

February 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.

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

2022 vs. 2021

※From February 2022, percentages are shown from a 100% base.

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	115.1%	92.3%											107.4%
	Sales	115.8%	93.1%											104.7%
	Traffic	111.8%	94.0%											103.1%
	ATP	103.6%	99.0%											101.6%
New Store Openings		4	1											5
Remodeling		22	13											35
Brand Conversions		3	3											6
# of Stores	Gusto	1,329	1,328											1,328
	Bamiyan	351	353											353
	Syabu-Yo	274	274											274
	Jonathan's	210	210											210
	Yumean	174	174											174
	Steak Gusto	116	115											115
	Overseas	69	70											70
	Other	576	573											573
	Total	3,099	3,097											3,097

*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	75.5%	65.7%											71.0%

Highlights

■ Overview

Same Store Sales (vs. 2021): 93.1%, Same Store Sales (vs. 2019): 65.7%

- Due to the Omicron variant, consumer inclinations to stay home continued from last month. However, due to both the decline in COVID-19 cases and increase in vaccination rates, sales gradually recovered towards the end of the month.
- Families were especially hesitant to go out, as COVID-19 cases increased dramatically in children under 12 years old who are not vaccinated.
- Government measures against COVID-19 continued from last month, and shortening of operating hours and alcohol service hours remained in place in many areas. At peak, this impacted approximately 2,660 stores in 36 prefectures.

■ Menu & Promotions

- Special prices offered for take-out and delivery menus in coincidence with the Peking Olympics (1st campaign: Feb 4 - 17).
Led to add-on take-out sales in Gusto, Bamiyan, Jonathan's and Steak Gusto.
- Additional take-out and delivery menu promotions implemented targeting families hesitant to go out due to the Omicron variant (2nd campaign: Feb 18 - Mar 3).
In Yumean, Tempura Rice Bowl offered at 399yen contributed to bloating take-out sales to approximately 200%; take-out sales increased by 15-20% at Gusto, Bamiyan and Jonathan's. During this second campaign, demands increased for kids menus, partly reflecting school/preschool closures due to a hike in COVID-19 cases.
- Jonathan's started selling 2 menus dedicated to take-out and delivery, such as "Shrimp and basil tomato sauce pasta & Chicken stroganoff sauce", targeting female customers who are opting to stay home.

■ Store Development

- In February: 1 new store opening, 13 remodels, 3 brand conversions
 - New store opening of 1 Yokohama Steakhouse (steak brand) in Taiwan
 - Brand conversion to 2 Bamiyan and 1 La Ohana

■ Others

- Introduced 440 floor service robots in 328 stores between Jan 1 to Feb 28.

Highlights



La Ohana (converted from Steak Gusto)

2021 vs. 2020

	(%YoY)	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	64.7%	69.2%	91.2%	160.9%	125.7%	89.8%	97.7%	81.6%	77.4%	90.4%	93.2%	113.5%	91.8%
Same Store	Sales	66.5%	70.9%	93.7%	164.6%	128.6%	92.5%	100.3%	83.3%	79.4%	92.9%	95.3%	114.4%	94.1%
	Traffic	69.2%	73.2%	93.5%	145.7%	115.3%	92.1%	99.2%	85.6%	83.5%	92.5%	94.5%	114.0%	93.8%
	ATP	96.1%	96.9%	100.3%	113.0%	111.6%	100.5%	101.0%	97.3%	95.1%	100.4%	100.8%	100.4%	100.3%
New Store Openings		10	7	4	6	2	1	7	0	1	1	0	1	40
Store Renovations		0	0	0	2	0	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	65.3%	70.7%	70.9%	70.0%	67.0%	64.7%	74.7%	61.5%	62.5%	82.5%	81.0%	89.8%	71.4%

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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