

# Financial Results Explanatory Materials for the **Second Quarter of the Fiscal Year Ending March 2026**

November 10, 2025

SRS HOLDINGS CO., LTD. (Securities Code: 8163)

























































01	2Q FY3/26 Overview of Financial Results	3
02	Results by Main Business Format	12
03	Key Topics	15
04	Forecast for the Current Fiscal Year	20
05	Management Initiatives Focused on Cost of Capital	24



01	2Q FY3/26 Overview of Financial Results	3
02	Results by Main Business Format	12
03	Key Topics	15
04	Forecast for the Current Fiscal Year	20
05	Management Initiatives Focused on Cost of Capital	24

# **Consolidated Financial Highlights**



**Net sales** 

Record high

**Operating profit** 



**Ordinary profit** 

**37,212** million yen

Up 18.2% YoY

**1,613** million yen

**Up 1.0% YoY** 

**Up 5.9% YoY** 

### **Number of** restaurants

### Number of Group restaurants: 781

**Number of directly-managed restaurant** openings including contracted restaurants:

### **17**

<Annual target for directly-managed restaurant</p> openings>

34 (progress rate: 50.0%)

#### Overview

- Net sales increased significantly year on year. This was mainly due to steady demand for eating out stemming from external factors, a rise in average sales per customer through merchandise measures, an increase in revenues resulting from M&As carried out in the previous year, and the contribution of new restaurant openings.
- Despite a rise in raw material prices and increased personnel expenses as a result of securing human resources and strengthening education to expand restaurant openings, operating profit and ordinary profit increased year on year due to improved profitability of existing restaurants resulting form the effects of various measures implemented in the previous year and the aforementioned favorable performance in net sales.

### 2Q FY3/26 Consolidated Profit and Loss (YoY Change)



- Net sale increased by 5,731 million yen due to the aforementioned increases in average sales per customer, revenues resulting from M&As, and the contribution of new restaurant openings.
- The gross profit margin decreased by 0.4% due to a rise in raw material costs. The SG&A ratio increased by 0.3% due to an increase in personnel expenses resulting from the strategic hiring of human resources and strengthening of education, and an increase in amortization of goodwill following M&As in the previous fiscal year.

(Millions of yen)

	2Q FY3,	/25	2Q FY3/	26	YoY change		Progress ratio against the plan	
	Amount	Sales ratio	Amount	Sales ratio	Amount	Sales ratio	Full-year plan	Progress ratio
Net sales	31,481	_	37,212	-	+5,731	-	76,000	49.0%
Cost of sales	10,583	33.6%	12,671	34.1%	+2,088	+0.4%	-	_
Gross profit	20,897	66.4%	24,540	65.9%	+3,643	(0.4%)	-	-
SG&A	19,300	61.3%	22,927	61.6%	+3,627	+0.3%	-	-
Operating profit	1,597	5.1%	1,613	4.3%	+16	(0.7%)	3,000	53.8%
Ordinary profit	1,512	4.8%	1,600	4.3%	+88	(0.5%)	2,800	57.2%
Extraordinary income	0	0.0%	0	0.0%	+0	(0.0%)	-	-
Extraordinary losses	16	0.1%	20	0.1%	+4	+0.0%	-	
Profit attributable to owners of parent	944	3.0%	860	2.3%	(83)	(0.7%)	1,600	53.8%

# 2Q FY3/26 Consolidated Balance Sheet



- Decrease in current assets : mainly due to a decrease in cash and cash equivalents
- Decrease in current liabilities: mainly due to decreases in other current liabilities, accounts payable other, and accounts payable trade
- Decrease in non-current liabilities: mainly due to decreases in long-term borrowings, deferred tax liabilities, and bonds payable

  (Millions of yen)

	End of FY3/25	End of 2Q FY3/26	Change
Total assets	45,944	44,673	(1,270)
Current assets	18,090	16,661	(1,428)
(Cash and cash equivalents)	12,567	11,251	(1,316)
Non-current assets	27,743	27,913	+170
Total deferred assets	109	98	(11)
Total liabilities and net assets	45,944	44,673	(1,270)
Total liabilities	28,922	26,913	(2,009)
(Interest-bearing debt)	12,783	11,823	(960)
Current liabilities	11,184	10,567	(616)
Non-current liabilities	17,737	16,345	(1,392)
Total net assets	17,021	17,760	+738

# 2Q FY3/26 Consolidated Cash Flows



- Increase in cash flows from operating activities
   Mainly due to an increase in interim profit before income taxes
- Increase in cash flows from investing activities

  Mainly due to the rebound from expenditures resulting from the acquisition of new subsidiaries (M&As) in the previous fiscal year
- Decrease in cash flows from financing activities
   Mainly due to the rebound from the bond issuance in the previous fiscal year

(Millions of yen)

	End of 2Q FY3/25	End of 2Q FY3/26	Change
Cash flows from operating activities	1,062	2,014	+951
Cash flows from investing activities	(9,312)	(1,669)	+7,643
Cash flows from financing activities	5,488	(1,766)	(7,254)
Cash and cash equivalents at end of year	9,610	11,147	+1,536

# 2Q FY3/26 YoY Changes in Consolidated Net Sales



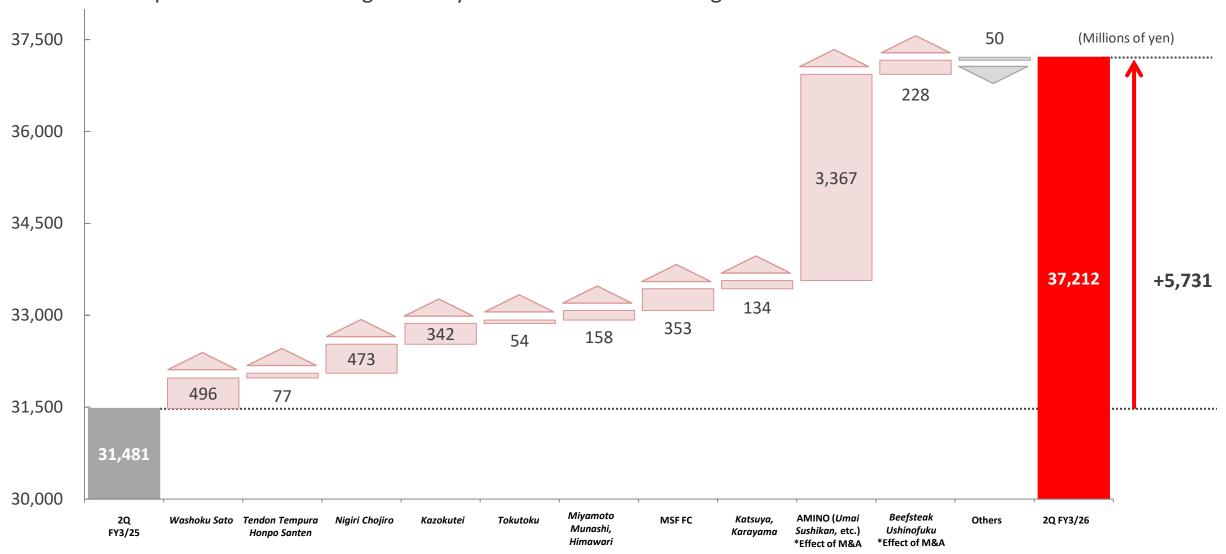
- As aforementioned, net sales significantly exceeded the previous year's results (up 5,731 million yen YoY).
- 13 new restaurants opened (including 6 directly-managed restaurants) and 18 restaurants closed (including 2 directly-managed restaurants).



