

Company name	The Monogatari Corporation
Representative	Hisayuki Kato, President and Representative Director (3097 TSE1)
Inquiries	Tsuyoshi Tsudera, Director, Managing Executive Officer, In charge of Finance & Growth Strategy Section (TEL 0532-63-8001)

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

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	109.1%	97.8%	104.5%	103.4%	117.6%			117.6%	106.6%
	# of customers	102.4%	93.7%	100.1%	98.4%	111.1%			111.1%	101.3%
	# of restaurants at end of period	533	534	539	-	541			-	-
Existing restaurants	Net sales	103.4%	91.8%	97.5%	97.1%	109.1%			109.1%	99.8%
	# of customers	97.7%	88.7%	93.4%	93.0%	103.3%			103.3%	95.4%
	# of restaurants at end of period	456	458	464	-	469			-	-
Yakiniku restaurants	Net sales	110.3%	95.8%	100.5%	101.7%	115.4%			115.4%	104.7%
	# of customers	108.5%	93.6%	96.0%	98.9%	112.4%			112.4%	101.8%
	# of restaurants at end of period	222	223	225	-	227			-	-
Ramen restaurants	Net sales	94.7%	89.9%	96.5%	93.5%	101.9%			101.9%	95.5%
	# of customers	91.9%	87.4%	93.3%	90.7%	98.6%			98.6%	92.5%
	# of restaurants at end of period	135	137	140	-	143			-	-
Okonomiyaki restaurants	Net sales	96.3%	82.6%	93.9%	90.5%	106.6%			106.6%	94.0%
	# of customers	95.8%	83.1%	93.6%	90.5%	106.3%			106.3%	93.9%
	# of restaurants at end of period	30	29	29	-	28			-	-
"Yuzu-An" restaurants	Net sales	97.2%	85.6%	91.7%	91.0%	102.3%			102.3%	93.7%
	# of customers	91.0%	81.6%	86.6%	86.1%	97.4%			97.4%	88.8%
	# of restaurants at end of period	63	63	64	-	64			-	-
Specialty restaurants	Net sales	70.3%	59.1%	75.3%	67.8%	89.7%			89.7%	73.0%
	# of customers	73.0%	64.9%	81.9%	72.9%	90.3%			90.3%	77.3%
	# of restaurants at end of period	6	6	6	-	7			-	-

[illegible]

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

(July 2020 - December 2020)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	112.2%	100.5%	106.9%	106.1%	120.9%			120.9%	109.4%
	# of customers	106.5%	96.9%	102.7%	101.7%	115.2%			115.2%	104.8%
	# of restaurants at end of period	310	311	316	-	318			-	-
	Net sales	104.0%	92.2%	97.3%	97.4%	109.3%			109.3%	100.0%
	# of customers	98.3%	88.6%	92.4%	92.8%	103.1%			103.1%	95.2%
	# of restaurants at end of period	256	257	260	-	264			-	-
	Net sales	111.5%	97.6%	101.6%	103.1%	116.7%			116.7%	106.0%
	# of customers	109.1%	94.9%	96.1%	99.6%	112.9%			112.9%	102.5%
	# of restaurants at end of period	134	134	135	-	135			-	-
	Net sales	93.7%	88.3%	94.5%	92.0%	99.7%			99.7%	93.8%
	# of customers	90.9%	85.9%	91.3%	89.2%	96.5%			96.5%	90.9%
	# of restaurants at end of period	51	52	53	-	56			-	-
	Net sales	96.8%	85.1%	96.3%	92.3%	108.3%			108.3%	95.9%
	# of customers	96.9%	86.2%	96.2%	92.8%	108.4%			108.4%	96.3%
	# of restaurants at end of period	16	16	16	-	16			-	-
	Net sales	96.1%	84.9%	91.1%	90.3%	101.2%			101.2%	92.8%
	# of customers	89.4%	80.5%	85.8%	85.0%	95.9%			95.9%	87.6%
	# of restaurants at end of period	49	49	50	-	50			-	-
	Net sales	70.3%	59.1%	75.3%	67.8%	89.7%			89.7%	73.0%
	# of customers	73.0%	64.9%	81.9%	72.9%	90.3%			90.3%	77.3%
	# of restaurants at end of period	6	6	6	-	7			-	-

