



Monogatari Corporation

TSE 1st Section 3097 Industry: Food service, retail

2Q OP exceeded the company target. Japanese BBQ extremely popular

Achieved 139% vs. 1H RP guidance

Monogatari Corporation (3097) announced 1H (Jul-Dec) FY6/22 consolidated results. Sales were 35.543bn yen (+3.1% YoY), OP was 1.509bn yen (-52.5% YoY), and RP was 3.890bn yen (+7.9% YoY). RP includes a subsidy income of 2.318bn yen (vs. 381m yen in 1H FY6/21). Compared to the company's 1H guidance (sales 37.345bn yen, OP 2.125bn yen, and RP 2.802bn yen), sales were 95%, OP was 71%, and RP was 139%. The miss of the sales and OP guidance was due to the sluggish results in 1Q, when the number of cases of the coronavirus surged. On the other hand, as shown below, the business turned around to be highly successful in 2Q. The company maintained its full-year guidance.

2Q (Oct-Dec): OP beat the company target

In 2Q (Oct-Dec), sales were 19.813bn yen (+11.0% YoY, +26.0% QoQ), OP was 1.542bn yen (+5.9% YoY, vs. -32m yen in 1Q), and RP was 2.567bn yen (+41.3% YoY, +93.9% QoQ). RP includes a subsidy income of 979m yen (vs. 358m yen in 2Q FY6/21, 1.339bn yen in 1Q).

During 2Q, the request to shorten operating hours was lifted, and the Yakiniku division performed extremely well. The Ramen division also fared well. Although the company focused on advertising, including TV commercials for Marugen Ramen, and continued to open new stores, it was able to secure a high OPM of 7.8%. Compared to the company's quarterly OP targets, 1Q results were lower, but 2Q results were higher. Also, it should be noted that the company achieved YoY growth in OP for 2Q despite the Go To Eat campaign and strong earnings in the previous year. Positive impression.

Steady increase in store count

The number of stores at the end of 1H was 605 (+21 from end-FY6/21). The breakdown is as follows: domestic directly-owned stores 352 (+12); domestic FC stores 234 (+5); and overseas stores 19 (+4). In 1H the company opened 15 new directly-owned stores.

Please refer to the report dated June 22, 2021 for the rationale of the rating and target price.

MITA SECURITIES Co., Ltd.

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Update

Rating

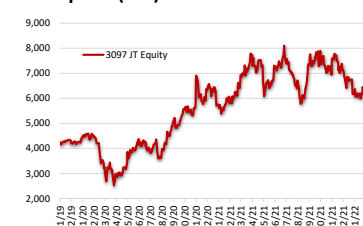
Buy

Target price (JPY)	9,100
Stock price (JPY) (Feb 10)	6,430
Market cap (JPYbn)	77.7

Key changes

Rating	No
Target price	No
Earnings forecast	No

Stock price (JPY)



Source: Bloomberg Finance LP

Earnings

		6/19	6/20	6/21	6/22E	6/23E
Sales	JPYbn	58.9	58.0	64.0	74.9	83.8
OP	JPYbn	3.9	3.0	2.6	5.0	6.2
RP	JPYbn	4.7	3.0	4.3	6.0	6.2
NP	JPYbn	2.9	0.5	2.7	3.8	4.0
EPS	JPY	244.1	37.9	226.0	319.0	333.4
BPS	JPY	1,461	1,444	1,625	1,900	2,154
DPS	JPY	45.0	47.5	60.0	80.0	90.0
PBR	x	17.6	110.7	28.1	19.9	19.0
PBR	x	2.9	2.9	3.9	3.3	2.9
Div. yield	%	1.0	1.1	0.9	1.3	1.4
ROA	%	9.4	1.3	6.3	7.9	7.5
ROE	%	17.9	2.6	14.7	18.0	16.4

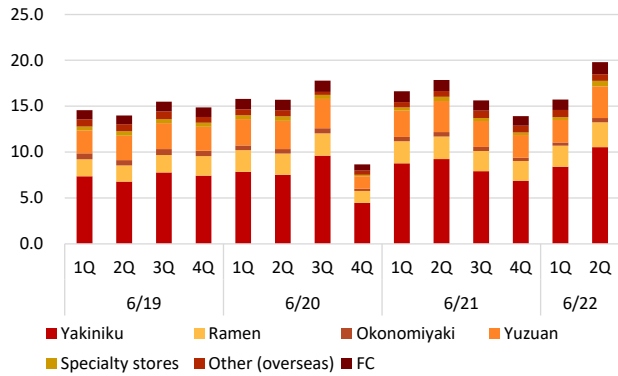
Source: Company data, Mita Securities

Company profile

Monogatari Corporation is a restaurant company based in Aichi Prefecture that operates "Yakiniku King" nationwide. As of June 30, 2021, the company had 584 stores in Japan (340 directly-owned stores and 229 FC stores) and 15 overseas stores (directly-owned). Sales in FY6/21 were 64.0bn yen.

