



Torikizoku Holdings

TSE Prime

3193

Industry: Food service, retail

Sales recovering in April due to easing of operating restrictions; Store openings resuming; Price hikes

April SSS 208.7% vs. 2021, 77.2% vs. 2019 (pre-pandemic)

Torikizoku Holdings (3193, the company) disclosed monthly data for April. Same-store sales were 208.7% vs. April 2021 (126.7% for March), 1979.9% vs. April 2020 (70.2% for March), and 77.2% vs. April 2019 (58.9% for March). The number of holidays (weekends and holidays) was one day more than in April 2021, April 2020, and April 2019. Compared to April 2021, the guest count was 205.3% (127.1% for March), and the average check was 101.7% (99.7% for March). The average check for April was 103.5% vs. 2019, down from 108.1% for March. Apparently this is because in the izakaya industry the average check tends to decline as operating hours normalize (the average check is relatively low during late hours).

Since late March, the company's sales have been recovering as stores have been able to operate normally. However, the late-night hours still appear to be in challenging conditions from both supply and demand perspectives. On the supply side, the company has been focusing on recruiting to resolve staff shortages, as some stores are moving up their closing hours due to staff shortages.

Torikizoku resumes new store openings

The number of stores at the end of April was 616 (+1 MoM). The number of directly-owned stores was 385 (+1 MoM). On April 11, the company opened Torikizoku Hibiya Store in Yurakucho, Chiyoda-ku, Tokyo. This was the first new directly-owned store opening for Torikizoku since FY7/19.

Also, on May 2, the company opened Torikizoku Gakuen Toshi Store (directly-owned store) in Nishi-ku, Kobe City.

Price hikes

Effective April 28, all Torikizoku stores revised 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. In addition to Torikizoku, major restaurant formats such as Komeda's Coffee, Gyoza no Ohsho, McDonald's and Sushiro have announced price hikes. Many other formats that have not announced price hikes are also adjusting their cost of sales ratios by changing their menu mix, in our view. We believe that Torikizoku's relative cost performance would likely be maintained even after the price hikes. We will be closely watching its May sales to be announced in June.

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) (May 11)	1,704
Market cap (JPYbn)	19.8

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	35.2	16.6
PBR	x	2.5	3.8	4.3	3.8	3.1
Div. yield	%	0.3	0.0	0.0	0.2	0.5
ROA	%	-4.1	-2.5	-3.3	3.2	6.0
ROE	%	-12.5	-8.6	-10.9	11.4	20.7

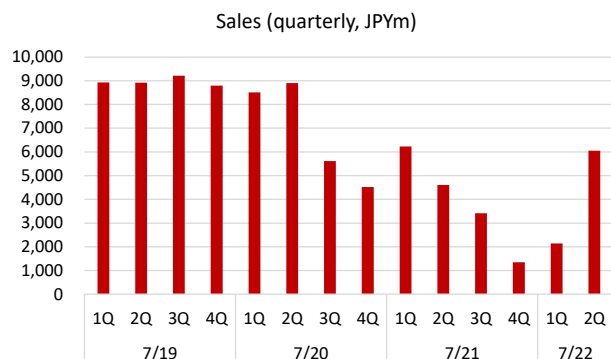
Source: Company data, Mita Securities

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.

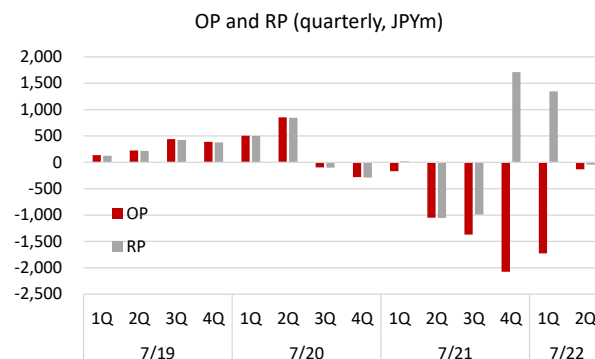
Quarterly results for Torikizoku Holdings

Figure: Sales (JPYm)



