July 2020 Skylark Group Monthly IR Report

Aug 13, 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%	-25.2%						-25.9%
Same Store	Sales	-2.4%	-0.4%	-23.9%	-58.2%	-47.8%	-30.6%	-26.4%						-27.4%
	Traffic	-6.2%	-4.7%	-25.8%	-59.6%	-52.6%	-34.1%	-29.8%						-30.6%
	ATP	4.1%	4.4%	2.6%	3.5%	10.2%	5.3%	4.8%						4.5%

New Store Openings		0	7	11	13	5	1	3						40
Store Renovations		0	0	10	15	0	0	0						25
Brand Conversions		2	6	4	4	3	5	4						28
# of Stores	Gusto	1,347	1,346	1,346	1,351	1,351	1,349	1,344						1,344
	Bamiyan	334	337	337	340	341	341	339						339
	Jonathan's	294	294	295	295	294	291	288						288
	Syabu-Yo	268	268	271	272	274	274	274						274
	Yumean	188	188	188	188	188	188	188						188
	Steak Gusto	137	137	137	138	138	136	135						135
	Overseas	61	60	60	61	61	62	62						62
	Other	622	622	627	627	622	620	609						609
	Total	3,251	3,252	3,261	3,272	3,269	3,261	3,239						3,239

Highlights

Overview

Total Sales: -25.2%, Same Store Sales: -26.4%

- Sales recovery slowed down due to the nationwide COVID-19 infections surge from end-July
- From July 1, new restaurant's operating hours started. All stores' closing time changed to 23:30 as a response to post-COVID lifestyle changes. This operating hours' shortening generated a negative impact on sales

SSS

Traffic: -29.8%, Average Ticket Price: +4.8%

- As a feast menu for eating out, the Skylark Group introduced a steak menu such as "Beef rib loin steak shalyapin sauce" at Gusto and "Seafood summer Chinese food" with a luxurious visual sense at Bamiyan
- As many summer vacation events are cancelled, the Group offers a game campaign uses a digital menu book to make children happy
- The group strengthen take-out sales. Start takeout sales of "Karayoshi" fried chicken at Gusto, frozen dumpling product at Bamiyan and shabu-shabu set at Syabu-Yo
- At Aiya, Japanese brand eel sales are strong every summer. And this year, takeout sales of eel are particularly strong
- In July, delivery sales increased by approx. 42%, take-out sales is approx. 2.4 times higher than the previous year

Other

The Group continues to promote the COVID-19 prevention measures inside and outside the store in accordance with the guidelines of the government.
From August, shorten store operating hours as needed in response to requests from local governments to prevent the spread of the COVID-19
The Group Introduce Sharing Delivery® from Demaekan at approximately 270 stores of 9 brands

Highlights



Take-out: Karayoshi's Karaage became available at Gusto



Take-out: Bamiyan's frozen gyoza



Take-out: Shabu-shabu package

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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