

September 9, 2025

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## **Notice Regarding August 2025 Preliminary Monthly YoY Change in Sales and Number of Restaurants**

### **1. Changes in the name and composition of store categories in IR disclosures**

Effective from this disclosure titled "Notice Regarding July 2025 Preliminary Monthly YoY Change in Sales and Number of Restaurants," we have changed the store categories used in our IR materials. This change is intended to more accurately reflect the actual structure of our business operations. While the total number of categories will remain four, their composition will be changed as outlined below.

#### **Comparison Table**

(Previous) Up to FY6/25		(Changed) From FY6/26 onward	
Category	Brands included in each category	Category	Brands included in each category
Yakiniku restaurants	Yakiniku King	Yakiniku	Yakiniku King
Ramen restaurants	Marugen Ramen Nidaime Marugen Kyabeton Ramen	Ramen	Marugen Ramen Nidaime Marugen Kyabeton Ramen
Okonomiyaki restaurants	Okonomiyaki Hoppo	Yuzuan	Sushi & Shabu-shabu Yuzuan
"Yuzu-An" restaurants	Sushi & Shabu-shabu Yuzuan	Specialty restaurants/ new business formats	Okonomiyaki Hoppo Yakitate no Karubi Gyokai Zanmai Genya Shabu & Kani Genjisohonten Jukusei Yakiniku Nikugen Gyutan Daisuki Yakiniku Happii Kajitsuyakohi Nokochukasoba Gyoza Marufuku Jukusei Niku Tonkatsu Rosudo
Specialty restaurants	Yakitate no Karubi Gyokai Zanmai Genya Shabu & Kani Genjisohonten Jukusei Yakiniku Nikugen Gyutan Daisuki Yakiniku Happii Kajitsuyakohi Nokochukasoba Gyoza Marufuku Jukusei Niku Tonkatsu Rosudo		

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

(July 2025 - December 2025)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	111.9%	114.4%		113.2%					113.2%
	# of customers	108.3%	111.3%		109.9%					109.9%
	# of restaurants at end of period	758	759							
Existing restaurants	Net sales	103.5%	105.5%		104.6%					104.6%
	# of customers	100.4%	103.0%		101.8%					101.8%
	# of restaurants at end of period	659	665							
Yakiniku	Net sales	99.2%	102.7%		101.1%					101.1%
	# of customers	94.2%	99.2%		96.9%					96.9%
	# of restaurants at end of period	315	316							
Ramen	Net sales	108.0%	108.7%		108.3%					108.3%
	# of customers	102.5%	103.8%		103.2%					103.2%
	# of restaurants at end of period	208	210							
Yuzuan	Net sales	113.7%	109.9%		111.5%					111.5%
	# of customers	110.7%	107.4%		108.9%					108.9%
	# of restaurants at end of period	94	94							
Specialty restaurants/new business formats	Net sales	104.9%	110.3%		107.8%					107.8%
	# of customers	108.6%	115.7%		112.5%					112.5%
	# of restaurants at end of period	42	45							

(January 2026 - June 2026)

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

(July 2025 - December 2025)

		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	114.7%	117.4%		116.2%					116.2%
	# of customers	112.3%	115.6%		114.1%					114.1%
	# of restaurants at end of period	506	507							
	Net sales	103.8%	105.5%		104.7%					104.7%
	# of customers	100.7%	103.2%		102.1%					102.1%
	# of restaurants at end of period	421	426							
	Net sales	99.1%	102.6%		101.0%					101.0%
	# of customers	94.0%	99.1%		96.8%					96.8%
	# of restaurants at end of period	197	198							
	Net sales	107.8%	108.1%		108.0%					108.0%
	# of customers	102.5%	103.4%		103.0%					103.0%
	# of restaurants at end of period	107	108							
	Net sales	114.5%	110.4%		112.2%					112.2%
	# of customers	111.6%	108.0%		109.6%					109.6%
	# of restaurants at end of period	79	79							
	Net sales	104.7%	110.4%		107.7%					107.7%
	# of customers	108.7%	116.2%		112.8%					112.8%
	# of restaurants at end of period	38	41							

(January 2026 - June 2026)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales										116.2%
	# of customers										114.1%
	# of restaurants at end of period										
	Net sales										104.7%
	# of customers										102.1%
	# of restaurants at end of period										
	Net sales										101.0%
	# of customers										96.8%
	# of restaurants at end of period										
	Net sales										108.0%
	# of customers										103.0%
	# of restaurants at end of period										
	Net sales										112.2%
	# of customers										109.6%
	# of restaurants at end of period										
	Net sales										107.7%
	# of customers										112.8%
	# 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 for 18 months or more since opening.