Source: Company data, Mita Securities

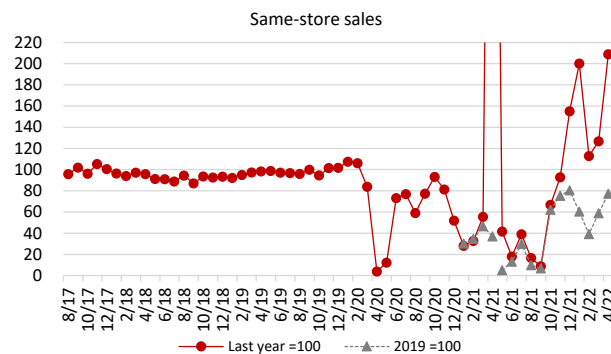
Figure: Operating profit and recurring profit (JPYm)



Source: Company data, Mita Securities

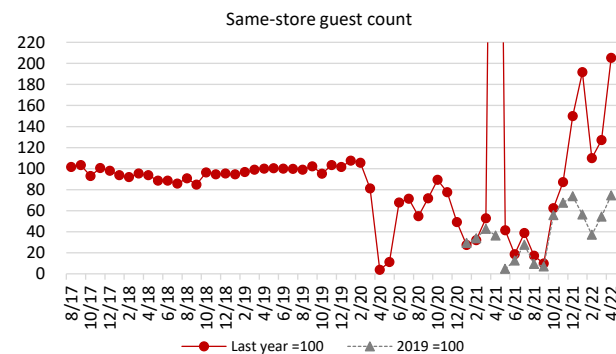
Monthly data for Torikizoku Holdings

Figure: Same-store sales (%)



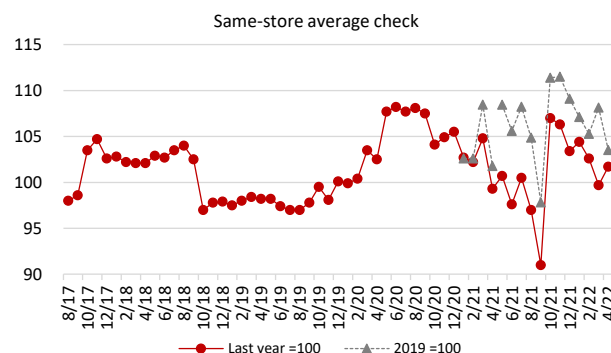
Source: Company data, Mita Securities

Figure: Same-store guest count (%)



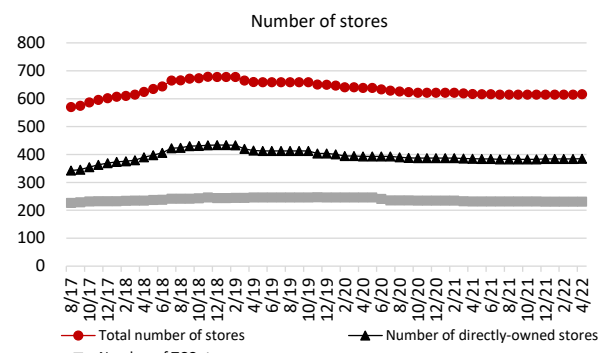
Source: Company data, Mita Securities

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		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	4/22
2695	Kura Sushi	vs. prev yr	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	110.0
		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	99.5
3097	Monogatari Corporation	vs. prev yr	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	108.2	
		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	91.4	
	Yakiniku division	vs. prev yr	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	109.4	
		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	96.1	
	Ramen division	vs. prev yr	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	112.7	
		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	89.7	
	Yuzuan division	vs. prev yr	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	101.7	
		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	81.2	
3193	Torikizoku HD	vs. prev yr	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	208.7
		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	77.2
3197	Skyark HD	vs. prev yr	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	110.6
		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	77.4
3543	Komeda HD	vs. prev yr	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	103.0	103.7
		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	102.2	103.6
9936	Ohsho Food Service	vs. prev yr	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	105.8	105.9
		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	104.6	108.1	97.9	100.5

