

September 11, 2026

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Notice Regarding Revision of Numerical Targets in Medium-Term Management Plan

Since disclosing its medium-term management plan on September 19, 2024, with the fiscal year ending July 31, 2025 as the first year, the Company has been implementing that plan. It hereby announces that per today's disclosure of its forecast of the consolidated financial results for the fiscal year ending July 31, 2027 in the “Consolidated Financial Results for the Fiscal Year Ended July 31, 2026 (Under Japanese GAAP),” the Company has revised its numerical targets for the fiscal year ending July 31, 2027, the final year of its medium-term management plan. Details are as follows.

1. Details of Revision

(Millions of yen)		
Consolidated	FY7/27 (Initial Target)	FY7/27 (Following Revision)
Net sales	60,000	57,231
Of which, overseas net sales	6,000	2,075
Operating profit	6,000	3,078
Operating profit margin	10%	5.4%
ROE	Maintain at least 20%	At least 15%

2. Reason for Revision

The Group has adopted the vision of creating a “Global YAKITORI Family” with the aim of promoting the culture and value of Japan’s renowned yakitori to the world. Over the past two years or so, it has been pursuing its expansion into overseas markets, mainly through the Torikizoku brand. Upon those expansionary efforts, in addition to directly managed operations, the Group has also promoted the development of joint venture and franchise operations with excellent overseas partners. As of July 31, 2026, it had 31 overseas restaurants.

At present, however, the process of establishing a business configuration and restaurant model that can be fully rolled out is taking time, with associated efforts currently ongoing in each region. Additionally, in Japan, while same-store sales remained steady with the support of customers, inflation during the medium-term management plan period trended above expectations, and the Group's new restaurant openings and profit margin improvements fell short of its plan. As a result, the Group has determined that it would be difficult to achieve the targets for its financial results and number of restaurants set forth in its medium-term management plan, and has therefore decided to revise its numerical targets downward.

In the final year of its medium-term management plan, the Group intends to continue the PMF and verification phases in each country and region, and will proceed to review individual strategies. At the same time, it will keep working towards establishing a foundation for growth in overseas markets and, by extension, enhancing its corporate value under the philosophy of “Make the world a brighter place through yakitori restaurants.”

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