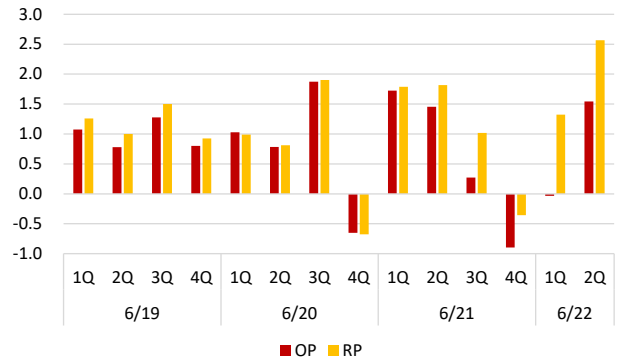
Quarterly data for Monogatari Corporation

Figure: Sales by division (JPYbn)



Source: Company data, Mita Securities

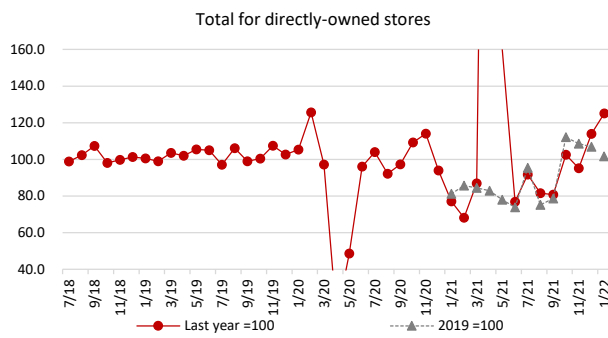
Figure: OP and RP (JPYbn)



Source: Company data, Mita Securities

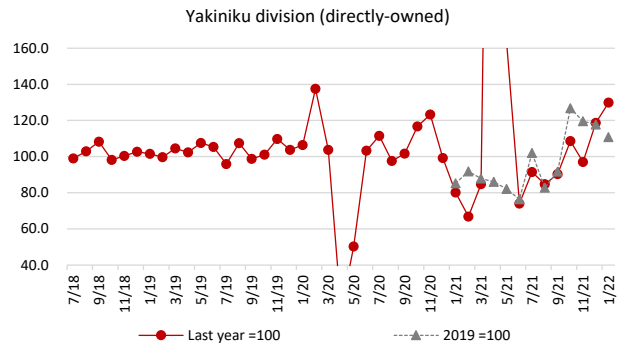
Monthly same-store sales data for Monogatari Corporation

Figure: Total (directly-owned stores)



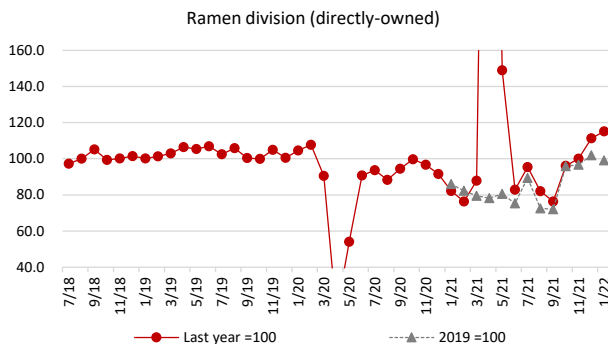
Source: Company data, Mita Securities

Figure: Yakiniku division (directly-owned stores)



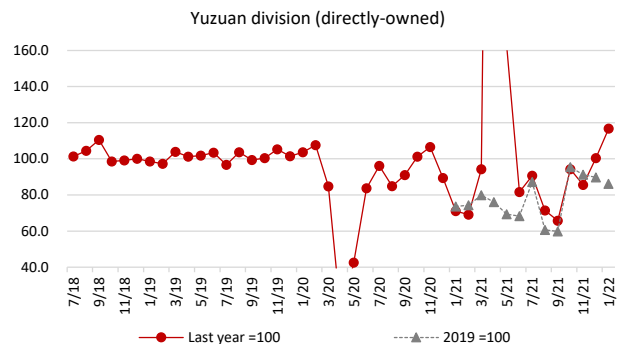
Source: Company data, Mita Securities

Figure: Ramen division (directly-owned stores)



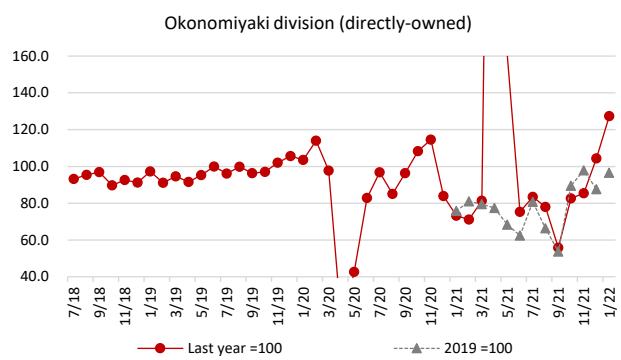
Source: Company data, Mita Securities

Figure: Yuzuan division (directly-owned stores)



Source: Company data, Mita Securities

Figure: Okonomiyaki division (directly-owned stores)