Source: Companies' data, Mita Securities

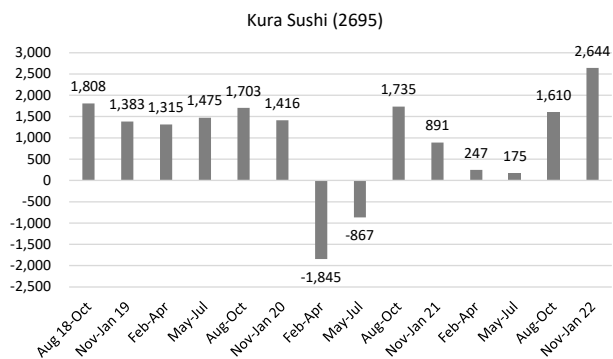
Note: 2019=100 for "vs. pre-COVID"

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

Ticker	Company name		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	4/22
2702	McDonald's HD Japan	vs. prev yr	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	112.6	111.3
		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	120.9	129.4
3053	Pepper Food Service (Ikinari! Steak)	vs. prev yr	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	95.5	
		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	42.4	
3085	Arcland Service HD (Katsuya)	vs. prev yr	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	101.7
		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	104.0
3087	Doutor Nichires HD (Doutor Coffee Shop)	vs. prev yr	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	105.8	
		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	80.3	
3397	Toridoll HD	vs. prev yr	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	120.4
		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	111.2
	Marugame Seimen	vs. prev yr	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	104.2
		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	96.4
3563	Food & Life Companies (Sushiro)	vs. prev yr	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	105.3
		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	104.2
7550	Zensho HD (Sukiya)	vs. prev yr	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	108.3
		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	109.0
7581	Saizeriya	vs. prev yr	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	124.4
		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	92.3
7611	Hiday Hidaka	vs. prev yr	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	132.8
		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	77.5
7630	Ichibanya	vs. prev yr	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	99.0
		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	87.0
8153	Mos Food Services	vs. prev yr	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	101.5	
		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	111.9	
8179	Royal HD	vs. prev yr	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	110.0	120.0
	Royal Host	vs. prev yr	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	110.0	120.0
		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	101.4	83.3	90.5	96.8
	Tendon Tenya	vs. prev yr	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	100.9	107.9	102.5
		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	93.9
8200	Ringer Hut	vs. prev yr	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	108.5
		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	80.1
9861	Yoshinoya HD (Yoshinoya)	vs. prev yr	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	111.6
		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	96.3
9887	Matsuya Foods HD (Matsuya)	vs. prev yr	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	93.9	89.7	99.1	96.5	100.2	96.8	101.8	105.7
		vs. pre-COVID										90.3	93.6	88.6	84.7	87.3	82.3	84.4	84.2	79.3	87.1	90.3	87.8	90.5	90.6	88.4	89.9

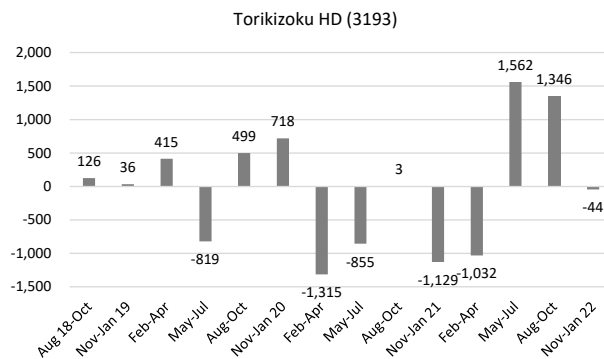
Pre-tax profits for food service companies covered by Mita Securities

Figure: Quarterly pre-tax profit (JPYm)



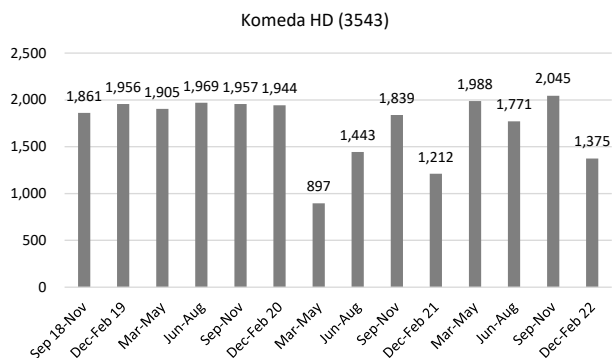
Source: Company data, Mita Securities

Figure: Quarterly pre-tax profit (JPYm)



