

## April 2016 Skylark Group Monthly IR Report

### FY2016 (Same Store Sales)

(%YoY)

Gusto	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	-1.2%	-0.9%	-3.9%	-2.6%									-2.2%
Customer Traffic	-0.1%	0.0%	-2.8%	-1.1%									-1.1%
Average Check	-1.1%	-0.9%	-1.1%	-1.5%									-1.2%
Specialty	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	2.8%	2.2%	-0.4%	0.9%									1.3%
Customer Traffic	-0.5%	0.1%	-2.5%	-2.0%									-1.3%
Average Check	3.3%	2.1%	2.2%	2.9%									2.6%
Group total	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	1.0%	0.8%	-2.0%	-0.7%									-0.3%
Customer Traffic	-0.3%	0.0%	-2.7%	-1.5%									-1.2%
Average Check	1.3%	0.8%	0.7%	0.8%									0.9%

#### Note

- The data for group total sales is on a domestic consolidated basis and does not include overseas sales.
- 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
- Specialty figures are calculated by subtracting Gusto from group total.
- FY 2015 Same Store Sales data is in the next page.

### Highlights

In April, same store sales for Skylark Group decreased 0.7% year on year, however, specialty brands such as Jonathan's, Bamiyan, Yumean, Syabuyo and Jyu-Jyu Karubi (grilled beef restaurant) continued to show strong sales especially at dinner time. Skylark also successfully opened its third and fourth chawan brand restaurant in a station building and a shopping mall, respectively. The first chawan was opened in April 2015 in a shopping mall and this brand has been popular since then. Strong menu innovation and improved store operations continue to be key differentiators for the Group.

Gusto: Limited-time offer  
Hokkaido crab cutlet



Bamiyan: Limited-time offer  
Taiwanese rice noodles



Yumean:  
Japanese noodles, tempura and rice set



**FY2015 (Same Store Sales)**

(%YoY)

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%
Specialty	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	1.6%	11.3%	-0.6%	3.0%	6.1%	1.4%	3.1%	1.3%	2.7%	7.5%	1.0%	2.2%	3.2%
Customer Traffic	-3.0%	6.6%	-3.8%	-1.3%	1.9%	-2.3%	-1.3%	-3.5%	-2.3%	2.5%	-2.2%	-1.2%	-1.0%
Average Check	4.7%	4.4%	3.3%	4.4%	4.2%	3.8%	4.5%	4.9%	5.1%	4.9%	3.2%	3.5%	4.2%
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%

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