

January 2016 Skylark Group Monthly IR Report

Consolidated same store sales +0.8%

FY2016 (Same Store Sales)

(Y/Y%)

Group total	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	0.8%												0.8%
Customer Traffic	-0.5%												-0.5%
Average Check	1.3%												1.3%
Gusto	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	-1.4%												-1.4%
Customer Traffic	-0.3%												-0.3%
Average Check	-1.1%												-1.1%

FY2015 (Same Store Sales)

(Y/Y%)

Group total	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	3.0%	11.3%	1.2%	2.0%	5.7%	0.9%	3.0%	1.0%	1.2%	6.0%	-2.0%	0.1%	2.6%
Customer Traffic	-2.6%	5.8%	-1.9%	-2.5%	1.9%	-2.2%	0.3%	-2.1%	-2.0%	3.3%	-3.9%	-0.9%	-0.7%
Average Check	5.8%	5.1%	3.2%	4.5%	3.8%	3.2%	2.7%	3.2%	3.2%	2.6%	2.0%	0.9%	3.3%
Gusto	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	4.7%	11.8%	3.1%	0.9%	5.4%	0.0%	3.3%	0.9%	-0.1%	4.3%	-5.1%	-2.5%	2.0%
Customer Traffic	-2.4%	5.6%	-0.5%	-3.4%	2.1%	-2.4%	2.1%	-0.8%	-1.3%	4.1%	-5.2%	-0.5%	-0.3%
Average Check	7.2%	5.9%	3.6%	4.4%	3.3%	2.5%	1.2%	1.8%	1.2%	0.3%	0.0%	-2.0%	2.3%

(Note) The data for group total sales is on a domestic consolidated basis and does not include overseas sales. Please see next page for the definition of "same store".**

Jun. and Nov. 2015 figures have been revised. Please see next page for previous data, adjusted between 0.1pp.**

Highlights

In January, same store sales for the Skylark Group increased 0.8% year on year. The Group has achieved year-on-year increases in same store sales in 11 out of the past 12 months.

In January, the average check continued to rise as customers chose to order higher-priced items and increased their orders of side menu items and the drink bar option. During the month, Skylark introduced a number of new items and returning customer favorites, including a variety of hot pot selections and seafood offerings.

Strong menu innovation and improved store operations continue to be key differentiators for the Group.

Gusto: Hot pot

Sukiyaki Beef, Miso-chanko with Hiroshima oysters



Gusto: Hot pot

Pork, Korean-style with Hiroshima oysters



Bamiyan:

Hot and sour noodles with shark fin



***Definition of "same store"**

- Same store is defined as a store which has been open for 13 months or longer (includes stores which underwent brand conversion)
- Customer traffic includes traffic from the delivery business*

*Customer traffic from delivery = Delivery sales / Average check

****Previous data**

FY2015 (Same Store Sales)

(Y/Y%)

Group total	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	3.0%	11.3%	1.2%	2.0%	5.7%	1.0%	3.0%	1.0%	1.2%	6.0%	-1.9%	0.1%	2.6%
Customer Traffic	-2.6%	5.8%	-1.9%	-2.5%	1.9%	-2.2%	0.3%	-2.1%	-2.0%	3.3%	-3.8%	-0.8%	-0.7%
Average Check	5.8%	5.1%	3.2%	4.5%	3.8%	3.2%	2.7%	3.2%	3.2%	2.6%	2.0%	0.9%	3.3%
Gusto	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	4.7%	11.8%	3.1%	0.9%	5.4%	0.0%	3.3%	0.9%	-0.1%	4.3%	-5.1%	-2.5%	2.0%
Customer Traffic	-2.4%	5.6%	-0.5%	-3.4%	2.1%	-2.4%	2.1%	-0.8%	-1.3%	4.1%	-5.2%	-0.5%	-0.3%
Average Check	7.2%	5.9%	3.6%	4.4%	3.3%	2.5%	1.2%	1.8%	1.2%	0.3%	0.0%	-2.0%	2.3%

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