Source: Company data, Mita Securities

Monthly data for food service companies

Figure: Monthly data for food service companies covered by Mita Securities

Ticker	Company name		1/20	2/20	3/20	4/20	5/20	6/20	7/20	8/20	9/20	10/20	11/20	12/20	1/21	2/21	3/21	4/21	5/21	6/21	7/21	8/21	9/21	10/21	11/21	12/21	1/22
2695	Kura Sushi	vs. prev yr	104.8	112.2	84.5	51.9	80.0	97.4	92.3	94.6	107.9	126.1	134.4	94.6	84.5	86.2	115.4	174.2	112.7	93.5	113.1	94.8	74.8	80.1	82.2	117.6	123.7
		vs. pre-COVID													88.6	96.7	97.5	90.4	90.2	91.1	104.4	89.7	80.7	101.0	110.5	111.2	109.5
3097	Monogatari Corporation	vs. prev yr	105.3	125.7	97.2	13.8	48.6	96.1	104.0	92.2	97.3	109.3	114.0	93.9	77.1	68.2	86.9	600.4	160.4	76.9	91.7	81.6	80.8	102.6	95.2	113.9	125.1
		vs. pre-COVID													81.2	85.7	84.5	82.9	78.0	73.9	95.4	75.2	78.6	112.1	108.5	107.0	101.6
		Yakiniku division	106.4	137.5	103.7	14.9	50.3	103.3	111.5	97.6	101.6	116.7	123.3	99.2	80.1	66.8	84.7	577.0	163.1	74.0	91.5	84.8	90.3	108.6	97.0	118.7	129.9
		vs. pre-COVID													85.2	91.9	87.8	86.0	82.0	76.4	102.0	82.8	91.7	126.7	119.6	117.8	110.7
		Ramen division	104.6	107.7	90.5	14.3	54.1	90.8	93.7	88.3	94.5	99.7	96.7	91.6	82.2	76.4	87.9	546.9	148.9	82.9	95.4	82.1	76.3	96.1	100.0	111.3	115.2
		vs. pre-COVID													86.0	82.3	79.5	78.2	80.6	75.3	89.4	72.5	72.1	95.8	96.7	102.0	99.1
3193	Torikizoku HD	vs. prev yr	107.5	106.0	83.9	3.9	12.1	73.2	76.8	59.1	77.2	93.1	81.3	51.9	28.1	32.7	55.4	948.7	41.5	18.0	38.9	16.6	8.8	66.7	92.7	155.0	200.1
		vs. pre-COVID													30.2	34.7	46.5	37.0	5.0	13.2	29.9	9.8	6.8	62.1	75.4	80.4	56.2
3197	Skylark HD	vs. prev yr	97.6	99.6	76.1	41.8	52.2	69.4	73.6	73.2	78.3	88.4	85.1	78.1	66.5	70.9	93.7	164.6	128.6	92.5	100.3	83.3	79.4	92.9	95.3	114.4	115.8
		vs. pre-COVID													65.3	70.7	70.9	70.0	67.1	64.7	74.7	61.5	62.5	82.5	81.0	89.8	75.5
3543	Komeda HD	vs. prev yr	101.8	112.9	90.5	53.1	71.3	85.5	89.9	92.5	101.0	101.6	96.0	95.2	89.2	93.8	109.5	188.1	134.0	108.2	119.7	98.7	89.6	104.0	105.9	107.6	109.4
		vs. pre-COVID													90.8	105.9	99.0	99.9	95.6	92.8	107.9	91.6	90.7	105.8	101.8	102.6	99.3
9936	Ohsho Food Service	vs. prev yr	109.9	111.3	96.6	78.3	88.2	93.5	93.9	95.8	94.6	100.7	97.5	96.1	88.8	89.5	95.8	121.2	103.7	102.4	104.6	91.4	90.6	101.9	100.6	105.4	106.9
		vs. pre-COVID													97.6	99.6	92.5	94.9	91.5	95.7	98.2	87.6	85.7	102.6	98.1	101.3	104.3

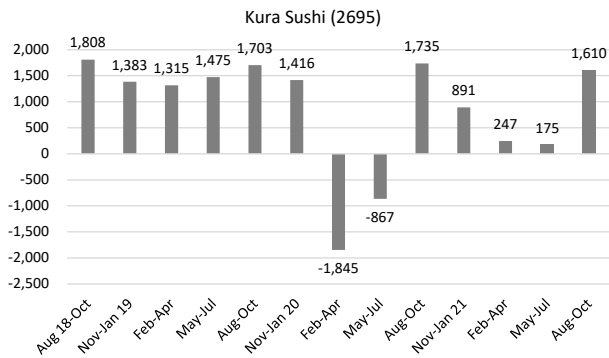
Source: Companies' data, Mita Securities Note: 2019=100 for "vs. pre-COVID"

