

December 2018 Skylark Group Monthly IR Report

Jan 7, 2019
Skylark Holdings Co., Ltd.
(Code 3197)

2018

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	0.8%	2.4%	6.3%	3.4%	0.7%	6.3%	1.2%	4.6%	5.4%	4.1%	3.4%	3.1%	3.5%
Same Store	Sales	-2.1%	-0.8%	2.5%	-0.4%	-2.8%	2.9%	-1.8%	1.8%	2.2%	1.4%	0.7%	0.7%	0.4%
	Traffic	-3.7%	-2.3%	1.8%	-1.5%	-3.3%	1.8%	-2.6%	1.2%	2.1%	2.3%	1.9%	1.9%	0.0%
	ATP	1.7%	1.5%	0.8%	1.2%	0.6%	1.1%	0.9%	0.5%	0.1%	-0.9%	-1.2%	-1.1%	0.4%
New Store Openings		9	9	15	8	5	10	10	7	5	3	5	3	89
Remodels		19	35	34	22	25	31	29	12	18	19	5	1	250
Brand Conversions		3	2	3	2	0	1	0	0	0	4	1	0	16
# of Stores	Gusto	1,367	1,367	1,368	1,366	1,366	1,368	1,367	1,367	1,368	1,366	1,367	1,367	1,367
	Bamiyan	332	332	332	332	332	332	332	332	330	332	333	333	333
	Jonathan's	301	301	300	300	300	300	300	300	300	299	300	299	299
	Yumean	194	194	193	193	193	193	194	194	194	194	195	195	195
	Syabu-Yo	182	182	187	187	189	192	194	197	199	202	202	202	202
	Steak Gusto	137	137	138	138	138	139	139	139	139	138	138	138	138
	Overseas	53	54	54	54	53	54	56	57	57	56	56	57	57
	Other	586	593	2	607	608	609	612	612	613	611	612	609	609
	Total	3,152	3,160	3,172	3,177	3,179	3,187	3,194	3,198	3,200	3,198	3,203	3,200	3,200

Highlights

Overview

Total Sales: +3.1%, Same Store Sales: +0.7%

- In December, one more holiday compared to last year generated a positive impact
- Same store sales have been higher than the previous year for 5 consecutive months since August
- Total sales, including new store openings after 2017, continued to be in good trend and increased by 3.1% YoY

SSS

Traffic: +1.9%, Average Ticket Price: -1.1%

- Gusto offers limited-time offering menu items using truffle for the first time from Nov. 29
- Limited-time offering menus at Bamiyan and Yumean contributed to increase sales (pictures in the next page)
- Banquet menus at Yumean and Aiya are well received by customers and sales are higher than the previous year

New Openings

3 new stores were opened in December. Of which 1 was Karayoshi, 1 was Musashinomori Coffee and 1 was Syabu-Yo in Taiwan

Other

- Delivery sales increased by approx. 9% YoY and take-out sales increased by approx. 16% YoY
- The Skylark Group sold homemade roasted chicken in the Christmas season in 2018 at several brands other than Gusto and Jonathan's that had been well received in the previous year

Highlights



Gusto: Limited-time offering
Fragrant black truffle CheeseIN Hamburg



Bamiyan: Limited-time offering
Braised shark fin



Yumean: Limited-time offering
Special seafood rice bowl, Sendai specialty beef tongue

2017

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	2.0%	-0.1%	2.1%	3.5%	0.5%	3.5%	2.1%	2.5%	3.3%	-2.7%	1.5%	1.2%	1.6%
	Sales	0.8%	-1.0%	1.3%	2.6%	-0.4%	2.0%	0.6%	0.6%	1.2%	-5.1%	-1.2%	-1.5%	0.0%
	Traffic	-0.8%	-2.4%	-0.5%	0.9%	-1.8%	0.4%	-0.3%	-0.1%	-0.5%	-7.5%	-3.4%	-3.4%	-1.6%
	ATP	1.6%	1.4%	1.8%	1.7%	1.4%	1.6%	0.9%	0.7%	1.7%	2.6%	2.3%	1.9%	1.6%
New Store Openings		6	3	5	10	5	10	13	8	8	17	5	7	97
Remodelings		25	32	38	34	40	35	23	9	34	23	2	0	295
Brand Conversions		0	4	7	6	3	2	1	0	1	0	1	0	25
# of Stores		3,064	3,055	3,061	3,075	3,079	3,090	3,104	3,109	3,117	3,133	3,139	3,144	3,144

Note

- The data is consolidated domestic sales at restaurant level 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
- ATP: Average Ticket Price

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