



Torikizoku Holdings

TSE Prime

3193

Industry: Food service, retail

Healthy performance in March despite difficult environment. New store to open in Hibiya next week

March SSS 126.7% vs. 2021, 58.9% vs. 2019 (pre-pandemic)

Torikizoku Holdings (3193, the company) disclosed monthly data for March. Same-store sales were 126.7% vs. March 2021 (112.8% for February), 70.2% vs. March 2020 (36.9% for February), and 58.9% vs. March 2019 (39.1% for February). The number of holidays (weekends and holidays) was one day more than in March 2021, one day less than in March 2020, and two days less than in March 2019. Compared to March 2021, the guest count was 127.1% (109.9% for February), and the average check was 99.7% (102.6% for February).

Most of the company's stores were subject to "priority measures to prevent the spread of disease" until March 21, and were required to shorten their hours to 9:00 p.m. Nevertheless, the decline in the customer traffic seemed to have been moderate, thanks partly to the TBS variety program "Sakagami & Sashihara no Tsuburenai Mise" that aired on Sunday, March 6, featuring Torikizoku. Also, the company's stores have been allowed to operate normally since late March, and demand has been improving. The recovery is likely to continue into April, in our view. That said, some stores are moving up their closing hours due to staff shortages, and the company is focusing on recruiting to resolve the staff shortages.

Store count

The number of stores at the end of March was 615 (unchanged MoM). The number of directly-owned stores was 384 (unchanged MoM).

Torikizoku to resume new store openings

The company plans to open Torikizoku Hibiya Store in Yurakucho, Chiyoda-ku, Tokyo, on April 11. This will be the first new directly-owned store opening for Torikizoku since FY7/19. Also, in May, it plans to open Torikizoku Gakuen Toshi Store (directly-owned store) in Nishi-ku, Kobe City.

Announced price hike

The company already announced that, effective April 28, all Torikizoku stores will revise their menu prices from 327 yen (298 yen without tax) to 350 yen (319 yen without tax) for all items. Torikizoku adopts uniform pricing for all menu items. We believe that many restaurant operators will have no choice but to raise prices in response to soaring costs of food ingredients, utilities, logistics, and labor. Therefore, Torikizoku's relative cost performance would likely be maintained even after the upcoming price hike, in our view.

Please refer to the report dated November 1, 2021 for the rationale of the rating and target price.

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Update

Rating

Hold

Target price (JPY)	2,100
Stock price (JPY) (Apr 7)	1,793
Market cap (JPYbn)	20.8

Key changes

Rating	No
Target price	No
Earnings forecast	No

Stock price (JPY)



Source: Bloomberg Finance LP

Earnings

		7/20	7/21	7/22E	7/23E	7/24E
Sales	JPYbn	27.5	15.6	17.7	28.4	33.8
OP	JPYbn	1.0	-4.7	-3.5	0.6	1.3
RP	JPYbn	1.0	-0.3	-0.6	0.6	1.3
NP	JPYbn	-0.8	-0.5	-0.5	0.6	1.2
EPS	JPY	-65.9	-40.3	-46.6	49.0	103.9
BPS	JPY	489.1	450.6	404.0	453.0	552.8
DPS	JPY	4.0	0.0	0.0	4.0	8.0
PER	x	NA	NA	NA	36.6	17.3
PBR	x	2.5	3.8	4.4	4.0	3.2
Div. yield	%	0.3	0.0	0.0	0.2	0.4
ROA	%	-4.1	-2.5	-3.3	3.2	6.0
ROE	%	-12.5	-8.6	-10.9	11.4	20.7

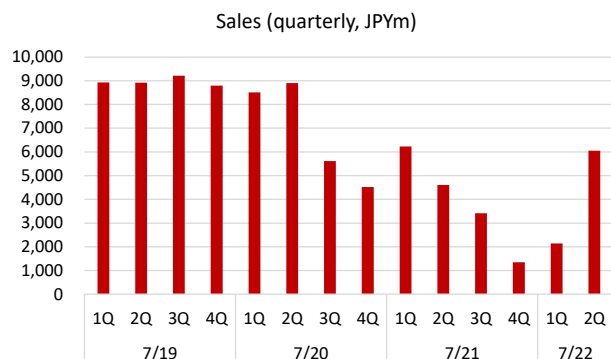
Source: Company data, Mita Securities

Company profile

Torikizoku HD is a restaurant company based in Osaka Prefecture that operates one of Japan's largest izakaya (Japanese style pub) chains "Yakitori-ya Torikizoku." Torikizoku had 615 stores (383 directly-owned stores and 232 franchise stores) as of the end of FY7/21. Sales in FY7/21 were 15.6bn yen, and the peak of sales before the COVID-19 pandemic was 35.8bn yen in FY7/19.

