

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

(July 2023 - December 2023)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	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%
	# of restaurants at end of period	408	412	414		416	418	426		
Existing restaurants	Net sales	110.0%	116.1%	108.2%	111.5%	103.1%	112.1%	111.2%	108.8%	110.1%
	# of customers	105.1%	111.1%	105.9%	107.4%	100.5%	108.5%	106.6%	105.1%	106.3%
	# of restaurants at end of period	352	353	356		360	363	367		
Yakiniku restaurants	Net sales	109.3%	113.1%	106.4%	109.7%	99.1%	106.7%	105.8%	103.8%	106.8%
	# of customers	103.9%	107.7%	101.9%	104.6%	94.8%	101.8%	100.5%	99.0%	101.8%
	# of restaurants at end of period	167	167	169		171	173	175		
Ramen restaurants	Net sales	111.4%	120.0%	118.1%	116.6%	110.0%	118.6%	115.1%	114.4%	115.5%
	# of customers	105.5%	113.2%	111.8%	110.2%	104.5%	112.2%	110.1%	108.9%	109.6%
	# of restaurants at end of period	85	85	85		87	88	89		
Okonomiyaki restaurants	Net sales	109.3%	110.8%	104.9%	108.2%	101.2%	110.1%	105.0%	105.2%	106.6%
	# of customers	99.2%	99.6%	95.6%	98.1%	92.4%	100.3%	95.6%	95.9%	96.9%
	# of restaurants at end of period	14	14	14		14	14	15		
"Yuzu-An" restaurants	Net sales	111.8%	123.3%	106.5%	114.0%	109.3%	124.4%	122.9%	118.8%	116.5%
	# of customers	109.3%	118.5%	105.0%	111.0%	108.4%	121.0%	116.6%	115.1%	113.2%
	# of restaurants at end of period	75	76	77		77	77	77		
Specialty restaurants	Net sales	104.0%	111.8%	98.2%	105.0%	96.7%	100.6%	113.4%	104.7%	104.9%
	# of customers	97.4%	100.9%	94.4%	97.7%	91.8%	96.9%	101.1%	96.8%	97.2%
	# 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
All restaurants (New restaurants included)	Net sales	118.0%	121.2%		119.5%					119.5%	119.2%
	# of customers	116.1%	120.6%		118.2%					118.2%	118.2%
	# of restaurants at end of period	428	433								
Existing restaurants	Net sales	109.2%	112.0%		110.5%					110.5%	110.2%
	# of customers	104.5%	107.9%		106.0%					106.0%	106.2%
	# of restaurants at end of period	368	370								
Yakiniku restaurants	Net sales	108.2%	113.2%		110.6%					110.6%	107.7%
	# of customers	103.5%	109.0%		106.1%					106.1%	102.9%
	# of restaurants at end of period	176	178								
Ramen restaurants	Net sales	106.6%	110.6%		108.4%					108.4%	113.6%
	# of customers	103.5%	107.3%		105.2%					105.2%	108.4%
	# of restaurants at end of period	89	89								
Okonomiyaki restaurants	Net sales	104.1%	104.6%		104.3%					104.3%	105.9%
	# of customers	95.0%	99.3%		97.0%					97.0%	96.9%
	# of restaurants at end of period	15	15								
"Yuzu-An" restaurants	Net sales	114.8%	111.3%		113.2%					113.2%	115.6%
	# of customers	111.4%	108.3%		109.9%					109.9%	112.3%
	# of restaurants at end of period	77	77								
Specialty restaurants	Net sales	111.6%	105.7%		108.8%					108.8%	105.9%
	# of customers	105.5%	103.7%		104.6%					104.6%	99.1%
	# of restaurants at end of period	11	11								

(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.
- The following table shows the number of restaurants that have been revised or excluded from the figures for existing restaurants for February 2024.