(January 2021 - June 2021)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales										109.4%
	# of customers										104.8%
	# of restaurants at end of period										-
	Net sales										100.0%
	# of customers										95.2%
	# of restaurants at end of period										-
	Net sales										106.0%
	# of customers										102.5%
	# of restaurants at end of period										-
	Net sales										93.8%
	# of customers										90.9%
	# of restaurants at end of period										-
	Net sales										95.9%
	# of customers										96.3%
	# of restaurants at end of period										-
	Net sales										92.8%
	# of customers										87.6%
	# of restaurants at end of period										-
	Net sales										73.0%
	# of customers										77.3%
	# 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 18 months or more since opening.
- Restaurants remodeled to different industry formats (e.g., from "Kalvi" to "King") 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.
- Due to the spread of the new coronavirus (COVID-19) infections, all our directly managed stores and some franchise stores were temporarily closed in April and May 2020.
- From the fiscal year ending June 2021, the results of the "Nikugen" format have been included in the Specialty restaurants category. No retrospective adjustments have been made to previous years figures (it was included in the "Yakiniku" category until June 2020).
- Number and names of restaurants not included in existing restaurants for October 2020 are presented below.
Number of restaurants: 4
Restaurant name: Yakiniku King Hamura Restaurant (Yakiniku category) (Temporarily closed)
Restaurant name: Yakiniku King Machida Restaurant, Yakiniku King Suzuka Restaurant, Yakiniku King Ishinomaki Restaurant (Yakiniku category) (Temporarily closed in the same month of the previous year)

3. Number of restaurants at the end of month

(July 2020 - December 2020)

		Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Yakiniku restaurants	# of directly managed restaurants	150	151	152	153		
	# of FC restaurants	101	101	101	101		
	# of restaurants at end of period	251	252	253	254		
Ramen restaurants	# of directly managed restaurants	72	72	75	75		
	# of FC restaurants	91	91	92	92		
	# of restaurants at end of period	163	163	167	167		
Okonomiyaki restaurants	# of directly managed restaurants	16	16	17	17		
	# of FC restaurants	15	14	14	13		
	# of restaurants at end of period	31	30	31	30		
"Yuzu-An" restaurants	# of directly managed restaurants	63	63	63	65		
	# of FC restaurants	16	16	16	16		
	# of restaurants at end of period	79	79	79	81		
Specialty restaurants	# of directly managed restaurants	9	9	9	9		
	# of FC restaurants	0	0	0	0		
	# of restaurants at end of period	9	9	9	9		
Other restaurants	# of restaurants in China	10	10	11	11		
	# of restaurants at end of period	10	10	11	11		
Total	# of directly managed restaurants	310	311	316	319		
	# of FC restaurants	223	223	223	222		
	# of restaurants in China	10	10	11	11		
	# of restaurants at end of period	543	543	550	552		

(January 2021 - June 2021)

		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 restaurants in China						
	# of restaurants at end of period						
Total	# of directly managed restaurants						
	# of FC restaurants						
	# of restaurants in China						
	# of restaurants at end of period						

【Reference】

Fiscal year ended June 2020 Monthly YoY Change in Sales and Number of Restaurants

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

(July 2019 - December 2019)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	105.8%	113.7%	107.2%	109.1%	107.7%	116.9%	111.5%	112.0%	110.5%
	# of customers	109.0%	114.1%	108.8%	110.8%	109.2%	117.6%	111.9%	112.8%	111.8%
	# of restaurants at end of period	499	499	501	—	506	513	516	—	—
Existing restaurants	Net sales	96.9%	105.4%	99.1%	100.7%	99.8%	107.1%	102.0%	102.9%	101.8%
	# of customers	98.4%	104.4%	99.6%	100.9%	99.7%	106.1%	100.5%	102.0%	101.4%
	# of restaurants at end of period	429	430	435	—	440	442	448	—	—
Yakiniku restaurants	Net sales	95.3%	107.2%	99.2%	100.8%	100.6%	109.8%	103.3%	104.5%	102.6%
	# of customers	95.0%	106.5%	99.4%	100.5%	101.5%	110.6%	102.0%	104.5%	102.5%
	# of restaurants at end of period	209	211	212	—	217	217	220	—	—
Ramen restaurants	Net sales	101.9%	104.0%	100.0%	102.0%	99.2%	104.5%	100.0%	101.1%	101.6%
	# of customers	101.2%	103.3%	99.8%	101.5%	98.4%	103.6%	99.3%	100.3%	100.9%
	# of restaurants at end of period	126	126	127	—	127	128	130	—	—
Okonomiyaki restaurants	Net sales	96.1%	99.3%	94.8%	96.8%	96.7%	101.9%	103.7%	100.9%	98.8%
	# of customers	97.8%	98.9%	95.0%	97.3%	99.3%	103.2%	104.6%	102.5%	99.8%
	# of restaurants at end of period	37	36	36	—	36	36	35	—	—
"Yuzu-An" restaurants	Net sales	95.2%	102.3%	98.7%	98.9%	99.3%	104.2%	100.2%	101.2%	100.1%
	# of customers	98.0%	103.6%	101.0%	101.0%	99.9%	104.2%	99.4%	101.0%	101.0%
	# of restaurants at end of period	54	54	57	—	57	58	60	—	—
Specialty restaurants	Net sales	103.4%	106.9%	98.6%	103.1%	92.3%	95.4%	98.0%	95.6%	98.9%
	# of customers	101.5%	109.3%	101.1%	104.1%	93.3%	96.0%	100.5%	97.0%	100.3%
	# of restaurants at end of period	3	3	3	—	3	3	3	—	—

