January 13, 2021

Company name Representative Inquiries Representative Inquiries Representative Inquiries Representative Inquiries Representative Inquiries Representative Rep

(TEL 0532-63-8001)

Notice Regarding December 2020 Preliminary Monthly YoY Change in Sales and Number of Restaurants

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

(July 2020 - December 2020)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All	Net sales	109.1%	97.8%	104.5%	103.4%	117.6%	119.7%	99.8%	111.5%	107.4%
All restaurants New restaurants	# of customers	102.4%	93.7%	100.1%	98.4%	111.1%	112.9%	96.9%	106.4%	102.3%
included)	# of restaurants at end of period	533	533	539	-	542	545	551		
	Net sales	103.4%	91.8%	97.5%	97.1%	109.1%	111.6%	93.3%	103.8%	100.5%
Existing	# of customers	97.7%	88.7%	93.4%	93.0%	103.3%	106.2%	91.4%	99.8%	96.4%
restaurants	# of restaurants at end of period	456	458	464	-	470	474	484		
	Net sales	110.3%	95.8%	100.5%	101.7%	115.4%	120.4%	97.0%	109.9%	105.7%
Yakiniku	# of customers	108.5%	93.6%	96.0%	98.9%	112.4%	122.5%	96.8%	109.8%	104.2%
restaurants	# of restaurants at end of period	222	223	225	-	228	229	231		
	Net sales	94.7%	89.9%	96.5%	93.5%	101.9%	97.9%	92.2%	97.1%	95.3%
Ramen	# of customers	91.9%	87.4%	93.3%	90.7%	98.6%	94.9%	89.0%	93.9%	92.3%
restaurants	# of restaurants at end of period	135	137	140	-	143	145	149		
	Net sales	96.3%	82.6%	93.9%	90.5%	106.6%	111.1%	81.3%	97.9%	94.1%
Okonomiyaki	# of customers	95.8%	83.1%	93.6%	90.5%	106.3%	112.8%	86.5%	100.6%	95.4%
restaurants	# of restaurants at end of period	30	29	29	-	28	28	29		
	Net sales	97.2%	85.6%	91.7%	91.0%	102.3%	105.0%	89.3%	97.9%	94.6%
"Yuzu-An"	# of customers	91.0%	81.6%	86.6%	86.1%	97.4%	102.4%	87.2%	95.0%	90.7%
restaurants	# of restaurants at end of period	63	63	64	-	64	65	68		
	Net sales	70.3%	59.1%	75.3%	67.8%	89.7%	83.5%	63.9%	77.2%	72.8%
Specialty	# of customers	73.0%	64.9%	81.9%	72.9%	90.3%	89.9%	72.1%	83.2%	78.3%
restaurants	# of restaurants at end of period	6	6	6	-	7	7	7		
nuary 2021 -	June 2021)									
		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H
All restaurants	Net sales									
All restaurants New restaurants	# of customers									
included)	# of restaurants at end of period									

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants	Net sales										107.49
(New restaurants	# of customers										102.39
included)	# of restaurants at end of period										
	Net sales										100.59
Existing	# of customers										96.49
restaurants	# of restaurants at end of period										
	Net sales										105.79
Yakiniku	# of customers										104.29
restaurants	# of restaurants at end of period										
	Net sales										95.30
Ramen	# of customers										92.39
restaurants	# of restaurants at end of period										
	Net sales										94.19
Okonomiyaki	# of customers										95.4
restaurants	# of restaurants at end of period										
	Net sales										94.6
"Yuzu-An"	# of customers										90.79
restaurants	# of restaurants at end of period										
	Net sales		1		İ.		1	İ.			72.8
Specialty	# of customers										78.3
restaurants	# of restaurants at end of period										