### 2Q FY3/26 YoY Changes in Consolidated Net Sales by Business



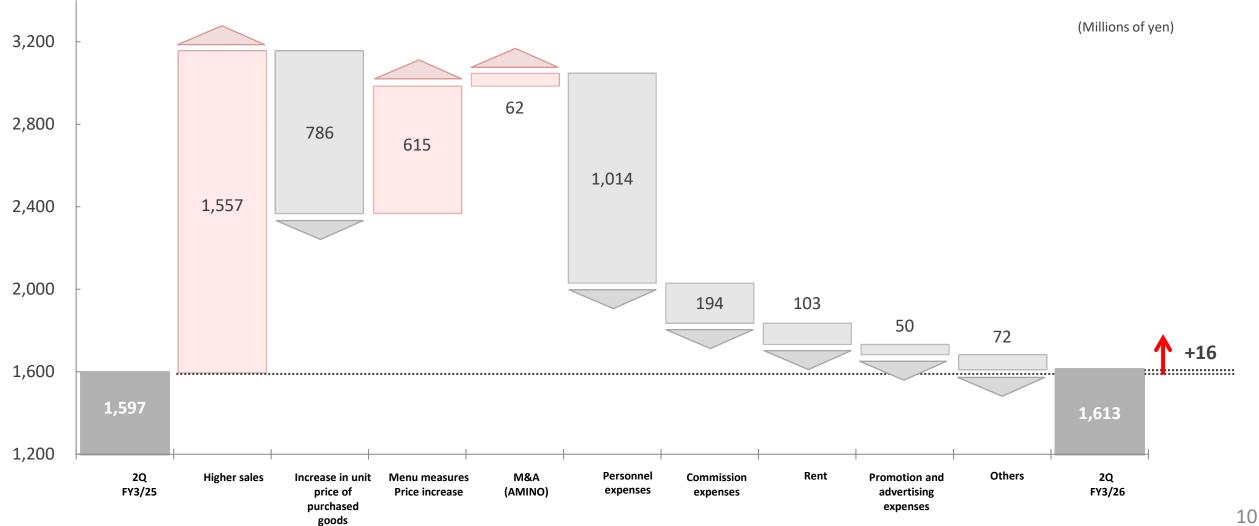
- Exceeded the previous year's net sales in all businesses.
- The acquisition of AMINO significantly contributed to revenue growth.



### 2Q FY3/26 YoY Changes in Consolidated Operating Profit



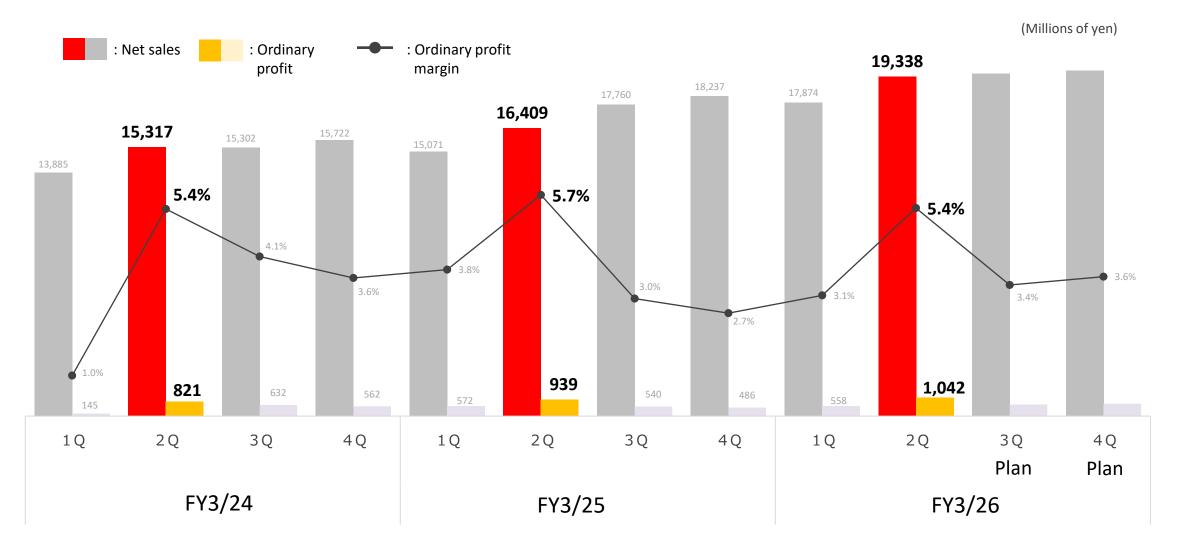
- As aforementioned, operating profit increased (up 16 million yen YoY) due to improved profitability of existing restaurants and strong performance in net sales.
- On the other hand, costs rose due to a sharp rise in raw material prices and an increase in personnel expenses resulting from active investment in education.



# 2Q FY3/26 Quarterly Results



- In 1Q, both net sales and ordinary profit tend to be lower than other periods due to the nature of our portfolio, in which businesses that perform strongly during busy seasons, such as *Washoku Sato*, *Nigiri Chojiro*, *Umai Sushikan*, account for more than 60% of the entire Group's net sales.
- In 2Q, which includes the Obon and summer vacation periods, net sales of the above-mentioned business formats performed better than expected and increased significantly year on year.



