July 2021 Skylark Group Monthly IR Report (Flash Figures)

Aug 3, 2021
Skylark Holdings Co., Ltd.
(Code 3197)

Preliminary figures for the most recent month
The finalized figures will be disclosed at the time of financial results announcement on August 13

2021 vs. 2020

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	-35.3%	-30.8%	-8.8%	60.9%	23.1%	-12.3%	-4.7%						-8.4%
Same Store	Sales	-33.5%	-29.1%	-6.3%	64.6%	28.6%	-7.5%	0.3%						-5.0%
	Traffic *1	-38.7%	-34.9%	-13.9%	54.6%	29.1%	-9.5%	-4.3%						-10.4%
	ATP *2	8.6%	8.9%	8.9%	6.5%	-0.4%	2.2%	4.7%						6.0%
New Store Openings		10	7	4	6	2	1	7						37
Store Renovations		0	0	0	2	0	0	0						2
Brand Conversions		9	21	10	10	4	0	4						58
# of Stores	Gusto	1,327	1,336	1,333	1,335	1,335	1,333	1,333						1,333
	Bamiyan	337	340	339	339	340	340	342						342
	Syabu-Yo	265	268	272	275	275	274	274						274
	Jonathan's	242	232	227	224	223	220	220						220
	Yumean	181	180	174	174	174	174	174						174
	Steak Gusto	126	126	126	125	125	125	124						124
	Overseas	62	62	63	64	65	64	66						66
	Other	567	573	570	573	575	574	578						578
	Total	3,107	3,117	3,104	3,109	3,112	3,104	3,111						3,111

*Total number of stores excludes 1 stores that are temporarily closed for store renovations

2021 vs. 2019

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Same Store Sales	-34.7%	-29.3%	-29.1%	-30.0%	-33.0%	-35.3%	-25.4%						-31.0%

*1 Customer traffic compared to the previous year excludes number of take-out customers

*2 ATP compared to the previous year is calculated from total sales including take-out sales

Highlights

■ Overview

Same Store Sales (vs. 2020): -0.3%, Same Store Sales (vs. 2019): -25.4%

・ In July, approx. 1,950 stores continued to shorten business hours by following local authorities' stricter measures to prevent the spread of the COVID-19

■ Menu & Promotions

・ From mid-July, Group-wide take-out campaign started as demands for ready-to-eat meals increased. Limited-time special offerings began at Gusto, Bamiyan, Jonathan's, Yumean, Steak Gusto and Karayoshi. Gusto's ¥399 (before tax) Margherita pizza, Karayoshi's karaage & fried potatoes set, Bamiyan's summer special plate, and Jonathan's Antipasto & Pizza set are receiving favorable responses from customers

・ From July 21, limited-time offerings "Uruguayan beef steak & Hokkaido scallops" fair started at Steak Gusto
Uruguayan beef steak is filling and reasonable, whereas Hokkaido scallops are recommended for seniors and female customers

・ By following Japanese tradition, Yumean and Aiya implemented limited-time offering "Domestic grilled eel on rice" for a midsummer day of the OX

■ Store Development

・ New opening: 1 of each was Bamiyan, Musashinomori Coffee, Karayoshi, the second Cloud kitchen concept (Gusto, Bamiyan & Karayoshi), and FLO Prestige, and 2 of each were in Taiwan

・ Brand conversions: 2 of each was La Ohana, 1 of each was Bamiyan and Musashinomori Coffee

■ Others

・ Skylark app function update: Credit card pre-payment are now available for take-out orders on in-house app

・ Bamiyan re-opened in Sapporo, Hokkaido for the first time in 13 years as well as the first Karayoshi opened on the same site

・ The Company started the COVID-19 workplace vaccinations. Total of 1,200 employees received the second-dose vaccine by the end of July

Highlights

Converted Musashinomori Coffee in Musashino, Tokyo (Opened: July 22)







2020 vs. 2019

(%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	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

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 for YoY sales comparison 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, but excludes traffic from take-out business *
*Customer traffic from delivery = Delivery sales / Average check

4 Same store for sales compare to 2019 is defined as a store which has been open for 25 months or longer (includes stores which underwent brand conversion)

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