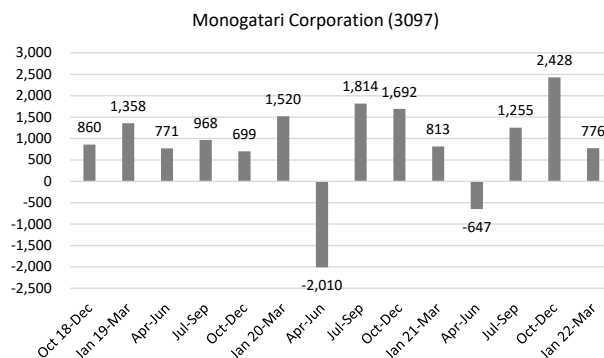
Source: Company data, Mita Securities

Figure: Quarterly pre-tax profit (JPYm)



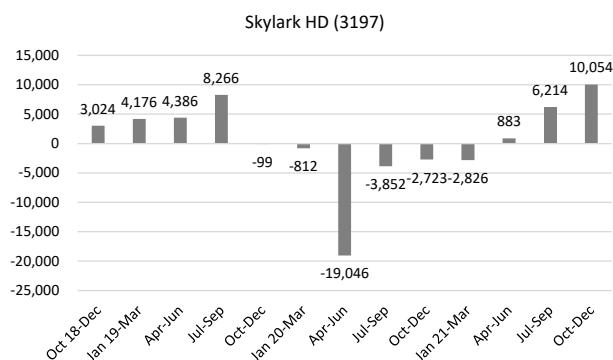
Source: Company data, Mita Securities

Figure: Quarterly pre-tax profit (JPYm)



