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

May 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%	-4.8%								-2.8%
Customer Traffic	-0.1%	0.0%	-2.8%	-1.1%	-2.7%								-1.4%
Average Check	-1.1%	-0.9%	-1.1%	-1.5%	-2.2%								-1.4%
Specialty	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Tot%
Sales	2.8%	2.2%	-0.4%	0.9%	-2.6%								0.5%
Customer Traffic	-0.5%	0.1%	-2.5%	-2.0%	-5.1%								-2.1%
Average Check	3.3%	2.1%	2.2%	2.9%	2.6%								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%	-3.6%								-1.0%
Customer Traffic	-0.3%	0.0%	-2.7%	-1.5%	-3.8%								-1.7%
Average Check	1.3%	0.8%	0.7%	0.8%	0.3%								0.8%

Note

1. The data for group total sales is on a domestic consolidated basis 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. Specialty figures are calculated by subtracting Gusto from group total.
4. FY 2015 Same Store Sales data is in the next page.

Highlights

In May, same store sales for Skylark Group decreased 3.6% year on year. The Group's guest count was negatively impacted by a number of external factors including one less weekend day during the month, weather conditions and stagnant consumer confidence. During the month, Specialty brands were able to achieve strong growth in average ticket. Several brands will be launching a new summer menu in the middle of June to adapt to the macroeconomic environment and shift in consumer spending.

Gusto: Double serving of mixed grill / sauteed chicken and vegetables



Gusto: Limited-time offer
Cheese-IN hamburg ¥399



Jonathan's:
Green tea parfait



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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