3. Restaurants remodeled to different industry formats (e.g., from "Marugen" to "Kyabeton") 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. The following table shows the number of restaurants that have been revised or excluded from the figures for existing restaurants for August 2025.

Number of restaurants: 2

Restaurant name:

Yakiniku King Yokohama Tsuzuki (Due to renovation)

Nikugen Akasaka (Due to renovation)

4. Number of restaurants at the end of month

(July 2025 - December 2025)

		Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Yakiniku	# of directly managed restaurants	226	226				
	# of FC restaurants	127	127				
	# of restaurants at end of period	353	353				
Ramen	# of directly managed restaurants	129	129				
	# of FC restaurants	105	105				
	# of restaurants at end of period	234	234				
Yuzuan	# of directly managed restaurants	92	92				
	# of FC restaurants	16	16				
	# of restaurants at end of period	108	108				
Specialty restaurants/new business formats	# of directly managed restaurants	59	60				
	# of FC restaurants	4	4				
	# of restaurants at end of period	63	64				
Other	# of overseas stores	65	70				
	# of restaurants at end of period	65	70				
Total	# of domestic directly managed restaurants	506	507				
	# of domestic FC restaurants	252	252				
	# of overseas stores	65	70				
	# of restaurants at end of period	823	829				

(January 2026 - June 2026)

		Jan.	Feb.	Mar.	Apr.	May	Jun.
Yakiniku	# of directly managed restaurants						
	# of FC restaurants						
	# of restaurants at end of period						
Ramen	# of directly managed restaurants						
	# of FC restaurants						
	# of restaurants at end of period						
Yuzuan	# of directly managed restaurants						
	# of FC restaurants						
	# of restaurants at end of period						
Specialty restaurants/new business formats	# of directly managed restaurants						
	# of FC restaurants						
	# of restaurants at end of period						
Other	# of overseas stores						
	# of restaurants at end of period						
Total	# of domestic directly managed restaurants						
	# of domestic FC restaurants						
	# of overseas stores						
	# of restaurants at end of period						

【Reference】

Fiscal year ended June 2025    Monthly YoY Change in Sales and Number of Restaurants

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%
		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%	113.0%	121.0%	111.4%	115.2%	112.9%	112.2%
	# of customers	106.2%	108.4%	111.2%	108.6%	112.2%	117.4%	108.2%	112.6%	110.5%	111.0%
	# of restaurants at end of period	726	732	737		744	745	751			
Existing restaurants	Net sales	101.5%	101.8%	104.6%	102.7%	103.8%	111.7%	102.7%	105.9%	104.3%	104.2%
	# of customers	99.0%	100.4%	103.0%	100.9%	103.1%	107.6%	99.7%	103.4%	102.1%	102.8%
	# of restaurants at end of period	639	644	647		650	651	659			
Yakiniku restaurants	Net sales	99.3%	96.4%	101.0%	99.1%	99.7%	111.5%	100.4%	103.6%	101.2%	102.0%
	# of customers	96.5%	95.4%	98.9%	97.1%	97.9%	107.5%	94.7%	99.7%	98.3%	99.8%
	# of restaurants at end of period	306	308	309		310	312	314			
Ramen restaurants	Net sales	104.9%	107.7%	109.9%	107.5%	109.4%	112.1%	109.2%	110.3%	108.8%	107.3%
	# of customers	100.1%	102.7%	105.9%	102.8%	106.0%	107.5%	103.6%	105.7%	104.2%	104.6%
	# of restaurants at end of period	203	206	207		207	207	209			
Okonomiyaki restaurants	Net sales	105.1%	114.2%	107.0%	108.5%	110.1%	109.8%	97.6%	105.8%	107.2%	106.1%
	# of customers	104.8%	112.1%	106.4%	107.6%	110.6%	109.6%	97.8%	106.0%	106.8%	105.7%
	# of restaurants at end of period	20	20	20		20	20	20			
"Yuzu-An" restaurants	Net sales	103.7%	112.0%	110.8%	108.7%	109.1%	112.5%	101.5%	107.7%	108.2%	107.5%
	# of customers	103.4%	107.5%	107.5%	106.1%	107.6%	110.5%	100.1%	106.1%	106.1%	105.5%
	# of restaurants at end of period	94	94	94		94	93	94			
Specialty restaurants	Net sales	101.7%	106.0%	102.2%	103.1%	106.4%	106.6%	103.6%	105.4%	104.3%	104.1%
	# of customers	92.0%	95.9%	95.5%	94.5%	101.8%	100.6%	99.8%	100.7%	97.9%	97.2%
	# of restaurants at end of period	16	16	17		19	19	22			

