August 2020 Skylark Group Monthly IR Report

Sep 7, 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%					-25.9%
Same Store	Sales	-2.4%	-0.4%	-23.9%	-58.2%	-47.8%	-30.6%	-26.4%	-26.8%					-27.4%
	Traffic	-6.2%	-4.7%	-25.8%	-59.6%	-52.6%	-34.1%	-29.8%	-30.9%					-30.6%
	ATP	4.1%	4.4%	2.6%	3.5%	10.2%	5.3%	4.8%	5.9%					4.7%

New Store Openings		0	7	11	13	5	1	3	2					42
Store Renovations		0	0	10	15	0	0	0	0					25
Brand Conversions		2	6	4	4	3	5	4	0					28
# of Stores	Gusto	1,347	1,346	1,346	1,351	1,351	1,349	1,344	1,344					1,344
	Bamiyan	334	337	337	340	341	341	339	338					338
	Jonathan's	294	294	295	295	294	291	288	285					285
	Syabu-Yo	268	268	271	272	274	274	274	270					270
	Yumean	188	188	188	188	188	188	188	188					188
	Steak Gusto	137	137	137	138	138	136	135	135					135
	Overseas	61	60	60	61	61	62	62	63					63
	Other	622	622	627	627	622	620	609	599					599
	Total	3,251	3,252	3,261	3,272	3,269	3,261	3,239	3,222					3,222

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

Highlights

Overview

Total Sales: -25.9%, Same Store Sales: -26.8%

・ In the beginning of August, sales recovery was slow due to the COVID-19 infections resurge continuing from July, however, sales are on the recovery trend from late August

・ Upon local authorities' requests, Skylark Group shortened restaurants' operating hours, this generated a negative impact on sales

・ Ttraffic in summer holiday season declined as many summer holiday events and discouraged long distance travel as well as seniors refrained from going out due to the intense heat

SSS

Traffic: -30.9%, Average Ticket Price: +5.9%

・ Summer seasonal menu items such as Gusto's "Cold noodles" and Bamiyan's "Cold Chinese-style noodles" "Cold tan-tan noodles" are selling well as hot weather continues from the beginning of August

・ The post COVID-19 dining out trends show that demands for restaurants with specialty menu items are increasing. In response, the group started selling Sushi at Aiya and Yumean

・ In August, various take-out promotions were implemented such as Bamiyan's Mapo Tofu at 399 yen and Jonathan's popular chicken dish at half-price. Grazie Gardens also started selling take-out pizzas at 500 yen, aiming to expand its sales channels

・ In August, delivery sales increased by approx. 39%, take-out sales is approx. 2.4 times higher than the previous year

Other

On August 21, the first restaurant (Shabu-Yo) opened in Malaysia (on the 3rd floor of Sunway Velocity Mall in Kuala Lumpur)

The Group continues to promote the COVID-19 prevention measures inside and outside the store in accordance with the guidelines of the government

Part of the prevention measures is ventilation system which brings in outside fresh air into restaurants once in 10 minutes

Highlights







The COVID-19 Control Measures (In-Store)

Syabu-Yo: Shabu-shabu dipping-sauce rankings

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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