April 2019 Skylark Group Monthly IR Report

May 15, 2019
Skylark Holdings Co., Ltd.
(Code 3197)

2019

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	4.4%	5.6%	5.2%	3.4%									4.6%
Same Store	Sales	2.4%	3.3%	3.1%	1.2%									2.5%
	Traffic	2.2%	2.4%	0.2%	-1.1%									0.9%
	ATP	0.2%	0.9%	2.9%	2.3%									1.6%
New Store Openings		10	6	10	7									33
Remodels		12	18	31	18									79
Brand Conversions		4	11	10	13									38
# of Stores	Gusto	1,365	1,366	1,364	1,362									1,362
	Bamiyan	333	332	328	330									330
	Jonathan's	298	296	296	296									296
	Yumean	208	218	228	240									240
	Syabu-Yo	193	189	188	188									188
	Steak Gusto	138	136	136	136									136
	Overseas	58	58	57	57									57
	Other	602	606	612	616									616
	Total	3,195	3,201	3,209	3,225									3,225

Highlights

Overview Total Sales: +3.4%, Same Store Sales: +1.2%

- In April, bad weather conditions in the first half of the Golden Week generated a negative impact
- Total sales, including new store openings after 2018, increased by 3.4% YoY

SSS Traffic: -1.1%, Average Ticket Price: +2.3%

- Grand and limited-time offering menus at Gusto, Jonathan's, Bamiyan which were revised in March, continued to receive favorable responses from customers
- Yumean started limited-time offering "Early Summer Fair" from April 18. Among the menu items, the Tri-colored rice bowl with seafood is selling especially well (Picture in the next page)

New Openings 7 new stores were opened in April. Of which 3 were Syabu-Yo, 1 was Gusto, 1 was Musashinomori Coffee and the remaining 2 were other brands

Other

- Delivery sales increased by approx. 9% YoY and take-out sales increased by approx. 26% YoY
- Followed by last year, Karayoshi awarded a gold prize for the 2nd time (soy sauce flavor section in East Japan)

at the 10th Japan Fried Chicken Grand Prix sponsored by Japan Karaage Association (Picture in the next page)

- Start to prohibit smoking on the premises of all stores from September 1, as of end-April there are 553 stores totally non-smoking on the premises

Highlights



Yumean: Limited-time offering
Early Summer Fair



Karayoshi:
Awarded a gold prize at the Fried Chicken Grand Prix



Skylark Group:
Smoke-free Project

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%	1.2%	4.6%	5.4%	4.1%	3.4%	3.1%	3.5%
Same Store	Sales	-2.1%	-0.8%	2.5%	-0.4%	-2.8%	2.9%	-1.8%	1.8%	2.2%	1.4%	0.7%	0.7%	0.4%
	Traffic	-3.7%	-2.3%	1.8%	-1.5%	-3.3%	1.8%	-2.6%	1.2%	2.1%	2.3%	1.9%	1.9%	0.0%
	ATP	1.7%	1.5%	0.8%	1.2%	0.6%	1.1%	0.9%	0.5%	0.1%	-0.9%	-1.2%	-1.1%	0.4%

New Store Openings	9	9	15	8	5	10	10	7	5	3	5	3	89
Remodels	19	35	34	22	25	31	29	12	18	19	5	1	250
Brand Conversions	3	2	3	2	0	1	0	0	0	4	1	0	16
# of Stores	3,152	3,160	3,172	3,177	3,179	3,187	3,194	3,198	3,200	3,198	3,203	3,200	3,200

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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