

September 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.

Oct 3, 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	115.1%	92.3%	98.4%	109.9%	121.3%	125.2%	117.0%	124.9%	130.1%				114.5%
Same Store	Sales	115.8%	93.0%	99.0%	110.6%	122.0%	126.0%	118.0%	126.1%	131.4%				115.4%
	Traffic	111.8%	94.0%	98.6%	107.5%	114.8%	125.4%	116.3%	118.8%	120.0%				111.8%
	ATP	103.6%	99.0%	100.4%	102.9%	106.3%	100.5%	101.4%	106.1%	109.5%				103.3%
Store Development	New Store Openings	4	1	1	0	1	0	0	1	0				8
	Remodels	22	17	14	26	35	27	31	14	21				207
	Brand Conversions	3	3	2	5	0	0	2	0	0				15
# of Stores	Gusto	1,329	1,328	1,326	1,324	1,323	1,323	1,323	1,323	1,321				1,321
	Bamiyan	351	353	354	356	356	356	356	356	356				356
	Syabu-Yo	274	274	275	276	276	275	275	275	275				275
	Jonathan's	210	210	210	209	208	208	208	208	207				207
	Yumean	174	174	174	174	174	174	174	173	173				173
	Steak Gusto	116	115	114	112	111	109	109	109	107				107
	Overseas	69	70	71	71	72	72	72	72	72				72
	Other	576	573	570	571	570	568	568	564	558				558
Total		3,099	3,097	3,094	3,093	3,090	3,085	3,085	3,080	3,069				3,069

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%	77.4%	81.7%	81.8%	88.1%	77.6%	82.2%				77.9%

Highlights

■ Sales Overview

Same Store Sales (vs. 2021): 131.4%, Same Store Sales (vs. 2019): 82.2%

- Sales recovered after mid-September. Silver Week saw a significant negative impact due to Typhoon No.14 & No.15 Stores...A maximum of 549 stores were either closed or had to shorten operating hours Manufacturing...Kita-Kyushu MDC temporarily closed

- In Detail

- By daypart: Sales are on a recovery trend except for late dinner time (after 8pm)
- By region: Negative impact of Typhoon No.14 was the most significant in Kyushu, Shikoku and Chugoku areas

■ Menu & Promotion

- Bamiyan: Every 8th of the month now Bamiyan Day; a "Dim sum(3pcs) & Drink Bar" set sold at a special price. Popular with female customers 40yrs old and above
- Jonathan's: New menus such as beef bistecca and grape desserts introduced on 22nd; desserts and high-priced items sold well and contributed to high ATP
- Syabu-yo: Offered domestic beef and Kirishima premium pork for Silver Week demands; saw ATP increase
- Yumean: New "Soba with walnut dipping sauce" very popular; became a driver for soba/udon category sales
- Steak Gusto: Menu revision on 15th. Renewal of menubook presentation contributed to growth in ATP

■ Store Development

- In September, remodeled 10 stores, refreshed 8 stores. Remodel impact for the 10 stores remodeled in September was +6.9%, above expectations

■ Others

- On the 28th, began an emergency fundraising to help those affected by Typhoon No.15 in approx. 90 Skylark Group stores in Shizuoka prefecture
- POS renewals completed in 820 stores; cashless self-serve check-out counters introduced in 345 stores. Shortens customer wait and improves employee productivity
- Installed 2,468 floor service robots in 1,780 restaurants (mainly in Gusto, Syabu-Yo, Bamiyan and Jonathan's)


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)
- From February 2022, percentages are shown from a 100% base

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