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

August 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%	-6.5%					-2.7%
Customer Traffic	-0.1%	0.0%	-2.8%	-1.1%	-2.7%	-0.4%	2.4%	-5.1%					-1.3%
Average Check	-1.1%	-0.9%	-1.1%	-1.5%	-2.2%	-1.3%	-1.6%	-1.5%					-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%	-2.6%					0.7%
Customer Traffic	-0.5%	0.1%	-2.5%	-2.0%	-5.1%	-2.0%	2.8%	-4.6%					-1.8%
Average Check	3.3%	2.1%	2.2%	2.9%	2.6%	2.7%	2.7%	2.2%					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%	3.5%	-4.3%					-0.8%
Customer Traffic	-0.3%	0.0%	-2.7%	-1.5%	-3.8%	-1.2%	2.6%	-4.9%					-1.6%
Average Check	1.3%	0.8%	0.7%	0.8%	0.3%	0.8%	0.8%	0.6%					0.7%

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 August, same store sales for Skylark Group declined 4.3% year on year. During the month of August, there were 2 fewer weekend days compared to August of 2015.
Our top-selling items during this summer were Cold spicy minced meat noodles and Hot vegetable soup ramen. We also achieved higher sales of kids (ages 2-5) and junior (ages 6-10) meals.
During the month, Gusto prioritized stabilizing operations and identifying further improvements to the Grand menu.
Specialty brands continued to achieve growth in average ticket price. Skylark Group successfully opened Katsukyu – a new brand which is specialized in cutlets, which has enjoyed strong sales.

Yumean: Seafood rice bowls



Katsukyu: Beef cutlet



Katsukyu appearance



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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