June 2018 Skylark Group Monthly IR Report

Jul 6, 2018
Skylark Holdings Co., Ltd.
(Code 3197)

2018

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	0.8%	2.4%	6.3%	3.4%	0.7%	6.3%							3.3%
Same Store	Sales	-2.1%	-0.8%	2.5%	-0.4%	-2.8%	2.9%							-0.1%
	Traffic	-3.7%	-2.3%	1.8%	-1.5%	-3.3%	1.8%							-1.2%
	ATP	1.7%	1.5%	0.8%	1.2%	0.6%	1.1%							1.1%
New Store Openings		9	9	15	8	5	10							56
Remodelings		19	35	34	22	25	31							166
Brand Conversions		3	2	3	2	0	1							11
# of Stores	Gusto	1,367	1,367	1,368	1,366	1,366	1,368							1,368
	Bamiyan	332	332	332	332	332	332							332
	Jonathan's	301	301	300	300	300	300							300
	Yumean	194	194	193	193	193	193							193
	Syabu-Yo	182	182	187	187	189	192							192
	Steak Gusto	137	137	138	138	138	139							139
	Overseas	53	54	54	54	53	54							54
	Other	586	593	600	607	608	609							609
	Total	3,152	3,160	3,172	3,177	3,179	3,187							3,187

Highlights

Overview

Total Sales: +6.3%, Same Store Sales: +2.9%

- In June, one more weekend day compare to last year generated positive impact of approx. 1.5% to the same store sales
- Total sales, including new store openings, continued to be in good trend and increased by 6.3% YoY

SSS

Traffic: +1.8%, Average Ticket Price: +1.1%

- The Skylark Group continues to make coupons more attractive after it had adjusted the number of coupons in the 4th quarter of 2017 in order to improve the quality of restaurant operations. The impact on traffic is back on course for recovery
- Core menu and limited-time offering items are renewed at several main brands such as Gusto, Bamiyan, Jonathan's and Yumean
- At Gusto limited-time offerings featured good value meal in summer are started from the 14th of June following "CheeseIN 399" fair
  Number of new customers has increased and contributed to sales growth at Gusto after an appearance of Gusto on TV show
- Implemented 31 remodeling of which 13 are Japanese brands such as Yumean and Aiya. This gives positive impacts on the same store sales

New Openings

10 new store openings of which 3 restaurants were Syabu-Yo, 2 were Karayoshi, 1 was in Taiwan and the remaining 4 were other brands, which is in line with our plan.

Other

- Delivery and take-out sales are increased by approx. 20% YoY

Highlights



Gusto: Limited-time offer
Korean Marinated Diced Chicken & cheese



Bamiyan: Limited-time offer
Eat-the-World Food Tour -Asia-



Yumean: Limited-time offer
Seafood Rice Bowl with HOKKAIDO Scallops

2017

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	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%
	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%
	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%

New Store Openings	6	3	5	10	5	10	13	8	8	17	5	7	97
Remodelings	25	32	38	34	40	35	23	9	34	23	2	0	295
Brand Conversions	0	4	7	6	3	2	1	0	1	0	1	0	25
# 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

Note

1 The data is consolidated domestic sales at restaurant level 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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