

# Monthly Information

October 4, 2021

FOOD & LIFE COMPANIES LTD. [3563.T]

## Sushiro Brand Stores : YoY% of All-Store and Same-Store Performance Results

(YoY, %)

| FY2021/9                    | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | 1H    | Apr   | May   | Jun   | Jul   | Aug   | Sep   | 2H    | Full Year |
|-----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|
| All-Store Revenue           | 109.7 | 99.9  | 104.3 | 100.8 | 105.9 | 127.2 | 107.5 | 189.5 | 119.7 | 101.4 | 110.4 | 102.7 | 95.7  | 114.1 | 110.6     |
| LFL Revenue                 | 104.3 | 94.7  | 98.7  | 95.1  | 99.9  | 120.0 | 101.7 | 178.0 | 112.6 | 95.3  | 103.5 | 96.4  | 90.0  | 107.2 | 104.3     |
| LFL Customer Count          | 96.8  | 91.2  | 88.2  | 83.2  | 86.2  | 110.2 | 92.3  | 192.8 | 119.3 | 95.1  | 100.7 | 90.0  | 88.1  | 106.2 | 98.6      |
| LFL Average Customer Ticket | 107.7 | 103.9 | 111.8 | 114.2 | 115.9 | 109.0 | 110.2 | 92.3  | 94.4  | 100.2 | 102.8 | 107.1 | 102.2 | 101.0 | 105.8     |

### Note :

1. The figures above are of the stores operated under Sushiro brand and located in Japan, and LFL figures are of the stores in Japan that are in the 15th month of operation or longer.
2. Due to a change in customer count aggregation method used at store, approximately 2 % of positive impact on Customer Count LFL (negative impact on Average Customer Ticket LFL) to be included in the figures for January 2020 onwards.
3. FY21 February results shown above are not adjusted for leap year (2020). February figures adjusted for leap year are All-Store Revenue 110.7% and Revenue LFL 104.4%. Also, FY21 February are not adjusted for the impact of Sushiro store closure on February 4th and 5th, 2020.