Number of restaurants: 4

Restaurant name:

Yakiniku King Fuchu (Due to renovation)

Yakiniku King Toyoyama (Due to renovation)

Yakiniku King Aizuwakamatsu (Due to renovation)

Yakiniku King Nagano Higashiwada (Due to renovation)

3. Number of restaurants at the end of month

(July 2023 - December 2023)

		Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Yakiniku restaurants	# of directly managed restaurants	190	191	192	193	195	196
	# of FC restaurants	116	117	118	118	118	119
	# of restaurants at end of period	306	308	310	311	313	315
Ramen restaurants	# of directly managed restaurants	102	105	105	105	105	107
	# of FC restaurants	102	103	103	103	103	103
	# of restaurants at end of period	204	208	208	208	208	210
Okonomiyaki restaurants	# of directly managed restaurants	16	16	16	16	16	16
	# of FC restaurants	6	5	5	5	5	5
	# of restaurants at end of period	22	21	21	21	21	21
"Yuzu-An" restaurants	# of directly managed restaurants	78	78	78	78	78	79
	# of FC restaurants	16	16	16	16	16	16
	# of restaurants at end of period	94	94	94	94	94	95
Specialty restaurants	# of directly managed restaurants	22	22	23	24	24	28
	# of FC restaurants						
	# of restaurants at end of period	22	22	23	24	24	28
Other restaurants	# of restaurants in China	22	22	23	22	23	22
	# of restaurants at end of period	22	22	23	22	23	22
Total	# of directly managed restaurants	408	412	414	416	418	426
	# of FC restaurants	240	241	242	242	242	243
	# of restaurants in China	22	22	23	22	23	22
	# of restaurants at end of period	670	675	679	680	683	691

(January 2024 - June 2024)

		Jan.	Feb.	Mar.	Apr.	May	Jun.
Yakiniku restaurants	# of directly managed restaurants	198	199				
	# of FC restaurants	119	119				
	# of restaurants at end of period	317	318				
Ramen restaurants	# of directly managed restaurants	107	108				
	# of FC restaurants	103	103				
	# of restaurants at end of period	210	211				
Okonomiyaki restaurants	# of directly managed restaurants	16	16				
	# of FC restaurants	5	5				
	# of restaurants at end of period	21	21				
"Yuzu-An" restaurants	# of directly managed restaurants	79	79				
	# of FC restaurants	16	16				
	# of restaurants at end of period	95	95				
Specialty restaurants	# of directly managed restaurants	28	29				
	# of FC restaurants						
	# of restaurants at end of period	28	29				
Other restaurants	# of restaurants in China	23	20				
	# of restaurants at end of period	23	20				
Total	# of directly managed restaurants	428	431				
	# of FC restaurants	243	243				
	# of restaurants in China	23	20				
	# of restaurants at end of period	694	694				