Figure: Monthly data for food service companies not covered by Mita Securities

Ticker	Company name		1/20	2/20	3/20	4/20	5/20	6/20	7/20	8/20	9/20	10/20	11/20	12/20	1/21	2/21	3/21	4/21	5/21	6/21	7/21	8/21	9/21	10/21	11/21	12/21	1/22
2702	McDonald's HD Japan	vs. prev yr	102.6	114.7	99.9	106.5	115.2	96.8	101.0	112.4	106.3	110.7	109.6	107.2	118.7	101.0	107.5	109.2	105.7	114.7	121.0	105.3	114.7	113.4	105.4	102.4	101.2
		vs. pre-COVID													121.8	115.8	107.4	116.3	121.8	111.0	122.2	118.4	121.9	125.5	115.5	109.8	123.2
3053	Pepper Food Service (Ikinari! Steak)	vs. prev yr	66.5	61.3	51.1	37.4	49.4	57.6	64.0	62.0	67.1	74.6	71.1	67.6	64.6	71.5	86.9	144.7	157.4	80.5	81.2	79.9	76.3	84.3	98.2	104.4	
		vs. pre-COVID													43.0	43.8	44.4	54.1	77.8	46.4	52.0	49.5	51.2	62.9	69.8	70.6	
3085	Arcland Service HD (Katsuya)	vs. prev yr	104.3	106.3	94.6	89.6	97.7	96.4	106.9	103.2	94.7	101.7	104.7	100.6	100.2	99.0	100.9	114.1	104.8	101.2	106.8	95.2	99.8	102.7	103.4	104.2	105.8
		vs. pre-COVID													104.5	105.2	95.5	102.2	102.4	97.6	114.2	98.2	94.5	104.4	108.3	104.8	110.6
3087	Doutor Nichires HD (Doutor Coffee Shop)	vs. prev yr	100.6	96.2	77.9	35.9	36.5	67.0	68.8	69.3	71.8	79.6	76.2	77.2	68.4	73.5	97.4	204.6	192.3	113.5	112.8	96.3	95.9	102.0	109.2	110.6	
		vs. pre-COVID													68.8	70.7	75.9	73.5	70.2	76.2	77.9	67.0	69.1	81.4	83.5	85.7	
3397	Toridoll HD	vs. prev yr	106.4	108.9	84.7	50.0	63.2	83.6	85.5	88.4	86.2	94.6	93.4	87.0	79.1	78.4	99.5	184.8	147.6	108.3	113.5	94.5	103.2	101.9	101.7	106.2	113.3
		vs. pre-COVID													84.2	85.4	84.3	92.4	93.3	90.5	97.0	83.5	89.0	96.4	95.0	92.4	95.4
		Marugame Seimen	108.1	110.0	86.5	50.3	63.6	85.2	86.2	90.0	86.5	94.4	83.8	88.0	78.0	82.0	99.5	184.0	147.9	109.1	115.4	94.7	105.6	102.4	101.4	104.8	112.0
		vs. pre-COVID													84.3	90.2	86.1	92.6	94.1	93.0	99.5	85.2	91.3	96.7	85.0	92.2	94.4
3563	Food & Life Companies (Sushiro)	vs. prev yr	107.0	112.0	86.3	55.6	81.4	97.9	96.5	87.7	97.1	104.3	94.7	98.7	95.1	99.9	120.0	178.0	112.6	95.3	103.5	96.4	90.0	94.0	96.3	100.1	96.0
		vs. pre-COVID													101.8	111.9	103.6	99.0	91.7	93.3	99.9	84.5	87.4	98.0	91.2	98.8	97.7
7550	Zensho HD (Sukiya)	vs. prev yr	101.9	110.0	92.2	88.1	90.8	91.3	102.7	98.8	98.4	104.9	100.5	101.3	99.8	92.1	104.6	114.2	118.1	108.9	108.7	100.5	103.0	105.4	104.6	118.2	110.9
		vs. pre-COVID													101.7	101.3	96.4	100.6	107.2	99.4	111.6	99.3	101.4	110.6	105.1	119.7	112.8
7581	Saizeriya	vs. prev yr	105.1	106.6	78.5	38.6	47.8	66.5	72.9	71.5	77.3	90.1	84.0	75.2	62.0	67.1	91.3	192.3	139.7	98.9	101.1	83.4	76.7	98.7	104.6	115.8	125.3
		vs. pre-COVID													65.2	71.5	71.7	74.2	66.8	65.8	73.7	59.6	59.3	88.9	87.9	87.1	81.6
7611	Hiday Hidaka	vs. prev yr	100.8	104.7	82.0	49.3	48.0	65.8	73.9	75.7	80.7	87.0	82.3	77.9	55.7	54.3	70.5	118.3	99.3	78.9	74.2	62.6	62.2	81.6	95.4	103.5	129.2
		vs. pre-COVID													56.1	56.9	57.8	58.3	47.7	51.9	54.8	47.4	50.2	71.0	78.5	80.6	72.5
7630	Ichibanya	vs. prev yr	100.3	102.5	90.2	74.0	79.5	85.1	89.3	91.4	89.2	96.2	89.8	91.0	84.2	80.9	91.3	118.7	110.0	95.8	96.0	89.0	88.8	95.5	97.4	103.3	106.7
		vs. pre-COVID													84.5	82.9	82.4	87.8	87.5	81.5	85.7	81.3	79.2	91.9	87.5	94.0	90.1
8153	Mos Food Services	vs. prev yr	108.7	115.9	100.9	103.7	112.2	106.2	106.6	102.9	100.3	107.7	123.5	114.2	108.9	110.0	109.3	112.6	120.5	111.0	113.4	111.5	117.3	115.1	97.5	98.5	113.7
		vs. pre-COVID													118.4	127.5	110.3	116.8	135.2	117.9	120.9	114.7	117.7	124.0	120.4	112.5	134.6
8179	Royal HD	vs. prev yr	103.8	103.9	79.7	42.1	54.2	78.2	86.1	81.2	83.5	95.3	90.8	79.8	69.5	76.4	103.2	191.6	148.8	99.7	97.2	85.9	85.1	100.2	105.9	118.0	141.3
		vs. pre-COVID													72.1	79.4	82.3	80.7	80.6	78.0	83.7	69.8	71.1	95.5	96.2	94.2	101.9
		Royal Host	95.9	98.2	79.1	58.1	63.6	80.1	81.6	86.4	83.6	92.0	88.6	84.1	89.3	96.6	108.7	157.6	147.7	110.1	114.1	104.5	107.7	108.7	112.3	111.3	111.3
		vs. pre-COVID													85.6	94.9	86.0	91.6	93.9	88.2	93.1	90.3	90.0	100.0	99.5	93.6	95.3
8200	Ringer Hut	vs. prev yr	98.1	97.5	74.8	42.6	51.3	70.9	74.9	73.3	76.9	87.2	84.7	79.5	69.2	76.3	96.2	173.4									

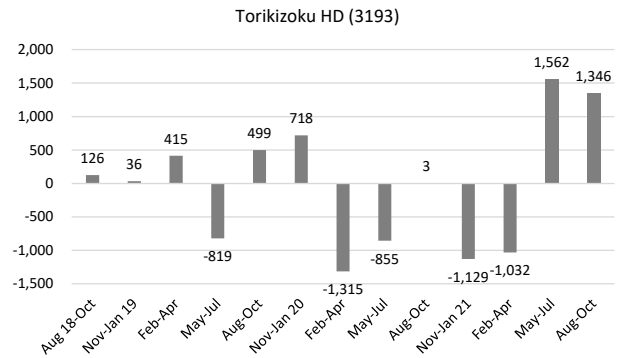
Pre-tax profits for food service companies covered by Mita Securities

