

July 9, 2021

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Notice Regarding June 2021 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 restaurants (New restaurants included)	Net sales	109.1%	97.8%	104.4%	103.4%	117.6%	119.7%	99.7%	111.5%	107.4%
	# of customers	102.4%	93.7%	100.1%	98.4%	111.1%	112.9%	96.9%	106.4%	102.3%
	# of restaurants at end of period	533	534	539		542	545	550		
	Existing restaurants	Net sales	103.4%	91.8%	97.4%	109.1%	111.6%	93.2%	103.8%	100.5%
		# of customers	97.7%	88.7%	93.4%	103.3%	106.2%	91.4%	99.8%	96.4%
		# of restaurants at end of period	456	458	464	470	474	483		
	Yakiniku restaurants	Net sales	110.3%	95.8%	100.4%	115.4%	120.4%	96.9%	109.9%	105.7%
		# of customers	108.5%	93.6%	96.0%	112.4%	122.5%	96.8%	109.8%	104.2%
		# of restaurants at end of period	222	223	225	228	229	231		
	Ramen restaurants	Net sales	94.7%	89.9%	96.5%	101.9%	97.9%	92.2%	97.1%	95.3%
		# of customers	91.9%	87.4%	93.3%	98.6%	94.9%	89.0%	93.9%	92.3%
		# of restaurants at end of period	135	137	140	143	145	149		
	Okonomiyaki restaurants	Net sales	96.3%	82.6%	93.9%	106.6%	111.1%	80.8%	97.8%	94.0%
		# of customers	95.8%	83.1%	93.6%	106.3%	112.8%	86.0%	100.5%	95.3%
		# of restaurants at end of period	30	29	29	28	28	28		
	"Yuzu-An" restaurants	Net sales	97.2%	85.6%	91.6%	102.3%	105.0%	89.2%	97.9%	94.6%
		# of customers	91.0%	81.6%	86.6%	97.4%	102.4%	87.2%	95.0%	90.7%
		# of restaurants at end of period	63	63	64	64	65	68		
	Specialty restaurants	Net sales	70.3%	59.1%	74.5%	89.7%	83.5%	61.9%	76.4%	72.3%
		# of customers	73.0%	64.9%	81.9%	90.3%	89.9%	72.1%	83.2%	78.3%
		# of restaurants at end of period	6	6	6	7	7	7		

(January 2021 - June 2021)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales	83.6%	73.6%	95.4%	84.4%	327.3%	149.1%	83.1%	141.8%	104.4%	106.0%
	# of customers	84.1%	76.8%	96.3%	85.8%	292.8%	144.0%	88.1%	140.8%	105.5%	103.8%
	# of restaurants at end of period	550	553	559		562	565	569			
	Existing restaurants	Net sales	78.3%	69.1%	88.8%	78.9%	300.7%	139.0%	77.9%	132.2%	99.0%
		# of customers	78.9%	72.0%	89.1%	80.1%	266.1%	134.2%	82.6%	131.0%	97.2%
		# of restaurants at end of period	478	479	482	487	492	493			
	Yakiniku restaurants	Net sales	79.9%	66.7%	86.8%	77.9%	318.0%	140.8%	75.0%	131.9%	96.3%
		# of customers	80.9%	68.5%	87.8%	79.1%	322.2%	141.1%	78.2%	135.0%	97.8%
		# of restaurants at end of period	228	229	231	232	232	235			
	Ramen restaurants	Net sales	83.4%	77.4%	91.6%	84.2%	209.9%	126.0%	83.1%	122.3%	99.3%
		# of customers	80.0%	75.6%	88.7%	81.4%	208.7%	123.4%	84.8%	122.1%	97.2%
		# of restaurants at end of period	148	148	149	151	154	153			
	Okonomiyaki restaurants	Net sales	69.6%	67.1%	80.8%	72.9%	326.8%	137.3%	75.0%	134.7%	91.5%
		# of customers	74.5%	71.8%	84.0%	77.1%	336.8%	150.5%	81.5%	145.1%	97.5%
		# of restaurants at end of period	27	27	27	27	27	26			
	"Yuzu-An" restaurants	Net sales	71.5%	70.2%	95.1%	78.8%	481.0%	156.9%	81.9%	150.7%	101.5%
		# of customers	71.0%	70.8%	97.2%	79.5%	487.2%	161.7%	86.0%	156.8%	103.6%
		# of restaurants at end of period	68	68	68	70	72	72			
	Specialty restaurants	Net sales	46.1%	50.9%	92.7%	60.4%	1167.3%	176.1%	73.8%	162.4%	85.5%
		# of customers	60.2%	68.6%	102.9%	75.6%	1456.5%	276.6%	120.6%	234.5%	118.9%
		# of restaurants at end of period	7	7	7		7	7	7		