【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)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	126.7%	139.9%	152.1%	138.8%	123.2%	105.9%	107.1%	111.6%	123.6%
	# of customers	123.5%	133.6%	141.0%	132.3%	121.1%	105.6%	107.3%	111.0%	120.7%
	# of restaurants at end of period	610	612	613		613	615	622		
Existing restaurants	Net sales	119.6%	131.7%	142.2%	130.5%	116.2%	100.6%	102.0%	105.8%	116.7%
	# of customers	116.5%	125.6%	132.4%	124.4%	114.8%	100.7%	102.1%	105.6%	114.2%
	# of restaurants at end of period	536	540	546		547	551	556		
Yakiniku restaurants	Net sales	118.9%	128.7%	138.3%	128.2%	112.9%	97.3%	97.5%	102.1%	113.6%
	# of customers	115.4%	119.8%	130.1%	121.4%	111.6%	97.2%	97.0%	101.5%	110.5%
	# of restaurants at end of period	254	256	259		261	264	267		
Ramen restaurants	Net sales	125.8%	137.1%	141.4%	134.4%	125.6%	110.3%	114.7%	116.7%	124.8%
	# of customers	120.6%	132.0%	134.1%	128.6%	121.3%	107.1%	109.8%	112.5%	120.1%
	# of restaurants at end of period	165	166	168		168	169	172		
Okonomiyaki restaurants	Net sales	119.6%	139.4%	173.8%	140.2%	115.1%	89.6%	93.2%	98.5%	116.7%
	# of customers	110.7%	124.4%	147.3%	125.2%	107.8%	86.3%	88.4%	93.6%	108.0%
	# of restaurants at end of period	23	23	23		22	22	21		
"Yuzu-An" restaurants	Net sales	110.1%	132.6%	151.8%	129.5%	115.7%	101.7%	103.2%	106.6%	116.2%
	# of customers	103.6%	119.5%	131.0%	117.1%	103.2%	91.8%	94.1%	96.3%	105.1%
	# of restaurants at end of period	85	86	87		87	87	87		
Specialty restaurants	Net sales	147.3%	156.2%	203.7%	165.1%	115.5%	99.4%	100.8%	104.4%	124.9%
	# of customers	118.0%	119.5%	126.5%	121.1%	101.9%	89.4%	92.9%	94.4%	105.5%
	# 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 (New restaurants included)	Net sales	125.6%	143.7%	126.2%	130.6%	125.8%	117.3%	117.6%	120.2%	125.2%	124.4%
	# of customers	124.9%	134.7%	122.6%	126.8%	119.4%	112.5%	114.4%	115.3%	120.9%	120.8%
	# of restaurants at end of period	622	623	627		630	633	644			
Existing restaurants	Net sales	119.4%	136.5%	120.0%	124.2%	118.4%	110.7%	111.5%	113.5%	118.6%	117.7%
	# of customers	118.8%	128.4%	116.7%	120.7%	113.2%	106.0%	107.1%	108.7%	114.6%	114.4%
	# of restaurants at end of period	559	564	566		570	571	577			
Yakiniku restaurants	Net sales	115.2%	133.3%	115.0%	119.9%	119.9%	109.8%	111.6%	113.7%	116.7%	115.2%
	# of customers	114.0%	127.0%	111.2%	116.5%	113.8%	102.4%	105.7%	107.2%	111.8%	111.2%
	# of restaurants at end of period	269	272	272		273	274	275			
Ramen restaurants	Net sales	129.3%	132.9%	129.9%	130.6%	121.4%	116.6%	115.7%	117.9%	124.0%	124.4%
	# of customers	125.6%	127.3%	123.2%	125.3%	115.9%	111.1%	110.0%	112.4%	118.6%	119.3%
	# of restaurants at end of period	172	173	175		177	178	181			
Okonomiyaki restaurants	Net sales	109.8%	138.3%	123.7%	122.4%	111.3%	111.3%	106.8%	110.0%	115.9%	116.3%
	# of customers	103.5%	124.5%	109.2%	111.3%	102.9%	100.6%	96.1%	100.0%	105.6%	106.8%
	# of restaurants at end of period	20	20	20		20	20	20			
"Yuzu-An" restaurants	Net sales	121.4%	154.8%	125.2%	130.9%	110.4%	106.2%	106.9%	107.8%	118.9%	117.6%
	# of customers	110.5%	141.8%	115.0%	120.0%	102.8%	99.2%	103.1%	101.6%	110.5%	107.9%
	# of restaurants at end of period	89	89	89		89	88	90			
Specialty restaurants	Net sales	119.5%	158.3%	128.2%	132.9%	106.2%	101.4%	102.9%	103.5%	116.4%	120.3%
	# of customers	104.7%	116.9%	102.7%	107.5%	97.6%	93.7%	95.4%	95.5%	100.9%	102.9%
	# of restaurants at end of period	9	10	10		11	11	11			