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

(July 2020 - December 2020)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
	Net sales	112.2%	100.5%	106.9%	106.1%	120.9%	125.1%	103.1%	115.4%	110.7%
All restaurants (New restaurants	# of customers	106.5%	96.9%	102.7%	101.7%	115.2%	119.7%	100.5%	111.1%	106.4%
included)	# of restaurants at end of period	310	311	316	-	319	322	327		
	Net sales	104.0%	92.2%	97.3%	97.4%	109.3%	114.0%	94.0%	104.9%	101.1%
Existing	# of customers	98.3%	88.6%	92.4%	92.8%	103.1%	109.5%	92.3%	101.1%	96.9%
restaurants	# of restaurants at end of period	256	257	260	-	265	269	274		
	Net sales	111.5%	97.6%	101.6%	103.1%	116.7%	123.3%	99.3%	112.1%	107.5%
Yakiniku	# of customers	109.1%	94.9%	96.1%	99.6%	112.9%	126.2%	99.4%	112.1%	105.7%
restaurants	# of restaurants at end of period	134	134	135	-	136	137	137		
	Net sales	93.7%	88.3%	94.5%	92.0%	99.7%	96.7%	91.6%	95.8%	93.9%
Ramen	# of customers	90.9%	85.9%	91.3%	89.2%	96.5%	93.3%	88.1%	92.4%	90.8%
restaurants	# of restaurants at end of period	51	52	53	-	56	58	60		
	Net sales	96.8%	85.1%	96.3%	92.3%	108.3%	114.6%	84.0%	100.8%	96.5%
Okonomiyaki	# of customers	96.9%	86.2%	96.2%	92.8%	108.4%	116.3%	90.0%	103.9%	98.2%
restaurants	# of restaurants at end of period	16	16	16	-	16	16	16		
	Net sales	96.1%	84.9%	91.1%	90.3%	101.2%	106.6%	89.5%	98.1%	94.3%
"Yuzu-An"	# of customers	89.4%	80.5%	85.8%	85.0%	95.9%	104.2%	87.3%	95.2%	90.2%
restaurants	# of restaurants at end of period	49	49	50	-	50	51	54		
	Net sales	70.3%	59.1%	75.3%	67.8%	89.7%	83.5%	63.9%	77.2%	72.8%
Specialty	# of customers	73.0%	64.9%	81.9%	72.9%	90.3%	89.9%	72.1%	83.2%	78.3%
restaurants	# of restaurants at end of period	6	6	6	-	7	7	7		
anuary 2021 -	June 2021)									
		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H
All restaurants	Net sales									
(New restaurants	# of customers									
included)	# of restaurants									

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants	Net sales										110.7
New restaurants	# of customers										106.4
included)	# of restaurants at end of period										
	Net sales										101.
Existing	# of customers										96.
restaurants	# of restaurants at end of period										
	Net sales										107.
Yakiniku	# of customers										105.
restaurants	# of restaurants at end of period										
	Net sales										93.
Ramen	# of customers										90.
restaurants	# of restaurants at end of period										
	Net sales										96.
Okonomiyaki	# of customers										98.
restaurants	# of restaurants at end of period										
	Net sales										94.
"Yuzu-An"	# of customers										90.
restaurants	# of restaurants at end of period										
	Net sales										72.
Specialty	# of customers										78.
restaurants	# of restaurants at end of period										

(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).

