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

June 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%	-1.7%							-2.6%
Customer Traffic	-0.1%	0.0%	-2.8%	-1.1%	-2.7%	-0.4%							-1.3%
Average Check	-1.1%	-0.9%	-1.1%	-1.5%	-2.2%	-1.3%							-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%	0.7%							0.5%
Customer Traffic	-0.5%	0.1%	-2.5%	-2.0%	-5.1%	-2.0%							-2.1%
Average Check	3.3%	2.1%	2.2%	2.9%	2.6%	2.7%							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%	-0.4%							-0.9%
Customer Traffic	-0.3%	0.0%	-2.7%	-1.5%	-3.8%	-1.2%							-1.6%
Average Check	1.3%	0.8%	0.7%	0.8%	0.3%	0.8%							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 June, same store sales for Skylark Group decreased 0.4% year on year. The Group posted the strongest same store sales since March.
On June 15th, Gusto launched a variety of new core menu items which focused on volume more than price, innovation, excitement and healthier options. As a result, customer traffic at Gusto has significantly improved.
During the month, Specialty brands achieved strong growth in average ticket. Skylark Group also successfully opened Tonkaratei - a new brand which offers pork cutlets and fried chicken, which has enjoyed strong sales.
Strong menu innovation, improved operation and promotion continue to be key differentiators for the Group.

Gusto new item: Double hamburg with onion rings



Gusto new item: Spicy Sichuan noodles with salad (option for carb-free noodles)



New brand open: Tonkaratei
(Offers pork cutlet and fried chicken)



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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