Figure: Quarterly pre-tax profit (JPYm)



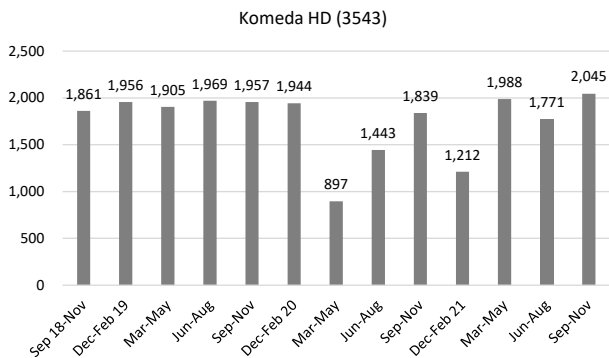
Source: Company data, Mita Securities

Figure: Quarterly pre-tax profit (JPYm)



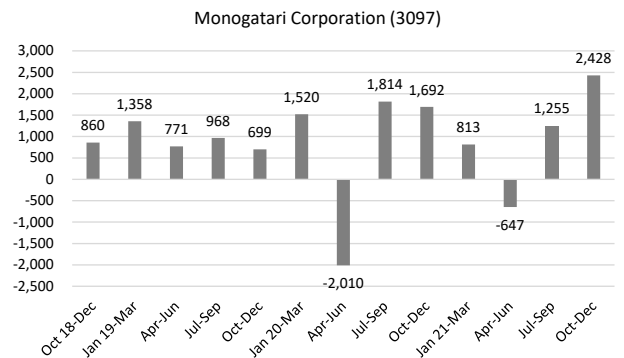
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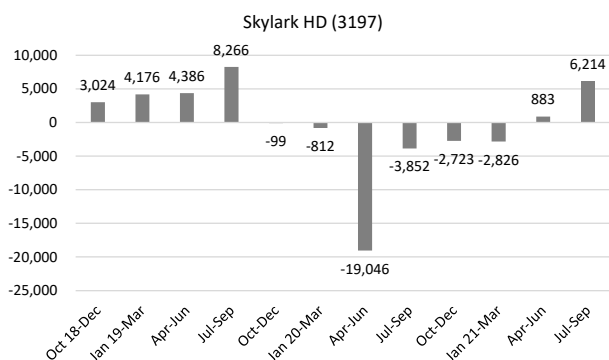
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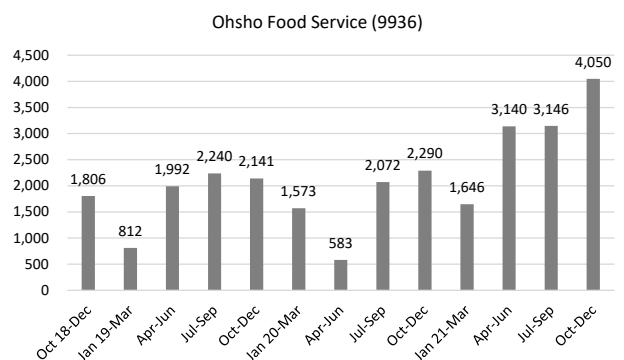
Source: Company data, Mita Securities

Figure: Quarterly pre-tax profit (JPYm)



Source: Company data, Mita Securities

Figure: Quarterly pre-tax profit (JPYm)



