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

September 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%	2.1%	2.5%	3.3%				2.2%
Same Store Sales	0.8%	-1.0%	1.3%	2.6%	-0.4%	2.0%	0.6%	0.6%	1.2%				0.9%
Same Store Traffic	-0.8%	-2.4%	-0.5%	0.9%	-1.8%	0.4%	-0.3%	-0.1%	-0.5%				-0.5%
Same Store ATP	1.6%	1.4%	1.8%	1.7%	1.4%	1.6%	0.9%	0.7%	1.7%				1.4%

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
New Openings	6	3	5	10	5	10	13	8	8				68
Total # of Stores	3,064	3,055	3,061	3,075	3,079	3,090	3,104	3,109	3,117				3,117
International	*48*	*48*	*47*	*48*	*48*	*48*	*50*	*50*	*50*				*50*

Highlights

In September 2017, sales for the Skylark Group, including new store openings, increased 3.3% year on year, and same store sales increased 1.2% year on year.

We were able to achieve a positive result despite negative impacts from typhoon and the shortening of late night operating hours. The Group was able to successfully offset these "headwinds" by achieving greater operational efficiencies during peak and non-late night operating hours.
The Group started limited-time autumn promotional offerings at several brands including Gusto, Jonathan's, and Yumean, which are receiving favorable responses from customers.
Delivery and take-out sales have been performing well, with strong sales increase year on year.

Store development has been progressing as planned. In September, the Skylark Group opened 8 new stores, of which 3 restaurants were Tonkaratei, 1 was chawan, 1 was Syabu-Yo and the remaining 3 were other brands. From January to September 2017, the Group implemented 68 new store openings, 24 brand conversions and 236 remodels.

Gusto: Limited-time offer
Oyster and scallops set menu



Jonathan's: Limited-time offer
Deep fried *HIROSHIMA* oysters and hamberg with grated radish



Yumean: Limited-time offer
Oyster miso hot pot



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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