

April 9, 2025

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Notice Regarding March 2025 Preliminary Monthly YoY Change in Sales and Number of Restaurants

In the "Notice Regarding February 2025 Preliminary Monthly YoY Change in Sales and Number of Restaurants" announced on March 11, 2025, there are matters that need correction, and we hereby announce the following updates. The corrections pertain to the number of restaurants for "existing restaurants" and "specialty restaurants" in February, as well as net sales, number of customers, and the number of restaurants at the end of the period for "Okonomiyaki restaurants," as shown on pages 1 and 2 of this document. The specific corrections are highlighted in underlined bold text.

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

(July 2024 - December 2024)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	108.6%	114.8%	111.1%	111.6%	110.9%	113.1%	110.6%	111.5%	111.6%
	# of customers	110.3%	114.5%	113.4%	112.8%	110.4%	111.9%	108.9%	110.3%	111.6%
	# of restaurants at end of period	695	700	705		710	718	722		
Existing restaurants	Net sales	101.8%	108.1%	104.6%	105.0%	102.8%	104.6%	102.8%	103.3%	104.2%
	# of customers	102.6%	107.0%	106.4%	105.4%	101.6%	102.5%	100.9%	101.6%	103.5%
	# of restaurants at end of period	610	613	617		620	625	636		
Yakiniku restaurants	Net sales	98.8%	105.3%	101.5%	102.0%	105.2%	105.1%	101.1%	103.7%	102.8%
	# of customers	98.4%	105.1%	103.0%	102.3%	101.6%	102.8%	98.1%	100.7%	101.5%
	# of restaurants at end of period	295	296	299		301	301	305		
Ramen restaurants	Net sales	107.9%	108.8%	105.8%	107.6%	100.9%	103.6%	106.7%	103.9%	105.7%
	# of customers	106.1%	107.4%	107.9%	107.1%	102.8%	102.3%	102.8%	102.6%	104.9%
	# of restaurants at end of period	192	193	194		195	198	201		
Okonomiyaki restaurants	Net sales	94.1%	107.6%	110.8%	104.3%	102.3%	108.9%	105.7%	105.6%	105.0%
	# of customers	92.4%	106.7%	110.6%	103.5%	102.5%	108.7%	105.6%	105.5%	104.5%
	# of restaurants at end of period	20	20	20		20	20	20		
"Yuzu-An" restaurants	Net sales	105.0%	118.8%	115.8%	113.5%	96.7%	103.7%	102.6%	101.1%	106.8%
	# of customers	103.6%	113.9%	112.9%	110.2%	96.6%	102.4%	101.9%	100.3%	105.0%
	# of restaurants at end of period	93	93	93		93	93	94		
Specialty restaurants	Net sales	102.4%	105.3%	105.2%	104.2%	104.2%	105.6%	101.4%	103.3%	103.7%
	# of customers	95.3%	96.4%	95.0%	95.6%	95.2%	97.1%	96.4%	96.4%	96.0%
	# of restaurants at end of period	10	11	11		11	13	16		

(January 2025 - June 2025)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales	108.7%	110.2%	113.2%	110.8%					110.8%	111.3%
	# of customers	106.2%	108.4%	111.2%	108.6%					108.6%	110.5%
	# of restaurants at end of period	726	732	737							
Existing restaurants	Net sales	101.5%	<u>101.8%</u>	104.6%	102.7%					102.7%	103.7%
	# of customers	99.0%	<u>100.4%</u>	103.0%	100.9%					100.9%	102.6%
	# of restaurants at end of period	639	<u>644</u>	647							
Yakiniku restaurants	Net sales	99.3%	96.4%	101.0%	99.1%					99.1%	101.5%
	# of customers	96.5%	95.4%	98.9%	97.1%					97.1%	99.9%
	# of restaurants at end of period	306	308	309							
Ramen restaurants	Net sales	104.9%	107.7%	109.9%	107.5%					107.5%	106.3%
	# of customers	100.1%	102.7%	105.9%	102.8%					102.8%	104.2%
	# of restaurants at end of period	203	206	207							
Okonomiyaki restaurants	Net sales	105.1%	<u>114.2%</u>	107.0%	108.5%					108.5%	106.3%
	# of customers	104.8%	<u>112.1%</u>	106.4%	107.6%					107.6%	105.6%
	# of restaurants at end of period	20	<u>20</u>	20							
"Yuzu-An" restaurants	Net sales	103.7%	112.0%	110.8%	108.7%					108.7%	107.5%
	# of customers	103.4%	107.5%	107.5%	106.1%					106.1%	105.4%
	# of restaurants at end of period	94	94	94							
Specialty restaurants	Net sales	101.7%	106.0%	102.2%	103.1%					103.1%	103.5%
	# of customers	92.0%	95.9%	95.5%	94.5%					94.5%	95.4%
	# of restaurants at end of period	16	<u>16</u>	17							