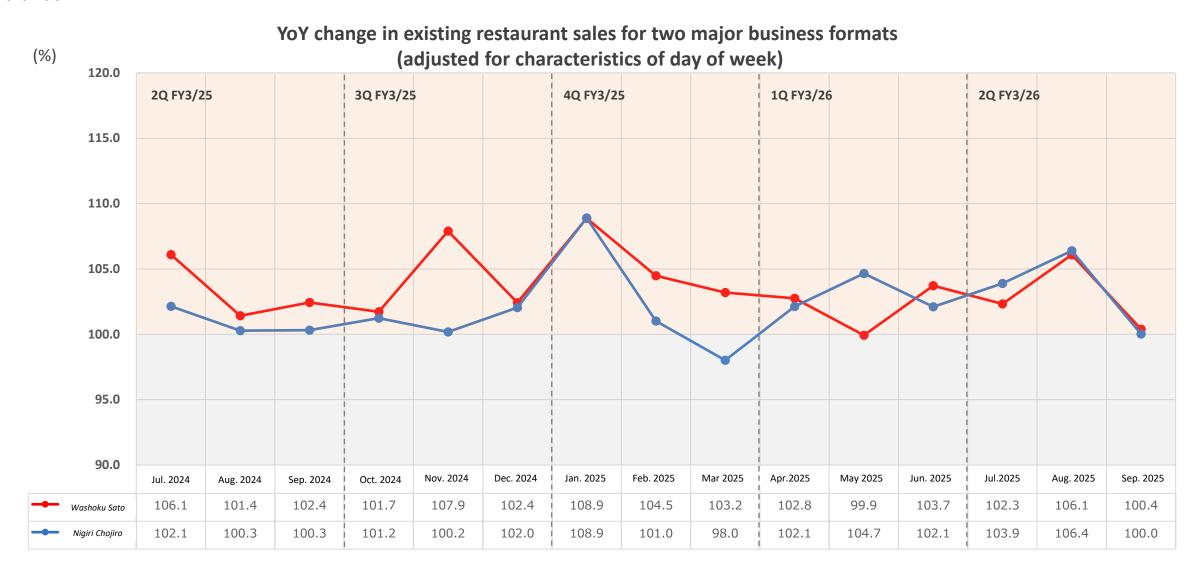


01	2Q FY3/26 Overview of Financial Results	3
02	Results by Main Business Format	12
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04	Forecast for the Current Fiscal Year	20
05	Management Initiatives Focused on Cost of Capital	24

### 2Q FY3/26 Existing Restaurant Sales by Major Business Format



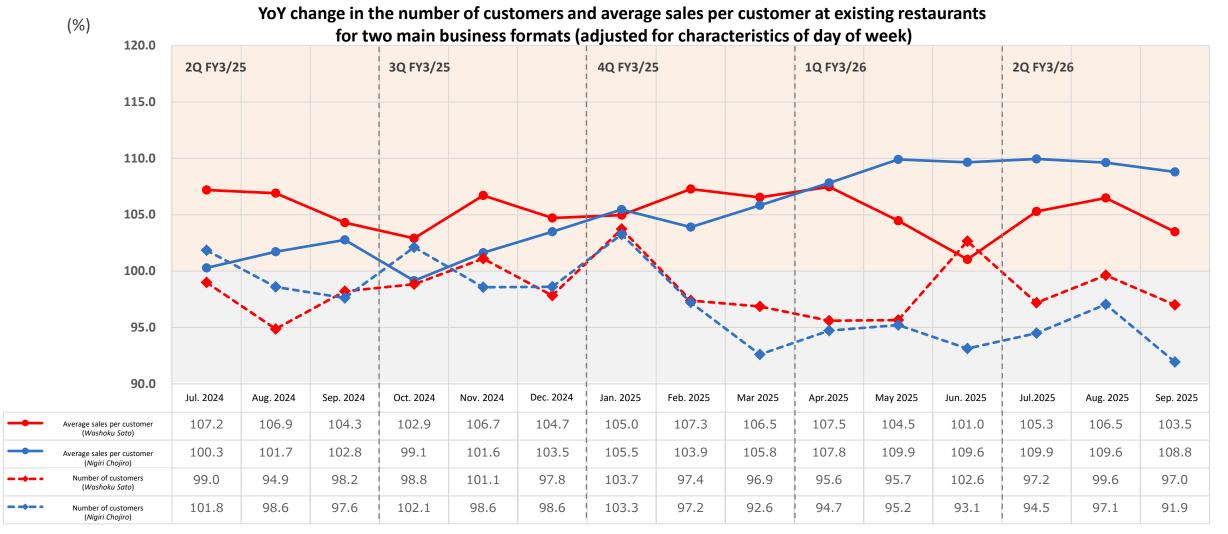
- Net sales for 1Q and 2Q at existing restaurants of both *Washoku Sato* and *Nigiri Chojiro* increased year on year.
- Existing restaurant sales of low-price range brands within the SRS group performed even better than those of mid- to high-price range brands.



### 2Q FY3/26 Existing Restaurant Sales by Major Business Format



- For Washoku Sato, the average sales per customer increased in the first half of the year due to sales of high-value-added products. In June, both the number of customers and average sales per customer exceeded the previous year due to the success of price-appeal measures in line with the decline in consumer sentiment.
- Nigiri Chojiro saw an increasing trend in the average sales per due to menu measures. In the second half of the year, we plan to take measures to increase the number of customers.





01	2Q FY3/26 Overview of Financial Results	3
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# **Grouping SUSHI BENKEI CO., LTD.!**



- On September 29, 2025, we acquired all outstanding shares of SUSHI BENKEI CO., LTD., which operates six restaurants of the gourmet sushi chain *Kaitensushi Hokkaido* and *Sushi Benkei* in Tottori Prefecture and Shimane Prefecture, and made it a subsidiary.
- Expanding the network of gourmet sushi business and creating synergies with *Nigiri Chojiro* and *Umai Sushikan*, to contribute to becoming the overwhelming No. 1 gourmet sushi chain, one of the key strategies of our New Medium-term Business Plan.





5 stores in Japan (4 stores in Tottori Pref. And 1 store in Shimane Pref.)





Average annual sales per restaurant

About
300 million yen

Daily average number of customers per restaurant

About 400

\*Results as of October after joining the Group









1 store in Japan (1 store in Tottori Pref.)

- Gourmet sushi chain with a top-class brand power in the San'in region
- Commitment to serving "fresh" and "large toppings" sushi since the establishment
- Serving authentic sushi made by slicing fresh fish delivered daily from Sakai port, etc. in front of customers

### Accelerating to Become the Overwhelming No. 1 Gourmet Sushi Chain!



■ Aim to become the overwhelming No. 1 gourmet sushi chain in terms of quality control, the number of restaurants, area of operation, and sales scale by taking on the challenge of entering into new business areas and creating synergies while strengthening dominant areas in each gourmet sushi business.

As a result of the aforementioned M&As, the number of SRS Group gourmet sushi restaurants increased to 108, and we have expanded into the San'in region.

**Number of Group's** gourmet sushi chain restaurants

108 stores

Point ... Top class in Japan



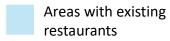
stores

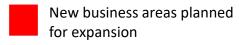
(M&A)



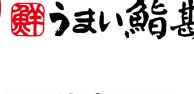










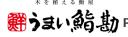


を植える鮨屋





**Expansion plan into new business areas** 



解うまい論期 Plan to expand into Gunma (January 2026)

26

stores\*



Plan to expand into western Wakayama (February 2026) Plan to expand into the northern part of Shiga (February 2026) Plan to expand into the eastern part of Shiga next fiscal year Consider entering into Gifu and Mie next fiscal year

<sup>\*</sup>The number of restaurants is as of the end of September 2025.