9. Number and names of restaurants not included in existing restaurants for December 2020 are presented below.

Number of restaurants: 1

Restaurant name: Yakiniku King Machida 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.
	# of directly managed restaurants	150	151	152	153	156	15
Yakiniku	# of FC restaurants	101	101	101	101	101	1
restaurants	# of restaurants at end of period	251	252	253	254	257	2
	# of directly managed restaurants	72	72	75	75	75	
Ramen	# of FC restaurants	91	91	92	92	92	
restaurants	# of restaurants at end of period	163	163	167	167	167	1
	# of directly managed restaurants	16	16	17	17	17	
Okonomiyaki	# of FC restaurants	15	14	14	13	13	
restaurants	# of restaurants at end of period	31	30	31	30	30	
	# of directly managed restaurants	63	63	63	65	65	
"Yuzu-An"	# of FC restaurants	16	16	16	16	17	
restaurants	# of restaurants at end of period	79	79	79	81	82	
	# of directly managed restaurants	9	9	9	9	9	
Specialty	# of FC restaurants	0	0	0	0	0	
restaurants	# of restaurants at end of period	9	9	9	9	9	
	# of restaurants in China	10	10	11	11	11	
Other restaurants	# of restaurants	10	10	11	11	11	
	at end of period # of directly managed restaurants	310	311	316	319	322	3
	# of FC restaurants	223	223	223	222	223	2
Total			10	11	11	11	
	# of restaurants in China	10	10				
anuary 2021 -	# of restaurants at end of period	10 543 Jan.	543 Feb.	550 Mar.	552 Apr.	556 May	
	# of restaurants at end of period June 2021)	543	543	550	552	556	5
anuary 2021 -	# of restaurants at end of period June 2021) # of directly managed restaurants	543	543	550	552	556	5
	# of restaurants at end of period June 2021) # of directly managed restaurants # of FC restaurants	543	543	550	552	556	5
anuary 2021 - Yakiniku	# of restaurants at end of period June 2021) # of directly managed restaurants	543	543	550	552	556	
anuary 2021 - Yakiniku restaurants	# of restaurants at end of period June 2021) # of directly managed restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants	543	543	550	552	556	
anuary 2021 - Yakiniku	# of restaurants at end of period June 2021) # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants	543	543	550	552	556	
anuary 2021 - Yakiniku restaurants Ramen	# of restaurants at end of period June 2021) # of directly managed restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants	543	543	550	552	556	
anuary 2021 - Yakiniku restaurants Ramen restaurants	# of restaurants at end of period June 2021) # of directly managed restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants # of restaurants	543	543	550	552	556	
anuary 2021 - Yakiniku restaurants Ramen	# of restaurants at end of period June 2021) # 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	543	543	550	552	556	
anuary 2021 - Yakiniku restaurants Ramen restaurants Okonomiyaki	# of restaurants at end of period June 2021) # of directly managed restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants # of FC restaurants at end of period # of directly managed restaurants	543	543	550	552	556	
Anuary 2021 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants	# of restaurants at end of period June 2021) # 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 at end of period # of directly managed restaurants # of FC restaurants # of FC restaurants # of FC restaurants # of FC restaurants	543	543	550	552	556	
anuary 2021 - Yakiniku restaurants Ramen restaurants Okonomiyaki	# of restaurants at end of period June 2021) # 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 # of FC 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 # of FC restaurants # of FC restaurants # of FC restaurants	543	543	550	552	556	
anuary 2021 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants	# of restaurants at end of period June 2021) # 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 FC restaurants # of FC restaurants # of FC restaurants # of restaurants at end of period # of directly managed restaurants	543	543	550	552	556	
anuary 2021 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants	# of restaurants at end of period June 2021) # 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 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 Girectly managed restaurants # of FC restaurants # of FC restaurants # of FC restaurants # of FC restaurants	543	543	550	552	556	5
anuary 2021 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants "Yuzu-An" restaurants	# of restaurants at end of period June 2021) # 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 fC restaurants # of FC restaurants at end of period	543	543	550	552	556	5
anuary 2021 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants	# of restaurants at end of period June 2021) # 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 restaurants at end of period # of directly managed restaurants # of FC restaurants at end of period # of Grestaurants # of FC restaurants at end of period # of directly managed restaurants # of restaurants at end of period # of of restaurants at end of period # of directly managed restaurants	543	543	550	552	556	5
anuary 2021 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants "Yuzu-An" restaurants Specialty restaurants	# of restaurants at end of period June 2021) # 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 FC restaurants at end of period # of Grestaurants # 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 # of FC restaurants # of restaurants # of restaurants # of restaurants at end of period # of directly managed restaurants # of restaurants # of restaurants # of FC restaurants # of FC restaurants # of FC restaurants # of FC restaurants	543	543	550	552	556	5
anuary 2021 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants "Yuzu-An" restaurants	# of restaurants at end of period June 2021) # 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 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 FC 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 # of FC restaurants at end of period # of restaurants at end of period # of restaurants in China # of restaurants	543	543	550	552	556	5
anuary 2021 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants "Yuzu-An" restaurants Specialty restaurants	# of restaurants at end of period June 2021) # 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 # of FC restaurants # of FC 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 fC restaurants # of FC 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	543	543	550	552	556	5
anuary 2021 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants "Yuzu-An" restaurants Specialty restaurants	# of restaurants at end of period June 2021) # of directly managed restaurants # of FC restaurants # of FC restaurants # of restaurants # of directly managed restaurants # of FC 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 Grestaurants at end of period # of Grestaurants # of FC restaurants # of restaurants # of restaurants at end of period # of restaurants at end of period # of restaurants at end of period	543	543	550	552	556	5
anuary 2021 - Yakiniku restaurants Ramen restaurants Okonomiyaki restaurants "Yuzu-An" restaurants Specialty restaurants	# of restaurants at end of period June 2021) # 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 # of 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 FC restaurants # of FC restaurants at end of period # of directly managed restaurants # of FC restaurants at end of period # of restaurants at end of period # of restaurants at end of period # of restaurants at end of period # of restaurants at end of period # of restaurants at end of period # of directly managed restaurants at end of period # of directly managed restaurants at end of period # of directly managed restaurants at end of period # of directly managed restaurants at end of period	543	543	550	552	556	Jun.

