April 2020 Skylark Group Monthly IR Report

May 8, 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%	-57.2%									-20.1%
Same Store	Sales	-2.4%	-0.4%	-23.9%	-58.2%									-21.9%
	Traffic	-6.2%	-4.7%	-25.8%	-59.6%									-24.6%
	ATP	4.1%	4.4%	2.6%	3.5%									3.6%
New Store Openings		0	7	11	13									31
Store Renovations		0	0	10	15									25
Brand Conversions		2	6	4	4									16
# of Stores	Gusto	1,347	1,346	1,346	1,351									1,351
	Bamiyan	334	337	337	340									340
	Jonathan's	294	294	295	295									295
	Syabu-Yo	268	268	271	272									272
	Yumean	188	188	188	188									188
	Steak Gusto	137	137	137	138									138
	Overseas	61	60	60	61									61
	Other	622	622	627	627									627
	Total	3,251	3,252	3,261	3,272									3,272

Highlights

Overview

Total Sales: -57.2%, Same Store Sales: -58.2%

・ By following the state of emergency, and self-restraining orders from local authorities, the Group shortened business hours at almost all stores, approx. 3,200 stores, and suspended operations at approx. 400 out of 3,200 stores. In result, business hours were shortened by 58% YonY

SSS

Traffic: -59.6%, Average Ticket Price: +3.5%

・ Both eat-in sales and traffic declined significantly after the declaration of a state of emergency

・ Delivery (implemented at approx. 1,500 stores) and take-out (implemented at approx. 2,800 stores) were expanded

In April, delivery sales increased by about 26%, take-out sales is about 2.5 times higher than the previous year

The Company continues to enhance delivery and take-out menus. At Gusto, take-out pizza and family-set are the best-selling items. At Bamiyan, take-out limited price Gyoza is selling well

New Openings

13 new stores were opened in April. Of which 5 were Gusto, 3 were Bamiyan, 2 were Syabu-Yo, 1 was Steak Gusto, 1 was Karayoshi, and the remaining 1 was in Taiwan

In Hokkaido, 5 new stores were opened. Of which 2 were Gusto, 1 was Steak Gusto, 1 was Bamiyan, and the remaining 1 was Syabu-Yo

Other

To prevent the new coronavirus COVID-19 infection, the Skylark group has been taking the measures such as making wearing face masks compulsory for all employees (masks were distributed to all employees), having hand sanitizers at the entrance for the guests and our restaurant staff, Improving workplace hygiene and employee health, cleaning and sanitizing restaurants using alcohol, placing air sterilizers at restaurants, and leaving more space between guests

Also, sanitizing delivery and take-out packages with alcohol as well as sanitizing food containers and delivery vehicles regularly

Highlights



Measures against the Infection Spread of the new coronavirus COVID-19

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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