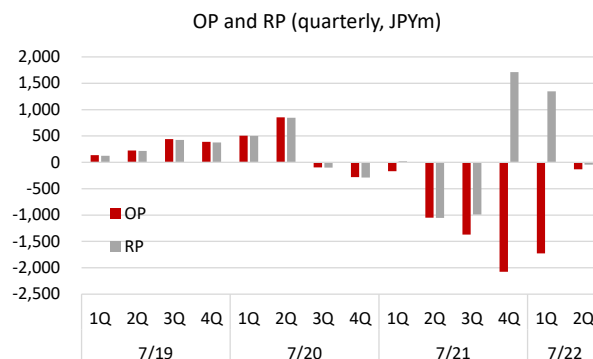
Quarterly results for Torikizoku Holdings

Figure: Sales (JPYm)



Source: Company data, Mita Securities

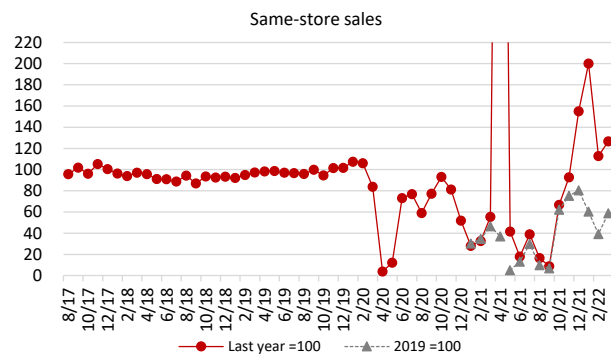
Figure: Operating profit and recurring profit (JPYm)



Source: Company data, Mita Securities

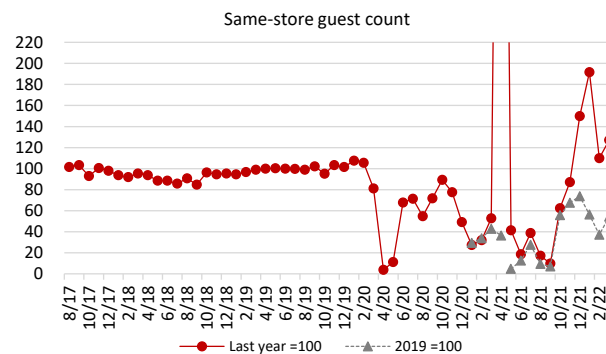
Monthly data for Torikizoku Holdings

Figure: Same-store sales (%)



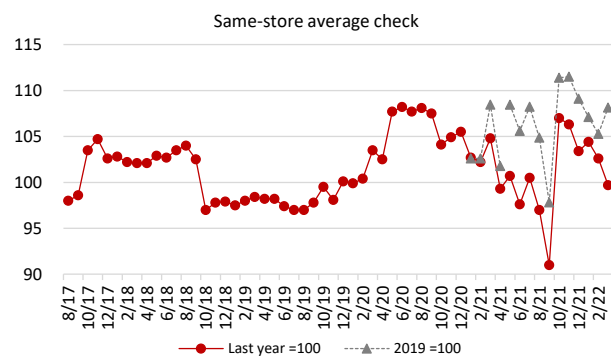
Source: Company data, Mita Securities

Figure: Same-store guest count (%)



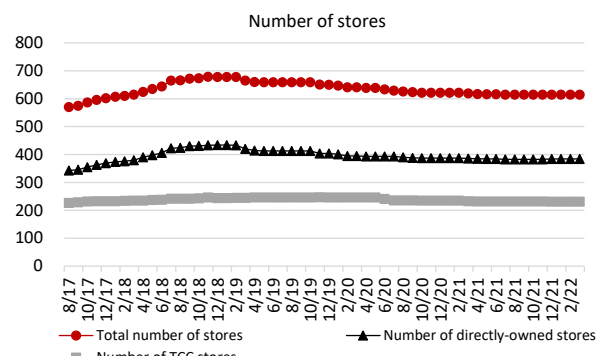
Source: Company data, Mita Securities

Figure: Same-store average check (%)