Source: Company data, Mita Securities

Comparison of valuations with peers

Figure: Comparison of valuations for food service companies

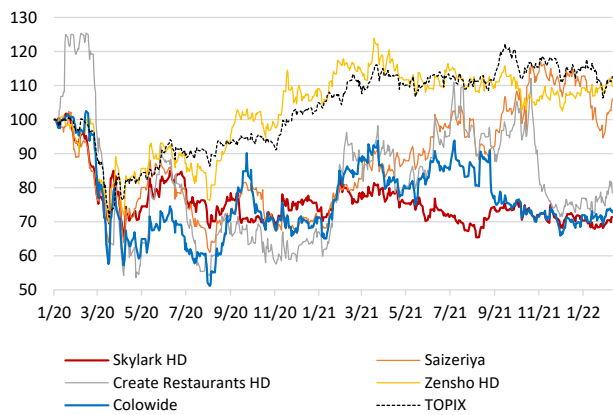
Company name	Ticker	PX 9-Feb	Mkt cap JPYbn	Net D/E Last	Sales YoY LTM	EBITDA Mgn LTM	ROE LTM	ROE Cur E	ROE Nxt E	PER LTM	PER Cur E	PER Nxt E	PBR Last	EV/EBITDA Cur E	EV/Sales Cur E	Div yield Cur E	1M Chg	3M Chg	1YR Chg
KURA SUSHI INC (TP 5,000 Buy)	2695	3,605	149.2	0.1	8.7	2.3	4.1	8.3	10.6	75.2	36.5	25.4	2.9	12.7	0.9	0.6	-2.6	-2.8	2.9
MCDONALD'S HOLDINGS CO JAPAN	2702	4,990	663.5	-0.3	10.2	14.0	13.0	12.0	11.5	27.7	26.2	24.1	3.4	11.3	1.8	0.8	-2.0	-1.6	-3.5
OOTOYA HOLDINGS CO LTD	2705	2,825	20.5	0.2	-0.4	6.0	NA	NA	NA	14.9	NA	NA	7.8	NA	NA	NA	3.7	3.6	13.4
FUIJIO FOOD GROUP INC	2752	1,353	60.4	3.6	-12.3	8.8	-12.7	21.2	NA	NA	51.3	36.9	11.0	NA	2.6	0.0	5.5	-2.6	2.6
AMIYAKI TEI CO LTD	2753	2,912	19.9	-0.1	-14.5	-13.9	2.0	2.6	NA	49.1	38.4	36.9	1.0	NA	0.5	0.3	-2.0	-2.7	-1.7
HIRAMATSU INC	2764	195	14.6	4.1	9.1	-25.3	-67.3	NA	NA	NA	NA	NA	2.3	NA	NA	NA	10.8	-4.9	12.1
PEPPER FOOD SERVICE CO LTD	3053	353	13.9	2.4	NA	-6.2	NA	NA	NA	NA	NA	NA	9.2	NA	NA	NA	9.0	-7.8	27.0
CHOUJIMARU CO LTD	3075	1,118	16.2	-0.8	-1.7	1.3	10.2	NA	NA	21.4	NA	NA	2.1	NA	NA	0.5	0.4	-4.4	2.2
ARCLAND SERVICE HOLDINGS CO	3085	2,194	72.6	-0.6	14.4	12.9	19.4	12.5	11.8	16.2	21.9	20.8	2.9	9.6	1.3	1.4	-0.8	-4.0	1.2
DOUTOR NICHRES HOLDINGS CO	3087	1,610	73.4	-0.3	3.3	5.0	-2.2	4.5	1.3	NA	16.5	50.5	0.7	16.1	0.4	1.6	1.4	-1.6	-4.1
BRONCO BILLY CO LTD	3091	2,248	33.9	-0.3	-8.7	8.0	5.4	NA	NA	35.5	NA	NA	1.9	NA	NA	NA	6.4	-7.4	-1.7
MONOGATARI CORP (TP 9,100 Buy)	3097	6,350	76.7	0.1	7.4	9.7	11.7	17.1	16.4	33.8	20.2	18.4	3.8	NA	1.1	1.1	2.4	-8.5	8.5
CHIMNEY CO LTD	3178	1,153	22.3	0.8	-50.5	-34.0	-8.9	NA	NA	NA	NA	NA	3.3	NA	NA	NA	2.5	-19.5	-17.1
TORIKIZOKU HOLDINGS CO LTD (TP 2,100 Hold)	3193	1,877	21.8	0.6	NA	NA	NA	8.1	11.4	NA	NA	38.3	3.6	NA	1.2	0.0	12.2	-3.3	8.7
HOTLAND CO LTD	3196	1,277	27.5	0.6	5.8	4.5	15.8	22.3	NA	23.0	15.7	26.7	3.3	NA	1.0	0.4	2.3	-6.1	2.4
SKYLARK HOLDINGS CO LTD (TP 1,600 Hold)	3197	1,533	348.8	2.1	-12.9	28.6	-0.2	6.3	4.3	NA	37.8	54.8	2.2	6.9	1.7	1.0	4.3	1.0	-9.1
SFP HOLDINGS CO LTD	3198	1,435	37.0	-0.1	-58.6	17.7	0.3	14.4	NA	919.9	20.6	52.8	2.9	NA	3.4	0.0	5.7	-0.9	-3.4
CREATE RESTAURANTS HOLDINGS	3387	741	157.7	3.5	-24.0	28.2	10.2	16.9	NA	60.2	23.2	39.8	4.0	NA	2.8	0.6	7.2	1.0	-15.3
SAINT MARC HOLDINGS CO LTD	3395	1,605	36.6	-0.2	0.0	-6.4	-16.6	NA	NA	NA	NA	131.6	1.0	NA	0.5	2.7	9.2	4.6	1.8
TORIDOLL HOLDINGS CORP	3397	2,347	205.6	3.0	5.7	12.5	5.1	8.3	6.0	122.8	57.4	46.3	5.9	11.6	2.1	0.3	0.8	-17.6	45.6
KOMEDA HOLDINGS CO LTD (TP 3,000 Buy)	3543	2,148	99.1	1.5	10.0	24.0	13.3	13.5	13.7	21.2	19.8	18.3	2.7	15.9	4.3	2.4	5.7	5.7	8.5
KUSHIKATSU TANAKA HOLDINGS C	3547	2,112	19.9	1.6	-42.8	-50.3	-38.2	51.1	35.2	NA	26.7	27.0	16.3	21.8	1.7	0.7	9.3	-8.1	17.6
CHIKARANOMOTO HOLDINGS CO LT	3561	562	15.2	3.7	-14.9	6.6	-15.0	NA	NA	NA	NA	NA	4.9	NA	NA	NA	-0.4	-9.1	-9.6
FOOD & LIFE COMPANIES LTD	3563	3,605	418.4	2.2	17.5	16.2	23.0	20.5	22.9	31.7	31.1	22.6	6.6	12.7	1.8	0.6	-10.7	-21.6	-18.1
