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

June 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%	3.5%	0.5%	3.5%							1.9%
Same Store Sales	0.8%	-1.0%	1.3%	2.6%	-0.4%	2.0%							0.9%
Same Store Traffic	-0.8%	-2.4%	-0.5%	0.9%	-1.8%	0.4%							-0.7%
Same Store ATP	1.6%	1.4%	1.8%	1.7%	1.4%	1.6%							1.6%

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
New Openings	6	3	5	10	5	10							39
Total # of Stores	3,064	3,055	3,061	3,075	3,079	3,090							3,090
International	*48*	*48*	*47*	*48*	*48*	*48*							*48*

**Note: 2 restaurants are temporarily closed due to brand conversion*

Highlights

In June 2017, sales for Skylark Group, including new store openings, increased 3.5% year on year, and same store sales increased 2.0% year on year. Fewer rainy days than last June generated a slightly positive impact to same store sales.

In June, most of our key brands revised their core menu offerings. As to limited-time offer menus, “Hawaiian” fair at Gusto, “Noodles with local special ingredients” fair at Bamiyan and “Premium beef, pork and summer vegetables” fair at Jonathan’s have been performing well. Collaboration campaigns with popular TV animation characters at Bamiyan and Steak Gusto also contributed to drive traffic.

In June, the Group opened 10 restaurants, of which 5 restaurants were Syabu-Yo.
On June 17th, the Group opened a new Hawaiian dining & café brand “La Ohana” by converting from another brand and it has been generating impressive sales over the first two weeks.

Gusto: Limited-time offer
Hawaiian taco rice



Bamiyan: Limited-time offer
Fried noodles with pork and vegetables with TOKUSHIMA sudachi citrus



La Ohana: New Hawaiian restaurant
Opened on June 17th (Yokohama)



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
International	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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