Source: Company data, Mita Securities

Figure: Number of 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		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	2/22	3/22
2695	Kura Sushi	vs. prev yr	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	123.5	99.1	106.3
		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	109.4	95.8	103.7
3097	Monogatari Corporation	vs. prev yr	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	125.0	102.9	
		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	101.5	88.2	
	Yakiniku division	vs. prev yr	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	103.6	
		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	95.2	
	Ramen division	vs. prev yr	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	113.8	
		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	93.6	
	Yuzuan division	vs. prev yr	84.7	10.9	42.6	83.7	96.1	84.9	91.0	101.2	106.6	89.4	71.1	69.1	94.3	697.3	162.7	81.6	90.7	71.4	65.8	94.3	85.6	100.4	116.8	90.4	
		vs. pre-COVID											73.7	74.4	79.9	76.0	69.3	68.3	87.2	60.6	59.9	95.4	91.2	89.8	86.0	67.2	
3193	Torikizoku HD	vs. prev yr	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	112.8	126.7
		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	60.4	39.1	58.9
3197	Skyark HD	vs. prev yr	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	93.0	99.0
		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	65.7	71.0
3543	Komeda HD	vs. prev yr	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	97.2	
		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	102.9	
9936	Ohsho Food Service	vs. prev yr	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	107.2	108.5	105.7
		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	104.6	108.1	97.8

Source: Companies' data, Mita Securities

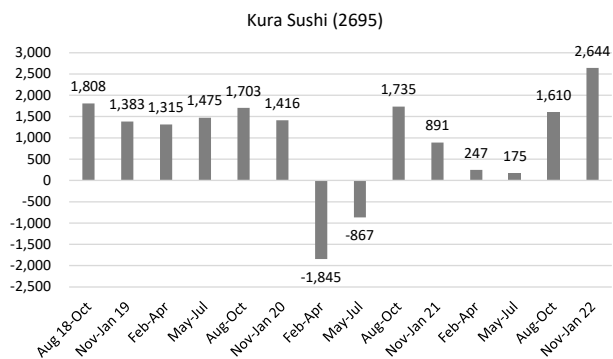
Note: 2019=100 for "vs. pre-COVID"

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

Ticker	Company name		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	2/22	3/22
2702	McDonald's HD Japan	vs. prev yr	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	115.3	109.4
		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	133.6	117.5
3053	Pepper Food Service (Ikinari! Steak)	vs. prev yr	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	106.3	92.1	
		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	45.7	40.4	
3085	Arcland Service HD (Katsuya)	vs. prev yr	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	101.9	110.4
		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	107.2	105.4
3087	Doutor Nichires HD (Doutor Coffee Shop)	vs. prev yr	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	117.6	103.6	
		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	80.9	73.3	
3397	Toridoll HD	vs. prev yr	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	104.0	109.4
		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	88.8	92.2
	Marugame Seimen	vs. prev yr	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	104.1	110.4
		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	93.9	95.0
3563	Food & Life Companies (Sushiro)	vs. prev yr	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	93.6	93.5
		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	104.7	96.8
7550	Zensho HD (Sukiya)	vs. prev yr	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	111.4	111.4
		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	112.9	107.4
7581	Saizeriya	vs. prev yr	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	109.1	117.0
		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	78.0	83.9
7611	Hiday Hidaka	vs. prev yr	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	110.2	118.1
		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	62.7	68.3
7630	Ichibanya	vs. prev yr	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	96.6	99.5
		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	80.1	81.9
8153	Mos Food Services	vs. prev yr	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	97.6	
		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	124.4	
8179	Royal HD	vs. prev yr	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	140.6	104.9	110.6
	Royal Host	vs. prev yr	79.7	42.1	54.2	78.2	86.1	81.2	83.5	95.3	90.8	79.8	72.1	79.4	82.3	80.7	80.6	78.0	83.7	69.8	71.1	95.5	96.2	94.2	101.4	83.3	91.0
		vs. pre-COVID											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	100.9	107.9
	Tendon Tenya	vs. prev yr	79.1	58.1	63.6	80.1	81.6	86.4	83.6	92.0	88.6	84.1	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	95.7	92.8
		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	95.7	92.8
8200	Ringer Hut	vs. prev yr	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	136.2	101.6	107.8	98.0	97.3	100.5	103.7	109.0	114.5	98.8	106.0
		vs. pre-COVID											67.9	74.4	72.0	73.9	69.9	72.0	80.7	71.8	74.8	87.6	87.8	86.7	77.7	73.5	76.3
9861	Yoshinoya HD (Yoshinoya)	vs. prev yr	98.2	96.0	92.7	87.7	94.3	83.2	90.9	100.4	93.4	89.6	91.9	81.4	89.5	89.9	99.4	99.6	95.9	107.3	102.2	98.7	108.7	107.4	104.0	106.1	111.9
		vs. pre-COVID											100.6	79.7	87.9	86.3	92.1	87.3	90.4	89.3	92.9	98.1	101.5	96.2	104.7	84.6	98.3
9887	Matsuya Foods HD (Matsuya)	vs. prev yr	94.8	77.8	77.8	83.3	88.4	87.6	85.3	97.1	91.1	91.0	84.9	81.0	91.6	108.9	112.2	98.8	95.5	96.1	93.0	89.7	99.1	96.5	100.2	96.8	102.2
		vs. pre-COVID											90.3	83.6	86.8	84.7	87.3	82.3	84.4	84.2	79.3	87.1	90.3	87.5	90.5	90.6	88.8

