

Saizeriya Monthly Sales Data

for the fiscal year ending in August 2024

As of end of August 2024

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1. All Stores Base

(Y / Y %)

| | # of Stores | | Net Sales | | # of Customers | | Sales per Customer | |
|----------|-------------------|--------|-------------------|--------|-------------------|--------|--------------------|--------|
| | Fiscal year ended | | Fiscal year ended | | Fiscal year ended | | Fiscal year ended | |
| | 2024/8 | 2023/8 | 2024/8 | 2023/8 | 2024/8 | 2023/8 | 2024/8 | 2023/8 |
| Sep. | 1,057 | 1,070 | 121.1% | 147.7% | 120.6% | 132.2% | 100.5% | 111.8% |
| Oct. | 1,052 | 1,068 | 118.0% | 120.7% | 115.7% | 116.9% | 102.0% | 103.2% |
| Nov. | 1,051 | 1,072 | 119.8% | 110.4% | 116.4% | 107.8% | 102.9% | 102.4% |
| Dec. | 1,051 | 1,074 | 121.8% | 107.5% | 118.5% | 105.8% | 102.8% | 101.6% |
| Jan. | 1,049 | 1,072 | 120.7% | 120.1% | 117.7% | 118.4% | 102.6% | 101.5% |
| Feb. | 1,046 | 1,067 | 121.9% | 134.1% | 118.2% | 131.5% | 103.1% | 102.0% |
| 1st Half | ----- | ----- | 120.5% | 121.6% | 117.8% | 117.6% | 102.3% | 103.4% |
| Mar. | 1,047 | 1,059 | 127.9% | 117.2% | 120.6% | 117.4% | 106.1% | 99.8% |
| Apr. | 1,046 | 1,060 | 120.3% | 114.2% | 116.1% | 114.1% | 103.7% | 100.1% |
| May | 1,041 | 1,059 | 120.6% | 111.8% | 115.9% | 110.4% | 104.1% | 101.3% |
| Jun. | 1,041 | 1,059 | 129.9% | 113.1% | 123.0% | 111.6% | 105.6% | 101.4% |
| Jul. | 1,041 | 1,056 | 116.5% | 122.2% | 112.3% | 121.2% | 103.8% | 100.8% |
| Aug. | 1,038 | 1,057 | 120.5% | 126.3% | 116.4% | 125.2% | 103.6% | 100.8% |
| 2nd Half | ----- | ----- | 122.4% | 117.5% | 117.2% | 116.7% | 104.5% | 100.7% |
| TOTAL | ----- | ----- | 121.6% | 119.4% | 117.5% | 117.2% | 103.5% | 101.9% |

2. Existing Stores Base

(Y / Y %)

| | # of Stores | | Net Sales | | # of Customers | | Sales per Customer | |
|----------|-------------------|--------|-------------------|--------|-------------------|--------|--------------------|--------|
| | Fiscal year ended | | Fiscal year ended | | Fiscal year ended | | Fiscal year ended | |
| | 2024/8 | 2023/8 | 2024/8 | 2023/8 | 2024/8 | 2023/8 | 2024/8 | 2023/8 |
| Sep. | 1,033 | 1,033 | 121.7% | 147.6% | 121.0% | 131.9% | 100.6% | 111.9% |
| Oct. | 1,028 | 1,028 | 118.7% | 120.8% | 116.3% | 116.9% | 102.1% | 103.3% |
| Nov. | 1,027 | 1,027 | 121.3% | 110.0% | 117.7% | 107.3% | 103.0% | 102.5% |
| Dec. | 1,030 | 1,030 | 123.4% | 107.0% | 119.9% | 105.2% | 102.9% | 101.7% |
| Jan. | 1,033 | 1,033 | 122.6% | 119.3% | 119.4% | 117.5% | 102.7% | 101.6% |
| Feb. | 1,028 | 1,028 | 124.0% | 133.7% | 120.2% | 130.9% | 103.2% | 102.1% |
| 1st Half | ----- | ----- | 121.9% | 121.2% | 119.1% | 117.2% | 102.4% | 103.5% |
| Mar. | 1,030 | 1,030 | 129.1% | 117.2% | 121.6% | 117.2% | 106.1% | 100.0% |
| Apr. | 1,024 | 1,024 | 122.0% | 114.7% | 117.6% | 114.5% | 103.7% | 100.2% |
| May | 1,022 | 1,022 | 122.1% | 112.8% | 117.2% | 111.2% | 104.1% | 101.5% |
| Jun. | 1,024 | 1,024 | 131.9% | 113.7% | 124.7% | 112.1% | 105.7% | 101.5% |
| Jul. | 1,014 | 1,014 | 118.0% | 122.7% | 113.5% | 121.7% | 104.0% | 100.9% |
| Aug. | 1,019 | 1,019 | 122.3% | 126.4% | 117.9% | 125.2% | 103.8% | 101.0% |
| 2nd Half | ----- | ----- | 124.1% | 116.3% | 118.6% | 115.4% | 104.6% | 100.8% |
| TOTAL | ----- | ----- | 123.1% | 119.5% | 118.8% | 116.3% | 103.6% | 102.2% |

Note1 "Existing Stores" refer to stores that have operated for over 13 full months as of end of each month; therefore the number of such stores changes each month.

Note2 If the store would operate for more than two thirds of days in operation for the month, it is considered as the existing store.

Note3 In addition, the number of stores which are not included in existing store data is as follows.

The number of redecorated store..... 3 store

Note4 The above figures are not inclusive of our new types of business other than Italian restaurant "Saizeriya."

Note5 The number of customers calculated based on the following definition is taken into account as the number of customers by take-out.

The number of customers by take-out : The sales of take-out ÷ The average spending per customer of eat-in

Note6 We estimate 2% positive impact on the existing store sales because of more number of holiday than that of last year.