

July 2019 Skylark Group Monthly IR Report

Aug 14, 2019
Skylark Holdings Co., Ltd.
(Code 3197)

2019

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	4.4%	5.6%	5.2%	3.4%	6.4%	3.8%	-2.4%						3.7%
Same Store	Sales	2.4%	3.3%	3.1%	1.2%	4.2%	1.8%	-4.3%						1.6%
	Traffic	2.2%	2.4%	0.2%	-1.1%	-0.5%	-3.0%	-8.4%						-1.3%
	ATP	0.2%	0.9%	2.9%	2.3%	4.7%	4.9%	4.5%						3.0%
New Store Openings		10	6	10	7	2	5	4						44
Remodels		12	18	31	18	15	18	19						131
Brand Conversions		4	11	10	13	11	2	8						59
# of Stores	Gusto	1,365	1,366	1,364	1,362	1,352	1,347	1,346						1,346
	Bamiyan	333	332	328	330	332	332	332						332
	Jonathan's	298	296	296	296	296	296	295						295
	Yumean	208	218	228	240	249	252	260						260
	Syabu-Yo	193	189	188	188	188	188	188						188
	Steak Gusto	138	136	136	136	135	135	135						135
	Overseas	58	58	57	57	57	57	57						57
	Other	602	606	612	616	616	617	619						619
Total		3,195	3,201	3,209	3,225	3,225	3,224	3,232						3,232

*Total number of stores excludes stores that are temporarily closed for brand conversions

Highlights

Overview

Total Sales: -2.4%, Same Store Sales: -4.3%

- Total sales decreased by approx.2% due to 1 less holiday compared to last year
- The rainy season ended in June last year, but it lasted until the end of July this year. The rainfall was twice that of the previous year and other bad weather conditions resulted in 3%-5% reduction of sales
- There was a negative impact of approx.1% from promoting non-smoking at over 1,000 stores

SSS

Customer Traffic: -8.4%, Average Ticket Price: +4.5%

- Gusto started limited-time offering "Summer Collection Fair" from July 11. Among the menu items, 3 different kinds of noodles and rice bowl sets are selling especially well
- From July 11, Jonathan's started limited-time offering "Lean Beef Fair" with healthy lean beef. This receives favorable responses, particularly from female customers
- Steak Gusto renewed "Rib loin" "Sirloin" "Tenderloin" steak menus at all 135 stores nationwide from July 25

New Openings

4 new stores were opened in July. Of which 2 were Syabu-Yo, 1 was Karayoshi, and the remaining 1 was Musashino Mori Coffee.

Total of 44 new stores were opened in 2019

Other

- From July 1, Gusto started to offer caffeine-free barley tea at drink bars of all stores (At all Jonathan's and Syabu-Yo stores, caffeine-free Japanese blended tea is offered)

Highlights



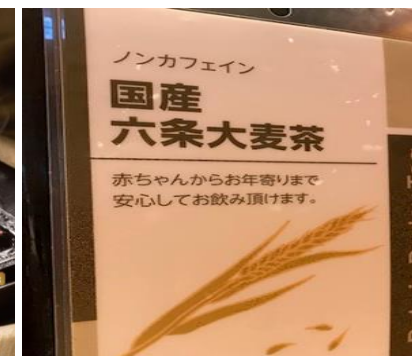
**Gusto: Limited-time offering
Summer Collection**



**Jonathan's: Limited-time offering
Grass-fed beef lean meat steak**



**Steak Gusto:
Lean beef steak**



**Gusto:
Caffeine-free barley tea at drink bars**

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		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

Note

- 1 The data is consolidated domestic sales at restaurant level and does not include overseas sales.
- 2 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
- 3 ATP: Average Ticket Price

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