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%	106.8%	106.0%	120.9%	125.1%	103.0%	115.3%	110.7%
	# of customers	106.5%	96.9%	102.7%	101.7%	115.2%	119.7%	100.5%	111.1%	106.4%
	# 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%	93.9%	104.8%	101.1%
	# of customers	98.3%	88.6%	92.4%	92.8%	103.1%	109.5%	92.3%	101.1%	96.9%
	# 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%	99.2%	112.1%	107.5%
	# of customers	109.1%	94.9%	96.1%	99.6%	112.9%	126.2%	99.4%	112.1%	105.7%
	# of restaurants at end of period	134	134	135	-	136	137	137	-	-
	Net sales	93.7%	88.3%	94.5%	91.9%	99.7%	96.7%	91.6%	95.8%	93.9%
	# of customers	90.9%	85.9%	91.3%	89.2%	96.5%	93.3%	88.1%	92.4%	90.8%
	# 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%	83.9%	100.8%	96.5%
	# of customers	96.9%	86.2%	96.2%	92.8%	108.4%	116.3%	90.0%	103.9%	98.2%
	# of restaurants at end of period	16	16	16	-	16	16	16	-	-
	Net sales	96.1%	84.9%	91.0%	90.2%	101.2%	106.6%	89.4%	98.1%	94.3%
	# of customers	89.4%	80.5%	85.8%	85.0%	95.9%	104.2%	87.3%	95.2%	90.2%
	# of restaurants at end of period	49	49	50	-	50	51	54	-	-
	Net sales	70.3%	59.1%	74.5%	67.6%	89.7%	83.5%	61.9%	76.4%	72.3%
	# of customers	73.0%	64.9%	81.9%	72.9%	90.3%	89.9%	72.1%	83.2%	78.3%
	# of restaurants at end of period	6	6	6	-	7	7	7	-	-

(January 2021 - June 2021)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales	84.2%	73.7%	95.0%	84.5%	643.2%	172.6%	83.1%	161.2%	108.8%	109.8%
	# of customers	85.5%	77.2%	96.7%	86.6%	640.5%	171.3%	90.2%	166.8%	112.2%	109.0%
	# of restaurants at end of period	327	328	333		335	337	340			
	Net sales	77.1%	68.2%	86.9%	77.6%	600.4%	160.4%	77.0%	149.8%	100.2%	100.7%
	# of customers	78.0%	71.4%	87.7%	79.1%	589.6%	158.3%	83.2%	153.8%	102.8%	99.6%
	# of restaurants at end of period	273	271	274		279	282	284			
	Net sales	80.1%	66.8%	84.7%	77.3%	577.0%	163.1%	74.0%	147.3%	98.9%	103.5%
	# of customers	81.4%	69.4%	86.5%	79.1%	585.0%	162.9%	78.5%	151.7%	101.0%	103.5%
	# of restaurants at end of period	137	135	137		138	137	140			
	Net sales	82.2%	76.4%	87.9%	82.2%	546.9%	148.9%	83.0%	147.3%	105.4%	99.1%
	# of customers	78.2%	74.1%	85.0%	79.1%	538.1%	145.8%	85.9%	148.2%	103.1%	96.3%
	# of restaurants at end of period	59	59	60		62	65	64			
	Net sales	73.2%	71.1%	81.4%	75.6%	586.3%	160.1%	75.5%	151.5%	97.7%	97.0%
	# of customers	79.6%	77.4%	85.3%	81.0%	604.6%	177.9%	82.8%	165.1%	105.3%	101.4%
	# of restaurants at end of period	16	16	16		16	16	16			
	Net sales	71.1%	69.1%	94.3%	78.1%	697.3%	162.7%	81.7%	158.3%	102.4%	97.8%
	# of customers	70.9%	70.0%	96.6%	79.0%	704.4%	168.5%	86.3%	165.9%	104.9%	96.5%
	# of restaurants at end of period	54	54	54		56	57	57			
	Net sales	46.1%	50.9%	92.7%	60.4%	1167.3%	176.1%	73.8%	162.4%	85.5%	77.4%
	# of customers	60.2%	68.6%	102.9%	75.6%	1456.5%	276.6%	120.6%	234.5%	118.9%	94.5%
	# of restaurants at end of period	7	7	7		7	7	7			

(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 June 2021 are presented below.

