December 2020 Skylark Group Monthly IR Report

Jan 6, 2021
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%	-21.0%	-11.1%	-15.7%	-23.9%	-23.4%
Same Store	Sales	-2.4%	-0.4%	-23.9%	-58.2%	-47.8%	-30.6%	-26.4%	-26.8%	-21.7%	-11.6%	-14.9%	-21.9%	-24.3%
	Traffic	-6.2%	-4.7%	-25.8%	-59.6%	-52.6%	-34.1%	-29.8%	-30.9%	-25.2%	-16.4%	-20.9%	-27.7%	-28.1%
	ATP	4.1%	4.4%	2.6%	3.5%	10.2%	5.3%	4.8%	5.9%	4.6%	5.7%	7.5%	8.0%	5.3%

New Store Openings		0	7	11	13	5	1	3	2	3	0	0	1	46
Store Renovations		0	0	10	15	0	0	0	0	0	0	0	0	25
Brand Conversions		2	6	4	4	3	5	4	0	2	1	7	15	53
# of Stores	Gusto	1,347	1,346	1,346	1,351	1,351	1,349	1,344	1,344	1,341	1,334	1,321	1,326	1,326
	Bamiyan	334	337	337	340	341	341	339	338	339	340	337	338	338
	Jonathan's	294	294	295	295	294	291	288	285	284	284	262	249	249
	Syabu-Yo	268	268	271	272	274	274	274	270	269	266	261	263	263
	Yumean	188	188	188	188	188	188	188	188	188	186	182	182	182
	Steak Gusto	137	137	137	138	138	136	135	135	135	135	130	128	128
	Overseas	61	60	60	61	61	62	62	63	62	62	62	62	62
	Other	622	622	627	627	622	620	609	599	599	594	576	571	571
	Total	3,251	3,252	3,261	3,272	3,269	3,261	3,239	3,222	3,217	3,201	3,131	3,119	3,119

*Total number of stores excludes 7 stores that are temporarily closed for store renovations

Highlights

■ Overview

Total Sales: -23.9%, Same Store Sales: -21.9%

・ The COVID-19 cases has continued to surge across the nation since the second half of November

・ The Company shortened some restaurants' operating hours by following the requests from local authorities

■ SSS

Traffic: -27.7%, Average Ticket Price: +8.0%

・ Skylark Group's each brand offered limited-time delivery and take-out items such as sharing plates and assorted Sushi for special occasions at the end and beginning of the year

・ In December delivery sales increased by approx. 50%, take-out sales is approx. twice higher than the previous year

・ The Company enhanced its limited-time special occasion menus such as Gusto's "Winter Seafood Paradise", Jonathan's menus with beef fillet and shark fin. Bamiyan's "Shark Fin Rice with Thick Starchy Sauce" and "Shark Fin Ramen with Thick Starchy Sauce" are also selling well for delivery and take-out

・ The Go To Eat Campaign related sales declined due to local authorities' policy to pause selling Premium Meal Vouchers and its usage control

■ Store Development

・ In the year of 2020, the Group implemented 46 new openings, 25 renovations and 53 brand conversions

・ In December 6 out of 15 brand conversions are into Gusto, with aim of expanding the Group's delivery areas

・ The 3rd store of Hawaiian Dining and Café "La Ohana" was opened on December 24 in Kanagawa prefecture by converting from another format

■ the COVID-19 Prevention Measures

The Group continues to promote the COVID-19 prevention measures for customers and employees; store, such as asking for customers' cooperation to wear masks before and after meals, placing partitions, frequently sanitizing inside and outside of stores, and using ventilation system which brings in outside fresh air into restaurants

Highlights





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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