



Euromonitor  
International

# Limited-Service Restaurants in Japan

March 2026

Table of Contents

## Limited-Service Restaurants in Japan - Category analysis

### KEY DATA FINDINGS

#### 2025 DEVELOPMENTS

Value-led formats benefit from inbound demand and careful pricing

#### INDUSTRY PERFORMANCE

Affordable menus and social media drive growth of limited-service restaurants

Premium menus for inbound tourists and price strategies for domestic customers shape beef bowl chains

Balancing upward and downward pricing to win customers

#### WHAT'S NEXT?

Adapting to demographic shifts

Convenience stores race to win in quick commerce

Eco-friendly initiatives gain momentum

#### COMPETITIVE LANDSCAPE

7-Eleven to reinforce leadership with fresh and premium offerings

Watami bets big on subway with fresh farm food and fusion menus

Morning demand fuels growth

#### CATEGORY DATA

Table 1 - Limited-Service Restaurants by Category: Units/Outlets 2020-2025

Table 2 - Sales in Limited-Service Restaurants by Category: Number of Transactions 2020-2025

Table 3 - Sales in Limited-Service Restaurants by Category: Foodservice Value 2020-2025

Table 4 - Limited-Service Restaurants by Category: % Units/Outlets Growth 2020-2025

Table 5 - Sales in Limited-Service Restaurants by Category: % Transaction Growth 2020-2025

Table 6 - Sales in Limited-Service Restaurants by Category: % Foodservice Value Growth 2020-2025

Table 7 - GBO Company Shares in Chained Limited-Service Restaurants: % Foodservice Value 2021-2025

Table 8 - GBN Brand Shares in Chained Limited-Service Restaurants: % Foodservice Value 2022-2025

Table 9 - Forecast Limited-Service Restaurants by Category: Units/Outlets 2025-2030

Table 10 - Forecast Sales in Limited-Service Restaurants by Category: Number of Transactions 2025-2030

Table 11 - Forecast Sales in Limited-Service Restaurants by Category: Foodservice Value 2025-2030

Table 12 - Forecast Limited-Service Restaurants by Category: % Units/Outlets Growth 2025-2030

Table 13 - Forecast Sales in Limited-Service Restaurants by Category: % Transaction Growth 2025-2030

Table 14 - Forecast Sales in Limited-Service Restaurants by Category: % Foodservice Value Growth 2025-2030

#### DISCLAIMER

## [Consumer Foodservice in Japan - Industry Overview](#)

### EXECUTIVE SUMMARY

Further growth propelled by tourism and price hikes

### KEY DATA FINDINGS

#### INDUSTRY PERFORMANCE

Inflation meets inbound tourism to boost value sales in 2025

Food delivery faces post-pandemic slump and fierce price wars

Fostering loyalty through mobile rewards and milestone ceremonies

#### WHAT'S NEXT?

From izakaya decline to experiential dining

Labour shortages make automation essential

Balancing sustainability and satisfaction

## COMPETITIVE LANDSCAPE

From coffee pioneer to tea trendsetter: 7-Eleven reinvents the counter

Gong Cha marks a decade with bold redesign

Price strategies and value deals keep Japan's diners coming back

## CHANNELS

Independents fight rising costs with digital tools and smart solutions

Non-alcoholic innovation reshapes Japan's bar scene

## MARKET DATA

Table 15 - Units, Transactions and Value Sales in Consumer Foodservice 2020-2025

Table 16 - Units, Transactions and Value Sales in Consumer Foodservice: % Growth 2020-2025

Table 17 - Consumer Foodservice by Independent vs Chained by Type: Units/Outlets 2025

Table 18 - Consumer Foodservice by Independent vs Chained: % Foodservice Value 2020-2025

Table 19 - Sales in Consumer Foodservice by Food vs Drink Split: % Foodservice Value 2020-2025

Table 20 - Sales in Consumer Foodservice by Food vs Drink Split by Type: % Foodservice Value 2025

Table 21 - Sales in Consumer Foodservice by Location: % Foodservice Value 2020-2025

Table 22 - Sales in Consumer Foodservice by Fulfillment: % Foodservice Value 2020-2025

Table 23 - GBO Company Shares in Chained Consumer Foodservice: % Foodservice Value 2021-2025

Table 24 - GBN Brand Shares in Chained Consumer Foodservice: % Foodservice Value 2022-2025

Table 25 - GBN Brand Shares in Chained Consumer Foodservice: Units/Outlets 2025

Table 26 - Forecast Units, Transactions and Value Sales in Consumer Foodservice 2025-2030

Table 27 - Forecast Units, Transactions and Value Sales in Consumer Foodservice: % Growth 2025-2030

## DISCLAIMER

## SOURCES

Summary 1 - Research Sources

## About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- **Strategy Briefings:** Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- **Company Profiles:** Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- **Country Reports:** For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link [www.euromonitor.com/limited-service-restaurants-in-japan/report](http://www.euromonitor.com/limited-service-restaurants-in-japan/report).