<sup>\*</sup>The number of restaurants of Umai Sushikan includes Umai Sushikan Yutorogi, Umai Sushikan Bekkan Sushimasa and Ginza Sushimasa

### Starting Aggressive Restaurant Openings of Each Business of SRS Group!



- Sales of the "Washoku Sato Kurashiki Higashitomii", which was opened in Okayama, a new business area, were strong, marking a smooth start for our expansion into new business areas.
- Accelerating restaurant openings in multiple businesses with the aim of "establishing businesses as the third and fourth pillars of earnings," a key strategy in the Medium-term Business Plan.



### Status of the expansion into new business areas



Washoku Sato Kurashiki Higashitomii opened on June 20, 2025

**Development of optimal locations** for restaurant openings

Aggressive human resource investment in new business areas

Special promotion measures

Sales for the first three months

About 1.5 times higher than the most recently opened restaurant

**Dominant Area Formation Plan in the Chugoku Region** 

Opened on November 10, 2025

Washoku Sato Kurashiki-kita

Scheduled to open on December 5, 2025

Washoku Sato Okayama Koshinden

Scheduled to open in April 2026 or later

Plan to expand into Hiroshima

### Aggressive restaurant openings of other business formats of the Group

\*Excluding the aforementioned restaurant openings in the gourmet sushi business

### Restaurant openings in new business areas



Scheduled to open in February 2026 Wakayama Naka (Wakayama)



#### First restaurant openings after joining the SRS Group

First restaurant in 6 years!



Opened on July 9, 2025

**Ecoll Izumi** 





Scheduled to open in November 2025

Solio Takarazuka

\*First opening as franchisee



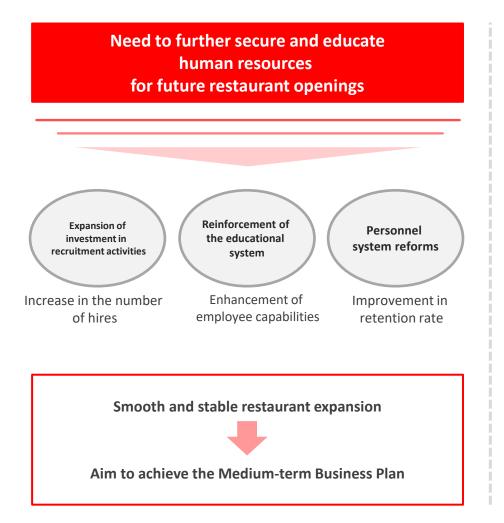
Scheduled to open in December 2025

Uehonmachi YUFURA

### **Progress Status of Strengthening Recruitment Activities to Expand Restaurant Openings**



- Strengthen investment in recruitment and training activities to secure sufficient human resources for the expansion of restaurant openings throughout the Group.
- Recruitment activities progressed favorably as a result of improvements in employee treatment through personnel system reforms, enhancement of recruitment processes, reinforcement of the recruitment system, and diversification of recruitment methods.



# Recruitment activities for full-time employees is progressing well

Hiring new graduate

Number of new graduates joining the company in 2026 (expected)

Up more than 80% YoY

Hiring mid-careers

Number of new hires in the current fiscal year (April 2025 to March 2026) (expected)



Up more than 20% YoY



Continue to strengthen recruitment activities to increase the number of new hires



01	2Q FY3/26 Overview of Financial Results	3
02	Results by Main Business Format	12
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# FY3/26 Business Plan (No Revisions)



- Forecasts for FY3/26, the first year of the new Medium-term Business Plan, are based on the continuation of the customer traffic trend from the previous fiscal year and a certain increase in the average sales per customer through price revisions. A surge in raw material prices, including for rice, and a rise in personnel expenses have also been factored in.
- Full-year dividend of 10.0 yen per share planned, exceeding the level of the previous fiscal year.

(Millions of yen)

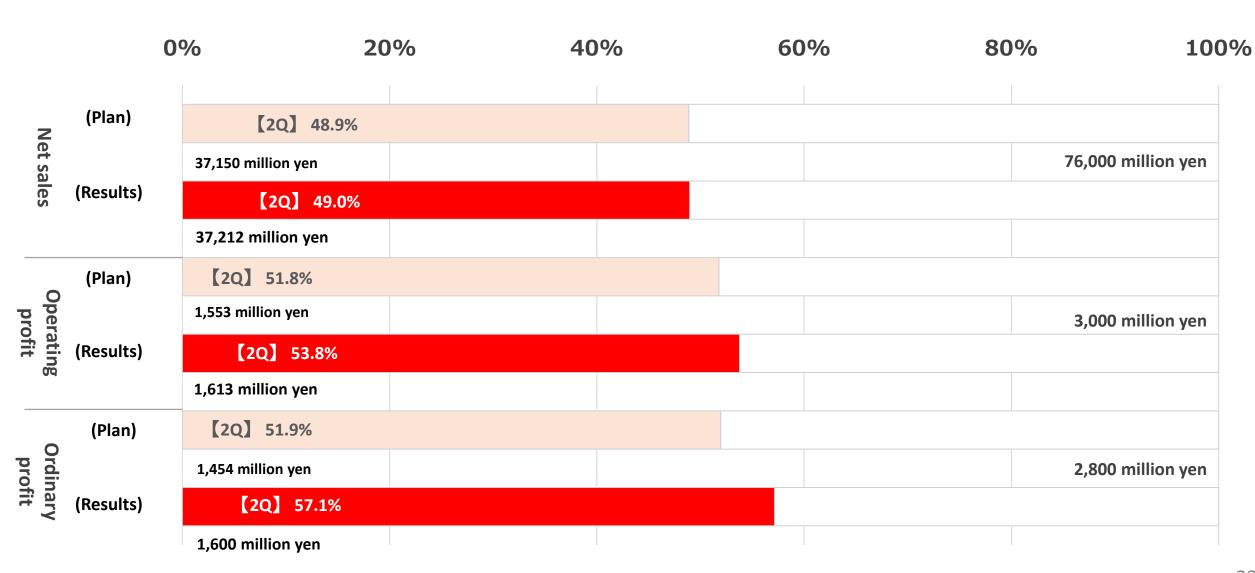
	FY3/25 Results	FY3/26 Plan	Vs. FY3/25 Results
Net sales	67,478	76,000	+8,522
Operating profit	2,678	3,000	+322
Ordinary profit	2,539	2,800	+261
Profit Attributable to owners of the parent	925	1,600	+675

	FY3/25 (Full year)	FY3/26 Forecast (Full year)
Cash dividends per share	7.5 yen	10.0 yen

### 2Q FY3/26 Business Performance Progress Rate Against the Plan



■ Net sales, operating profit, and ordinary profit all exceeded the plan.



### FY3/26 Restaurant Opening Progress Ratio by Business Format



Figures in parentheses represent franchised restaurants and joint venture restaurants.

