

March 2023 Skylark Group Monthly IR Report (Flash Figures)

April 4, 2023
Skylark Holdings Co., Ltd.
(Code 3197, TSE Prime)

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

FY2023 vs FY2022

	(%YoY)	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	119.6%	135.1%	123.3%										125.2%
Same Store	Sales	121.6%	138.8%	126.6%										128.1%
	Traffic	110.0%	120.8%	111.9%										113.8%
	ATP	110.6%	114.8%	113.1%										112.7%
Store Development	New Store Openings	3	4	1										8
	Remodels	8	8	8										24
	Brand Conversions	1	3	6										10
# of Stores	Gusto	1,290	1,287	1,286										1,286
	Bamiyan	355	354	354										354
	Syabu-Yo	274	274	276										276
	Jonathan's	198	198	196										196
	Yumean	171	171	169										169
	Steak Gusto	90	90	90										90
	Overseas	72	73	73										73
	Other	536	533	535										535
	Total	2,986	2,980	2,979										2,979

*Total number of stores excludes 7 stores that are temporarily closed for store renovations

FY2023 vs2019

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Same Store Sales	92.2%	91.8%	90.4%										91.4%

Highlights

■ Sales Overview

Same Store Sales (vs2022): 126.6%, Same Store Sales (vs2019): 90.4%

- March sales followed the sales trend for February, but sales lifted from mid-March. Excluding impact of 2 less holidays, recovery is stronger than February.

- In Detail

- By daypart: Sales after 9pm is growing due to resuming of midnight operating hours.
- By region and customer segment: Young family segment in local areas, which had been relatively weak, is recovering after the start of spring break.
- By brand: Sales for value-priced brands (e.g. Gusto, Bamiyan), which had seen slower recovery compared to specialty brands, are now on a recovery trend.

■ Menu & Promotion

- Gusto: Sirloin Steak Special Course introduced on the 9th is selling well despite the high menu price. Green tea desserts are also popular, and are contributing to AC growth.
- Jonathan's: Grand menu revision on the 16th included increase in small-portion menus which improved menu usability and contributed to AC. Use of Hokkaido beef in hamburg steaks appealed to customers, and sales proportion of grill items increased by approx. 20%.
- Yumean: On the 9th, introduced 2 new lunch menus that are affordable but give customers a choice of menu, and as anticipated, are popular to female customers. AC increased due to more emphasis on bundle sales of desserts and small rice bowls.

■ Store Development

- In March, we opened 1 new store, remodeled 8 stores (remodel impact of 7 domestic remodeled stores for March was +8.7%), converted 6 stores (YTD conversion impact for FY2023 is 102.7%).
- Total sales increased by 130% for Oyama-Hongo store, a conversion from Gusto to Musashino Mori Coffee. Successfully revitalized demands of the area through a brand conversion.

■ Others

- From the 13th, started resuming midnight operating hours at some Gusto, Bamiyan and Jonathan's stores to respond to recovery of night-time dining demands.
- Our new brand, "Yumcha Terrace Toh-Sai" (opened on February 1) continues to do well, with GC approx. 150% and sales approx. 260% vs 2019.

Monthly Highlights



FY2022 vs FY2021

(%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%	118.3%	106.3%	101.0%	112.7%
Same Store	Sales	115.8%	93.0%	99.0%	110.6%	122.0%	126.1%	118.0%	126.1%	131.4%	119.4%	107.6%	102.1%	113.7%
	Traffic	111.8%	94.0%	98.6%	107.5%	114.8%	125.4%	116.3%	118.8%	120.1%	110.3%	98.9%	91.5%	108.5%
	ATP	103.6%	99.0%	100.4%	102.9%	106.3%	100.5%	101.4%	106.1%	109.5%	108.3%	108.8%	111.6%	104.8%
New Store Openings		4	1	1	0	1	0	0	1	0	1	0	2	11
Store Renovations		22	16	14	26	31	21	24	14	20	20	16	24	248
Brand Conversions		3	3	2	5	0	0	2	0	0	0	0	2	17
# of Stores		3,099	3,097	3,094	3,093	3,090	3,085	3,085	3,080	3,069	3,058	3,054	3,056	3,056

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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