April 6, 2017
Skylark Co., Ltd.
(Code 3197)

March 2017 Skylark Group Monthly IR Report

FY2017

(%YoY)	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total Sales	2.0%	-0.1%	2.1%										1.4%
Same Store Sales	0.8%	-1.0%	1.3%										0.5%
Same Store Traffic	-0.8%	-2.4%	-0.5%										-1.2%
Same Store ATP	1.6%	1.4%	1.8%										1.6%

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
New Openings	6	3	5										14
Total # of Stores	3,064	3,055	3,061										3,061
International	*48*	*48*	*47*										*47*

*Note: 7 restaurants are temporarily closed due to brand conversion

Highlights

In March 2017, sales for Skylark group, including new store openings, increased 2.1% year on year, and same store sales increased 1.3% year on year.
Gusto's same store sales continue to be positive except February (leap year in 2016). Bamiyan (Chinese restaurant) has been performing well with the success of the latest limited-time offer – Ramen & Rice Bowl Fair.
Skylark Group started to promote shortening of late night operating hours to improve employees' performance at work and health. This resulted in a negative impact of approximately 0.5% of same store sales in March.

On the March 17th, Gusto launched new core menu items and expanded variety of side menu items. Also, the latest limited-time offer featuring 7 new kinds of hamburgs "New Hamburg Fair" is receiving favorable response from our customers.
Bamiyan and Steak Gusto started offering the limited-time collaboration campaign with "Monster Hunter Double Cross" since March 17th. As the collaboration menus and original items caught the internet's attention, traffic was successfully increased.

In March, Skylark Group opened 5 restaurants, of which 2 restaurants were chawan. As of the end of March, the Group now has 10 chawan stores.

Gusto: Limited-time offer
EggIN crispy hamburg



Bamiyan: Collaboration with Monster Hunter
Special stir-fried rice



Bamiyan: Limited-time offer
Shrimp, crab and scallop ramen with vegetables



FY2016

(%YoY)	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total Sales	2.3%	2.3%	-0.9%	0.5%	-2.3%	1.0%	4.8%	-3.1%	-0.5%	5.1%	1.2%	5.0%	1.2%
Same Store 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%
Same Store 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%
Same Store ATP	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%

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
New Openings	1	3	5	7	4	3	5	1	6	4	6	4	49
Total # of Stores	3,031	3,032	3,031	3,035	3,036	3,040	3,045	3,045	3,055	3,061	3,065	3,068	3,068
Oversea	41	42	41	41	43	45	45	45	46	46	46	47	47

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. ATP: Average Ticket Price

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