[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)	
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		1.1	A	0	1Q			Dut	2Q	411	
		Jul.	Aug.	Sep.	10	Oct.	Nov.	Dec.	20	1H	
II restaurants	Net sales	105.8%	113.7%	107.2%	109.1%	107.7%	116.9%	111.5%	112.0%	110.5%	
lew restaurants	# of customers	109.0%	114.1%	108.8%	110.8%	109.2%	117.6%	111.9%	112.8%	111.8%	
included)	# of restaurants at end of period	499	499	501	_	506	513	516	_	_	
	Net sales	96.9%	105.4%	99.1%	100.7%	99.8%	107.1%	102.0%	102.9%	101.8%	
Existing	# of customers	98.4%	104.4%	99.6%	100.9%	99.7%	106.1%	100.5%	102.0%	101.4%	
restaurants	# of restaurants at end of period	429	430	435	_	440	442	448	_	_	
	Net sales	95.3%	107.2%	99.2%	100.8%	100.6%	109.8%	103.3%	104.5%	102.6%	
Yakiniku	# of customers	95.0%	106.5%	99.4%	100.5%	101.5%	110.6%	102.0%	104.5%	102.5%	
restaurants	# of restaurants at end of period	209	211	212	_	217	217	220	_	-	
	Net sales	101.9%	104.0%	100.0%	102.0%	99.2%	104.5%	100.0%	101.1%	101.6%	
Ramen	# of customers	101.2%	103.3%	99.8%	101.5%	98.4%	103.6%	99.3%	100.3%	100.9%	
restaurants	# of restaurants at end of period	126	126	127	-	127	128	130	-	-	
	Net sales	96.1%	99.3%	94.8%	96.8%	96.7%	101.9%	103.7%	100.9%	98.8%	
Okonomiyaki	# of customers	97.8%	98.9%	95.0%	97.3%	99.3%	103.2%	104.6%	102.5%	99.8%	
restaurants	# of restaurants at end of period	37	36	36	_	36	36	35	-	_	
	Net sales	95.2%	102.3%	98.7%	98.9%	99.3%	104.2%	100.2%	101.2%	100.1%	
"Yuzu-An"	# of customers	98.0%	103.6%	101.0%	101.0%	99.9%	104.2%	99.4%	101.0%	101.0%	
restaurants	# of restaurants at end of period	54	54	57	_	57	58	60	_	_	
	Net sales	103.4%	106.9%	98.6%	103.1%	92.3%	95.4%	98.0%	95.6%	98.9%	
Specialty			100.20/	101.1%	104.1%	93.3%	96.0%	100.5%	97.0%	100.3%	
	# of customers	101.5%	109.3%	101.170	104.1%	93.3%	30.070	100.070	51.070		
Specialty restaurants	# of customers # of restaurants at end of period	101.5% 3	3	3	-	93.3%	30.0 %	3	-	-	
restaurants	# of restaurants at end of period				-				-		
	# of restaurants at end of period	3	3	3	-	3	3	3	_	_	Full-vea
restaurants nuary 2020 -	# of restaurants at end of period June 2020)	3 Jan.	3 Feb.	3 Mar.	- 3Q	3 Apr.	3 May	3 Jun.	- 4Q	— 2Н	Full-yea
restaurants nuary 2020 -	# of restaurants at end of period	3	3	3	-	3	3	3	_	_	100
restaurants nuary 2020 -	# of restaurants at end of period June 2020) Net sales # of customers # of restaurants	3 Jan. 114.5%	3 Feb. 136.0%	3 Mar. 105.3%	- 3Q 117.1%	3 Apr. 29.6%	3 May 60.9%	3 Jun. 102.3%		 2н 90.9%	100
restaurants nuary 2020 - Il restaurants lew restaurants	# of restaurants at end of period June 2020) Net sales # of customers	3 Jan. 114.5% 115.0%	3 Feb. 136.0% 130.3%	3 Mar. 105.3% 102.2%	- 3Q 117.1%	3 Apr. 29.6% 32.4%	3 May 60.9% 63.2%	3 Jun. 102.3% 96.6%		 2н 90.9%	100 100 —
Il restaurants Il restaurants included)	# of restaurants at end of period June 2020) Net sales # of customers # of restaurants at end of period	3 Jan. 114.5% 115.0% 517	3 Feb. 136.0% 130.3% 522	3 Mar. 105.3% 102.2% 523		3 Apr. 29.6% 32.4% 525	3 May 60.9% 63.2% 524	3 Jun. 102.3% 96.6% 529	4Q 64.1% 64.2% —	 90.9% 89.4% 	100 100 - 92
