

## March 2016 Skylark Group Monthly IR Report

### FY2016 (Same Store Sales)

(%YoY)

Group total	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	1.0%	0.8%	-2.0%										-0.2%
Customer Traffic	-0.3%	0.0%	-2.7%										-1.1%
Average Check	1.3%	0.8%	0.7%										0.9%
Gusto	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	-1.2%	-0.9%	-3.9%										-2.1%
Customer Traffic	-0.1%	0.0%	-2.8%										-1.1%
Average Check	-1.1%	-0.9%	-1.1%										-1.0%

### FY2015 (Same Store Sales)

(%YoY)

Group total	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	2.9%	11.6%	1.0%	2.1%	5.8%	0.7%	3.2%	1.1%	1.4%	6.1%	-1.9%	0.2%	2.7%
Customer Traffic	-2.7%	6.2%	-2.1%	-2.4%	1.9%	-2.5%	0.5%	-2.1%	-1.8%	3.4%	-3.8%	-0.7%	-0.6%
Average Check	5.8%	5.1%	3.2%	4.6%	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	4.6%	12.0%	3.1%	1.0%	5.4%	-0.2%	3.2%	0.9%	-0.2%	4.4%	-5.2%	-2.3%	2.0%
Customer Traffic	-2.4%	5.8%	-0.4%	-3.4%	2.0%	-2.6%	2.0%	-0.9%	-1.4%	4.1%	-5.2%	-0.3%	-0.3%
Average Check	7.2%	5.8%	3.6%	4.5%	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."\*

### Highlights

In March, one less weekend day as well as there were some severely cold days continued especially in the first half of the month. However, 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. Several specialty brands including Yumean, Steak Gusto, SYABU-YO and Jyu-Jyu Karubi were continuously able to generate positive same store sales.

Skylark introduced several limited-time offer items such as "one-pond steak" and "mega size hamburger" at Steak Gusto and items using various spring ingredients at Yumean. Strong menu innovation and improved store operations continue to be key differentiators for the Skylark Group.

Gusto: Limited-time offer  
Beef hamburger mountain



Yumean: Limited-time offer  
Steamed rice cooked with spring ingredients



Gusto (Ishioka):  
Cheese cake and mix berry parfait



**\*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

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