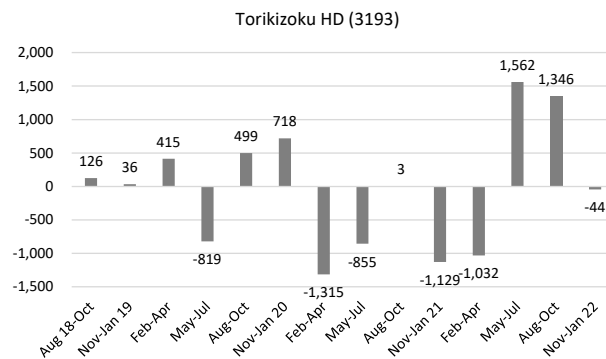
Pre-tax profits for food service companies covered by Mita Securities

Figure: Quarterly pre-tax profit (JPYm)



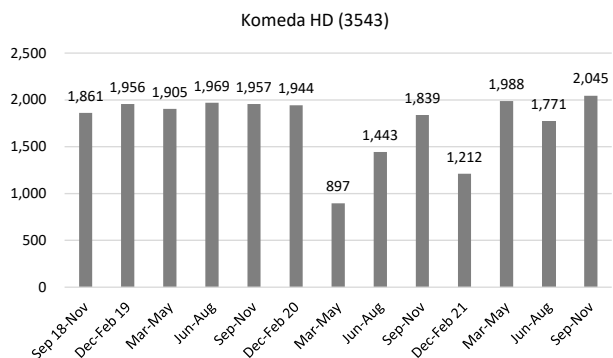
Source: Company data, Mita Securities

Figure: Quarterly pre-tax profit (JPYm)



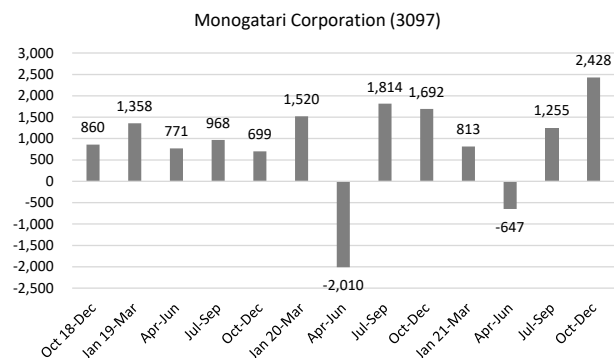
Source: Company data, Mita Securities

Figure: Quarterly pre-tax profit (JPYm)



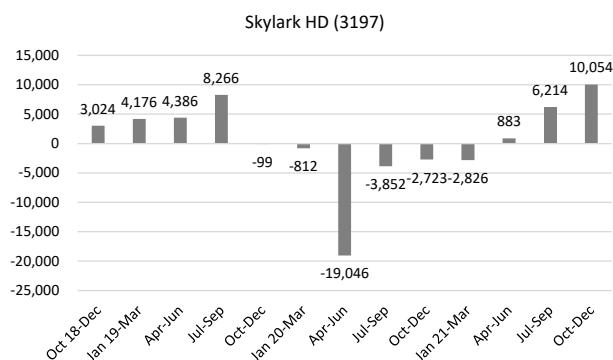
Source: Company data, Mita Securities

Figure: Quarterly pre-tax profit (JPYm)



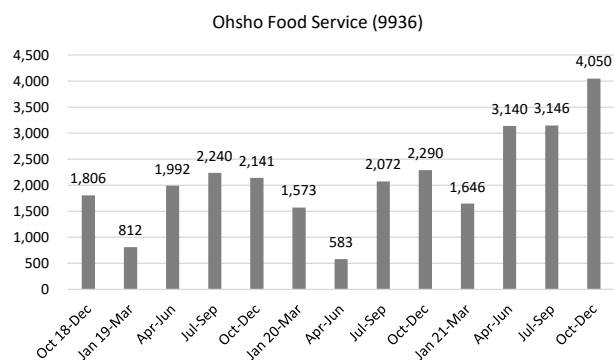
Source: Company data, Mita Securities

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 (reference)

