

Company name	The Monogatari Corporation
Representative	Hisayuki Kato, President and Representative Director (3097 TSE Prime)
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)

July 2020		Jul.	Aug.	Sep.	1Q	Oct.	Nov.	Dec.	2Q	1H
All restaurants (New restaurants included)	Net sales	111.9%	114.3%	106.8%	111.2%	108.1%	115.7%		111.9%	111.4%
	# of customers	108.3%	111.3%	101.3%	107.1%	104.0%	112.2%		108.0%	107.4%
	# of restaurants at end of period	758	759	763		767	776			
Existing restaurants	Net sales	103.5%	105.5%	99.0%	102.8%	99.9%	106.7%		103.3%	102.9%
	# of customers	100.4%	103.0%	94.2%	99.4%	95.9%	103.7%		99.8%	99.5%
	# of restaurants at end of period	659	665	667		670	676			
Yakiniku	Net sales	99.2%	102.7%	95.1%	99.2%	96.4%	104.1%		100.2%	99.5%
	# of customers	94.2%	99.2%	89.0%	94.4%	93.6%	100.8%		97.1%	95.3%
	# of restaurants at end of period	315	316	317		319	320			
Ramen	Net sales	108.0%	108.7%	104.4%	107.1%	103.4%	108.7%		106.0%	106.7%
	# of customers	102.5%	103.8%	96.0%	100.9%	95.4%	105.0%		100.1%	100.6%
	# of restaurants at end of period	208	210	211		212	215			
Yuzuan	Net sales	113.6%	109.9%	105.0%	109.5%	107.8%	113.9%		110.9%	110.0%
	# of customers	110.7%	107.4%	101.5%	106.5%	105.0%	106.8%		105.9%	106.3%
	# of restaurants at end of period	94	94	94		94	95			
Specialty restaurants/new business formats	Net sales	104.9%	110.3%	99.5%	105.1%	101.4%	104.9%		103.2%	104.3%
	# of customers	108.6%	115.7%	102.6%	109.2%	102.2%	105.5%		103.9%	107.1%
	# of restaurants at end of period	42	45	45		45	46			

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2. 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%	117.3%	109.6%	114.1%	110.7%	118.9%		114.8%	114.3%
	# of customers	112.3%	115.6%	104.7%	111.0%	107.3%	115.5%		111.4%	111.1%
	# of restaurants at end of period	506	507	510		512	518			
	Existing restaurants	Net sales	103.8%	105.5%	99.5%	103.0%	107.6%		103.9%	103.3%
		# of customers	100.7%	103.2%	94.8%	99.7%	104.4%		100.5%	100.0%
		# of restaurants at end of period	421	426	429		432	437		
	Yakiniku	Net sales	99.1%	102.6%	95.8%	99.3%	96.6%		100.7%	99.7%
		# of customers	94.0%	99.1%	89.7%	94.5%	93.9%		97.7%	95.6%
		# of restaurants at end of period	197	198	199		201	201		
	Ramen	Net sales	107.8%	108.1%	104.5%	106.9%	103.4%		106.5%	106.7%
		# of customers	102.5%	103.4%	95.9%	100.7%	95.4%		100.5%	100.6%
		# of restaurants at end of period	107	108	109		110	113		
	Yuzuan	Net sales	114.5%	110.4%	105.5%	110.1%	108.4%		111.6%	110.7%
		# of customers	111.6%	108.0%	101.9%	107.2%	105.6%		106.6%	106.9%
		# of restaurants at end of period	79	79	79		79	80		
	Specialty restaurants/new business formats	Net sales	104.7%	110.3%	100.1%	105.2%	101.4%		103.3%	104.4%
		# of customers	108.7%	116.2%	103.3%	109.6%	102.5%		104.2%	107.4%
		# of restaurants at end of period	38	41	42		42	43		

(January 2026 - June 2026)

		Jan.	Feb.	Mar.	3Q	Apr.	May	Jun.	4Q	2H	Full-year
All restaurants (New restaurants included)	Net sales										114.3%
	# of customers										111.1%
	# of restaurants at end of period										
	Existing restaurants	Net sales									103.3%
		# of customers									100.0%
		# of restaurants at end of period									
	Yakiniku	Net sales									99.7%
		# of customers									95.6%
		# of restaurants at end of period									
	Ramen	Net sales									106.7%
		# of customers									100.6%
		# of restaurants at end of period									
	Yuzuan	Net sales									110.7%
		# of customers									106.9%
		# of restaurants at end of period									
	Specialty restaurants/new business formats	Net sales									104.4%
		# of customers									107.4%
		# 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 November 2025.

Number of restaurants: 9

Restaurant name:

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

Yakiniku King Urawa Misono (Due to renovation)

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

Marugen Ramen Nangoku Bypass (Due to renovation in the previous fiscal year)

Marugen Ramen Matsuyama Interchange (Due to renovation)

Yuzuan Anjo Yokoyama (Due to renovation in the previous fiscal year)

Yuzuan Gifu Rokujo (Due to renovation in the previous fiscal year)

Yuzuan Kasugai (Due to renovation)

Okonomiyaki Hongo Kashiwa-no-ha Campus (Due to renovation)

3. 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	227	228	231	
	# of FC restaurants	127	127	128	129	131	
	# of restaurants at end of period	353	353	355	357	362	
Ramen	# of directly managed restaurants	129	129	131	132	132	
	# of FC restaurants	105	105	106	107	108	
	# of restaurants at end of period	234	234	237	239	240	
Yuzuan	# of directly managed restaurants	92	92	92	92	94	
	# of FC restaurants	16	16	16	16	16	
	# of restaurants at end of period	108	108	108	108	110	
Specialty restaurants/new business formats	# of directly managed restaurants	59	60	60	60	61	
	# of FC restaurants	4	4	3	3	3	
	# of restaurants at end of period	63	64	63	63	64	
Other	# of overseas stores	65	70	74	73	86	
	# of restaurants at end of period	65	70	74	73	86	
Total	# of domestic directly managed restaurants	506	507	510	512	518	
	# of domestic FC restaurants	252	252	253	255	258	
	# of overseas stores	65	70	74	80	87	
	# of restaurants at end of period	823	829	837	847	863	

(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%
	# 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%	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%	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%	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%	104.5%	104.2%
	# of customers	99.1%	100.5%	103.0%	100.9%	103.1%	107.9%	99.4%	103.3%	102.1%	102.5%
	# 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%	101.9%
	# of customers	96.9%	95.7%	99.0%	97.4%	98.2%	107.8%	94.9%	99.9%	98.6%	99.7%
	# 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%	106.8%
	# of customers	99.7%	102.3%	106.0%	102.6%	105.7%	107.5%	103.2%	105.5%	104.0%	104.1%
	# 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%	106.1%
	# of customers	105.1%	112.8%	107.0%	108.1%	111.1%	109.6%	97.9%	106.2%	107.2%	106.0%
	# 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%	108.2%
	# of customers	103.9%	108.7%	108.2%	106.9%	108.9%	111.3%	101.7%	107.3%	107.1%	106.2%
	# 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%	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			

(Note)

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- 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.
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