			20	FY3/26			No. of contracted	FY3/26 restaurant
	No. of restaurants at end of FY3/25	Increase due to M&A	Restaurants opened ①	Restaurants closed	No. of restaurants at end of 2Q	No. of restaurants planned to open during FY3/26 ②	restaurants in FY3/26 (3)	opening progress ratio $(1 + 3) / 2$
Washoku Sato	198 (-)	-	1 (-)	1 (-)	198 (-)	5 (-)	3 (-)	80.0%
Nigiri Chojiro/CHOJIRO	72 (-)	-	-	-	72 (-)	4 (-)	2 (-)	50.0%
Kazokutei <sup>(* 1)</sup>	59 (7)	-	-	-	59 (7)	1 (-)	-	0.0%
Tokutoku	57 (45)	-	1 (-)	-	58 (45)	4 (-)	1 (-)	50.0%
Katsuya	51 (17)	-	1 (1)	-	52 (18)	5 (2)	-	20.0%
Tendon Tempura Honpo Santen	34 (1)	-	-	-	34 (1)	1 (-)	-	0.0%
AMINO Sushi format (* 2)	32 (-)	-	-	1 (-)	31 (-)	2 (-)	1 (-)	50.0%
Miyamoto Munashi	24 (-)	-	-	-	24 (-)	-	-	-
Sushi delivery business	11 (3)	-	-	-	11 (3)	-	-	-
Karayama	11 (-)	-	1 (-)	-	12 (-)	2 (-)	-	50.0%
Himawari	8 (-)	-	1 (-)	-	9 (-)	2 (-)	-	50.0%
Beefsteak Ushinofuku	7 (-)	-	-	-	7 (-)	3 (-)	1 (-)	33.3%
Kaiten Sushi Hokkaido	-	5 (-)	-	-	5 (-)	-	-	-
Sushi Benkei	-	1 (-)	-	-	1 (-)	-	-	-
M&S FC Business (* 3)	32 (1)	-	2 (-)	-	34 (1)	6 (-)	2 (-)	66.7%
Others	12 (-)	-	-	-	12 (-)	1 (-)	-	0.0%
Torisho	148 (148)	-	5 (5)	15 (15)	138 (138)	31 (31)	3 (2)	25.8%
Overseas restaurants	24 (23)	-	1 (1)	1 (1)	24 (23)	8 (8)	-	12.5%
Group Total	780 (245)	6 (-)	13 (7)	18 (16)	781 (236)	75 (41)	13 (2)	34.7%
Group Total (directly-managed restaurants only)	535 (-)	6 (-)	6 (-)	2 (-)	545 (-)	34 (-)	11 (-)	50.0%

<sup>(\*1)</sup> Kazokutei includes Kashunan, Sanpoan, Kazokuan, Kyoshun, and Kyosai restaurants.

<sup>(\*2)</sup> Amino sushi business includes Umai Sushikan, Umai Sushikan Yutorogi, Umai Sushikan Bekkan Sushimasa, Ginza Sushimasa, Kaiten Sushi Marukuni, and Hokkai Sanriku Sumibiyaki Marukan restaurants.

<sup>(\*3)</sup> M&S FC Business is the total number of stores operated by M&S FOODSERVICE CO., LTD. in the Popolamama, Mister Donut, Doutor Coffee, Oogamaya, and Shinpachi Shokudo restaurants.



01	2Q FY3/26 Overview of Financial Results	3
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04	Forecast for the Current Fiscal Year	20
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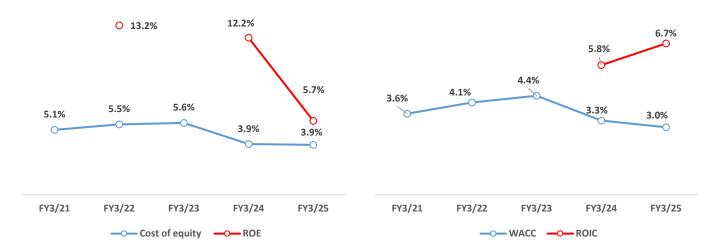
# **Management Initiatives Focused on Cost of Capital**



### ■ Policy on initiatives aimed at enhancing corporate value

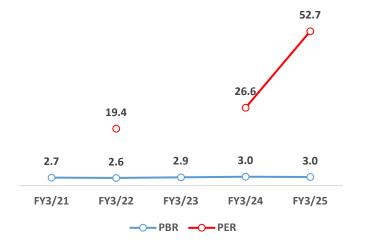
Policy	Specific Initiatives	KPIs
Improvement of ROE	<ul><li>Improve profitability of existing businesses.</li><li>Appropriate return to shareholders.</li></ul>	Maintain <b>ROE of over 8%</b> FY3/30 target: <b>Over 12%</b>
Thorough implementation of ROIC> WACC	<ul> <li>Resolve stores with negative EBITDA and implement strict store opening and closing standards.</li> <li>Continue to invest in facilities with high ROI (open stores in suburban areas with low rent, continue to open small-sized store with a short payback period, and reduce construction costs by reviewing store models).</li> </ul>	Maintain ROIC of over 5%
Strengthening IR strategy	<ul> <li>Increase the number of IR measures (issue integrated reports, expand the scope of disclosures in English).</li> <li>Continue holding financial results briefings, IR interviews, and issuing sponsored research reports.</li> </ul>	-

#### ■ Trends in cost of capital and capital profitability



<sup>\*</sup>ROE not shown for FY3/21 and FY3/22 due to net losses. ROIC not shown for FY3/21-23 due to operating losses.

#### ■ Trends in PER and PBR



<sup>\*</sup>PER not shown for FY3/21 and FY3/22 due to net losses.

<sup>\*</sup>Cost of equity is calculated using the CAPM-based formula.

<sup>\*</sup>WACC is calculated by taking the weighted average of the market capitalization and the total amount of interest-bearing liabilities for cost of equity and cost of debt.

### **Return to Shareholders**



10.0

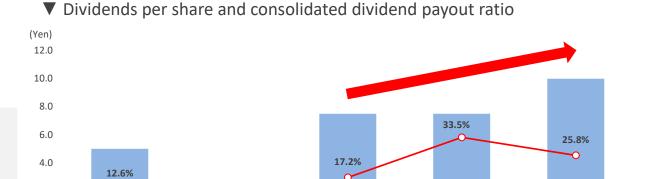
FY3/26 (Planned)

#### ■ Dividend results and dividend forecast

In principle, the basic policy is to determine dividends to aim for a consolidated dividend payout ratio of 20% or more. We will promote a flexible dividend policy with the aim of achieving sustainable increases in corporate value, while considering the status of business performance and the need for future growth investment.

FY3/25 annual dividend per share: 7.5 yen

FY3/26 annual dividend per share: **10.0 yen** (planned)



FY3/23

Dividends per share (yen)

7.5

FY3/24

#### ■ Shareholder Benefit Program

• Continue to implement the shareholder benefit program to thank shareholders, promote understanding of the Company's business, and promote holding shares over the medium- to long-term.