Figure: Comparison of valuations for food service companies

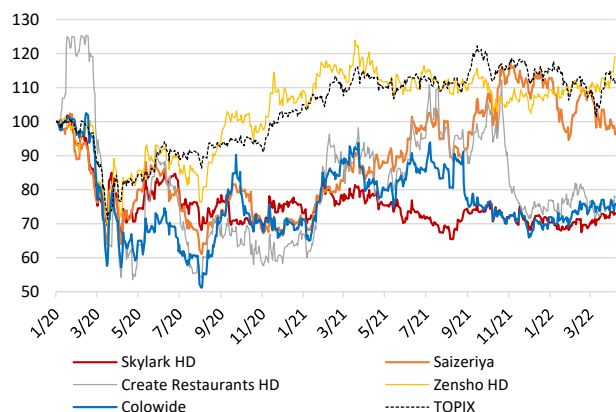
Company name	Ticker	PX 6-Apr	Mkt cap JPYbn	Net D/E Last	Sales YoY LTM	EBITDA Mgn LTM	ROE LTM	ROE Cur E	ROE Nxt E	PER LTM	PER Cur E	PER Nxt E	PBR Last	EV/EBITDA Cur E	EV/Sales Cur E	Div yield Cur E	1M Chg	3M Chg	1YR Chg
KURA SUSHI INC (TP 5,000 Buy)	2695	3,485	144.3	0.1	11.8	2.3	6.4	8.0	10.4	45.8	35.1	24.3	2.8	13.1	0.8	0.6	0.9	-5.8	-14.4
MCDONALD'S HOLDINGS CO JAPAN	2702	5,110	679.4	-0.3	10.2	14.0	13.0	10.9	10.8	28.4	29.9	27.8	3.5	12.0	1.8	0.8	4.0	0.4	0.0
OTOYA HOLDINGS CO LTD	2705	2,810	20.4	0.2	-0.4	11.7	NA	NA	NA	15.1	NA	NA	NA	NA	NA	NA	-2.8	3.2	6.4
FUJIO FOOD GROUP INC	2752	1,390	62.0	1.7	-5.0	-9.6	16.3	15.9	NA	85.8	74.3	42.8	11.9	NA	2.1	0.0	8.3	8.3	-6.4
AMIYAKI TEI CO LTD	2753	2,955	20.2	-0.2	-2.6	-13.9	3.1	NA	NA	32.2	37.5	14.6	1.0	NA	0.4	0.3	0.4	-0.5	-0.3
HIRAMATSU INC	2764	200	14.9	4.1	23.5	-21.8	-48.7	NA	NA	NA	NA	NA	2.2	NA	NA	NA	3.1	13.6	25.8
PEPPER FOOD SERVICE CO LTD	3053	370	14.6	-0.1	NA	-8.4	20.7	NA	NA	46.7	NA	NA	4.4	NA	NA	NA	7.6	14.2	21.3
CHOUSHIMARU CO LTD	3075	1,153	16.7	-0.8	0.7	9.9	13.8	NA	NA	15.6	NA	NA	2.0	NA	NA	0.5	2.9	3.6	-9.9
ARCLAND SERVICE HOLDINGS CO	3085	2,217	73.4	-0.7	14.4	8.2	12.0	13.4	13.0	27.0	20.5	19.9	3.1	9.4	1.2	1.4	2.0	0.2	-4.7
DOUTOR NICHIRETS HOLDINGS CO	3087	1,495	68.2	-0.3	3.3	5.0	-2.2	4.5	1.3	NA	15.3	46.9	0.7	14.1	0.3	1.7	-3.9	-5.9	-14.2
BRONCO BILLY CO LTD	3091	2,303	34.7	-0.3	-8.7	13.8	5.4	NA	NA	36.4	NA	NA	1.9	NA	NA	0.7	8.0	-4.1	-6.2
MONOGATARI CORP (TP 9,100 Buy)	3097	5,790	70.0	0.1	6.8	11.2	13.2	16.2	16.4	25.5	17.8	17.9	3.2	12.4	1.0	1.2	5.9	-6.6	-25.7
CHIMNEY CO LTD	3178	1,136	22.0	0.8	-50.5	-28.7	-8.9	NA	NA	NA	NA	NA	3.2	NA	NA	NA	4.8	1.0	-13.7
TORIKIZOKU HOLDINGS CO LTD (TP 2,100 Hold)	3193	1,819	21.1	0.6	NA	NA	NA	7.5	11.4	NA	150.3	33.0	3.5	NA	1.0	0.0	9.2	8.7	6.4
HOTLAND CO LTD	3196	1,340	28.9	0.3	3.3	6.2	28.1	13.6	NA	13.9	22.3	22.1	3.3	NA	1.0	0.4	2.4	7.4	1.3
SKYLARK HOLDINGS CO LTD (TP 1,600 Hold)	3197	1,568	356.7	1.1	-8.3	22.5	6.2	2.7	4.3	41.4	65.6	58.0	2.1	9.5	1.8	0.5	2.1	6.7	-8.0
