

January 2022 Skylark Group Monthly IR Report (Flash Figures)

These are preliminary figures for the most recent month.
The finalized figures will be disclosed in the next month's report.

Feb 2, 2022
Skylark Holdings Co., Ltd.
(Code 3197)

2022 vs. 2021

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	15.1%												15.1%
Same Store	Sales	15.8%												15.8%
	Traffic	11.8%												11.8%
	ATP	3.6%												3.6%
New Store Openings		4												4
Remodeling		22												22
Brand Conversions		3												3
# of Stores	Gusto	1,329												1,329
	Bamiyan	351												351
	Syabu-Yo	274												274
	Jonathan's	210												210
	Yumean	174												174
	Steak Gusto	116												116
	Overseas	69												69
	Other	576												576
	Total	3,099												3,099

*Total number of stores excludes 3 stores that are temporarily closed for store renovations

2022 vs. 2019

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Same Store Sales	-24.5%												-24.5%

Highlights

■ Overview

Same Store Sales (vs. 2021): +15.8%, Same Store Sales (vs. 2019): -24.5%

- Year-end and New Year sales were firm. Especially sales at Gusto recovered to almost the 2019 level thanks to Gusto's successful December campaign
- After the three-day weekend (Jan. 8-10), news reports about the increase in the number of people infected with the Omicron strain increased, and people tended to refrain from going out
- In response to the announcement of the "Priority Measures to Prevent the Spread of Disease," business hours to be shortened in some areas from Jan. 9. Number of applicable stores expanded to 2,630 stores in 34 prefectures by the end of the month
- Gusto: The menu was revised on January 27th, offering an expanded lunch menu in the 500 to 600-yen range. High-volume lunches, rice bowl lunches and light meal lunches with drink bars are now available at reasonable prices. Well received by both male and female customers of all ages
- Jonathan's: The No. 1 popular menu item, "Tandoori Chicken & Mexican Pilaf," is available for take-out only at almost half the price, one coin (500 yen) including tax! The Campaign was very well received and drove Jonathan's take-out sales. Average daily take-out sales per store tripled from before the campaign began
- Totoyamichi, a gourmet conveyor-belt sushi restaurant, achieved record-high sales on the first three days of the New Year, particularly due to strong take-out sales
- A campaign was held to present a coupon for 99 yen for alcohol at Gusto, Bamiyan, and Yumean by downloading the Skylark app

The number of downloads increased approximately 1.7 times during the campaign period

■ Store Development

- In January: 4 new store openings, 22 remodels, 3 brand conversions
 - New store opening of 1 Gusto and 1 Bamiyan in Japan and 1 Syabu-Yo and 1 Aiya in Taiwan
 - Brand conversion to 2 Bamiyan and 1 La Ohana

Highlights



2021 vs. 2020

	(%YoY)	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	-35.3%	-30.8%	-8.8%	60.9%	25.7%	-10.2%	-2.3%	-18.4%	-22.6%	-9.6%	-6.8%	13.5%	-8.2%
Same Store	Sales	-33.5%	-29.1%	-6.3%	64.6%	28.6%	-7.5%	0.3%	-16.7%	-20.6%	-7.1%	-4.7%	14.4%	-5.9%
	Traffic	-30.8%	-26.8%	-6.5%	45.7%	15.3%	-7.9%	-0.8%	-14.4%	-16.5%	-7.5%	-5.5%	14.0%	-6.2%
	ATP	-3.9%	-3.1%	0.3%	13.0%	11.6%	0.5%	1.0%	-2.7%	-4.9%	0.4%	0.8%	0.4%	0.3%
New Store Openings		10	7	4	6	2	1	7	0	1	1	0	1	40
Store Renovations		0	0		2	0	0	0	1	20	42	41	106	
Brand Conversions		9	21	10	10	4	0	4	0	3	3	4	5	73
# of Stores		3,107	3,117	3,104	3,109	3,112	3,104	3,111	3,108	3,101	3,097	3,094	3,094	3,094

2021 vs. 2019

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Same Store Sales	-34.7%	-29.3%	-29.1%	-30.0%	-33.0%	-35.3%	-25.3%	-38.5%	-37.5%	-17.5%	-19.0%	-10.2%	-28.6%

Note

- The data is consolidated domestic sales at restaurant level and does not include overseas sales.
- Total sales and Customer traffic are calculated on a monthly sales basis
- Same store (vs LY) is defined as a store which has been open for 13 months or longer (includes stores which have undergone brand conversions)
Customer traffic includes traffic from the delivery and take-out businesses calculated in the below manner*
*Customer traffic from delivery = Delivery sales / ATP for Eat-in
*Customer traffic from take-out = Take-out sales / ATP for Eat-in
- YoY ATP only includes ATP from Eat-In
- Same store (vs 2019) is defined as a store which has been open for 25 months or longer (includes stores which have undergone brand conversions)

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