March 2022 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.

Apr 4, 2022
Skylark Holdings Co., Ltd.
(Code 3197)

2022 vs. 2021

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	115.1%	92.3%	98.4%										101.8%
Same Store	Sales	115.8%	93.1%	99.0%										102.5%
	Traffic	111.8%	94.0%	98.7%										101.4%
	ATP	103.6%	99.0%	100.4%										101.1%

New Store Openings		4	1	1										6
Remodeling		22	13	15										50
Brand Conversions		3	3	2										8
# of Stores	Gusto	1,329	1,328	1,326										1,326
	Bamiyan	351	353	354										354
	Syabu-Yo	274	274	275										275
	Jonathan's	210	210	210										210
	Yumean	174	174	174										174
	Steak Gusto	116	115	114										114
	Overseas	69	70	71										71
	Other	576	573	570										570
	Total	3,099	3,097	3,094										3,094

*Total number of stores excludes 4 stores that are temporarily closed for store renovations

2022 vs. 2019

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Same Store Sales	75.5%	65.7%	71.0%										71.0%

Highlights

■ Overview

Same Store Sales (vs. 2021): 99.0%, Same Store Sales (vs. 2019): 71.0%

- Due to a further extension of government measures against COVID-19, shortening of operating hours and alcohol service hours remained in place until Mar 21 in many areas.
- With all government measures cleared, sales and traffic increased steadily, with young families being more active, especially on weekends.
- Shabu-yo is making a marked recovery in both lunch and dinner dayparts, gaining spring break customers as well as customers finally being able to enjoy dining out.
- Customer traffic grew in Gusto, Bamiyan and Yumean due to an increase in affordable menus. In addition, average ticket price increased from a revision in set menus.
- Average ticket price also grew at Jonathan's as a result of its grand menu revision on Mar 17.

■ Menu & Promotions

- Special prices offered for take-out menus targeting families choosing to stay home (3rd campaign: Mar 4-21).
  Promoted take-out usage in Gusto, Bamiyan and Steak Gusto.
- Gusto, in commemoration of the 30th anniversary of the brand, began offering a special sirloin steak menu from Mar 24, which contributed to higher ATP.
- Bamiyan's new fair of large volume menus towards spring break demands started from Mar 24 after the lifting of shortened business hours; fried chicken steak on fried rice with gyoza dumplings is selling well.
- From Mar 24, Yumean re-introduced its previously popular Snow Crab LTO menus; very popular, selling 170% vs January LTO menus.

■ Store Development

- In March: 1 new store opening, 15 remodels, 2 brand conversions
  - New store opening of 1 Shabu-yo in Taiwan
  - Brand conversions to 1 Bamiyan and 1 Shabu-yo

■ Others

- 12 new items added to e-commerce line-up from Mar 8. E-commerce shopping is available from the Skylark app from Mar 23.
- Since last year, a total of 953 floor service robots have been introduced in 659 stores by Mar 31.

Highlights



2021 vs. 2020

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	64.7%	69.2%	91.2%	160.9%	125.7%	89.8%	97.7%	81.6%	77.4%	90.4%	93.2%	113.5%	91.8%
Same Store	Sales	66.5%	70.9%	93.7%	164.6%	128.6%	92.5%	100.3%	83.3%	79.4%	92.9%	95.3%	114.4%	94.1%
	Traffic	69.2%	73.2%	93.5%	145.7%	115.3%	92.1%	99.2%	85.6%	83.5%	92.5%	94.5%	114.0%	93.8%
	ATP	96.1%	96.9%	100.3%	113.0%	111.6%	100.5%	101.0%	97.3%	95.1%	100.4%	100.8%	100.4%	100.3%

New Store Openings	10	7	4	6	2	1	7	0	1	1	0	1	40
Store Renovations	0	0	0	2	0	0	0	0	1	20	42	41	106
Brand Conversions	9	21	10	10	4	0	4	0	3	3	4	5	73
# of Stores	3,107	3,117	3,104	3,109	3,112	3,104	3,111	3,108	3,101	3,097	3,094	3,094	3,094

2021 vs. 2019

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Same Store Sales	65.3%	70.7%	70.9%	70.0%	67.0%	64.7%	74.7%	61.5%	62.5%	82.5%	81.0%	89.8%	71.4%

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)
6 From February 2022, percentages are shown from a 100% base

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