restaurants	# of restaurants at end of period	165	166	168		168	169	172			
	Net sales	119.6%	139.4%	173.8%	140.2%	115.1%	89.6%	93.2%	98.5%	116.7%	
Okonomiyaki	# of customers	110.7%	124.4%	147.3%	125.2%	107.8%	86.3%	88.4%	93.6%	108.0%	
restaurants	# of restaurants	23	23	23		22	22	21			
	at end of period	110.1%	-	-	100.5%		101.7%		100.00/	110.00/	
"Yuzu-An"	Net sales # of customers		132.6%	151.8%	129.5%	115.7% 103.2%		103.2%	106.6% 96.3%	116.2% 105.1%	
restaurants	# of restaurants	103.6%	119.5%	131.0%	117.1%		91.8%	94.1%	90.3%	105.1%	
	at end of period	85	86	87		87	87	87			
	Net sales	147.3%	156.2%	203.7%	165.1%	115.5%	99.4%	100.8%	104.4%	124.9%	
Specialty restaurants	# of customers	118.0%	119.5%	126.5%	121.1%	101.9%	89.4%	92.9%	94.4%	105.5%	
rootaarano	# of restaurants at end of period	9	9	9		9	9	9			
nuary 2023 -	June 2023)										
	00.10 2020)	Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
	Net sales	125.6%	143.7%	126.2%	130.6%	125.8%	117.3%	117.6%	120.2%	125.2%	124.49
All restaurants New restaurants	# of customers	124.9%	134.7%	122.6%	126.8%	119.4%	112.5%	114.4%	115.3%	120.9%	120.8
included)	# of restaurants	622	623	627		630	633	644			
	at end of period Net sales	119.4%	136.5%	120.0%	124.2%	118.4%	110.7%	111.5%	113.5%	118.6%	117.79
Existing	# of customers	118.8%	128.4%	116.7%	124.2%	113.2%	106.0%	107.1%	108.7%	114.6%	114.49
restaurants	# of restaurants				120.7 /8				100.7 /8	114.076	114.4
	at end of period	559	564	566		570	571	577			
Mahlallus	Net sales	115.2%	133.3%	115.0%	119.9%	119.9%	109.8%	111.6%	113.7%	116.7%	115.29
Yakiniku restaurants	# of customers # of restaurants	114.0%	127.0%	111.2%	116.5%	113.8%	102.4%	105.7%	107.2%	111.8%	111.29
	at end of period	269	272	272		273	274	275			
	Net sales	129.3%	132.9%	129.9%	130.6%	121.4%	116.6%	115.7%	117.9%	124.0%	124.49
Ramen	# of customers	125.6%	127.3%	123.2%	125.3%	115.9%	111.1%	110.0%	112.4%	118.6%	119.39
restaurants	# of restaurants at end of period	172	173	175		177	178	181			
	Net sales	109.8%	138.3%	123.7%	122.4%	111.3%	111.3%	106.8%	110.0%	115.9%	116.3
Okonomiyaki	# of customers	103.5%	124.5%	109.2%	111.3%	102.9%	100.6%	96.1%	100.0%	105.6%	106.8
restaurants	# of restaurants	20	20	20		20	20	20			
	at end of period Net sales	121.4%	154.8%	125.2%	130.9%	110.4%	106.2%	106.9%	107.8%	118.9%	117.69
"Yuzu-An"	# of customers	110.5%	141.8%	115.0%	120.0%	102.8%	99.2%	103.1%	107.6%	110.5%	107.9
restaurants	# of restaurants				120.0 /0	Ĩ			101.0 /0	110.070	107.9
restaurants	at end of period	89	89	89		89	88	90			
			1 5 0 0 0 1	100.00/	132.9%	106.2%	101.4%	102.9%	103.5%	116.4%	120.3
	Net sales	119.5%	158.3%	128.2%	132.9%	100.2 /0	101.470	102.376	100.076	110.4 /0	120.0
Specialty restaurants	Net sales # of customers # of restaurants	119.5% 104.7%	158.3% 116.9%	128.2%	107.5%	97.6%	93.7%	95.4%	95.5%	100.9%	102.9

