July 2021 Skylark Group Monthly IR Report (Final)

Aug 13, 2021
Skylark Holdings Co., Ltd.
(Code 3197)

We have changed the definition of Customer Traffic to change as below, from Monthly IR Reports issued today.

Previously, Traffic YoY did not include take-out traffic, so increases in take-out sales were only reflected in our ATP figures.
However, significant growth in take-out sales due to COVID-19 has increased the gap between reported and actual figures for Traffic YoY and ATP YoY, so we will retroactively adjust figures from January 2020.

Changes in Traffic Calculation Methods

[New Calculation Method]

Eat-In Traffic + Delivery Traffic (Delivery Total Sales/Eat-In ATP) + Take Out Traffic (Take Out Total Sales/Eat-In ATP)

[Old Calculation Method]

Eat-In Traffic + Delivery Traffic (Delivery Total Sales/Previous ATP calculated with Take-Out GC as zero)

This change of definition is only a change in the breakdown, so Sales YoY and Sales vs 2019 remain as has been reported.

（New Calculation Method）2021：YoY

(%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	-30.8%	-26.8%	-6.5%	45.7%	15.3%	-7.9%	-0.8%						-6.1%
	ATP※2	-3.9%	-3.1%	0.3%	13.0%	11.6%	0.5%	1.0%						1.2%

※1 YoY Customer traffic includes traffic from both the delivery and take-out businesses
※2 YoY ATP only includes ATP from Eat-In

（Old Calculation Method）2021：YoY

(%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※3	-38.7%	-34.9%	-13.9%	54.6%	29.1%	-9.5%	-4.2%						-10.4%
	ATP※4	8.6%	8.9%	8.9%	6.5%	-0.4%	2.2%	4.7%						6.0%

※3 YoY Customer traffic does not include take-out traffic

※4 YoY ATP is calculated from total sales including take-out sales

（Remains unchanged）2021：vs 2019

		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Same Store	Sales vs 2019	-34.7%	-29.3%	-29.1%	-30.0%	-33.0%	-35.3%	-25.3%						-31.0%

（New Calculation Method）2020：YoY

(%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	-5.7%	-3.7%	-24.0%	-52.3%	-39.0%	-27.3%	-24.4%	-25.6%	-20.5%	-12.2%	-16.2%	-21.8%	-23.1%
	ATP	3.6%	3.4%	0.2%	-12.3%	-14.4%	-4.6%	-2.8%	-1.6%	-1.5%	0.7%	1.6%	-0.1%	-1.6%

Notes

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 (vs LY) is defined as a store which has been open for 13 months or longer (includes stores which have undergone brand conversions)
Customer traffic includes traffic from the delivery and take-out businessed calculated in the below manner*
*Customer traffic from delivery = Delivery sales / ATP
*Customer traffic from take-out = Take-out sales / ATP

4 Same store (vs 2019) is defined as a store which has been open for 25 months or longer (includes stores which have undergone brand conversions)

（Old Calculation Method）2020：YoY

(%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%

Notes

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 (vs LY) is defined as a store which has been open for 13 months or longer (includes stores which have undergone brand conversions)
Customer traffic includes traffic from the delivery business calculated in the below manner, but does not include traffic from the take-out business *
*Customer traffic from delivery = Delivery sales / ATP

4 Same store (vs 2019) is defined as a store which has been open for 25 months or longer (includes stores which have undergone brand conversions)

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