Il restaurants Il restaurants lew restaurants included)	# of restaurants at end of period June 2020) Net sales # of customers # of restaurants at end of period Net sales # of customers # of customers # of restaurants	3 Jan. 114.5% 115.0% 517 104.7%	3 Feb. 136.0% 130.3% 522 124.2%	3 Mar. 105.3% 102.2% 523 97.1%		3 Apr. 29.6% 32.4% 525 27.9%	3 May 60.9% 63.2% 524 57.2%	3 Jun. 102.3% 96.6% 529 96.3%	4Q 64.1% 64.2% - 60.1%	 90.9% 89.4% 84.3%	100 100 - 92
Il restaurants Il restaurants included)	# of restaurants at end of period June 2020) Net sales # of customers # of restaurants at end of period Net sales # of customers	Jan. 114.5% 115.0% 517 104.7% 103.6%	3 Feb. 136.0% 130.3% 522 124.2% 117.7%	Mar. 105.3% 102.2% 523 97.1% 93.7%		3 29.6% 32.4% 525 27.9% 31.1%	May 60.9% 63.2% 524 57.2% 59.5%	Jun. 102.3% 96.6% 529 96.3% 91.0%	4Q 64.1% 64.2% - 60.1%		100 100 92 91
I restaurants I restaurants I restaurants Included) Existing restaurants Yakiniku	# of restaurants at end of period June 2020) 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. 114.5% 115.0% 517 104.7% 103.6% 449	3 Feb. 136.0% 130.3% 522 124.2% 117.7% 450	Mar. 105.3% 102.2% 523 97.1% 93.7% 452		Apr. 29.6% 32.4% 525 27.9% 31.1% 455	May 60.9% 63.2% 524 57.2% 59.5% 453	Jun. 102.3% 96.6% 529 96.3% 91.0% 454		 90.9% 89.4% 84.3% 82.6% 	100 100 92 91 95
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restaurants nuary 2020 - Il restaurants lew restaurants included) Existing restaurants Yakiniku restaurants Ramen restaurants	# of restaurants at end of period June 2020) Net sales # of customers # of restaurants at end of period Net sales	Jan. 114.5% 115.0% 517 104.7% 103.6% 449 105.8% 104.6% 220 103.5% 103.1% 132 102.7%	Feb. 136.0% 130.3% 522 124.2% 117.7% 450 137.0% 135.8% 220 107.3% 107.0% 133 113.7%	Mar. 105.3% 102.2% 523 97.1% 93.7% 452 103.0% 101.1% 221 91.9% 90.2% 133 94.5%		Apr. 29.6% 32.4% 525 27.9% 31.1% 455 27.0% 27.0% 222 39.7% 38.5% 134 24.7%	May 60.9% 63.2% 524 57.2% 59.5% 453 58.5% 60.7% 222 65.1% 63.2% 133 46.8%	Jun. 102.3% 96.6% 529 96.3% 91.0% 454 102.4% 99.9% 224 92.3% 87.5% 135 81.3%			100 100 92 91 95
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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	Net sales	105.7%	114.6%	108.0%	109.7%	108.8%	118.2%	112.8%	113.2%	111.4
New restaurants	# of customers	111.3%	117.5%	112.0%	113.8%	113.0%	122.3%	116.4%	117.2%	115.4
included)	# of restaurants at end of period	277	278	280	-	285	290	294	—	_
	Net sales	97.1%	106.1%	99.0%	101.0%	100.4%	107.5%	102.7%	103.5%	102.2
Existing	# of customers	98.5%	105.5%	99.7%	101.4%	100.6%	106.7%	101.3%	102.8%	102.1
restaurants	# of restaurants at end of period	230	231	235	_	237	239	246	_	-
	Net sales	95.9%	107.4%	98.8%	101.0%	101.1%	109.8%	103.7%	104.8%	102.