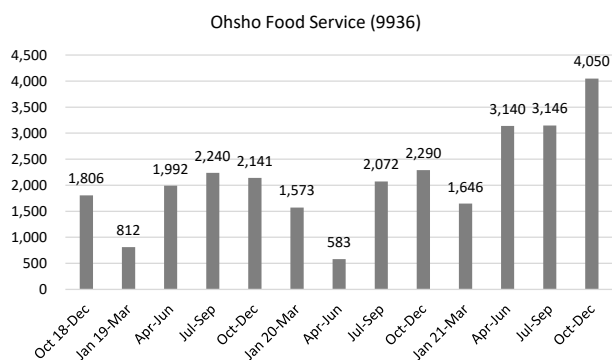
Source: Company data, Mita Securities

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

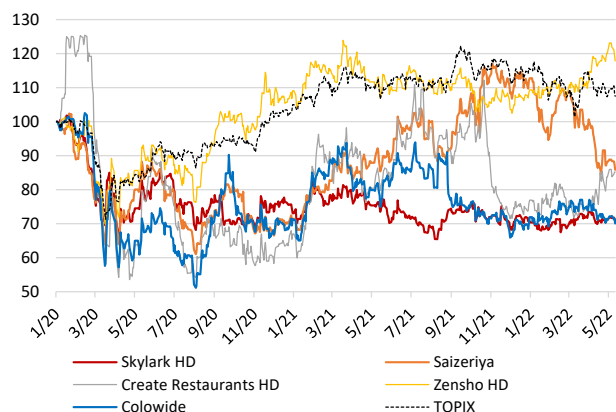
Company name	Ticker	PX 10-May	Mkt cap JPYbn	Net D/E Last	Sales YoY LTM	EBITDA Mgn LTM	ROE LTM	ROE Cur E	ROE Nxt E	PER LTM	PER Cur E	PER Nxt E	PBR Last	EV/EBITDA Cur E	EV/Sales Cur E	Div yield Cur E	1M Chg	3M Chg	1YR Chg
KURA SUSHI INC (TP 5,000 Buy)	2695	3,090	127.9	0.1	11.8	2.3	6.4	8.0	10.0	40.6	31.0	22.4	2.5	12.0	0.7	0.7	-7.8	-16.4	-20.4
MCDONALD'S HOLDINGS CO JAPAN	2702	5,130	682.1	-0.3	10.2	14.0	13.0	10.9	10.8	28.5	30.0	27.9	3.5	12.1	1.8	0.8	0.4	3.7	2.8
OTOYA HOLDINGS CO LTD	2705	2,844	20.6	0.2	-0.4	11.7	NA	NA	NA	15.3	NA	NA	NA	NA	NA	NA	2.3	0.5	7.3
FUJIO FOOD GROUP INC	2752	1,316	58.8	1.7	-5.0	-9.6	16.3	15.9	NA	81.2	70.4	40.5	11.3	NA	2.0	0.0	2.3	-3.7	-7.3
AMIYAKI TEI CO LTD	2753	2,905	19.9	-0.2	-2.6	-13.9	3.1	2.7	NA	31.7	36.2	20.1	1.0	NA	0.4	1.0	-2.1	-1.3	3.4
HIRAMATSU INC	2764	187	14.0	4.1	23.5	-21.8	-48.7	NA	NA	NA	NA	NA	2.0	NA	NA	NA	-1.6	-4.1	18.4
PEPPER FOOD SERVICE CO LTD	3053	373	14.7	-0.1	NA	-8.4	20.7	NA	NA	47.0	NA	NA	4.5	NA	NA	NA	2.8	3.9	32.7
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	2.2	2.9	-0.5
ARCLAND SERVICE HOLDINGS CO	3085	2,054	68.0	-0.7	9.8	8.2	9.7	13.2	12.6	30.0	19.4	19.1	2.9	9.1	1.1	1.5	-7.1	-7.5	-7.9
DOUTOR NICHIRETS HOLDINGS CO	3087	1,506	68.7	-0.4	13.8	6.7	1.3	0.9	2.1	54.5	57.4	31.0	0.7	5.5	0.3	1.7	4.8	-6.5	-7.7
BRONCO BILLY CO LTD	3091	2,282	34.4	-0.3	6.5	15.3	6.0	NA	NA	32.9	NA	NA	1.9	NA	NA	0.7	0.3	0.1	-5.0
MONOGATARI CORP (TP 9,100 Buy)	3097	5,160	62.4	0.1	15.5	11.2	13.2	16.7	16.4	22.7	15.8	15.9	2.8	11.1	0.9	1.3	-9.9	-19.8	-21.2
CHIMNEY CO LTD	3178	1,135	22.0	0.8	-50.5	-28.7	-8.9	NA	NA	NA	NA	NA	3.2	NA	NA	NA	0.5	-3.2	-7.6
TORIKIZOKU HOLDINGS CO LTD (TP 2,100 Hold)	3193	1,726	20.1	0.6	NA	NA	NA	1.4	11.4	NA	142.6	31.3	3.3	NA	1.0	0.0	-3.3	-8.3	6.2
HOTLAND CO LTD	3196	1,360	29.3	0.3	3.3	6.2	28.1	13.6	NA	14.1	22.6	22.4	3.4	NA	1.0	0.4	2.6	5.3	2.0