SFP HOLDINGS CO LTD	3198	1,372	35.4	-0.1	-58.6	17.7	0.3	14.4	NA	879.5	19.7	50.4	2.7	NA	3.2	0.0	9.4	1.0	-5.2
CREATE RESTAURANTS HOLDINGS	3387	734	156.2	3.5	-24.0	28.2	10.2	16.9	NA	59.7	23.0	39.5	3.9	NA	2.8	0.6	8.3	6.2	-15.6
SAINT MARC HOLDINGS CO LTD	3395	1,565	35.6	-0.2	0.0	-6.4	-16.6	-12.9	2.8	NA	NA	57.5	1.0	NA	0.5	2.8	0.7	6.5	-11.7
TORIDOLL HOLDINGS CORP	3397	2,480	217.4	3.0	9.3	15.8	14.2	13.1	6.1	38.9	34.8	43.4	4.4	10.6	2.1	0.3	8.6	6.5	42.4
KOMEDA HOLDINGS CO LTD (TP 3,000 Buy)	3543	2,057	95.0	1.5	10.0	24.0	13.3	13.6	13.7	20.3	19.0	17.8	2.6	15.5	4.2	2.5	-0.8	1.2	2.3
KUSHIKATSU TANAKA HOLDINGS C	3547	1,890	17.8	1.6	-42.8	-50.3	-38.2	51.1	35.2	NA	22.7	26.6	14.6	19.7	1.5	1.1	1.2	-2.2	-2.8
CHIKARANOMOTO HOLDINGS CO LT	3561	562	15.2	3.7	-0.9	7.7	-9.8	NA	NA	NA	NA	NA	5.0	NA	NA	NA	1.1	-0.4	-14.2
FOOD & LIFE COMPANIES LTD	3563	3,415	396.4	2.2	21.1	15.5	21.4	18.9	22.0	31.8	30.4	22.5	6.3	12.7	1.8	0.7	1.3	-15.4	-34.6
ATOM CORP	7412	753	145.8	0.2	-13.6	1.2	-9.5	NA	NA	NA	NA	NA	19.3	NA	NA	NA	-3.0	-0.7	-2.2
KAPPA CREATE CO LTD	7421	1,391	68.7	0.4	2.6	3.5	6.3	NA	NA	102.8	NA	NA	6.3	NA	NA	NA	4.9	4.8	-10.4
WATAMI CO LTD	7522	940	40.1	3.5	-9.8	-2.1	-43.2	NA	NA	NA	NA	NA	2.6	NA	NA	NA	6.1	8.7	-5.2
ZENSHO HOLDINGS CO LTD	7550	2,973	460.4	2.2	6.8	6.8	18.1	16.6	5.7	28.3	29.2	47.1	4.6	16.1	0.9	0.7	8.0	10.4	-1.1
KOURAKUEN HOLDINGS CORP	7554	1,307	21.9	1.1	-11.2	8.4	30.2	13.6	NA	18.6	39.4	1,867.1	4.8	NA	0.9	0.4	-1.7	-6.3	-24.8
ANRAKUTEI CO LTD	7562	6,320	13.5	1.6	5.1	-5.4	22.0	NA	NA	12.5	NA	NA	2.5	NA	NA	NA	-1.7	-1.4	21.3
SAIZERIYA CO LTD	7581	2,588	135.3	-0.2	5.0	7.9	4.8	10.6	7.5	31.7	14.0	18.2	1.5	6.3	0.7	0.7	-7.9	-7.7	10.9
HIDAY HIDAKA CORP	7611	1,800	68.7	-0.3	-24.5	-12.0	-1.2	NA	NA	NA	NA	NA	3.2	NA	NA	NA	0.7	0.5	-1.2
COLOWIDE CO LTD	7616	1,748	151.9	3.6	-4.4	13.1	-11.0	NA	NA	NA	NA	NA	4.3	NA	NA	NA	1.1	8.6	-8.8
UKAI CO LTD	7621	3,010	16.9	1.5	4.8	-5.1	-28.3	NA	NA	NA	NA	NA	6.1	NA	NA	NA	-0.3	0.5	-1.6
GLOBAL-DINING INC	7625	335	3.5	0.1	68.9	12.0	41.0	NA	NA	3.3	NA	NA	1.1	NA	NA	NA	18.0	-16.5	15.9
