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

December 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%	-5.9%	3.4%	2.1%	6.9%	-1.3%
Customer Traffic	-0.1%	0.0%	-2.8%	-1.1%	-2.7%	-0.4%	2.4%	-5.1%	-3.2%	3.6%	-0.4%	3.4%	-0.6%
Average Check	-1.1%	-0.9%	-1.1%	-1.5%	-2.2%	-1.3%	-1.6%	-1.5%	-2.8%	-0.1%	2.4%	3.4%	-0.7%
Specialty	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Sales	2.8%	2.2%	-0.4%	0.9%	-2.6%	0.7%	5.6%	-2.6%	1.2%	3.3%	-2.0%	1.4%	0.8%
Customer Traffic	-0.5%	0.1%	-2.5%	-2.0%	-5.1%	-2.0%	2.8%	-4.6%	-0.9%	0.7%	-4.5%	-1.8%	-1.7%
Average Check	3.3%	2.1%	2.2%	2.9%	2.6%	2.7%	2.7%	2.2%	2.1%	2.5%	2.7%	3.3%	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%	-2.0%	3.3%	-0.2%	3.8%	-0.1%
Customer Traffic	-0.3%	0.0%	-2.7%	-1.5%	-3.8%	-1.2%	2.6%	-4.9%	-2.1%	2.2%	-2.4%	0.9%	-1.2%
Average Check	1.3%	0.8%	0.7%	0.8%	0.3%	0.8%	0.8%	0.6%	0.1%	1.1%	2.2%	2.9%	1.0%

Highlights

In December, same store sales for Skylark Group increased 3.8% year on year, achieving the strongest monthly performance for the year. During December there was a positive day of week adjustment as well as more favorable weather as compared to December 2015.

Gusto achieved 6.9% growth in same store sales and a third consecutive month of positive SSS. After several Grand menu revisions in 2016, Gusto is well positioned with positive momentum going into 2017.

Gusto's limited-time offer featuring lean beef steak successfully drove customer traffic as well as growth of average ticket price. A new product offering for the end of year holiday season, house-made roast chicken, for takeaway and delivery, exceeded internal expectations.
Specialty brands continued to achieve growth in average ticket price. The latest limited-time offer menus featuring premium ingredients such as natural-grown shrimp and Angus beef at Bamiyan and premium aged beef steak at Steak Gusto have been performing exceptionally well.

In December, Skylark Group opened 4 restaurants, of which 1 restaurant was Café Grazie based in Taiwan. As of the end of December, the Group now has 47 restaurants in Taiwan

Bamiyan: Limited-time offer
Natural-grown shrimp with chili sauce



Steak Gusto: Limited-time offer
Premium aging beef steak



Gusto: Limited-time offer
French foie gras & hamburg



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%

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.

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