SKYLARK HOLDINGS CO LTD (TP 1,600 Hold)	3197	1,524	346.7	1.1	-8.3	22.5	6.2	2.9	3.0	40.3	71.7	66.0	2.1	9.0	1.7	0.4	0.5	-0.3	-5.8
SFP HOLDINGS CO LTD	3198	1,379	35.6	-0.4	-40.3	26.4	15.1	13.1	NA	20.4	19.8	25.4	2.9	NA	1.2	1.5	2.1	-4.8	5.5
CREATE RESTAURANTS HOLDINGS	3387	805	171.3	2.1	5.2	26.5	29.0	9.6	NA	24.9	40.3	31.9	7.1	NA	2.1	0.7	7.0	4.8	1.8
SAINT MARC HOLDINGS CO LTD	3395	1,492	34.0	-0.2	0.0	-6.4	-16.6	NA	NA	NA	NA	122.3	1.0	NA	0.5	2.9	0.7	-7.0	-12.0
TORIDOLL HOLDINGS CORP	3397	2,239	196.3	3.0	9.3	15.8	14.2	13.1	6.1	35.1	31.4	39.2	4.0	9.9	2.0	0.3	-7.0	-6.4	30.6
KOMEDA HOLDINGS CO LTD (TP 3,000 Buy)	3543	2,242	103.5	1.1	15.5	26.8	13.6	13.5	13.8	20.9	19.4	17.7	2.8	15.2	4.0	2.4	11.5	3.7	10.8
KUSHIKATSU TANAKA HOLDINGS C	3547	1,657	15.6	1.6	-11.4	-20.8	16.1	36.7	38.0	65.9	28.3	24.1	10.1	335.0	1.5	0.9	-9.5	-21.8	-1.8
CHIKARANOMOTO HOLDINGS CO LT	3561	579	15.7	3.7	-0.9	7.7	-9.8	NA	NA	NA	NA	NA	5.1	NA	NA	NA	5.1	1.8	-3.0
FOOD & LIFE COMPANIES LTD	3563	3,180	369.1	2.2	21.4	14.1	17.7	18.3	21.1	33.6	30.8	22.6	5.6	12.6	1.7	0.7	1.0	-12.0	-30.9
ATOM CORP	7412	740	143.2	0.2	-13.6	1.2	-9.5	NA	NA	NA	NA	NA	18.9	NA	NA	NA	-1.1	-4.5	-1.9
KAPPA CREATE CO LTD	7421	1,327	65.6	0.4	2.6	3.5	6.3	NA	NA	98.1	NA	NA	6.0	NA	NA	NA	-1.7	-4.8	-9.2
WATAMI CO LTD	7522	895	38.2	3.5	-9.8	-2.1	-43.2	NA	NA	NA	NA	NA	2.4	NA	NA	NA	-1.5	-4.0	-6.5
ZENSHO HOLDINGS CO LTD	7550	2,938	455.0	2.2	6.8	6.8	18.1	16.6	5.7	28.0	28.8	46.5	4.6	16.0	0.9	0.7	0.5	6.1	5.7
KOURAKUEN HOLDINGS CORP	7554	1,246	20.9	1.1	-11.2	8.4	30.2	13.6	NA	17.7	NA	NA	4.6	NA	NA	NA	1.1	-10.9	-22.8
ANRAKUTEI CO LTD	7562	6,440	13.8	1.6	5.1	-5.4	22.0	NA	NA	12.7	NA	NA	2.6	NA	NA	NA	0.5	1.3	23.8
SAIZERIYA CO LTD	7581	2,310	120.7	-0.2	17.8	6.9	8.7	8.5	6.9	15.3	15.1	19.1	1.3	6.8	0.6	0.8	-2.9	-20.3	-3.3
HIDAY HIDAKA CORP	7611	1,904	72.6	-0.4	-10.7	-9.8	7.1	NA	NA	45.8	NA	NA	3.2	NA	NA	NA	1.3	3.7	11.2
COLOWIDE CO LTD	7616	1,615	140.3	3.6	-4.4	13.1	-11.0	NA	NA	NA	NA	NA	3.9	NA	NA	NA	-4.6	-8.5	-11.8
UKAI CO LTD	7621	3,005	16.8	1.5	4.8	-5.1	-28.3	NA	NA	NA	NA	NA	6.1	NA	NA	NA	0.2	0.2	-1.2
GLOBAL-DINING INC	7625	272	2.8	0.1	60.0	12.0	30.8	NA	NA	3.4	NA	NA	0.9	NA	NA	NA	-12.3	-17.1	-22.3