ICHIBANYA CO LTD	7630	4,645	148.3	-0.5	1.8	9.2	8.7	NA	NA	57.3	39.0	36.1	5.0	NA	2.7	1.7	-1.3	0.9	-6.1
ASAKUMA CO LTD	7678	1,529	8.2	-0.4	-22.1	-19.3	-21.5	NA	NA	NA	NA	NA	3.2	NA	NA	NA	-4.0	-0.7	-2.4
MOS FOOD SERVICES INC	8153	2,905	93.0	-0.2	9.9	11.1	8.4	6.9	NA	23.2	27.2	29.0	1.9	NA	1.0	1.0	-3.1	-6.1	-10.8
KISOJI CO LTD	8160	2,081	57.0	0.0	0.1	NA	0.9	NA	NA	NA	NA	NA	2.2	NA	NA	NA	3.0	-5.0	-13.5
SRS HOLDINGS CO LTD	8163	803	32.0	0.5	-5.4	6.4	2.1	NA	NA	160.3	NA	NA	2.3	NA	NA	NA	-3.4	5.8	-6.5
ROYAL HOLDINGS CO LTD	8179	2,120	103.9	1.1	-0.6	-0.3	-11.8	1.0	5.4	NA	110.1	37.8	3.3	19.1	1.4	0.4	15.1	16.4	5.1
RINGER HUT CO LTD	8200	2,290	59.7	1.0	-10.6	-2.6	-6.8	6.3	NA	NA	69.1	119.9	5.0	NA	2.0	0.4	0.3	5.7	-3.1
GIFT HOLDINGS INC	9279	2,543	25.3	0.0	22.2	10.2	37.9	32.3	NA	17.6	14.0	15.6	5.7	NA	1.5	1.0	23.3	2.6	10.3
GENKI SUSHI CO LTD	9828	2,570	22.8	0.6	10.6	8.9	13.5	NA	NA	19.6	NA	NA	2.5	NA	NA	NA	3.9	3.0	-5.5
GOURMET KINEYA CO LTD	9850	1,034	23.7	1.5	-8.2	11.2	-1.7	NA	NA	NA	NA	NA	2.6	NA	NA	NA	-0.9	4.7	7.7
GINZA RENOIR CO LTD	9853	820	5.1	0.1	-13.2	-36.3	-16.3	NA	NA	NA	NA	NA	1.4	NA	NA	NA	-2.4	-1.6	-0.4
YOSHINOYA HOLDINGS CO LTD	9861	2,379	154.9	0.8	-14.3	11.3	9.5	18.0	2.8	37.1	19.8	78.5	3.3	17.0	1.1	0.1	-1.6	5.4	6.1
KFC HOLDINGS JAPAN LTD	9873	2,864	64.2	-0.8	9.9	8.0	16.7	NA	NA	15.6	NA	NA	2.5	NA	NA	NA	-0.4	-1.1	-3.2
MATSUYAFOODS HOLDINGS CO LTD	9887	3,735	71.2	0.3	-4.5	-0.8	5.0	NA	NA	34.1	NA	NA	1.7	NA	NA	NA	5.1	4.0	5.7
SAGAMI HOLDINGS CORP	9900	1,189	36.0	-0.2	-4.1	-6.2	1.5	NA	NA	438.7	NA	NA	2.4	NA	NA	NA	-0.7	15.9	5.6
ONSHO FOOD SERVICE CORP (TP 7,250 Buy)	9936	6,120	142.5	-0.2	0.9	11.0	14.8	13.1	10.1	14.2	15.8	19.4	2.0	NA	1.5	1.7	2.0	1.7	4.6
JOYFULL CO LTD	9942	786	25.1	4.9	-17.5	-6.8	72.4	NA	NA	9.1	NA	NA	4.8	NA	NA	NA	2.7	-2.8	11.3
DAISYO CORP	9979	1,084	23.0	0.9	-23.9	13.1	-10.6	NA	NA	NA	NA	NA	1.8	NA	NA	NA	9.9	11.8	9.2
Average				0.8	-2.5	2.6	4.4	13.0	10.5	72.6	38.3	104.9	3.8	13.4	1.5	0.8	2.9	2.2	-1.4
Median				0.3	-0.4	7.7	6.2	13.4	10.1	30.1	28.2	33.0	3.1	12.9	1.4	0.7	2.0	1.7	-2.4

