

September 2023 Skylark Group Monthly IR Report (Flash Figures)

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

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

FY2023 vs FY2022

Sales is consolidated domestic sales at restaurant level and does not include overseas sales.

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	119.6%	135.1%	123.3%	116.0%	111.6%	109.3%	115.7%	116.0%	117.1%				117.6%
Same Store	Sales	121.6%	138.8%	126.6%	118.9%	114.6%	112.0%	118.4%	118.6%	119.5%				120.4%
	Traffic	110.0%	120.8%	111.9%	106.6%	103.7%	99.1%	109.9%	108.7%	111.3%				108.8%
	ATP	110.6%	114.8%	113.1%	111.6%	110.5%	113.0%	107.7%	109.2%	107.4%				110.7%
Store Development	New Store Openings	3	4	1	4	1	0	1	3	1				18
	Remodels	8	8	8	9	8	7	10	7	8				73
	Brand Conversions	1	3	6	5	4	5	7	0	0				31
# of Stores	Gusto	1,290	1,287	1,286	1,286	1,283	1,281	1,282	1,281	1,281				1,281
	Bamiyan	355	354	354	354	352	352	352	352	352				352
	Syabu-Yo	274	274	276	277	278	278	278	277	278				278
	Jonathan's	198	198	196	197	189	188	188	188	188				188
	Yumean	171	171	169	169	167	167	167	167	167				167
	Steak Gusto	90	90	90	91	87	87	87	87	87				87
	Overseas	72	73	73	76	75	75	73	74	73				73
	Other	536	533	535	529	541	545	550	551	550				550
Total		2,986	2,980	2,979	2,979	2,972	2,973	2,977	2,977	2,976				2,976
# of stores temporarily closed for brand conversions (not included in the above total)		10	12	9	10	11	9	2	2	3				3

Highlights

■ Sales Overview

Same Store Sales (vs2022): 119.5%

- Sales after summer break still trending well. With 50%-off coupons for beer and kids menus, average ticket saw a small decline, but with increased number of users, both sales and traffic grew.

■ Menu & Promotion

- Gusto: Fried oyster menus started from the 14th, as well as revivals of past customer favorites such as omelette rice, kimchi hotpot and apple pie. New menus are selling well, contributing to growth in average ticket. Increase in half-price beer coupon users contributed to guest count increase, with coupon distribution channel expanded from only the Skylark app to adding in post-in fliers from the 14th. Sirloin Steak Set, which gives a maximum discount of 1,200yen (vs ordering a la carte), also started on the same day, and contributed to maintaining average ticket with solid sales.
- Bamiyan: Significant publicity impact from TV show "Jobtune" aired on the 16th; increased both guest count and average ticket.
- Syabu-Yo: Lamb fair began on the 7th. Including Akagi Sanroku Pork course, higher priced courses are selling well.
- Yumean: Fried oyster set meal, which started on the 7th, is selling 1.5x vs last year.

■ Store Development

- In September, we opened 1 new store (Syabu-Yo Shinjuku NOWA Bldg) and remodeled 8 stores.

■ Others

- Awarded the 15th Contribution to Society through Robot Utilization Award. Was recognized for quickly introducing 3,000 robots to our stores within just 1.5 years, and for the utilization of the Robot Instructor System for a smooth introduction of robots to stores.


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%
	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%
	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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