ICHIBANYA CO LTD	7630	4,870	155.5	-0.5	1.8	10.3	9.7	NA	NA	53.2	40.4	37.9	5.1	NA	2.7	1.6	2.4	2.9	0.9
ASAKUMA CO LTD	7678	1,538	8.3	-0.4	-22.1	-19.3	-21.5	NA	NA	NA	NA	NA	3.2	NA	NA	NA	0.6	-2.0	1.9
MOS FOOD SERVICES INC	8153	3,015	96.5	-0.2	9.9	11.1	8.4	6.9	NA	24.1	28.3	30.1	1.9	NA	1.1	0.9	3.9	-1.7	-0.9
KISOJII CO LTD	8160	2,079	57.5	0.0	0.1	NA	0.9	NA	NA	NA	NA	NA	2.2	NA	NA	NA	2.8	-7.7	-7.8
SRS HOLDINGS CO LTD	8163	813	32.6	0.5	-5.4	6.4	2.1	NA	NA	162.3	NA	NA	2.3	NA	NA	NA	2.4	-1.8	-1.2
ROYAL HOLDINGS CO LTD	8179	2,029	99.5	1.1	-0.6	-0.3	-11.8	1.0	5.4	NA	105.4	36.2	3.1	18.5	1.4	0.4	3.0	3.7	6.1
RINGER HUT CO LTD	8200	2,191	57.1	0.5	-0.4	-1.3	8.5	NA	NA	59.2	114.7	78.1	4.5	NA	1.7	0.5	-3.9	-6.2	-1.7
GIFT HOLDINGS INC	9279	2,061	20.5	0.0	22.2	10.2	37.9	32.3	NA	14.2	11.3	12.7	4.6	NA	1.2	1.2	-17.2	-15.6	-2.6
GENKI SUSHI CO LTD	9828	2,452	21.8	0.6	10.6	8.9	13.5	NA	NA	18.7	NA	NA	2.4	NA	NA	NA	-0.4	-4.4	0.7
GOURMET KINEYA CO LTD	9850	1,000	22.9	1.5	-8.2	11.2	-1.7	NA	NA	NA	NA	NA	2.5	NA	NA	NA	-1.7	-1.7	6.4
GINZA RENOIR CO LTD	9853	819	5.1	0.1	-13.2	-36.3	-16.3	NA	NA	NA	NA	NA	1.4	NA	NA	NA	0.9	-1.6	0.6
YOSHINOYA HOLDINGS CO LTD	9861	2,375	154.7	0.2	-9.8	14.0	18.5	6.3	4.8	18.9	59.2	57.6	3.2	15.6	1.0	0.6	1.8	-2.7	14.5
KFC HOLDINGS JAPAN LTD	9873	2,882	64.6	-0.8	9.9	8.0	16.7	NA	NA	15.7	NA	NA	2.5	NA	NA	NA	1.8	-1.6	-0.7
MATSUYAFOODS HOLDINGS CO LTD	9887	3,745	71.4	0.3	-4.5	-0.8	5.0	NA	NA	34.2	NA	NA	1.7	NA	NA	NA	-0.4	2.3	9.0
SAGAMI HOLDINGS CORP	9900	1,111	33.7	-0.2	-4.1	-6.2	1.5	NA	NA	410.0	NA	NA	2.2	NA	NA	NA	-2.5	-8.3	8.0
ONSHO FOOD SERVICE CORP (TP 7,200 Buy)	9936	6,110	142.3	-0.2	0.9	11.0	14.8	14.7	7.9	14.2	13.5	21.2	2.0	14.2	1.5	1.7	1.2	1.8	8.3
JOYFULL CO LTD	9942	789	25.2	4.9	-17.5	-6.8	72.4	NA	NA	9.1	NA	NA	4.8	NA	NA	NA	0.5	-3.4	11.0
DAISYO CORP	9979	1,025	21.7	0.9	-10.9	12.3	-7.3	NA	NA	NA	NA	NA	1.9	NA	NA	NA	-4.9	-1.8	5.5
Average				0.8	0.6	3.5	6.7	12.1	11.0	45.0	43.4	35.4	3.7	33.5	1.4	1.0	-0.6	-3.8	0.2
Median				0.3	0.1	6.9	8.5	13.1	8.9	28.2	30.8	29.0	2.9	12.1	1.2	0.8	0.5	-2.7	-0.5