(January 2020 - June 2020)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales	114.5%	136.0%	105.3%	117.1%	29.6%	60.9%	102.3%	64.1%	90.9%	100.4%
	# of customers	115.0%	130.3%	102.2%	114.5%	32.4%	63.2%	96.6%	64.2%	89.4%	100.3%
	# of restaurants at end of period	517	522	523	—	525	524	529	—	—	—
Existing restaurants	Net sales	104.7%	124.2%	97.1%	107.3%	27.9%	57.2%	96.3%	60.1%	84.3%	92.8%
	# of customers	103.6%	117.7%	93.7%	103.9%	31.1%	59.5%	91.0%	60.4%	82.6%	91.8%
	# of restaurants at end of period	449	450	452	—	455	453	454	—	—	—
Yakiniku restaurants	Net sales	105.8%	137.0%	103.0%	113.5%	27.0%	58.5%	102.4%	62.4%	88.6%	95.4%
	# of customers	104.6%	135.8%	101.1%	112.1%	27.0%	60.7%	99.9%	62.5%	88.3%	95.1%
	# of restaurants at end of period	220	220	221	—	222	222	224	—	—	—
Ramen restaurants	Net sales	103.5%	107.3%	91.9%	100.5%	39.7%	65.1%	92.3%	65.5%	83.0%	92.1%
	# of customers	103.1%	107.0%	90.2%	99.6%	38.5%	63.2%	87.5%	63.1%	81.3%	91.0%
	# of restaurants at end of period	132	133	133	—	134	133	135	—	—	—
Okonomiyaki restaurants	Net sales	102.7%	113.7%	94.5%	102.4%	24.7%	46.8%	81.3%	49.8%	77.5%	88.2%
	# of customers	102.7%	113.4%	95.0%	102.6%	25.2%	47.1%	80.2%	49.7%	77.6%	88.7%
	# of restaurants at end of period	34	34	34	—	34	32	30	—	—	—
"Yuzu-An" restaurants	Net sales	103.2%	106.5%	84.4%	97.0%	16.2%	45.2%	84.7%	47.9%	73.4%	86.3%
	# of customers	102.5%	104.6%	81.8%	95.2%	16.0%	44.1%	80.7%	46.3%	71.6%	85.7%
	# of restaurants at end of period	60	60	61	—	62	63	62	—	—	—
Specialty restaurants	Net sales	102.1%	108.0%	65.0%	90.2%	8.2%	28.9%	70.7%	34.6%	63.8%	81.5%
	# of customers	103.4%	106.5%	72.4%	92.9%	10.9%	35.5%	79.0%	40.7%	67.8%	83.9%
	# of restaurants at end of period	3	3	3	—	3	3	3	—	—	—

