October 2021 Skylark Group Monthly IR Report (Flash Figures)

These are preliminary figures for the most recent month.
The finalized figures will be disclosed in the next month's report.

Nov 2, 2021
Skylark Holdings Co., Ltd.
(Code 3197)

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%	25.7%	-10.2%	-2.3%	-18.4%	-22.6%	-9.6%			-10.5%
Same Store	Sales	-33.5%	-29.1%	-6.3%	64.6%	28.6%	-7.5%	0.3%	-16.7%	-20.6%	-7.1%			-8.2%
	Traffic *1	-30.8%	-26.8%	-6.5%	45.7%	15.3%	-7.9%	-0.8%	-14.4%	-16.5%	-7.5%			-8.3%
	ATP *2	-3.9%	-3.1%	0.3%	13.0%	11.6%	0.5%	1.0%	-2.7%	-4.9%	0.4%			0.1%
New Store Openings		10	7	4	6	2	1	7	0	1	1			39
Store Renovations		0	0	0	2	0	0	0	0	1	0			3
Brand Conversions		9	21	10	10	4	0	4	0	3	3			64
# of Stores	Gusto	1,327	1,336	1,333	1,335	1,335	1,333	1,333	1,333	1,330	1,331			1,331
	Bamiyan	337	340	339	339	340	340	342	342	344	344			344
	Syabu-Yo	265	268	272	275	275	274	274	274	274	274			274
	Jonathan's	242	232	227	224	223	220	220	220	216	213			213
	Yumean	181	180	174	174	174	174	174	174	174	174			174
	Steak Gusto	126	126	126	125	125	125	124	124	122	122			122
	Overseas	62	62	63	64	65	64	66	65	66	67			67
	Other	567	573	570	573	575	574	578	576	575	572			572
	Total	3,107	3,117	3,104	3,109	3,112	3,104	3,111	3,108	3,101	3,097			3,097

*Total number of stores excludes 6 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%	-25.3%	-38.5%	-37.5%	-17.4%			-31.3%

Highlights

■ Overview

Same Store Sales (vs. 2020): -7.1%, Same Store Sales (vs. 2019): -17.4%

- State of emergency and local government measures were lifted on October 1. However, due to gradual resuming of normal operations, approx. 2,000 stores continued to operate longer but shortened operating hours. Sales of alcoholic beverages resumed, but only until 8pm in most regions. Upto October 24, approx. 1,600 stores continued to shorten opening hours - not yet a full reopening of stores.

■ Menu & Promotions

- With the lifting of the state of emergency, the number of dinner customers returned, with 210% and 290% traffic increases seen in Gusto and Syabu-yo, respectively.
- Syabu-yo saw a 220% increase in customer groups of 5 or more, compared to the period under the state of emergency.
- The number of reservations is also increasing, with Yumean and Aiya's with-reservation sales increasing by 370% and 320%, respectively.
- In October, sales including alcohol almost doubled at Syabu-yo and Bamiyan compared to September.
- "Platinum Passport", a discount program for seniors introduced last month to increase the frequency of visits to the store, has already been used by 690,000 people, which is more than 50% of Gusto's senior customer base during this period.

■ Store Development

- New store openings: Gusto in a shopping mall in Chiba Prefecture
- Brand conversions: Brand conversions to 2 Bamiyans (domestic); 1 Syabu-yo in Taiwan

■ Others

- As part of our sustainability efforts, we have announced that we will switch disposable cutlery (for take-out and delivery orders) from biomass plastic-made to wood-made starting January 2022.
- We have announced that we will introduce approx. 2,200 restaurant service robots into Gusto, Syabu-yo, and other restaurants by the end of 2022. We expect that this will improve customer satisfaction, as well as contribute to securing and retaining employees by creating a better work environment for our employees.

Highlights







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	-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%

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 (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 businesses calculated in the below manner*
*Customer traffic from delivery = Delivery sales / ATP for Eat-in
*Customer traffic from take-out = Take-out sales / ATP for Eat-in

4 YoY ATP only includes ATP from Eat-In

5 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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