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	Net sales	130.6%	142.6%	156.9%	142.6%	126.2%	107.5%	108.6%	113.5%	126.3
New restaurants	# of customers	126.2%	134.9%	143.7%	134.5%	122.8%	106.6%	109.1%	112.5%	122.5
included)	# of restaurants at end of period	374	377	376		377	378	385		
	Net sales	121.1%	131.7%	142.7%	131.2%	116.2%	99.8%	101.2%	105.3%	116.6
Existing	# of customers	116.2%	123.6%	131.1%	123.3%	112.8%	98.7%	100.4%	103.7%	112.6
restaurants	# of restaurants at end of period	318	321	327		328	331	335		
	Net sales	121.9%	128.1%	136.4%	128.5%	113.8%	97.1%	97.1%	102.1%	113.7
Yakiniku	# of customers	117.3%	117.9%	127.4%	120.6%	111.9%	97.0%	96.4%	101.2%	110.0
restaurants	# of restaurants at end of period	153	154	157		158	160	162		
	Net sales	125.5%	137.7%	141.2%	134.5%	123.4%	108.9%	114.9%	115.5%	124.2
Ramen	# of customers	120.1%	132.2%	133.8%	128.4%	118.9%	105.6%	109.5%	111.1%	119.2
restaurants	# of restaurants at end of period	73	74	76		76	77	79		
	Net sales	121.4%	137.5%	178.6%	141.6%	114.8%	87.5%	91.6%	96.9%	116.2
Okonomiyaki	# of customers	111.0%	120.9%	148.6%	124.6%	106.4%	83.6%	85.9%	91.2%	106.3
restaurants	# of restaurants at end of period	15	15	15		15	15	15		
	Net sales	111.9%	135.2%	156.2%	132.3%	118.1%	103.0%	104.4%	108.2%	118.1
"Yuzu-An"	# of customers	104.6%	120.8%	133.3%	118.6%	105.0%	93.0%	95.2%	97.6%	106.5
restaurants	# of restaurants at end of period	68	69	70		70	70	70		
	Net sales	147.3%	156.2%	203.7%	165.1%	115.5%	99.4%	100.8%	104.4%	124.9
Specialty	# of customers	118.0%	119.5%	126.5%	121.1%	101.9%	89.4%	92.9%	94.4%	105.5
restaurants	# of restaurants at end of period	9	9	9		9	9	9		

(January 2023 - June 2023)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants	Net sales	125.9%	145.0%	128.0%	131.8%	127.5%	118.9%	119.5%	121.9%	126.7%	126.5
New restaurants	# of customers	125.3%	135.7%	123.8%	127.7%	121.7%	114.7%	117.8%	118.0%	122.7%	122.6
included)	# of restaurants at end of period	385	387	390		392	395	405			
	Net sales	116.7%	134.7%	119.1%	122.4%	117.3%	109.6%	110.9%	112.5%	117.3%	117.
Existing	# of customers	115.3%	125.5%	114.4%	117.8%	111.8%	104.5%	106.5%	107.5%	112.6%	112.
restaurants	# of restaurants at end of period	337	340	341		344	345	350			
	Net sales	112.7%	129.8%	114.1%	117.8%	118.9%	108.9%	110.9%	112.8%	115.3%	114.
Yakiniku	# of customers	111.2%	122.7%	109.5%	113.7%	112.6%	101.1%	104.6%	106.0%	109.9%	109.
restaurants	# of restaurants at end of period	163	165	165		165	166	167			
	Net sales	127.3%	129.2%	128.1%	128.1%	122.3%	117.1%	116.5%	118.7%	123.3%	123.
Ramen	# of customers	123.8%	124.1%	121.7%	123.2%	116.2%	111.7%	111.2%	113.1%	118.0%	118.
restaurants	# of restaurants at end of period	79	79	80		82	82	84			
	Net sales	106.0%	129.3%	121.4%	117.9%	107.5%	110.2%	106.7%	108.3%	112.9%	114
Okonomiyaki	# of customers	99.6%	116.7%	105.8%	106.6%	99.4%	99.0%	95.2%	98.1%	102.3%	104.
restaurants	# of restaurants at end of period	14	14	14		14	14	14			
	Net sales	121.1%	154.9%	126.6%	131.3%	111.1%	106.6%	108.0%	108.6%	119.5%	118
"Yuzu-An"	# of customers	110.2%	141.4%	116.2%	120.2%	103.4%	99.5%	104.1%	102.2%	110.9%	108
restaurants	# of restaurants at end of period	72	72	72		72	72	74			
	Net sales	119.5%	158.3%	128.2%	132.9%	106.2%	101.4%	102.9%	103.5%	116.4%	120.
Specialty	# of customers	104.7%	116.9%	102.7%	107.5%	97.6%	93.7%	95.4%	95.5%	100.9%	102.
restaurants	# of restaurants at end of period	9	10	10		11	11	11			

(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 "Marugen" to "Kyabeton") 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.