January 9, 2018
Skylark Co., Ltd.
(Code 3197)

December 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%	-2.7%	1.5%	1.2%	1.6%
Same Store Sales	0.8%	-1.0%	1.3%	2.6%	-0.4%	2.0%	0.6%	0.6%	1.2%	-5.1%	-1.2%	-1.5%	-0.0%
Same Store Traffic	-0.8%	-2.4%	-0.5%	0.9%	-1.8%	0.4%	-0.3%	-0.1%	-0.5%	-7.5%	-3.4%	-3.4%	-1.6%
Same Store ATP	1.6%	1.4%	1.8%	1.7%	1.4%	1.6%	0.9%	0.7%	1.7%	2.6%	2.3%	1.9%	1.6%

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
New Openings	6	3	5	10	5	10	13	8	8	17	5	7	97
Total # of Stores	3,064	3,055	3,061	3,075	3,079	3,090	3,104	3,109	3,117	3,133	3,139	3,144	3,144
International	*48*	*48*	*47*	*48*	*48*	*48*	*50*	*50*	*50*	*51*	*52*	*52*	*52*

Highlights

In December 2017, sales for the Skylark Group, including new store openings, increased 1.2% year on year and same store sales decreased 1.5% year on year. The shortening of late night operating hours also reduced sales by approx.1%.

The Skylark Group has been focusing on improvement in store operations by optimizing types of discount coupons and frequency of menu revisions. The Group confirmed the steady progress in store operational capabilities.
The Skylark Group successfully gained sales increase by accommodating customers' parties demands by adding private rooms for larger groups and improving party menus at Japanese cuisine brands such as Yumean and Aiya. Delivery and take-out sales have been performing well due to strong sales in House-made roast chicken.

In December, the Skylark Group opened 7 new stores, of which 3 restaurants were Syabu-Yo, 1 was chawan, 1 was Musashinomori Coffee and the remaining 2 were other brands. During 2017 the Group implemented 97 new store openings, 25 brand conversions and 295 remodels.

Number of restaurants as of end-December

Gusto	Bamiyan	Jonathan's	Yumean	Syaybu-Yo	Steak Gusto	Others	Total
1,367	332	301	194	181	137	632	3,144

Jonathan's: Limited-time offer
Deep-fried Canadian lobster & Hamburger



Yumean: Limited-time offer
Assorted Sashimi



Flo Prestige
Strawberry tart



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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