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

July 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%	0.8%						-2.1%
Customer Traffic	-0.1%	0.0%	-2.8%	-1.1%	-2.7%	-0.4%	2.4%						-0.7%
Average Check	-1.1%	-0.9%	-1.1%	-1.5%	-2.2%	-1.3%	-1.6%						-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%	5.6%						1.3%
Customer Traffic	-0.5%	0.1%	-2.5%	-2.0%	-5.1%	-2.0%	2.8%						-1.4%
Average Check	3.3%	2.1%	2.2%	2.9%	2.6%	2.7%	2.7%						2.7%
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%	3.5%						-0.2%
Customer Traffic	-0.3%	0.0%	-2.7%	-1.5%	-3.8%	-1.2%	2.6%						-1.0%
Average Check	1.3%	0.8%	0.7%	0.8%	0.3%	0.8%	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 July, same store sales for Skylark Group increased 3.5% year on year. The Group posted positive same store sales driven by menu enhancements and improvements in store operations. During the month of July, Gusto continued to see stabilization in guest count as a result of the new menu launched in mid-June. Our Specialty brands had a particularly strong month, posting same store sales of 105.3%. In July, Bamiyan featured “Hokkaido” pork chow mein and Yumean and Aiya featured “Kagoshima” and “Hamanako” Japanese eel.
Strong menu innovation, improved operation and promotion continue to be key differentiators for the Group.

Aiya: Hamanako eel



Bamiyan: Hokkaido pork chow mein



Gusto: Snow cone



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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