ATOM CORP	7412	768	148.7	0.2	-13.6	1.2	-8.5	NA	NA	NA	NA	NA	15.4	NA	NA	NA	1.3	-1.3	-17.9
KAPPA CREATE CO LTD	7421	1,368	67.6	0.4	2.6	3.7	6.3	NA	NA	101.1	NA	NA	6.2	NA	NA	NA	3.1	-3.5	-11.2
WATAMI CO LTD	7522	922	39.4	3.5	-18.0	-7.4	-75.2	NA	NA	NA	NA	NA	2.9	NA	NA	NA	6.6	-5.0	-9.6
ZENSHO HOLDINGS CO LTD	7550	2,737	423.9	2.2	6.8	7.2	18.1	17.9	12.9	26.1	25.4	34.1	4.2	12.1	0.9	0.8	1.6	2.5	-4.1
KOURAKUEN HOLDINGS CORP	7554	1,378	23.1	1.1	-14.4	4.7	13.5	13.6	NA	46.8	41.5	1,968.6	5.9	NA	1.0	0.4	-1.2	-8.1	-20.3
ANRAKUTEI CO LTD	7562	6,320	13.5	1.6	27.2	-4.7	2.7	NA	NA	118.3	NA	NA	3.2	NA	NA	NA	-1.4	5.9	22.5
SAIZERIYA CO LTD	7581	2,855	149.2	-0.2	5.0	7.9	4.8	10.6	7.0	35.0	14.9	20.8	1.6	7.1	0.8	0.6	1.8	-5.9	33.9
HIDAY HIDAKA CORP	7611	1,738	66.3	-0.3	-24.5	-12.0	-1.2	NA	NA	NA	NA	NA	3.1	NA	NA	0.7	1.8	5.3	-4.8
COLOWIDE CO LTD	7616	1,678	145.8	3.6	-4.4	12.0	-16.2	NA	NA	NA	NA	NA	4.2	NA	NA	NA	4.3	3.2	-14.5
UKAI CO LTD	7621	3,025	15.9	1.5	4.8	-8.0	-28.3	NA	NA	NA	NA	NA	6.2	NA	NA	NA	1.0	0.5	0.3
GLOBAL-DINING INC	7625	326	3.4	0.9	34.8	7.0	25.6	NA	NA	5.1	NA	NA	1.1	NA	NA	NA	-18.7	-30.0	43.0
ICHIBANYA CO LTD	7630	4,680	149.4	-0.5	-3.7	9.2	8.7	8.9	NA	57.8	55.3	39.3	5.1	NA	3.0	1.7	1.6	1.1	-9.7
ASAKUMA CO LTD	7678	1,564	8.4	-0.4	-22.1	-22.4	-29.2	NA	NA	NA	NA	NA	3.3	NA	NA	NA	1.6	2.5	-0.9
MOS FOOD SERVICES INC	8153	3,045	97.5	-0.2	12.3	10.5	8.1	6.3	NA	25.5	31.6	30.4	2.0	NA	1.1	0.9	-1.6	-2.2	-1.0
KISOJII CO LTD	8160	2,261	60.6	0.0	-12.5	NA	-13.7	NA	NA	NA	NA	NA	2.5	NA	NA	NA	3.2	3.8	-4.8
SRS HOLDINGS CO LTD	8163	822	32.2	0.5	-5.4	8.0	2.1	NA	NA	164.3	NA	NA	2.4	NA	NA	NA	8.3	5.7	-4.9
ROYAL HOLDINGS CO LTD	8179	1,932	87.7	2.3	-15.6	-10.7	-47.6	-13.8	10.9	NA	NA	47.8	3.1	NA	1.6	0.0	6.0	-6.3	1.9
RINGER HUT CO LTD	8200	2,302	60.0	1.0	-10.6	-2.6	-6.8	6.3	NA	NA	91.3	225.7	5.1	NA	1.9	0.4	6.2	3.5	-7.1
GIFT INC	9279	2,405	23.9	0.0	22.7	9.0	29.8	28.0	NA	22.4	16.2	16.4	5.8	NA	1.4	1.0	-3.0	-22.3	16.1
GENKI SUSHI CO LTD	9828	2,536	22.5	0.6	10.6	6.1	13.5	NA	NA	19.3	NA	NA	2.5	NA	NA	NA	1.6	-4.8	0.4
GOURMET KINEYA CO LTD	9850	1,017	23.3	1.5	-20.1	6.3	-16.2	NA	NA	NA	NA	NA	2.8	NA	NA	NA	2.9	3.0	1.4
GINZA RENOIR CO LTD	9853	830	5.2	0.1	-13.2	-39.4	-37.8	NA	NA	NA	NA	NA	1.7	NA	NA	NA	-0.4	0.6	0.6
YOSHINOYA HOLDINGS CO LTD	9861	2,427	158.1	0.8	-14.3	11.3	9.5	18.0	2.8	37.8	19.1	71.3	3.4	17.3	1.1	0.0	7.5	2.5	9.5
KFC HOLDINGS JAPAN LTD	9873	2,922	65.5	-0.8	11.3	8.6	16.5	NA	NA	16.4	NA	NA	2.6	NA	NA	NA	0.6	0.3	-0.4
MATSUYAFOODS HOLDINGS CO LTD	9887	3,635	69.3	0.3	-4.5	0.8	5.0	NA	NA	33.2	NA	NA	1.6	NA	NA	NA	1.3	-0.1	-0.3
SAGAMI HOLDINGS CORP	9900	1,176	35.6	-0.2	-4.1	-5.6	-5.7	NA	NA	NA	NA	NA	2.5	NA	NA	NA	14.6	12.2	-1.2
OHSO FOOD SERVICE CORP (TP 7,250 Buy)	9936	6,000	139.7	-0.2	0.9	11.0	14.8	12.1	10.1	13.9	15.5	19.1	2.0	NA	1.4	1.8	-0.3	-0.5	1.9
JOYFULL CO LTD	9942	817	26.1	4.9	-22.8	-6.6	105.9	NA	NA	10.0	NA	NA	6.1	NA	NA	NA	1.0	0.6	15.6
DAISYO CORP	9979	1,043	22.1	0.9	-23.9	13.1	-10.6	NA	NA	NA	NA	NA	1.7	NA	NA	NA	7.5	3.3	0.3
Average				1.0	-5.1	1.7	-0.8	13.4	11.8	72.8	31.4	116.5	4.1	12.9	1.6	0.8	2.4	-2.9	2.0
Median				0.6	-4.1	6.1	3.4	12.3	11.2	32.5	25.8	36.9	3.1	12.4	1.4	0.7	1.8	-1.6	0.3