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%	114.1%	116.0%	112.3%	114.0%	114.0%
	# of customers	112.7%	117.7%	117.1%	115.9%	115.0%	116.5%	111.9%	114.3%	115.1%
	# of restaurants at end of period	451	455	459		463	468	471		
Existing restaurants	Net sales	101.3%	108.0%	105.1%	105.0%	102.4%	104.0%	102.2%	102.8%	103.9%
	# of customers	101.4%	106.4%	106.3%	104.8%	101.0%	101.9%	100.2%	101.0%	102.9%
	# of restaurants at end of period	377	380	383		385	389	399		
Yakiniku restaurants	Net sales	98.7%	104.6%	101.4%	101.7%	104.8%	104.2%	100.8%	103.1%	102.4%
	# of customers	98.3%	104.1%	102.7%	101.8%	100.9%	101.8%	97.8%	100.1%	101.0%
	# of restaurants at end of period	182	183	185		186	186	189		
Ramen restaurants	Net sales	106.4%	108.0%	105.8%	106.8%	100.8%	103.2%	105.7%	103.4%	105.1%
	# of customers	104.6%	106.4%	108.0%	106.4%	102.9%	101.8%	101.9%	102.2%	104.3%
	# of restaurants at end of period	92	93	94		95	97	100		
Okonomiyaki restaurants	Net sales	93.8%	108.0%	109.5%	104.0%	101.6%	107.9%	105.5%	105.0%	104.5%
	# of customers	92.9%	108.3%	110.7%	104.3%	102.2%	108.0%	105.6%	105.3%	104.8%
	# of restaurants at end of period	16	16	16		16	16	16		
"Yuzu-An" restaurants	Net sales	105.8%	119.9%	116.6%	114.3%	97.0%	103.4%	102.5%	101.1%	107.2%
	# of customers	104.3%	114.6%	113.5%	110.9%	96.9%	102.1%	101.9%	100.4%	105.3%
	# of restaurants at end of period	77	77	77		77	77	78		
Specialty restaurants	Net sales	102.4%	105.3%	105.2%	104.2%	104.2%	105.6%	101.4%	103.3%	103.7%
	# of customers	95.3%	96.4%	95.0%	95.6%	95.2%	97.1%	96.4%	96.4%	96.0%
	# of restaurants at end of period	10	11	11		11	13	16		

