August 2019 Skylark Group Monthly IR Report

Sep 6, 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%	6.4%	3.8%	-2.4%	4.4%					3.8%
Same Store	Sales	2.4%	3.3%	3.1%	1.2%	4.2%	1.8%	-4.3%	2.7%					1.8%
	Traffic	2.2%	2.4%	0.2%	-1.1%	-0.5%	-3.0%	-8.4%	-2.6%					-1.5%
	ATP	0.2%	0.9%	2.9%	2.3%	4.7%	4.9%	4.5%	5.5%					3.3%

New Store Openings		10	6	10	7	2	5	4	2					46
Remodels		12	18	31	18	15	18	19	12					143
Brand Conversions		4	11	10	13	11	2	8	0					59
# of Stores	Gusto	1,365	1,366	1,364	1,362	1,352	1,347	1,346	1,345					1,345
	Bamiyan	333	332	328	330	332	332	332	332					332
	Jonathan's	298	296	296	296	296	296	295	294					294
	Yumean	208	218	228	240	249	252	260	260					260
	Syabu-Yo	193	189	188	188	188	188	188	188					188
	Steak Gusto	138	136	136	136	135	135	135	135					135
	Overseas	58	58	57	57	57	57	57	57					57
	Other	602	606	612	616	616	617	619	618					618
	Total	3,195	3,201	3,209	3,225	3,225	3,224	3,232	3,229					3,229

*Total number of stores excludes stores that are temporarily closed for brand conversions

Highlights

Overview Total Sales: +4.4%, Same Store Sales: +2.7%

- Same store sales have shown stable growth despite of bad weather conditions
- Total sales, including new store openings after 2018, increased by 4.4% YoY

SSS Sales+2.7%, Traffic: -2.6%, Average Ticket Price: +5.5%

- Sales increased thanks to good sales of limited-time offerings and set menus despite that traffic decreased due smoking ban in restaurants and operating hour reduction
- Limited-time offerings at Gusto "Summer Collection Fair" as well as at Jonathan's "Lean beef steak fair" from July receive favorable responses from customers
- Bamiyan started limited-time offering "Ramen Road Fair" from August 29.
- At Syabu-Yo limited-time offering menu for summer holiday season using premium beef is selling well and resulted in average ticket price increase

New Openings 2 new stores were opened in August. Of which 2 were Karayoshi.

Other

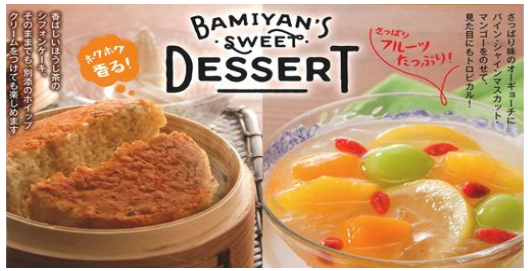
- The number of download of the Skylark apps exceeded 20mn
- The number of stores which offers UberEATS delivery increased from 193 as of end-2018 to 561 as of end-August 2019
- Start to prohibit smoking on the premises of all stores from September 1, as of end-August there are 2,270 non-smoking stores

Highlights



Bamiyan: Limited-time offering
Ramen Road Fair





Bamiyan:
New Dessert Menus



Syabu-Yo: All-You-Can-Drink
Bubble Tea

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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