Jan. 6, 2016
Skylark Co., Ltd.
(Code 3197)

December 2015 Skylark Group Monthly IR Report

Consolidated same store sales +0.1%

Achieved YoY increase in same store sales for 10 consecutive quarters

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%

FY2014 (Same Store Sales) (Y/Y%)

Group total	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	2.7%	-4.5%	1.9%	5.6%	6.0%	0.2%	0.3%	2.4%	-1.0%	1.6%	5.3%	1.5%	1.9%
Customer Traffic	1.6%	-5.6%	-0.3%	3.6%	2.3%	-2.4%	-3.8%	-1.6%	-5.1%	-2.4%	0.9%	-4.2%	-1.4%
Average Check	1.0%	1.2%	2.2%	2.0%	3.6%	2.7%	4.3%	4.1%	4.4%	4.1%	4.4%	5.9%	3.3%
Gusto	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	0.9%	-4.7%	-0.3%	6.8%	6.1%	0.1%	-0.9%	0.7%	-1.9%	2.4%	7.7%	3.6%	1.7%
Customer Traffic	1.2%	-4.9%	-1.6%	5.0%	1.9%	-2.2%	-4.9%	-2.7%	-6.5%	-1.9%	3.0%	-4.1%	-1.5%
Average Check	-0.3%	0.2%	1.3%	1.7%	4.2%	2.4%	4.2%	3.5%	5.0%	4.4%	4.5%	8.0%	3.3%

(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 December, same store sales for the Skylark Group increased 0.1% year-on-year. The Group achieved year-on-year increases in same store sales in 11 out of 12 months in 2015 and in 10 consecutive quarters dating back to mid-2013.

In December, 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 latter half of the month, the Skylark Group placed greater emphasis on promoting premium products and desserts to take advantage of the holiday season. Strong menu innovation and improved store operations continue to be key differentiators for the Group.

Gusto: Limited-time offer
Foie gras & steak



Kids' meal:
Yokai Watch Campaign



Jonathan's:
Fresh strawberry 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

Investor Relations Team
TEL: 0422-37-5244