(January 2025 - June 2025)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales	110.9%	112.9%	115.8%	113.3%					113.3%	113.7%
	# of customers	109.4%	112.2%	114.6%	112.1%					112.1%	114.1%
	# of restaurants at end of period	474	481	485							
Existing restaurants	Net sales	101.8%	102.1%	104.8%	103.0%					103.0%	103.6%
	# of customers	99.1%	100.5%	103.0%	100.9%					100.9%	102.2%
	# of restaurants at end of period	401	405	407							
Yakiniku restaurants	Net sales	99.9%	96.3%	101.1%	99.3%					99.3%	101.3%
	# of customers	96.9%	95.7%	99.0%	97.4%					97.4%	99.7%
	# of restaurants at end of period	190	191	191							
Ramen restaurants	Net sales	104.5%	107.1%	109.9%	107.1%					107.1%	105.8%
	# of customers	99.7%	102.3%	106.0%	102.6%					102.6%	103.7%
	# of restaurants at end of period	101	104	105							
Okonomiyaki restaurants	Net sales	105.2%	115.2%	107.0%	108.9%					108.9%	106.1%
	# of customers	105.1%	112.8%	107.0%	108.1%					108.1%	106.0%
	# of restaurants at end of period	16	16	16							
"Yuzu-An" restaurants	Net sales	104.1%	113.0%	111.4%	109.3%					109.3%	107.9%
	# of customers	103.9%	108.7%	108.2%	106.9%					106.9%	105.9%
	# of restaurants at end of period	78	78	78							
Specialty restaurants	Net sales	101.7%	106.0%	102.2%	103.1%					103.1%	103.5%
	# of customers	92.0%	95.9%	95.5%	94.5%					94.5%	95.4%
	# of restaurants at end of period	16	16	17							

(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 March 2025.

Number of restaurants: 5

Restaurant name:

Yakiniku King Gamo (Due to renovation)

Yakiniku King Toyoyama (Due to renovation in the previous fiscal year)

Yakiniku King Aizuwakamatsu (Due to renovation in the previous fiscal year)

Yakiniku King Nagano Higashiwada (Due to renovation in the previous fiscal year)

Okonomiyaki Honpo Mukaiyama (Due to renovation)

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	209	211	211	212
	# of FC restaurants	120	121	122	123	126	127
	# of restaurants at end of period	326	328	331	334	337	339
Ramen restaurants	# of directly managed restaurants	117	118	119	121	122	122
	# of FC restaurants	104	104	104	104	104	104
	# of restaurants at end of period	221	222	223	225	226	226
Okonomiyaki restaurants	# of directly managed restaurants	16	16	16	16	16	16
	# of FC restaurants	4	4	4	4	4	4
	# of restaurants at end of period	20	20	20	20	20	20
"Yuzu-An" restaurants	# of directly managed restaurants	81	81	82	82	84	85
	# of FC restaurants	16	16	16	16	16	16
	# of restaurants at end of period	97	97	98	98	100	101
Specialty restaurants	# of directly managed restaurants	31	33	33	33	35	36
	# of FC restaurants						
	# of restaurants at end of period	31	33	33	33	35	36
Other restaurants	# of overseas stores	27	24	28	32	35	39
	# of restaurants at end of period	27	24	28	32	35	39
Total	# of domestic directly managed restaurants	451	455	459	463	468	471
	# of domestic FC restaurants	244	245	246	247	250	251
	# of overseas stores	27	24	28	32	35	39
	# of restaurants at end of period	722	724	733	742	753	761

(January 2025 - June 2025)

		Jan.	Feb.	Mar.	Apr.	May	Jun.
Yakiniku restaurants	# of directly managed restaurants	214	218	220			
	# of FC restaurants	128	128	128			
	# of restaurants at end of period	342	346	348			
Ramen restaurants	# of directly managed restaurants	123	123	123			
	# of FC restaurants	103	103	103			
	# of restaurants at end of period	226	226	226			
Okonomiyaki restaurants	# of directly managed restaurants	16	16	16			
	# of FC restaurants	4	4	4			
	# of restaurants at end of period	20	20	20			
"Yuzu-An" restaurants	# of directly managed restaurants	85	85	86			
	# of FC restaurants	16	16	17			
	# of restaurants at end of period	101	101	103			
Specialty restaurants	# of directly managed restaurants	36	39	40			
	# of FC restaurants						
	# of restaurants at end of period	36	39	40			
Other restaurants	# of overseas stores	42	40	39			
	# of restaurants at end of period	42	40	39			
Total	# of domestic directly managed restaurants	474	481	485			
	# of domestic FC restaurants	251	251	252			
	# of overseas stores	42	40	39			
	# of restaurants at end of period	767	772	776			

[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.
- 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.