Source: Bloomberg Finance LP data, Mita Securities

Note: Forecasts are based on Bloomberg consensus. Shading indicates stocks covered by Mita Securities

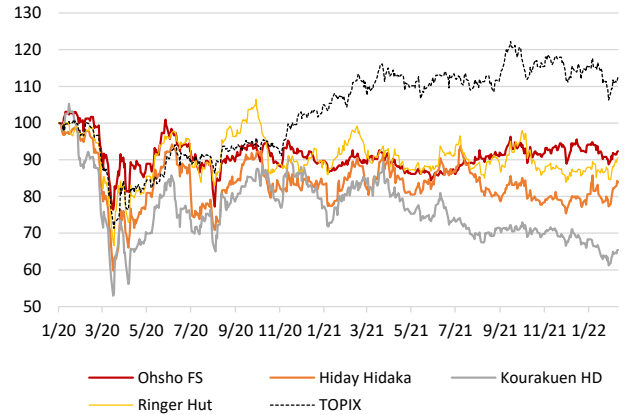
Stock price trends for food service companies

Figure: Stock price trends (family restaurants, general type)



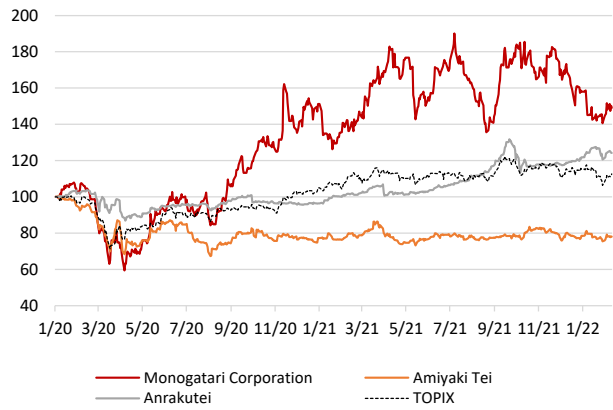
Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

Figure: Stock price trends (Chinese restaurants)



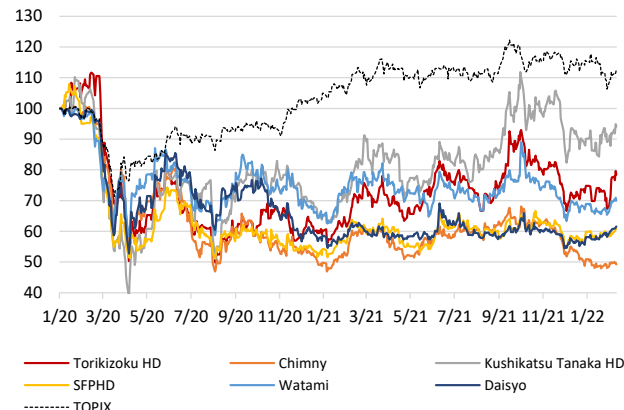
Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

Figure: Stock price trends (Japanese BBQ)



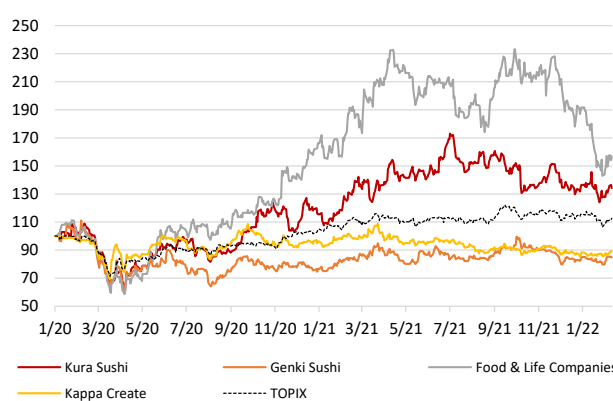
Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

Figure: Stock price trends (Japanese style pubs)



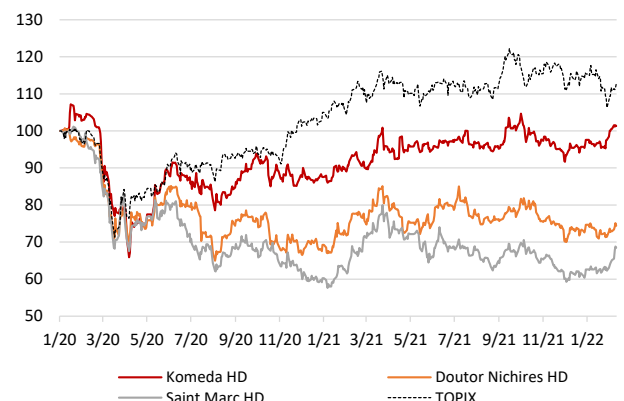
Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

Figure: Stock price trends (sushi restaurants)



Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

Figure: Stock price trends (coffee shops)



Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

APPENDIX

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The target price and ratings are based on our views for the next 12 months or so.

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