March 2020 Skylark Group Monthly IR Report

Apr 6, 2020
Skylark Holdings Co., Ltd.
(Code 3197)

2020

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	0.0%	1.8%	-22.2%										-7.8%
Same Store	Sales	-2.4%	-0.4%	-23.9%										-9.8%
	Traffic	-6.2%	-4.7%	-25.8%										-13.0%
	ATP	4.1%	4.4%	2.6%										3.6%
New Store Openings		0	7	11										18
Store Renovations		0	0	10										10
Brand Conversions		2	6	4										12
# of Stores	Gusto	1,347	1,346	1,346										1,346
	Bamiyan	334	337	337										337
	Jonathan's	294	294	295										295
	Syabu-Yo	268	268	271										271
	Yumean	188	188	188										188
	Steak Gusto	137	137	137										137
	Overseas	61	60	60										60
	Other	622	622	627										627
	Total	3,251	3,252	3,261										3,261

*Total number of stores excludes 2 stores that are temporarily closed for remodeling

Highlights

Overview Total Sales: -22.2%, Same Store Sales: -23.9%

・ In March, sales declined severely due to the new coronavirus COVID-19 outbreak and one less weekend day compared to last year generated a negative impact

SSS Traffic: -25.8%, Average Ticket Price: +2.6%

・ Both eat-in sales and traffic declined sharply

・ In anticipation of increasing demand for delivery and take-out due to self-restraint, the content enhancement of food ordering sites has been implemented. As a result, take-out sales increased significantly. Delivery sales also exceeded the previous year

New Openings 11 new stores were opened in March. Of which 1 was Jonathan's, 3 were Syabu-Yo, 3 were Musashino Mori Coffee, and 4 were Karayoshi

Other

・ To prevent the new coronavirus COVID-19 infection, the Skylark group has been taking the measures such as having hand sanitizers at the entrance for the guests and our restaurant staff, using alcohol to disinfect restaurants, placing air sterilizers at restaurants, and leaving more space between guests

・ Digital Menu Book ("DMB") has been introduced at approx. 2,200 stores of multiple brands such as Gusto, Bamiyan, Jonathan's and Syabu-Yo, in order to improve customer convenience and store operational efficiency

Highlights



Delivery Site
Content Enhancement



Take-out Site
Content Enhancement



The Measures to Prevent Coronavirus

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%	3.4%	-5.6%	2.9%	-2.0%	2.4%
Same Store	Sales	2.4%	3.3%	3.1%	1.2%	4.2%	1.8%	-4.3%	2.7%	1.5%	-7.5%	0.7%	-4.4%	0.3%
	Traffic	2.2%	2.4%	0.2%	-1.1%	-0.5%	-3.0%	-8.4%	-2.6%	-4.4%	-11.1%	-2.8%	-7.5%	-3.2%
	ATP	0.2%	0.9%	2.9%	2.3%	4.7%	4.9%	4.5%	5.5%	6.2%	4.0%	3.6%	3.3%	3.6%

New Store Openings	10	6	10	7	3	5	4	2	11	9	9	10	86
Remodels	12	18	31	18	15	18	19	12	11	10	11	0	175
Brand Conversions	4	11	10	13	11	2	8	0	1	1	0	1	62
# of Stores	3,195	3,201	3,209	3,225	3,225	3,224	3,232	3,229	3,235	3,242	3,251	3,258	3,258

Note

1 The data is consolidated domestic sales at restaurant level and does not include overseas sales.

2 Total sales and Customer traffic are calculated on a monthly sales basis

3 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

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