2.0

0.0

5.0

FY3/22

Record date	Number of shares held	Gift details
As of March 31	1,000 shares	Complimentary coupons for shareholders worth 12,000 yen (500 yen x 24 coupons)
As of September 30	1,000 shares	Complimentary coupons for shareholders worth 12,000 yen (500 yen x 24 coupons)
[Examples business where cou	upons can be used]	
SATO Process	**夫环·安本斯 *** *** *** *** *** *** *** *** *** *	無長だ的 ◆ 総 象 核 亭

⇒ Gift 24,000 yen worth of coupons per year

https://srs-holdings.co.jp/ir/shareholder/program/

7.5

FY3/25

—O— Consolidated dividend payout ratio

<sup>\*</sup> Consolidated dividend payout ratio is not shown for FY3/23 due to a net loss caused by the COVID-19 pandemic.

<sup>\*</sup>Please refer to the following for the Company's shareholder benefit program.

# 2Q FY3/26 Financial Results Briefing



- The Company holds financial results briefings for institutional investors and analysts for the interim and full-year periods.
- The next interim financial results briefing is scheduled for 11:00 a.m. on Thursday, November 13, 2025.

# <Information on financial results briefing for 2Q FY3/26>

[Date and time] 11 a.m.-12 p.m., Thursday, November 13, 2025 (scheduled)

[Venue] SAAJ Seminar Room 3

(Kabutocho Heiwa Building 3rd Floor, 3-3 Nihonbashi Kabutocho, Chuo-ku,

Tokyo 103-0026)

[Eligibility] Institutional investors and analysts

[Application method] Please send your application to "873@sato-rs.jp" with the details below.

Subject: Request for viewing financial results briefing

Body: (1) Your company name (2) Your name (3) Preferred participation method

(on-site or online)

[Notes] Online streaming will also be available.



# **Appendix**

# **About SRS Holdings**



# **Company profile**

### **Characteristics of the SRS Group**

- Develops Japanese food restaurants in Japan and overseas
- Establishes a dominant position in the Kansai region
- Develops directly-managed stores mainly in suburban areas
- Actively promotes M&A

### **Location of headquarters**

30F Osaka Kokusai Building 2-3-13 Azuchi-machi, Chuo-ku, Osaka-shi, Osaka

### **Listing category**

Listed on the Prime Market of the Tokyo Stock Exchange <Securities code: 8163>

**Year of establishment** 

1968

Consolidated net sales 2Q FY3/26

37,212 million yen

Number of regular employees
As of March 31, 2025

**1,742** people

Paid in capital As of March 31, 2025

11,077 million yen

Number of Group restaurants
As of September 30, 2025

**781** stores

Number of part-time workers As of March 31, 2025

16,423 people



### **Philosophy**

# Contributing to society through providing food services.



Aiming to realize our dreams with partners.

### **Management principles**



Sharing enjoyment with others.



Loving communities and developing symbiotic relationships.

# **About SRS Holdings**



### Number of domestic restaurants (757)

[As of September 30, 2025]



198 stores



138 stores







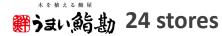
58 stores



**52** stores



34 stores





24 stores

Delivery 11 stores sushi business



12 stores



9 stores



6 stores

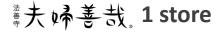


5 stores

**Highway** 5 stores business



4 stores





1 store





1 store



1 store





M&S FC 34 stores business

Other brands

1 store

### Number of overseas restaurants (24)





"Frozen bento boxes" sold at

approx. 5,900 Indomaret stores



Malaysia

(1 store)

GINZA SUSHIMASA 銀座 篇 正



(2 stores)

restaurants **781** restaurants

**SRS Group** 

total number of







#### ■ Washoku Sato

The largest chain of Japanese-style family restaurants in Japan.

The all-you-can-eat menu items "Sato Shabu," "Sato Suki," and "Sato Style Yakiniku" are very popular.





#### ■ Tendon Tempura Honpo Santen

Authentic tendon and tempura are served based on the concept of "Quick, Low-Price and Really Hot."

A fast casual restaurant business that offers authentic tendon and tempura at the lowest price range.





#### ■ Meoto Zenzai

"Meoto Zenzai" is a popular Osaka specialty cherished as good luck for lovers and the traditional taste has been preserved since the establishment of the brand.

It is called "Meoto Zenzai (the Couple's Sweet Red Bean Soup)" because one serving is presented in two separate bowls.





#### ■ Katsugyo Kaiten Sushi Nigiri Chojiro

A gourmet kaiten sushi brand that is committed to delivering delicious sushi prepared by highly professional chefs who are constantly honing their craft.

Fresh sushi is wholeheartedly served using carefully selected seasonal ingredients.







#### **■** *Kazokutei*

Delicious soba is served based on the concept of "Kazokutei by your soba (side)."

All dishes are served with soba-yu (soba broth), which customers can enjoy until the very last bite.





#### **■** Tokutoku

Chewy udon noodles with flavorful "Kansai-dashi" soup are served.

Customers can enjoy up to three servings of udon for the same price, fulfilling both the appetite and heart.





#### ■ Umai Sushikan

The brand is developed mainly in Miyagi Prefecture with the concept of "delicious" sushi that showcases seasonal ingredients and the chefs' skills.

Bidding fish at the market makes it possible to offer high-quality sushi at reasonable prices.





#### ■ Kaiten Sushi Marukuni

High-quality sushi, prepared by skilled chefs, is offered at reasonable prices using seafood that is directly selected and purchased by leveraging the purchasing power of the Group.







#### ■ Miyamoto Munashi

Based on the concept of "Solo meals are hot!," set meals that energize and excite customers are served.

A wide variety of set meals and free rice refills ensure that customers feel full and happy.





#### ■ Tamagoyaki and Dashi Himawari

The meals served mainly consist of the signature tamagoyaki (akashiyaki), which reproduces the authentic flavor of the original in Akashi.

The chefs are committed to making fluffy tamagoyaki for each order in the store.







#### ■ <u>Kaiten Sushi Hokkaido & Sushi-Benkei</u>

The brand is popular in the San'in region serving fresh and big sushi.

Fresh fish served at the restaurants are purchased daily from ports across Japan, including Sakai port, which is one of the leading ports in Japan.





#### **■** *Torisho*

The brand received the highest gold award and consecutive gold awards at the "Karaage Grand Prix" sponsored by the Japan Karaage Association.

The karaage, marinated in a secret sauce made with Oita Nakatsu soy sauce then deep-fried, is absolutely delicious.







### ■ <u>Beefsteak Ushinofuku</u>

A beefsteak rice bowl made with aged beef which is matured in natural Japanese kelp overnight to bring out its umami flavor, and tender sirloin prepared and cooked carefully are served.





