August 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.

Sep 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%	124.8%					112.8%
Same Store	Sales	115.8%	93.0%	99.0%	110.6%	122.0%	126.0%	118.0%	126.0%					113.7%
	Traffic	111.8%	94.0%	98.6%	107.5%	114.8%	125.4%	116.3%	118.8%					110.8%
	ATP	103.6%	99.0%	100.4%	102.9%	106.3%	100.5%	101.4%	106.1%					102.6%
New Store Openings		4	1	1	0	1	0	0	1					8
Remodeling		22	17	14	26	35	27	31	14					186
Brand Conversions		3	3	2	5	0	0	2	0					15
# of Stores	Gusto	1,329	1,328	1,326	1,324	1,323	1,323	1,323	1,323					1,323
	Bamiyan	351	353	354	356	356	356	356	356					356
	Syabu-Yo	274	274	275	276	276	275	275	275					275
	Jonathan's	210	210	210	209	208	208	208	208					208
	Yumean	174	174	174	174	174	174	174	173					173
	Steak Gusto	116	115	114	112	111	109	109	109					109
	Overseas	69	70	71	71	72	72	72	72					72
	Other	576	573	570	571	570	568	568	564					564
	Total	3,099	3,097	3,094	3,093	3,090	3,085	3,085	3,080					3,080

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%	77.6%					77.4%

Highlights

■ Sales Overview

Same Store Sales (vs. 2021): 126.0%, Same Store Sales (vs. 2019): 77.6%

- Due to the continuation of the impact of the 7th wave of COVID-19, sales is generally on a low trend
- Due to a rise in the number of employees infected with COVID-19 or employees with close contact to infected persons, in mid-August, a maximum of approximately 150 stores were forced to close early
- Average ticket price increased as a result of the price hike in July. No major changes in customer traffic or number of plates ordered

- In Detail

- By daypart: Late dinner time (after 8pm) continued to have low traffic. Refraining from late night outings seems to have become the new norm
- By region: With impact of inflation and further increases in COVID-19 cases, stores in local areas are still having a tough time

■ Menu & Promotion

- Promotion: Distributed 83yen gyoza coupons (August 1 to 7) in commemoration of Bamiyan Day (August 3). Bamiyan's traffic lifted 3-5% as a result
- Gusto: Revised menu on July 28; expanded value options for lunch. Introduced regional pricing (2 areas) and also implemented a price hike
- Jonathan's: Revised menu on July 28; average ticket price and gross margin improved through a price hike
- Syabu-Yo and Steak Gusto: Introduced "wagyu" (domestic premium beef) menus towards celebratory "Obon" demands; special menus contributed to higher ATP

■ Store Development

- 1 new store for August (chawan Lalaport Yokohama). Remodeled 4 stores, refreshed 10 stores. Remodel impact for the 4 stores remodeled in August was +12.5%.

■ Others

- To improve store operation efficiency, announced early closure of a portion of our stores
- POS renewals completed in 185 stores; cashless self-serve check-out counters implemented in 118 stores. Will continue with implementeation, as these have impact for shortening wait times for customers and improving employee productivity
- Installed 2,219 floor service robots in 1,612 restaurants (mainly in Gusto, Syabu-Yo, Bamiyan and Jonathan's)

Highlights







New store opening:
chawan Lalaport Yokohama

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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