

Skylark Co., Ltd.

(Code : 3197)

Public Relations Department

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Skylark Group IR Report

(September 2014)

FY2013

(Y/Y%)

	Group (Same Store)			Gusto (Same Store)		
	Sales	Customer Traffic	Average Check	Sales	Customer Traffic	Average Check
Jan.	97.7%	96.3%	101.5%	97.0%	95.9%	101.2%
Feb.	102.1%	100.4%	101.7%	100.3%	98.7%	101.6%
Mar.	101.5%	99.9%	101.6%	101.9%	100.0%	101.9%
Apr.	94.9%	93.9%	101.1%	95.1%	93.8%	101.4%
May	99.9%	98.4%	101.6%	100.4%	98.3%	102.1%
Jun.	103.1%	101.1%	102.0%	104.9%	102.7%	102.2%
Jul.	99.5%	98.5%	101.1%	100.1%	98.4%	101.7%
Aug.	101.8%	100.4%	101.4%	102.7%	100.7%	102.0%
Sep.	99.5%	98.1%	101.5%	99.2%	97.3%	101.9%
Oct.	100.0%	98.2%	101.9%	99.7%	98.0%	101.7%
Nov.	105.1%	104.0%	101.1%	104.1%	103.8%	100.3%
Dec.	103.6%	102.6%	101.0%	103.1%	102.6%	100.5%
TOTAL	100.7%	99.3%	101.5%	100.7%	99.2%	101.6%

FY2014

(Y/Y%)

	Group (Same Store)			Gusto (Same Store)		
	Sales	Customer Traffic	Average Check	Sales	Customer Traffic	Average Check
Jan.	102.4%	100.8%	101.5%	100.7%	99.6%	101.1%
Feb.	95.4%	93.8%	101.7%	95.3%	94.0%	101.4%
Mar.	101.8%	98.9%	103.0%	99.8%	96.9%	103.0%
Apr.	105.6%	103.5%	102.0%	106.9%	104.6%	102.1%
May	105.9%	102.2%	103.6%	106.2%	101.5%	104.6%
Jun.	100.0%	97.2%	102.9%	100.2%	97.1%	103.2%
Jul.	100.0%	95.7%	104.5%	99.0%	94.1%	105.3%
Aug.	102.0%	97.9%	104.2%	100.7%	96.4%	104.5%
Sep.	98.7%	94.5%	104.5%	98.1%	92.6%	105.9%
Oct.	-	-	-	-	-	-
Nov.	-	-	-	-	-	-
Dec.	-	-	-	-	-	-
TOTAL	101.4%	98.3%	103.2%	100.8%	97.4%	103.5%

(Note1) The data above are preliminary figures.

(Note2) The data for group total sales are on a domestic consolidated basis, and do not include overseas sales.

(Note3) Same-store sales consist of total sales (per day) per restaurant at restaurants that have been in operation for at least 18 months, excluding restaurants which have been converted from another concept; by limiting the number of restaurants referred to in this way, we can exclude the temporary effects of new openings and conversions. In addition, same-store sales are net of consumption tax.

(Note4) Same-store average check per customer is the ratio of total sales (including delivery sales) to total customer traffic.

Highlights

For the month of September same store sales for Skylark represented 98.7% vs last year. Same store sales suffered due to poor weather conditions such as typhoon and one less Sunday. In September, Gusto launched the Foie Gras fair which won great popularity among customers. Additionally beyond September, Skylark has achieved positive, over 100% same store sales in 10 out of the past 12 months and has achieved 5 consecutive quarters of positive same store sales. The company has seen recent success in growing sales through its focus on store remodels, customers service improvement and menu innovation.