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%	156.9%	142.6%	126.2%	107.5%	108.6%	113.5%	126.3%
	# of customers	126.2%	134.9%	143.7%	134.5%	122.8%	106.6%	109.1%	112.5%	122.5%
	# of restaurants at end of period	374	377	376		377	378	385		
Existing restaurants	Net sales	121.1%	131.7%	142.7%	131.2%	116.2%	99.8%	101.2%	105.3%	116.6%
	# of customers	116.2%	123.6%	131.1%	123.3%	112.8%	98.7%	100.4%	103.7%	112.6%
	# of restaurants at end of period	318	321	327		328	331	335		
Yakiniku restaurants	Net sales	121.9%	128.1%	136.4%	128.5%	113.8%	97.1%	97.1%	102.1%	113.7%
	# of customers	117.3%	117.9%	127.4%	120.6%	111.9%	97.0%	96.4%	101.2%	110.0%
	# of restaurants at end of period	153	154	157		158	160	162		
Ramen restaurants	Net sales	125.5%	137.7%	141.2%	134.5%	123.4%	108.9%	114.9%	115.5%	124.2%
	# of customers	120.1%	132.2%	133.8%	128.4%	118.9%	105.6%	109.5%	111.1%	119.2%
	# of restaurants at end of period	73	74	76		76	77	79		
Okonomiyaki restaurants	Net sales	121.4%	137.5%	178.6%	141.6%	114.8%	87.5%	91.6%	96.9%	116.2%
	# of customers	111.0%	120.9%	148.6%	124.6%	106.4%	83.6%	85.9%	91.2%	106.3%
	# of restaurants at end of period	15	15	15		15	15	15		
"Yuzu-An" restaurants	Net sales	111.9%	135.2%	156.2%	132.3%	118.1%	103.0%	104.4%	108.2%	118.1%
	# of customers	104.6%	120.8%	133.3%	118.6%	105.0%	93.0%	95.2%	97.6%	106.5%
	# of restaurants at end of period	68	69	70		70	70	70		
Specialty restaurants	Net sales	147.3%	156.2%	203.7%	165.1%	115.5%	99.4%	100.8%	104.4%	124.9%
	# of customers	118.0%	119.5%	126.5%	121.1%	101.9%	89.4%	92.9%	94.4%	105.5%
	# 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 (New restaurants included)	Net sales	125.9%	145.0%	128.0%	131.8%	127.5%	118.9%	119.5%	121.9%	126.7%	126.5%
	# of customers	125.3%	135.7%	123.8%	127.7%	121.7%	114.7%	117.8%	118.0%	122.7%	122.6%
	# of restaurants at end of period	385	387	390		392	395	405			
Existing restaurants	Net sales	116.7%	134.7%	119.1%	122.4%	117.3%	109.6%	110.9%	112.5%	117.3%	117.0%
	# of customers	115.3%	125.5%	114.4%	117.8%	111.8%	104.5%	106.5%	107.5%	112.6%	112.6%
	# of restaurants at end of period	337	340	341		344	345	350			
Yakiniku restaurants	Net sales	112.7%	129.8%	114.1%	117.8%	118.9%	108.9%	110.9%	112.8%	115.3%	114.5%
	# of customers	111.2%	122.7%	109.5%	113.7%	112.6%	101.1%	104.6%	106.0%	109.9%	109.9%
	# of restaurants at end of period	163	165	165		165	166	167			
Ramen restaurants	Net sales	127.3%	129.2%	128.1%	128.1%	122.3%	117.1%	116.5%	118.7%	123.3%	123.7%
	# of customers	123.8%	124.1%	121.7%	123.2%	116.2%	111.7%	111.2%	113.1%	118.0%	118.6%
	# of restaurants at end of period	79	79	80		82	82	84			
Okonomiyaki restaurants	Net sales	106.0%	129.3%	121.4%	117.9%	107.5%	110.2%	106.7%	108.3%	112.9%	114.5%
	# of customers	99.6%	116.7%	105.8%	106.6%	99.4%	99.0%	95.2%	98.1%	102.3%	104.3%
	# of restaurants at end of period	14	14	14		14	14	14			
"Yuzu-An" restaurants	Net sales	121.1%	154.9%	126.6%	131.3%	111.1%	106.6%	108.0%	108.6%	119.5%	118.8%
	# of customers	110.2%	141.4%	116.2%	120.2%	103.4%	99.5%	104.1%	102.2%	110.9%	108.8%
	# of restaurants at end of period	72	72	72		72	72	74			
Specialty restaurants	Net sales	119.5%	158.3%	128.2%	132.9%	106.2%	101.4%	102.9%	103.5%	116.4%	120.3%
	# of customers	104.7%	116.9%	102.7%	107.5%	97.6%	93.7%	95.4%	95.5%	100.9%	102.9%
	# of restaurants at end of period	9	10	10		11	11	11			

(Note)

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- Existing restaurants are defined as those in operation for 18 months or more since opening.
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- Closed restaurants (including those remodeling to a different industry) are considered existing restaurants up to one month prior to the month of closure.
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