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%	103.9%
		# of customers	101.4%	106.4%	106.3%	104.8%	101.0%	101.9%	100.2%	101.0%
		# 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%
		# of customers	98.3%	104.1%	102.7%	101.8%	100.9%	101.8%	97.8%	100.1%
		# 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%
		# of customers	104.6%	106.4%	108.0%	106.4%	102.9%	101.8%	101.9%	102.2%
		# 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%
		# of customers	92.9%	108.3%	110.7%	104.3%	102.2%	108.0%	105.6%	105.3%
		# 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%
		# of customers	104.3%	114.6%	113.5%	110.9%	96.9%	102.1%	101.9%	100.4%
		# 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%
		# of customers	95.3%	96.4%	95.0%	95.6%	95.2%	97.1%	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%	116.0%	124.1%	113.9%	118.0%	115.5%	114.8%
	# of customers	109.4%	112.2%	114.6%	112.1%	116.6%	122.4%	111.8%	116.9%	114.4%	114.8%
	# of restaurants at end of period	474	481	485		492	494	499			
	Existing restaurants	Net sales	101.8%	102.1%	104.8%	103.0%	104.1%	112.0%	102.7%	106.0%	104.2%
		# of customers	99.1%	100.5%	103.0%	100.9%	103.1%	107.9%	99.4%	103.3%	102.1%
		# of restaurants at end of period	401	405	407		410	412	419		
	Yakiniku restaurants	Net sales	99.9%	96.3%	101.1%	99.3%	99.9%	111.9%	100.7%	103.8%	101.5%
		# of customers	96.9%	95.7%	99.0%	97.4%	98.2%	107.8%	94.9%	99.9%	98.6%
		# of restaurants at end of period	190	191	191		192	194	195		
	Ramen restaurants	Net sales	104.5%	107.1%	109.9%	107.1%	108.8%	112.0%	109.0%	110.0%	108.5%
		# of customers	99.7%	102.3%	106.0%	102.6%	105.7%	107.5%	103.2%	105.5%	104.0%
		# of restaurants at end of period	101	104	105		105	105	107		
	Okonomiyaki restaurants	Net sales	105.2%	115.2%	107.0%	108.9%	110.3%	109.7%	98.0%	106.0%	107.4%
		# of customers	105.1%	112.8%	107.0%	108.1%	111.1%	109.6%	97.9%	106.2%	107.2%
		# of restaurants at end of period	16	16	16		16	16	16		
	"Yuzu-An" restaurants	Net sales	104.1%	113.0%	111.4%	109.3%	110.3%	113.3%	103.0%	108.9%	109.1%
		# of customers	103.9%	108.7%	108.2%	106.9%	108.9%	111.3%	101.7%	107.3%	107.1%
		# of restaurants at end of period	78	78	78		78	78	79		
	Specialty restaurants	Net sales	101.7%	106.0%	102.2%	103.1%	106.4%	106.6%	103.6%	105.4%	104.3%
		# of customers	92.0%	95.9%	95.5%	94.5%	101.8%	100.6%	99.8%	100.7%	97.9%
		# of restaurants at end of period	16	16	17		19	19	22		

(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 for 18 months or more since opening.
3. Restaurants remodeled to different industry formats (e.g., from "Marugen" to "Kyabeton") 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.