

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

(July 2024 - December 2024)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	110.4%	117.2%		114.0%					114.0%
	# of customers	112.7%	117.7%		115.4%					115.4%
	# of restaurants at end of period	451	455							
Existing restaurants	Net sales	101.3%	108.1%		104.9%					104.9%
	# of customers	101.4%	106.4%		104.1%					104.1%
	# of restaurants at end of period	377	380							
Yakiniku restaurants	Net sales	98.7%	104.6%		101.8%					101.8%
	# of customers	98.3%	104.1%		101.4%					101.4%
	# of restaurants at end of period	182	183							
Ramen restaurants	Net sales	106.4%	108.0%		107.3%					107.3%
	# of customers	104.6%	106.4%		105.6%					105.6%
	# of restaurants at end of period	92	93							
Okonomiyaki restaurants	Net sales	93.8%	108.0%		101.1%					101.1%
	# of customers	92.9%	108.3%		100.9%					100.9%
	# of restaurants at end of period	16	16							
"Yuzu-An" restaurants	Net sales	105.8%	119.9%		113.3%					113.3%
	# of customers	104.3%	114.6%		109.7%					109.7%
	# of restaurants at end of period	77	77							
Specialty restaurants	Net sales	102.4%	105.3%		103.9%					103.9%
	# of customers	95.3%	96.4%		95.9%					95.9%
	# of restaurants at end of period	10	11							

(January 2025 - June 2025)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales										114.0%
	# of customers										115.4%
	# of restaurants at end of period										
Existing restaurants	Net sales										104.9%
	# of customers										104.1%
	# of restaurants at end of period										
Yakiniku restaurants	Net sales										101.8%
	# of customers										101.4%
	# of restaurants at end of period										
Ramen restaurants	Net sales										107.3%
	# of customers										105.6%
	# of restaurants at end of period										
Okonomiyaki restaurants	Net sales										101.1%
	# of customers										100.9%
	# of restaurants at end of period										
"Yuzu-An" restaurants	Net sales										113.3%
	# of customers										109.7%
	# of restaurants at end of period										
Specialty restaurants	Net sales										103.9%
	# of customers										95.9%
	# 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.
- The following table shows the number of restaurants that have been revised or excluded from the figures for existing restaurants for August 2024.

Number of restaurants: 6

Restaurant name:

- Yakiniku King Maebashi (Due to renovation in the previous fiscal year)
- Yakiniku King Matsudo Goko (Due to renovation in the previous fiscal year)
- Yakiniku King Akita Hiroomote (Due to repair work caused by a heavy rain inundation in the previous fiscal year)
- Okonomiyaki Honpo Toyokawa (Due to renovation in the previous fiscal year)
- Okonomiyaki Honpo Tamasakai (Due to renovation in the previous fiscal year)
- Okonomiyaki Honpo Mikawaanjo (Due to renovation in the previous fiscal year)

3. Number of restaurants at the end of month

(July 2024 - December 2024)

		Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Yakiniku restaurants	# of directly managed restaurants	206	207				
	# of FC restaurants	120	121				
	# of restaurants at end of period	326	328				
Ramen restaurants	# of directly managed restaurants	117	118				
	# of FC restaurants	104	104				
	# of restaurants at end of period	221	222				
Okonomiyaki restaurants	# of directly managed restaurants	16	16				
	# of FC restaurants	4	4				
	# of restaurants at end of period	20	20				
"Yuzu-An" restaurants	# of directly managed restaurants	81	81				
	# of FC restaurants	16	16				
	# of restaurants at end of period	97	97				
Specialty restaurants	# of directly managed restaurants	31	33				
	# of FC restaurants						
	# of restaurants at end of period	31	33				
Other restaurants	# of overseas stores	27	24				
	# of restaurants at end of period	27	24				
Total	# of directly managed restaurants	451	455				
	# of FC restaurants	244	245				
	# of overseas stores	27	24				
	# of restaurants at end of period	722	724				

(January 2025 - June 2025)

		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 overseas stores						
	# of restaurants at end of period						
Total	# of directly managed restaurants						
	# of FC restaurants						
	# of overseas stores						
	# of restaurants at end of period						

[Reference]

Fiscal year ended June 2024 Monthly YoY Change in Sales and Number of Restaurants

