Mar. 8, 2016
Skylark Co., Ltd.
(Code 3197)

February 2016 Skylark Group Monthly IR Report

Consolidated same store sales +0.8%

FY2016 (Same Store Sales) [New calculation method]** (Y/Y%)

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

FY2015 (Same Store Sales) [New calculation method]** (Y/Y%)

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."*

** From this report onward, the new calculation method of consolidated same store sales, customer traffic and average check has been applied as set forth below. The year-on-year comparison of consolidated same store sales, customer traffic and average check was previously made based on the calculation of the daily average figures for the number of working days in a month for each store. However, in light of trends among other companies, the calculation method has now been changed to use the total sum of sales, customer traffic and average check on a monthly basis, which is customary in the industry.

In addition, with regard to the consolidated same store sales for February 2016, the fact that the number of business days exceeded that of the same month of the previous year by one day is considered to have a positive impact of an increase of around 3.7% points.

Highlights

In February, same store sales for the Skylark Group increased 0.8% year on year. The Group has achieved year-on-year increases in same store sales in 11 out of the past 12 months.

In February, 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 month, Skylark introduced a number of new items including a100% ground hamburger at Gusto, Hungarian “Mangalica” Pork and Bruneian shrimp at Jonathan’s and the Spring Chinese Fair at Bamiyan featuring pork, clams and bamboo shoots. Additionally on February 25th Gusto successfully launched the new and improved lunch menu across all stores nationwide.

Strong menu innovation and improved store operations continue to be key differentiators for the Group.

Gusto: New lunch menu



Jonathan’s: Bouillabaisse style Tagtiatelle of Blue shrimp



Steak Gusto: Steak Day



***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

[For reference]

Tables below showing the monthly Y/Y% figures for January 2014 and December 2014 under both the new and old definitions and the monthly Y/Y% figures for January 2015 and February 2016 under the old definition

FY2014 (Same Store Sales) [New calculation method] (Y/Y%)

Group total	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	2.8%	-4.8%	1.8%	5.5%	5.9%	0.2%	0.1%	2.3%	-0.8%	1.9%	5.2%	1.4%	1.8%
Customer Traffic	1.7%	-6.0%	-0.4%	3.5%	2.2%	-2.4%	-3.9%	-1.7%	-4.9%	-2.1%	0.8%	-4.3%	-1.5%
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	0.8%	-5.1%	-0.4%	6.6%	6.0%	0.1%	-1.0%	0.7%	-1.5%	2.7%	7.6%	3.4%	1.6%
Customer Traffic	1.1%	-5.3%	-1.7%	4.8%	1.8%	-2.2%	-5.0%	-2.6%	-6.2%	-1.6%	2.9%	-4.2%	-1.6%
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%

FY2014 (Same Store Sales) [Old calculation method] (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%

FY2015 (Same Store Sales) [Old calculation method] (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%	0.9%	3.0%	1.0%	1.2%	6.0%	-2.0%	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%	-3.9%	0.9%	-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%

FY2016 (Same Store Sales) [Old calculation method] (Y/Y%)

Group total	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	0.8%	-2.9%											-1.0%
Customer Traffic	-0.5%	-3.7%											-2.0%
Average Check	1.3%	0.8%											1.0%
Gusto	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	-1.4%	-4.6%											-2.9%
Customer Traffic	-0.3%	-3.8%											-2.0%
Average Check	-1.1%	-0.9%											-1.0%

Skylark Group

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