Source: Bloomberg Finance LP data, Mita Securities

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

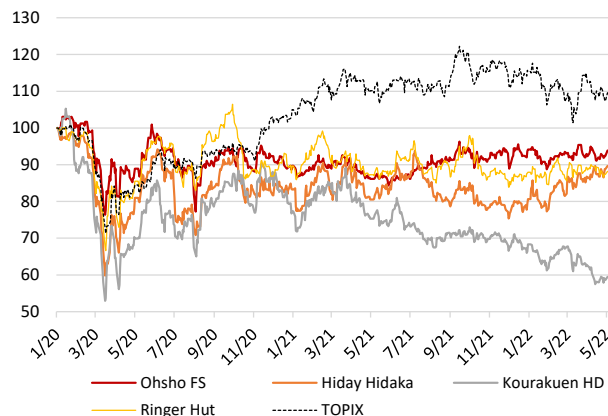
Stock price trends for food service companies

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



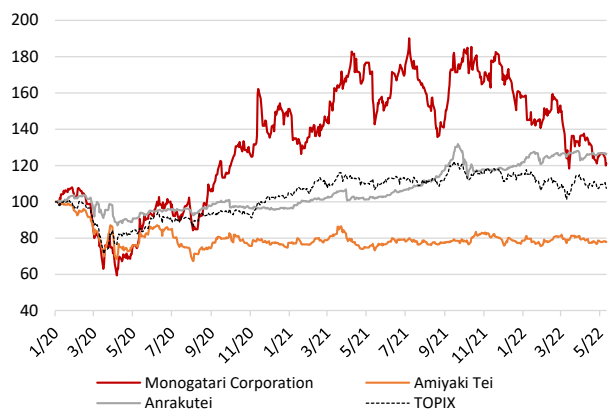
Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

Figure: Stock price trends (Chinese restaurants)



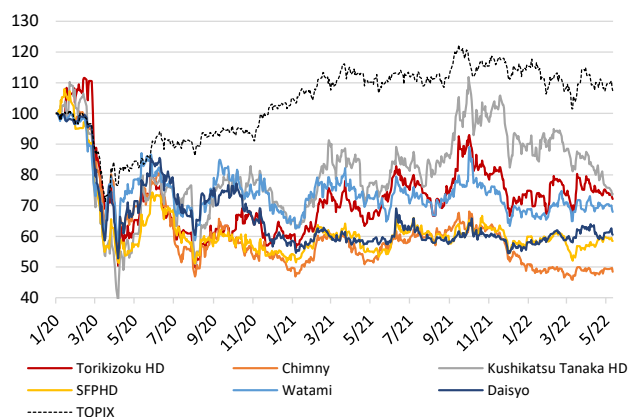
Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

Figure: Stock price trends (Japanese BBQ)



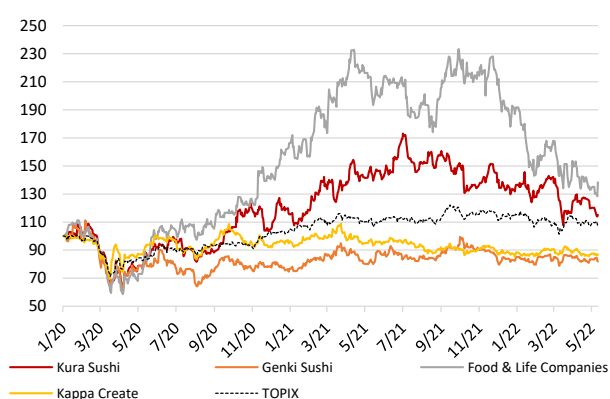
Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

Figure: Stock price trends (Japanese style pubs)



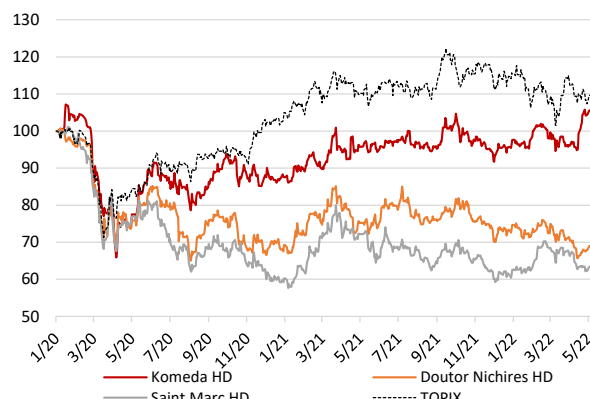
Source: Bloomberg Finance LP data, Mita Securities Note: Indexed to 100 at the end of 2019

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.

Hold: 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 between -15% and +15%.

Sell: 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 less.

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