April 2022 Skylark Group Monthly IR Report (Final Figures)

May 9, 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%	109.9%									103.9%
Same Store	Sales	115.8%	93.1%	99.0%	110.6%									104.5%
	Traffic	111.8%	94.0%	98.7%	107.5%									102.9%
	ATP	103.6%	99.0%	100.4%	102.9%									101.6%

New Store Openings		4	1	1	0									6
Remodeling		22	13	15	31									81
Brand Conversions		3	3	2	5									13
# of Stores	Gusto	1,329	1,328	1,326	1,324									1,324
	Bamiyan	351	353	354	356									356
	Syabu-Yo	274	274	275	276									276
	Jonathan's	210	210	210	209									209
	Yumean	174	174	174	174									174
	Steak Gusto	116	115	114	112									112
	Overseas	69	70	71	71									71
	Other	576	573	570	571									571
	Total	3,099	3,097	3,094	3,093									3,093

*Total number of stores excludes 1 store 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%	77.4%									72.6%

Highlights

■ Overview

Same Store Sales (vs. 2021): 110.6%, Same Store Sales (vs. 2019): 77.4%

- With all government measures lifted and the start of spring break, first week sales was 84% vs 2019; families especially returned to our restaurants.
- Due to the decline in disposable income from price increases in household goods and utilities costs, sales after the second week was 76% vs 2019.
- By daypart: dinner time traffic per store was 118% vs last month.
- Average check: average ticket price increased by 2.9%, with many customers enjoying dining out after refraining for a long while.
- Party size: customers visiting in a party of two or more was 104% vs last month.

■ Menu & Promotions

- Gusto: Menu revision on Apr 14 introduced new hamburg menus made of meat-within-meat process, and sales of hamburg menus increased by 32%(UPH).
- Bamiyan: Grand menu revision on Apr 21 enhanced menu lineup at pricelines with high buying volumes;the popular Bamiyan Ramen sales increased by 18%.
- Yumean: Fair menu revision on Apr 20; the popular Etchu-Toyama Fair from last year came back. Fair menu sales increased to 137% vs other fairs.
- Promotions: Almost all promotions were halted due to operational burdens on stores. Will resume promotions from next month.
- Others: Alcohol sales at Bamiyan increased to 107%; party reservations at our Japanese brands increased to 111%.

■ Store Development

- In April: 31 remodels, 5 brand conversions
  - Brand conversions to 2 Bamiyans, 1 Shabu-Yo and 1 La Ohana

■ Others

- Since last year, a total of 1,257 floor service robots have been introduced in 883 stores by Apr 30.
- Inflation impact: Prices increased for beef, chicken, seafood and cooking oils.

Highlights







La Ohana in Utsunomiya (Conversion from Aiya)

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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