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

(July 2019 - December 2019)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	105.7%	114.6%	108.0%	109.7%	108.8%	118.2%	112.8%	113.2%	111.4%
	# of customers	111.3%	117.5%	112.0%	113.8%	113.0%	122.3%	116.4%	117.2%	115.4%
	# of restaurants at end of period	277	278	280	—	285	290	294	—	—
Existing restaurants	Net sales	97.1%	106.1%	99.0%	101.0%	100.4%	107.5%	102.7%	103.5%	102.2%
	# of customers	98.5%	105.5%	99.7%	101.4%	100.6%	106.7%	101.3%	102.8%	102.1%
	# of restaurants at end of period	230	231	235	—	237	239	246	—	—
Yakiniku restaurants	Net sales	95.9%	107.4%	98.8%	101.0%	101.1%	109.8%	103.7%	104.8%	102.8%
	# of customers	95.7%	106.4%	98.7%	100.5%	102.2%	110.3%	102.1%	104.6%	102.5%
	# of restaurants at end of period	125	126	127	—	129	129	132	—	—
Ramen restaurants	Net sales	102.5%	105.8%	100.4%	103.0%	99.9%	104.9%	100.5%	101.7%	102.4%
	# of customers	101.9%	105.3%	100.5%	102.7%	99.0%	103.9%	99.9%	100.8%	101.8%
	# of restaurants at end of period	44	44	44	—	44	45	47	—	—
Okonomiyaki restaurants	Net sales	96.1%	99.8%	96.3%	97.5%	97.0%	102.0%	105.6%	101.8%	99.6%
	# of customers	98.4%	99.2%	97.1%	98.3%	100.6%	103.2%	107.0%	103.8%	100.9%
	# of restaurants at end of period	17	17	17	—	17	17	17	—	—
"Yuzu-An" restaurants	Net sales	96.7%	103.6%	99.4%	100.1%	100.4%	105.3%	101.5%	102.3%	101.3%
	# of customers	99.5%	105.1%	101.5%	102.2%	100.8%	104.9%	100.5%	101.9%	102.0%
	# of restaurants at end of period	41	41	44	—	44	45	47	—	—
Specialty restaurants	Net sales	103.4%	106.9%	98.6%	103.1%	92.3%	95.4%	98.0%	95.6%	98.9%
	# of customers	101.5%	109.3%	101.1%	104.1%	93.3%	96.0%	100.5%	97.0%	100.3%
	# of restaurants at end of period	3	3	3	—	3	3	3	—	—

(January 2020 - June 2020)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales	116.3%	139.5%	107.4%	119.4%	15.2%	53.1%	104.2%	57.2%	88.8%	99.7%
	# of customers	119.6%	137.5%	106.5%	119.7%	15.6%	55.6%	98.8%	56.8%	88.4%	101.4%
	# of restaurants at end of period	295	300	301	—	302	303	308	—	—	—
Existing restaurants	Net sales	105.3%	125.7%	97.2%	107.9%	13.8%	48.6%	96.1%	52.3%	80.7%	91.0%
	# of customers	104.2%	120.1%	93.8%	104.8%	13.8%	50.1%	90.4%	51.3%	78.6%	89.8%
	# of restaurants at end of period	245	246	248	—	251	253	255	—	—	—
Yakiniku restaurants	Net sales	106.4%	137.5%	103.7%	114.1%	14.9%	50.3%	103.3%	55.6%	85.6%	93.8%
	# of customers	105.2%	136.1%	101.4%	112.5%	14.9%	52.7%	100.5%	55.7%	85.2%	93.5%
	# of restaurants at end of period	132	132	133	—	134	135	136	—	—	—
Ramen restaurants	Net sales	104.6%	107.7%	90.5%	100.4%	14.3%	54.1%	90.8%	53.1%	76.5%	88.8%
	# of customers	103.9%	107.6%	88.6%	99.5%	14.0%	52.1%	84.7%	50.6%	74.8%	87.8%
	# of restaurants at end of period	47	48	48	—	49	49	51	—	—	—
Okonomiyaki restaurants	Net sales	103.6%	114.0%	97.7%	104.2%	13.2%	42.7%	82.9%	45.8%	76.0%	87.8%
	# of customers	103.2%	112.6%	98.8%	104.1%	13.5%	42.8%	81.5%	45.5%	75.8%	88.3%
	# of restaurants at end of period	16	16	16	—	16	16	16	—	—	—
"Yuzu-An" restaurants	Net sales	103.6%	107.6%	84.7%	97.5%	10.9%	42.6%	83.7%	44.9%	72.1%	86.0%
	# of customers	102.7%	105.4%	81.9%	95.5%	10.8%	41.5%	79.3%	43.2%	70.1%	85.2%
	# of restaurants at end of period	47	47	48	—	49	50	49	—	—	—
Specialty restaurants	Net sales	102.1%	108.0%	65.0%	90.2%	8.2%	28.9%	70.7%	34.6%	63.8%	81.5%
	# of customers	103.4%	106.5%	72.4%	92.9%	10.9%	35.5%	79.0%	40.7%	67.8%	83.9%
	# of restaurants at end of period	3	3	3	—	3	3	3	—	—	—

(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 18 months or more since opening.

3. Restaurants remodeled to different industry formats (e.g., from "Kalvi" to "King") 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. Due to the spread of the new coronavirus (COVID-19) infections, all our directly managed stores and some franchise stores were temporarily closed in April and May 2020.

8. From the fiscal year ending June 2021, the results of the "Nikugen" format have been included in the Specialty restaurants category. No retrospective adjustments have been made to previous years figures (it was included in the "Yakiniku" category until June 2020).