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 (New restaurants included)	Net sales	116.8%	122.5%	116.2%	118.6%	110.1%	119.3%	118.7%	116.0%	117.3%
	# of customers	113.1%	119.1%	116.5%	116.3%	110.1%	117.7%	116.4%	114.7%	115.5%
	# of restaurants at end of period	648	653	656		658	660	669		
Existing restaurants	Net sales	110.5%	116.2%	109.5%	112.2%	103.4%	112.0%	111.4%	108.9%	110.5%
	# of customers	105.9%	111.6%	107.8%	108.5%	101.6%	108.8%	107.5%	105.9%	107.2%
	# of restaurants at end of period	581	581	584		590	593	597		
Yakiniku restaurants	Net sales	109.8%	113.2%	106.7%	110.0%	99.1%	107.1%	106.8%	104.3%	107.1%
	# of customers	104.8%	107.9%	102.4%	105.1%	95.0%	102.3%	101.6%	99.6%	102.3%
	# of restaurants at end of period	276	276	278		281	283	285		
Ramen restaurants	Net sales	112.5%	120.6%	119.8%	117.7%	111.1%	118.4%	115.8%	115.0%	116.3%
	# of customers	106.7%	113.9%	113.5%	111.4%	106.0%	112.4%	111.0%	109.7%	110.6%
	# of restaurants at end of period	183	183	183		186	187	188		
Okonomiyaki restaurants	Net sales	107.3%	111.6%	107.9%	108.9%	100.3%	108.3%	105.0%	104.4%	106.5%
	# of customers	98.2%	101.0%	98.8%	99.3%	91.9%	99.0%	96.0%	95.5%	97.3%
	# of restaurants at end of period	20	19	19		19	19	20		
"Yuzu-An" restaurants	Net sales	111.0%	122.5%	105.8%	113.2%	109.1%	123.0%	121.9%	117.9%	115.7%
	# of customers	108.6%	117.7%	104.5%	110.4%	108.4%	119.9%	115.9%	114.5%	112.6%
	# of restaurants at end of period	91	92	93		93	93	93		
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	116.1%	119.5%	118.1%	117.8%	103.7%	104.1%	118.1%	108.3%	113.0%	115.1%
	# of customers	113.1%	117.4%	115.3%	115.1%	106.2%	106.4%	117.8%	109.9%	112.6%	114.0%
	# of restaurants at end of period	671	674	674		677	683	693			
Existing restaurants	Net sales	109.4%	112.5%	111.6%	111.1%	97.7%	97.9%	111.0%	101.9%	106.5%	108.4%
	# of customers	105.1%	108.8%	107.3%	107.0%	98.4%	98.9%	110.1%	102.2%	104.7%	105.9%
	# of restaurants at end of period	598	598	598		600	602	610			
Yakiniku restaurants	Net sales	108.8%	113.4%	112.0%	111.3%	92.8%	94.0%	110.3%	98.6%	104.9%	106.0%
	# of customers	104.1%	109.3%	109.1%	107.5%	92.9%	95.0%	112.6%	99.7%	103.7%	103.0%
	# of restaurants at end of period	286	288	290		290	292	296			
Ramen restaurants	Net sales	108.0%	112.4%	107.4%	109.1%	104.1%	102.6%	109.0%	105.1%	107.1%	111.5%
	# of customers	105.1%	109.1%	105.0%	106.3%	102.2%	101.3%	107.8%	103.7%	105.0%	107.7%
	# of restaurants at end of period	188	188	188		189	189	192			
Okonomiyaki restaurants	Net sales	103.5%	104.4%	105.0%	104.3%	97.0%	94.3%	112.8%	100.3%	102.4%	104.3%
	# of customers	94.9%	99.2%	103.8%	99.4%	94.6%	92.4%	111.2%	98.3%	98.9%	98.1%
	# of restaurants at end of period	20	20	20		20	19	19			
"Yuzu-An" restaurants	Net sales	114.3%	110.7%	117.2%	114.4%	107.7%	106.3%	117.8%	110.3%	112.4%	114.0%
	# of customers	111.0%	107.8%	111.7%	110.3%	102.9%	104.3%	112.7%	106.5%	108.5%	110.4%
	# of restaurants at end of period	93	93	93		93	93	93			
Specialty restaurants	Net sales	111.6%	106.3%	109.7%	109.3%	105.3%	100.7%	106.6%	104.2%	106.8%	105.8%
	# of customers	105.5%	103.9%	99.2%	102.9%	97.0%	92.7%	99.7%	96.5%	99.6%	98.4%
	# of restaurants at end of period	11	9	7		8	9	10			

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%	120.1%	119.7%	105.3%	106.1%	120.8%	110.4%	115.1%	117.0%
	# of customers	116.1%	120.6%	118.5%	118.3%	108.4%	109.4%	121.3%	112.8%	115.6%	116.9%
	# of restaurants at end of period	428	431	431		434	440	449			
Existing restaurants	Net sales	109.2%	112.0%	111.5%	110.9%	97.2%	97.4%	111.2%	101.6%	106.2%	108.1%
	# of customers	104.5%	107.9%	106.9%	106.3%	96.9%	97.9%	109.8%	101.2%	103.8%	105.0%
	# of restaurants at end of period	368	368	366		368	370	377			
Yakiniku restaurants	Net sales	108.2%	113.2%	111.2%	110.8%	92.1%	93.4%	110.2%	98.1%	104.4%	105.5%
	# of customers	103.5%	109.0%	108.2%	106.9%	92.0%	94.4%	112.3%	99.1%	103.1%	102.4%
	# of restaurants at end of period	176	178	178		178	179	183			
Ramen restaurants	Net sales	106.6%	110.6%	106.0%	107.6%	102.3%	101.0%	107.2%	103.3%	105.5%	110.2%
	# of customers	103.5%	107.3%	103.5%	104.7%	100.2%	99.6%	106.1%	101.8%	103.2%	106.3%
	# of restaurants at end of period	89	89	89		90	90	92			
Okonomiyaki restaurants	Net sales	104.1%	104.6%	105.9%	104.9%	97.1%	94.3%	112.5%	100.2%	102.6%	104.4%
	# of customers	95.0%	99.3%	104.9%	99.9%	95.0%	92.7%	111.9%	98.6%	99.3%	98.2%
	# of restaurants at end of period	15	15	15		15	15	15			
"Yuzu-An" restaurants	Net sales	114.8%	111.3%	117.6%	114.8%	107.9%	107.0%	118.8%	110.9%	113.0%	114.7%
	# of customers	111.4%	108.3%	111.8%	110.6%	102.9%	105.0%	113.6%	106.9%	108.9%	111.0%
	# of restaurants at end of period	77	77	77		77	77	77			
Specialty restaurants	Net sales	111.6%	106.3%	109.7%	109.3%	105.3%	100.7%	106.6%	104.2%	106.8%	105.8%
	# of customers	105.5%	103.9%	99.2%	102.9%	97.0%	92.7%	99.7%	96.5%	99.6%	98.4%
	# of restaurants at end of period	11	9	7		8	9	10			

(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.
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