Yakiniku	# of customers	95.7%	106.4%	98.7%	100.5%	102.2%	110.3%	102.1%	104.6%	102.
restaurants	# of restaurants at end of period	125	126	127	_	129	129	132	—	_
	Net sales	102.5%	105.8%	100.4%	103.0%	99.9%	104.9%	100.5%	101.7%	102.
Ramen	# of customers	101.9%	105.3%	100.5%	102.7%	99.0%	103.9%	99.9%	100.8%	101.
restaurants	# of restaurants at end of period	44	44	44	_	44	45	47	_	_
	Net sales	96.1%	99.8%	96.3%	97.5%	97.0%	102.0%	105.6%	101.8%	99.
Okonomiyaki	# of customers	98.4%	99.2%	97.1%	98.3%	100.6%	103.2%	107.0%	103.8%	100.
restaurants	# of restaurants at end of period	17	17	17	_	17	17	17	_	—
	Net sales	96.7%	103.6%	99.4%	100.1%	100.4%	105.3%	101.5%	102.3%	101.
"Yuzu-An"	# of customers	99.5%	105.1%	101.5%	102.2%	100.8%	104.9%	100.5%	101.9%	102.
restaurants	# of restaurants at end of period	41	41	44	_	44	45	47	_	_
	Net sales	103.4%	106.9%	98.6%	103.1%	92.3%	95.4%	98.0%	95.6%	98.
Specialty	# of customers	101.5%	109.3%	101.1%	104.1%	93.3%	96.0%	100.5%	97.0%	100.
restaurants	# 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
AU	Net sales	116.3%	139.5%	107.4%	119.4%	15.2%	53.1%	104.2%	57.2%	88.8%	99.7
All restaurants New restaurants	# of customers	119.6%	137.5%	106.5%	119.7%	15.6%	55.6%	98.8%	56.8%	88.4%	101.4
included)	# of restaurants at end of period	295	300	301	-	302	303	308	-	-	-
	Net sales	105.3%	125.7%	97.2%	107.9%	13.8%	48.6%	96.1%	52.3%	80.7%	91.0
Existing	# of customers	104.2%	120.1%	93.8%	104.8%	13.8%	50.1%	90.4%	51.3%	78.6%	89.8
restaurants	# of restaurants at end of period	245	246	248	-	251	253	255	-	-	_
	Net sales	106.4%	137.5%	103.7%	114.1%	14.9%	50.3%	103.3%	55.6%	85.6%	93.8
Yakiniku	# of customers	105.2%	136.1%	101.4%	112.5%	14.9%	52.7%	100.5%	55.7%	85.2%	93.
restaurants	# of restaurants at end of period	132	132	133	_	134	135	136	-	_	_
	Net sales	104.6%	107.7%	90.5%	100.4%	14.3%	54.1%	90.8%	53.1%	76.5%	88.
Ramen	# of customers	103.9%	107.6%	88.6%	99.5%	14.0%	52.1%	84.7%	50.6%	74.8%	87.
restaurants	# of restaurants at end of period	47	48	48	-	49	49	51	—	-	_
	Net sales	103.6%	114.0%	97.7%	104.2%	13.2%	42.7%	82.9%	45.8%	76.0%	87.
Okonomiyaki	# of customers	103.2%	112.6%	98.8%	104.1%	13.5%	42.8%	81.5%	45.5%	75.8%	88.
restaurants	# of restaurants at end of period	16	16	16	-	16	16	16	-	-	_
	Net sales	103.6%	107.6%	84.7%	97.5%	10.9%	42.6%	83.7%	44.9%	72.1%	86.
"Yuzu-An"	# of customers	102.7%	105.4%	81.9%	95.5%	10.8%	41.5%	79.3%	43.2%	70.1%	85.
restaurants	# of restaurants at end of period	47	47	48	_	49	50	49	_	_	_
	Net sales	102.1%	108.0%	65.0%	90.2%	8.2%	28.9%	70.7%	34.6%	63.8%	81.
Specialty	# of customers	103.4%	106.5%	72.4%	92.9%	10.9%	35.5%	79.0%	40.7%	67.8%	83.
restaurants	# 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).

9. Number and names of restaurants not included in existing restaurants for December 2020 are presented below.

Number of restaurants: 1

Restaurant name: Yakiniku King Machida Restaurant (Yakiniku category) (Temporarily closed in the same month of the previous year)