Source: Bloomberg Finance LP data, Mita Securities

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

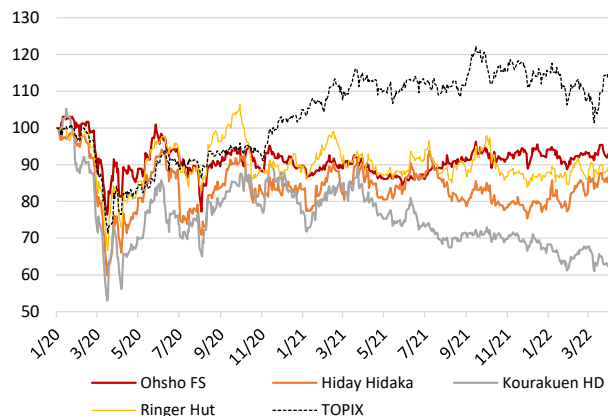
Stock price trends for food service companies

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



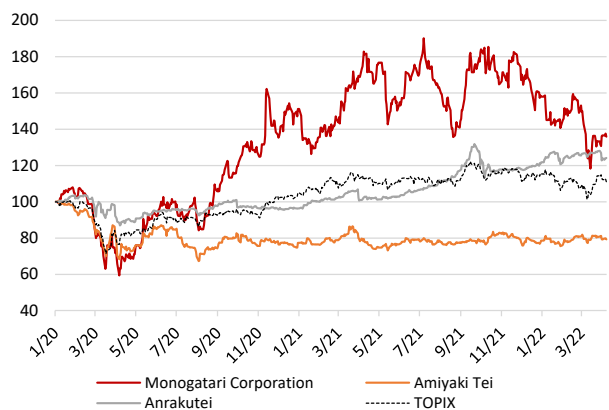
Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

Figure: Stock price trends (Chinese restaurants)



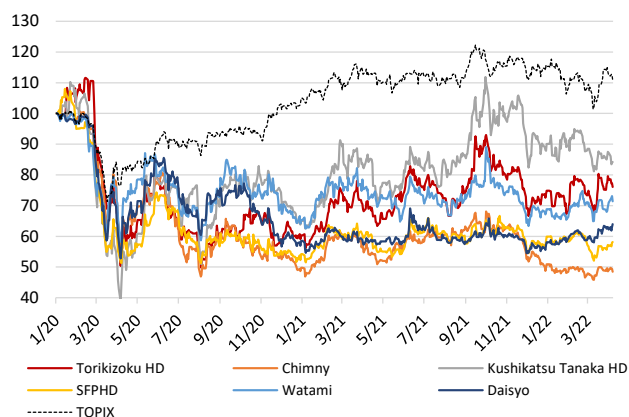
Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

Figure: Stock price trends (Japanese BBQ)



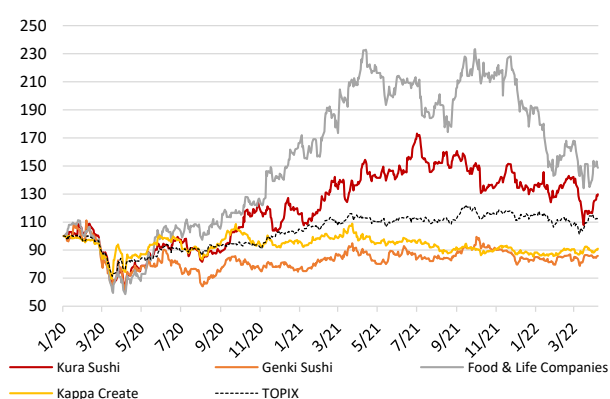
Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

Figure: Stock price trends (Japanese style pubs)



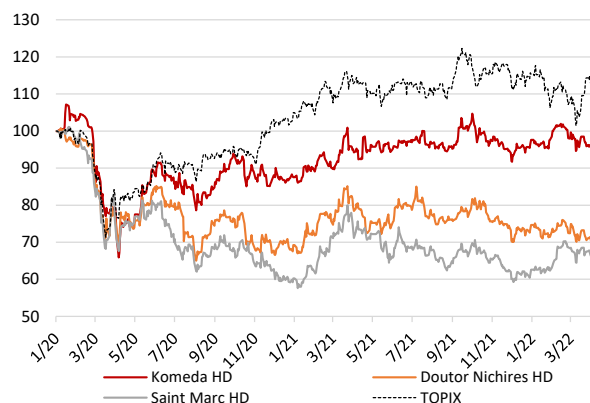
Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

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.

Buy: Stocks whose total return (percentage change in share price from current price to projected target price plus projected dividend yield), as of the time the target price is set or changed, is expected to be 15% or more.

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