May 2020 Skylark Group Monthly IR Report

Jun 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%	-46.6%								-25.4%
Same Store	Sales	-2.4%	-0.4%	-23.9%	-58.2%	-47.8%								-27.0%
	Traffic	-6.2%	-4.7%	-25.8%	-59.6%	-52.6%								-30.1%
	ATP	4.1%	4.4%	2.6%	3.5%	10.2%								4.3%
New Store Openings		0	7	11	13	5								36
Store Renovations		0	0	10	15	0								25
Brand Conversions		2	6	4	4	3								19
# of Stores	Gusto	1,347	1,346	1,346	1,351	1,351								1,351
	Bamiyan	334	337	337	340	341								341
	Jonathan's	294	294	295	295	294								294
	Syabu-Yo	268	268	271	272	274								274
	Yumean	188	188	188	188	188								188
	Steak Gusto	137	137	137	138	138								138
	Overseas	61	60	60	61	61								61
	Other	622	622	627	627	622								622
	Total	3,251	3,252	3,261	3,272	3,269								3,269

*Total number of stores excludes 4 store that are temporarily closed for brand conversions

Highlights

Overview

Total Sales: -46.6%, Same Store Sales: -47.8%

・ In the begging of May, the Group shortened restaurant's operating hours till 20:00 at almost all stores, by following the state of emergency, and self-restraining orders from local authorities

・ After the lifting of the state of the emergency, restaurants' closing hours were sequentially extended to 22:00. Overall sales shown gradual recovery towards the end of May, except some stores in business districts and tourist spots in Tokyo

・ Delivery and take-out sales were strong during the Golden Week as many people stayed at home. Especially, take-out sales of Gusto, Karayoshi, Tonkara-tei, and Totoyamichi were high

SSS

Traffic: -52.6%, Average Ticket Price: +10.2%

・ The Group continues to enhance common menus to eat-in, delivery and take-out. Also, the it started offering combination of main and side dishes without rice for delivery and take-out

・ As eat-in traffic declined sharply due to self-restraining orders, management is optimizing menus to minimize food loss and tightening control of ingredients

・ In May, delivery sales increased by approx. 60%, take-out sales is approx. 4.3 times higher than the previous year
Awareness of Skylark group's take-out expanded due to increased number of postings and leaflets. The number of take-out site's registrants is 1.4 times higher than April

New Openings

5 new stores were opened in May. Of which 2 were Syabu-Yo, 2 were Karayoshi, and 1 was Bamiyan
As of end-May, the number of Karayoshi stores is 91 after 2 stores of other brands converted into Karayoshi

Other

Putting the safety of our customers and employees first, we will continue to implement the COVID-19 Control Measures onwards
The number of Skylark apps registrants is increased 1.5 times compared to the previous month due to cross-brand app registration promotion
In response to upcoming consumer trends, the company announced that its restaurants' closing hour to be shortened to 23:30

Highlights





The COVID-19 Control Measures (In-Store)



The COVID-19 Control Measures (Delivery)

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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