#### **■** Katsuya

Crispy, soft and filling katsudon and set meals are served.

The brand is committed to providing "delicious" pork cutlets at reasonable prices that can be enjoyed casually.





### **■** Karayama

Delicious, freshly fried karaage with a crispy outside and juicy inside is served.

The taste of freshly fried "karaage" is addictive once you try it.

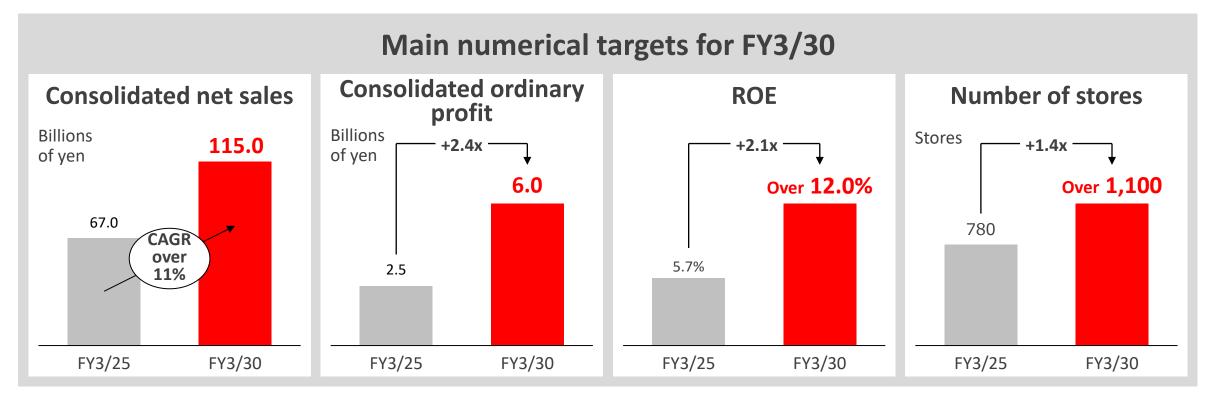
# Summary of the New Medium-term Business Plan



### **SRS VISION 2030**

"Entertain with heartwarming Japanese cuisine, from Japan to the world."

We aim to become a social infrastructure for food that is essential for people around the world by bringing affordable, casual, and approachable Japanese cuisine throughout Japan, and continuing to take on the challenge of the rest of the world.



### Summary of the New Medium-term Business Plan



#### <Basic Policy>

Dramatically develop existing businesses and establish a new earnings base to become the unrivaled No. 1 Japanese restaurant chain



### <Key Strategy (1)>

Turning "Washoku Sato" into a national brand



### <Key Strategy (II) >

"Nigiri Chojiro" and
"Umai Sushikan" to become
the overwhelming
No. 1 gourmet sushi chain



### <Key Strategy (III) >

Establish businesses as the third and fourth pillars of earnings



Strengthen group functions and promote sustainable management to support net sales of more than 100 billion yen

# **Consolidated Numerical Targets for SRS VISION 2030**



■ By implementing the four key strategies, we will achieve increases in net sales and profits, as well as improvements in profitability and return on capital.

**Implementing** four key strategies



# 

Turning "Washoku Sato" into a national brand

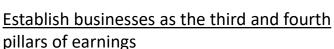


# Y Key Strategy III

"Nigiri Chojiro" and "Umai Sushikan" to become overwhelming No.1 gourmet sushi chain



### **m** Key Strategy **m**





### Key Strategy W

Strengthen group functions and promote sustainable management to support net sales of more than 100 billion yen

<Existing stores> Improve profitability



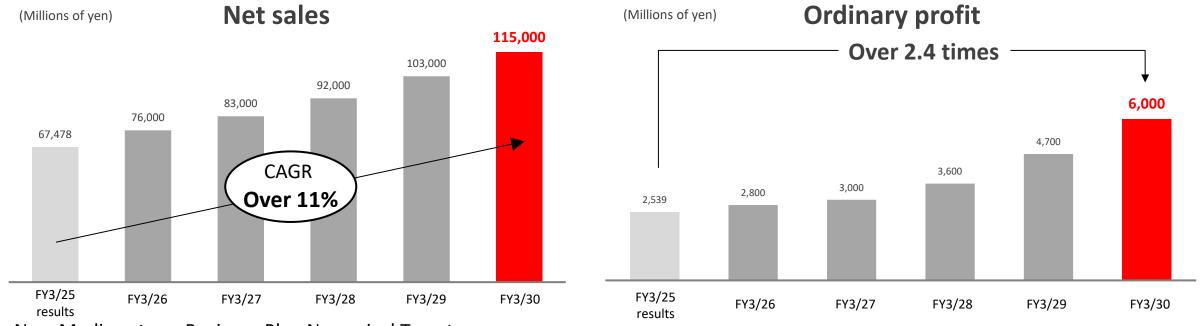
<Reducing fixed cost ratio> Decrease head office cost ratio by increasing net sales

### <<Financial Impact>>

- ✓ Increase net sales
- **✓** Increase profits
- ✓ Improve profit margin
- Improve return on capital

# **Consolidated Numerical Targets for SRS VISION 2030**





■ New Medium-term Business Plan Numerical Targets

	FY3/25 results	FY3/26	FY3/27	FY3/28	FY3/29	FY3/30
Net sales (Millions of yen)	67,478	76,000	83,000	92,000	103,000	115,000
Ordinary profit (Millions of yen)	2,539	2,800	3,000	3,600	4,700	6,000
No. of stores at the end of year	780	819	880	970	1,080	1,180
ROE	5.7%	Over 8%	Over 8%	Over 8%	Over 10%	Over 12%
ROIC	6.7%	Over 5%	Over 5%	Over 5%	Over 5%	Over 5%

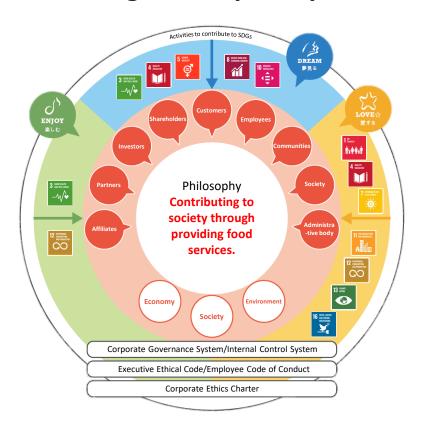
<sup>\*</sup>Figures above do not include new M&A.



#### Basic policy on sustainability

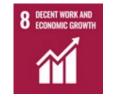
Business activities of the SRS Group are guided by the philosophy of "contributing to society through providing food services." We are dedicated to growing together with all stakeholders, including customers, employees, business partners, shareholders and investors, and local communities and to playing a role in solving social issues and creating value toward the realization of a sustainable society.

