July 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.

Aug 2, 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%	121.3%	125.2%	117.0%						111.1%
Same Store	Sales	115.8%	93.0%	99.0%	110.6%	122.0%	126.0%	118.0%						111.9%
	Traffic	111.8%	94.0%	98.6%	107.5%	114.8%	125.4%	116.3%						109.6%
	ATP	103.6%	99.0%	100.4%	102.9%	106.3%	100.5%	101.4%						102.0%
New Store Openings		4	1	1	0	1	0	0						7
Remodeling		22	17	14	26	35	27	31						172
Brand Conversions		3	3	2	5	0	0	2						15
# of Stores	Gusto	1,329	1,328	1,326	1,324	1,323	1,323	1,323						1,323
	Bamiyan	351	353	354	356	356	356	356						356
	Syabu-Yo	274	274	275	276	276	275	275						275
	Jonathan's	210	210	210	209	208	208	208						208
	Yumean	174	174	174	174	174	174	174						174
	Steak Gusto	116	115	114	112	111	109	109						109
	Overseas	69	70	71	71	72	72	72						72
	Other	576	573	570	571	570	568	568						568
	Total	3,099	3,097	3,094	3,093	3,090	3,085	3,085						3,085

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%	81.7%	81.8%	88.1%						77.4%

Highlights

■ Sales Overview

Same Store Sales (vs. 2021): 118.0%, Same Store Sales (vs. 2019): 88.1%

- Guest count trended relatively well in the first half of the month due to a remaining effect from the 99yen kids' menu campaign and a historically early ending of the rainy season
- From mid-July, tendencies to refrain from going out became more prominent

- In Detail

- By daypart: As news reports increased around the 7th wave of COVID-19, guest count dropped especially in hours after 18:00 towards the end of the month
- By region: With the end of 99yen kids' menu campaign, guest count declined especially in areas where strong response was seen in low-ticket price segments
- By customer segment: Compared to the period prior to implementing the 99yen kids menu campaign, guest count decline was relatively mild in 30s-40s females/males and low ticket price segments; with the increase in news reports around the 7th wave of COVID-19, senior segments which had been trending well became increasingly more hesitant to go out

■ Menu & Promotion

- Promotion: Toys of popular characters Yokai Watch and Cinnamoroll were introduced from the 14th as Lucky Set premiums in 6 brands, towards family demands during summer vacation
- Bamiyan: Guest count increase vs 2019 with LTO noodle menus introduced on the 14th. Gross profit margin also improved
- Yumean: Take-out meals of grilled eel spiked for Midsummer Day of the Ox (Eel Day). New summer menus, premium shaved ice and melon desserts pushed up average ticket price

■ Store Development

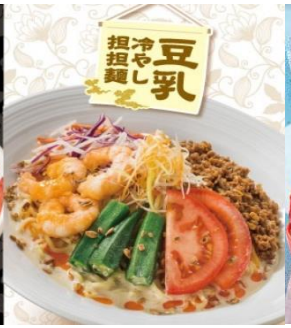
- Remodeled 31 stores and converted 2 stores (2 Bamiyans). Compared to January to April when there was no promotion for remodeled stores, sales for stores remodeled in May to July was 204%.

■ Others

- Installed 1,941 floor service robots in 1,389 restaurants (mainly in Gusto, Syabu-Yo, Bamiyan and Jonathan's)

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	4	5	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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