# June 2020 Skylark Group Monthly IR Report

Jul 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% | -57.2% | -46.6% | -29.2% | | | | | | | -26.0% |
| Same Store | Sales | -2.4% | -0.4% | -23.9% | -58.2% | -47.8% | -30.6% | | | | | | | -27.6% |
| | Traffic | -6.2% | -4.7% | -25.8% | -59.6% | -52.6% | -34.1% | | | | | | | -30.7% |
| | ATP | 4.1% | 4.4% | 2.6% | 3.5% | 10.2% | 5.3% | | | | | | | 4.5% |

| | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| New Store Openings | | 0 | 7 | 11 | 13 | 5 | 1 | | | | | | | 37 |
| Store Renovations | | 0 | 0 | 10 | 15 | 0 | 0 | | | | | | | 25 |
| Brand Conversions | | 2 | 6 | 4 | 4 | 3 | 5 | | | | | | | 24 |
| # of Stores | Gusto | 1,347 | 1,346 | 1,346 | 1,351 | 1,351 | 1,349 | | | | | | | 1,349 |
| | Bamiyan | 334 | 337 | 337 | 340 | 341 | 341 | | | | | | | 341 |
| | Jonathan's | 294 | 294 | 295 | 295 | 294 | 291 | | | | | | | 291 |
| | Syabu-Yo | 268 | 268 | 271 | 272 | 274 | 274 | | | | | | | 274 |
| | Yumean | 188 | 188 | 188 | 188 | 188 | 188 | | | | | | | 188 |
| | Steak Gusto | 137 | 137 | 137 | 138 | 138 | 136 | | | | | | | 136 |
| | Overseas | 61 | 60 | 60 | 61 | 61 | 62 | | | | | | | 62 |
| | Other | 622 | 622 | 627 | 627 | 622 | 620 | | | | | | | 620 |
| | Total | 3,251 | 3,252 | 3,261 | 3,272 | 3,269 | 3,261 | | | | | | | 3,261 |

*Total number of stores excludes 3 stores that are temporarily closed for brand conversions

## Highlights

**Overview**

Total Sales: -29.2%, Same Store Sales: -30.6%

・ From June 1, the Group extended restaurant's operating hours till 23:30 at stores in all regions except Tokyo and Kanagawa. By June 22, restaurants' operating hours at all stores nationwide resumed (Tokyo in June 14, and Kanagawa in June 21)

・ Eat-in sales in June increased compared to the previous month. Also, YoY sales of delivery and take-out continued to show considerable growth

**SSS**

Traffic: -34.1%, Average Ticket Price: +5.3%

・ At Gusto, reasonably priced menu items were enhanced at menu revision in June 18. The pricing starts from 499 yen and there was increase in common menus to eat-in, delivery and take-out

・ Take-out menu promotions are offered at main brands, such as Gusto's 10 Karaage for 399 yen and Bamiyan's Yu Lin Chi (Chinese Fried Chicken with special sauce) for 399 yen. The number of take-out site's registrants is 7 times higher than this January. The group has successfully enhanced its customer base to obtain more repeaters

・ Almost all eat-in menus became available in June, whereas management was previously optimizing menus to minimize food loss due to traffic decline

・ In June, delivery sales increased by approx. 33%, take-out sales is approx. 2.8 times higher than the previous year

**New Openings**

1 new store was opened in June. Of which was Syabu-Yo in Taiwan

As of end-June, the number of Karayoshi stores is 96 after 5 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

Shopping bags continue to be offered to our customers for free. At all Skylark restaurants (approx. 2,800 stores such as Gusto, Jonathan's, Bamiyan and Yumean) to use biomass plastic take-out and shopping bags

## Highlights




The COVID-19 Control Measures (In-Store)




Gusto: TV show - Take-out and Delivery 10 best-selling items

**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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