Management principles and major themes of SDGs initiatives



#### **DREAM**

#### Aiming to realize our dreams with partners.



Help build a social infrastructure for an environment where diverse people can do their jobs while utilizing a variety of skills, improving productivity and achieving a sustainable society.

#### **ENJOY**

#### Sharing enjoyment with others.



Provide as part of the social infrastructure, restaurants that sincerely serve meals that people can consume with confidence, enabling people of all ages to enjoy food that is inexpensive, delicious, enjoyable and satisfying.

#### LOVE☆

#### Loving communities and developing symbiotic relationships.



Use environmental and community mutual prosperity measures to become a corporate group that grows and succeeds with communities and earns the support and affection of the public.



	Key themes	Details of Initiatives	Applicable SDGs			
DREAM	Pleasant working environment	Encouraged employees to use annual paid leave and to take 7 consecutive vacation days				
		Continued the employee parent-child discount to assist with caring for children at all Washoku Sato restaurants				
		Expanded part-time employees covered by social insurance	3 mode HELTH Series 5 country  S country  Toolouse Coopers  8 toolouse Coopers  When Series S			
		Expanded short working hour system for childcare				
		Continued to develop rules and conduct seminars on preventing harassment				
		Formulated guidelines to respond to customer harassment				
	Hiring and training of a diverse workforce	Extended retirement age to 65, and the maximum age for reemployment to 75	4 MILETT BECAUSE STORM AND CONSIDER STORM AND			
		Expanded the reduced-hours regular employee system, continued their appointment as restaurant managers and provided support				
		Supported the active recruitment and employment of global human resources				
	Sharing enjoyment with others.					
Щ	Commitment to food safety and confidence	Thorough raw materials quality control based on our own standards				
ENJOY		Ensured safety and peace of mind by continuing employee hygiene education and thoroughly implementing restaurant hygiene management in accordance with HACCP	3 GOOD HALTH  12 RESPONSILE  WHO PROJECTION  WHO PROJECTION			
	Food safety and confidence approach	Displayed ingredients' place of origin at restaurants and displayed information on calories, salt content, allergies, etc. on websites				



	Key themes	Details of Initiatives	Applicable SDGs				
	Loving communities and developing symbiotic relationships.						
LOVE *	Activities to reduce waste materials	Promoted mottECO activities					
		Participated in the "Eat Everything Campaign" conducted by local governments	1 POVERTY  POVERTY  POVERTY  AND PRODUCTION  AND PRODUCTION				
		Donated to food banks					
	Activities for environmental preservation	(Target) 1% reduction of CO2 emissions per unit of energy consumption in scope 1 and 2 compared to the previous fiscal year	7 MYONGAME AND 12 REPORTED ACCORDITION ACCORDING ACCORDI				
		Converted waste cooking oil into sustainable aviation fuel					
		Participated in the global environmental awareness project "Earth Hour"					
	Activities for drunk driving eradication	r drunk driving Continued SDD (STOP! DRUNK DRIVING) activities					
		Promoted the designated driver campaign	11 successories  All delications				
	Support for disaster response overnight lodging	Continued cooperation with the emergency overnight lodging program					
	Participation in and cooperation for social contribution activities	Operated a sushi pavilion at KidZania Koshien	1 MODERTY  4 GUALITY EXCELLENT     The property   1				
		Continued activities for Save the Children and the Japan Food Service Association donation campaign					
	Stronger lines of communication with	Held financial results briefings for institutional investors and analysts	16 PAGE REGIE				
	stakeholders	Published the CSR Report and updated the sustainability page on the Company's website					
	Corporate governance	Strengthened corporate governance and thorough compliance					



### **Activities to reduce food waste**

#### ○ What is mottECO?

- A new doggy bag idea begun by the Ministry of the Environment in October 2020.
   It was selected through a contest as a new name for taking home leftovers from restaurants, carried out based on mutual agreement between the customer and the restaurant.
- The name contains the message of "more eco-friendly" and "let's take it home."



mottECO take-out box

### ○ Promoting mottECO

- In fiscal 2025, an industry-government-academia-private alliance consisting of 30 organizations and Kuradashi Co., Ltd. cooperated to form the "Leftover Takeout Guideline Promotion Committee" with the aim of solving the social issue of "reducing food loss and food waste." The committee was adopted as a model project by the Ministry of the Environment.
- In July, the "mottECO FESTA" event was held for the third year in a row in collaboration with industry, government, academia and private companies with the aim of creating opportunities for companies, local governments, and consumers to think about reducing food waste and promoting mottECO and the Leftover Takeout Guideline.
- Awarded the Food Loss Reduction Promotion Awards sponsored by the Consumer Affairs Agency and the Ministry of the Environment for two consecutive years in recognition of outstanding efforts to reduce food loss.
  - (i) Received the "Chairman's Award" at the Fiscal 2022 Food Loss Reduction Awards.
  - (ii) Received the "Ministry of the Environment Award" at the Fiscal 2023 Food Loss Reduction Awards.



Certificate for the "Ministry of the Environment Award"

### **New Restaurants Opened in FY3/26**





*Shinpachi Shokudo* Zest Oike, Kyoto Pref. opened on April 3, 2025



*Torisho* Yaenosato, Osaka Pref. opened on April 18, 2025



*Torisho* Unuma, Gifu Pref. opened on April 4, 2025



*Torisho* Iwaki Onahama, Fukushima Pref. opened on May 27, 2025



Oogamaya Seishin-chuo Plenty, Hyogo Pref. opened on April 15, 2025



*Torisho* Chiba Ogura-cho, Chiba Pref. opened on June 18, 2025

# **New Restaurants Opened in FY3/26**





Washoku Sato Kurashiki Higashitomii, Okayama Pref. opened on June 20, 2025



*Katsuya* Takatsuki Minami, Osaka Pref. opened on July 24, 2025



Himawari Ecoll Izumi, Osaka Pref. opened on July 9, 2025



SATO don Central Plaza Rayong, Thailand opened on August 1, 2025



*Tokutoku Udon* Wakayama Naka, Wakayama Pref. opened on July 14, 2025



*Torisho* Mishima, Shizuoka Pref. opened on August 14, 2025

# **New Restaurants Opened in FY3/26**





*Karayama* Osakasayama, Osaka Pref. opened on September 26, 2025

### **IR Information**



#### ■ Official website <IR site>

Providing information for shareholders and investors. Monthly information and various IR materials are also posted on the IR website.

https://srs-holdings.co.jp/ir/



<English Page>

https://srs-holdings.co.jp/global/ir/

#### ■ Shared Research

As a sponsored research report, detailed information on IR is posted.

https://sharedresearch.jp/ja/companies/8163



<English Page>

https://sharedresearch.jp/en/companies/8163



# **Contact Information**

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The business performance forecast in this material is based on information that was available at the time of this presentation. Contained within are many uncertain elements and due to various factors may differ substantially from the earnings outlook presented. Please understand that your decision to invest in our company is based upon your judgement.