Number of restaurants: 11

Restaurant name:

Yakiniku King Fujieda Restaurant (Yakiniku category) (Temporarily closed due to renovation)

Yakiniku King Ayukawa Restaurant (Yakiniku category) (Temporarily closed due to renovation)

Yakiniku King Tsukimino Restaurant (Yakiniku category) (Temporarily closed due to renovation)

Yakiniku King Okyozuka Restaurant (Yakiniku category) (Temporarily closed due to renovation)

Yakiniku King Fukushima-Izumi Restaurant (Yakiniku category) (Temporarily closed due to renovation)

Yakiniku King Mobar Restaurant (Yakiniku category) (Temporarily closed due to renovation)

Yakiniku King Natori Restaurant (Yakiniku category) (Temporarily closed due to renovation)

Yakiniku King Kumamoto-Chikami Restaurant (Yakiniku category) (Temporarily closed due to renovation)

Yakiniku King Futakuchi Restaurant (Yakiniku category) (Closed)

Marugen Ramen Iruma Inter Restaurant (Temporarily closed due to renovation)

Okonomiyaki-Honpo Matsuzaka Restaurant (Closed)

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	156	157
	# of FC restaurants	101	101	101	101	101	101
	# of restaurants at end of period	251	252	253	254	257	258
Ramen restaurants	# of directly managed restaurants	72	72	75	75	75	76
	# of FC restaurants	91	91	92	92	92	93
	# of restaurants at end of period	163	163	167	167	167	169
Okonomiyaki restaurants	# of directly managed restaurants	16	16	17	17	17	17
	# of FC restaurants	15	14	14	13	13	12
	# of restaurants at end of period	31	30	31	30	30	29
"Yuzu-An" restaurants	# of directly managed restaurants	63	63	63	65	65	67
	# of FC restaurants	16	16	16	16	17	17
	# of restaurants at end of period	79	79	79	81	82	84
Specialty restaurants	# of directly managed restaurants	9	9	9	9	9	10
	# of FC restaurants	-	-	-	-	-	-
	# of restaurants at end of period	9	9	9	9	9	10
Other restaurants	# of restaurants in China	10	10	11	11	11	12
	# of restaurants at end of period	10	10	11	11	11	12
Total	# of directly managed restaurants	310	311	316	319	322	327
	# of FC restaurants	223	222	223	222	223	223
	# of restaurants in China	10	10	11	11	11	12
	# of restaurants at end of period	543	543	550	552	556	562

(January 2021 - June 2021)

		Jan.	Feb.	Mar.	Apr.	May	Jun.
Yakiniku restaurants	# of directly managed restaurants	158	157	160	161	162	163
	# of FC restaurants	101	102	103	104	105	106
	# of restaurants at end of period	259	259	263	265	267	269
Ramen restaurants	# of directly managed restaurants	74	75	77	77	78	80
	# of FC restaurants	94	95	95	95	95	96
	# of restaurants at end of period	168	170	172	172	173	176
Okonomiyaki restaurants	# of directly managed restaurants	17	17	17	17	17	17
	# of FC restaurants	11	11	11	11	11	10
	# of restaurants at end of period	28	28	28	28	28	27
"Yuzu-An" restaurants	# of directly managed restaurants	68	69	70	70	70	70
	# of FC restaurants	17	17	17	17	17	17
	# of restaurants at end of period	85	86	87	87	87	87
Specialty restaurants	# of directly managed restaurants	10	10	9	10	10	10
	# of FC restaurants						
	# of restaurants at end of period	10	10	9	10	10	10
Other restaurants	# of restaurants in China	13	13	13	14	14	15
	# of restaurants at end of period	13	13	13	14	14	15
Total	# of directly managed restaurants	327	328	333	335	337	340
	# of FC restaurants	223	225	226	227	228	229
	# of restaurants in China	13	13	13	14	14	15
	# of restaurants at end of period	563	566	572	576	579	584

【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	—	—
	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	—	—
	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	—	—
	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	—	—
	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	—	—
	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	—	—
	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	—	—	—
	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	—	—	—
	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	—	—	—
	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	—	—	—
	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	—	—	—
	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	—	—	—
	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	—	—
	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	—	—
	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	—	—
	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	—	—
	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	—	—
	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	—	—
	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	—	—	—
	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	—	—	—
	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	—	—	—
	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	—	—	—
	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	—	—	—
	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	—	—	—
	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)

- 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 June 2021 are presented below.

Number of restaurants: 11

Restaurant name:

- Yakiniku King Fujieda Restaurant (Yakiniku category) (Temporarily closed due to renovation)
- Yakiniku King Ayukawa Restaurant (Yakiniku category) (Temporarily closed due to renovation)
- Yakiniku King Tsukimino Restaurant (Yakiniku category) (Temporarily closed due to renovation)
- Yakiniku King Okyozuka Restaurant (Yakiniku category) (Temporarily closed due to renovation)
- Yakiniku King Fukushima-Izumi Restaurant (Yakiniku category) (Temporarily closed due to renovation)
- Yakiniku King Mobarra Restaurant (Yakiniku category) (Temporarily closed due to renovation)
- Yakiniku King Natori Restaurant (Yakiniku category) (Temporarily closed due to renovation)
- Yakiniku King Kumamoto-Chikami Restaurant (Yakiniku category) (Temporarily closed due to renovation)
- Yakiniku King Futakuchi Restaurant (Yakiniku category) (Closed)
- Marugen Ramen Iruma Inter Restaurant (Temporarily closed due to renovation)
- Okonomiyaki-Honpo Matsuzaka Restaurant (Closed)