November 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.

Dec 2, 2022
Skylark Holdings Co., Ltd.
(Code 3197)

2022 vs2021

(%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%	124.9%	130.1%	118.3%	106.3%		114.1%
Same Store	Sales	115.8%	93.0%	99.0%	110.6%	122.0%	126.0%	118.0%	126.1%	131.4%	119.4%	107.6%		115.0%
	Traffic	111.8%	94.0%	98.6%	107.5%	114.8%	125.4%	116.3%	118.8%	120.1%	110.3%	98.9%		110.4%
	ATP	103.6%	99.0%	100.4%	102.9%	106.3%	100.5%	101.4%	106.1%	109.5%	108.3%	108.8%		104.2%
Store Development	New Store Openings	4	1	1	0	1	0	0	1	0	1	0		9
	Remodels	22	16	14	26	31	21	24	14	20	20	16		224
	Brand Conversions	3	3	2	5	0	0	2	0	0	0	0		15
# of Stores	Gusto	1,329	1,328	1,326	1,324	1,323	1,323	1,323	1,323	1,321	1,319	1,318		1,318
	Bamiyan	351	353	354	356	356	356	356	356	356	356	355		355
	Syabu-Yo	274	274	275	276	276	275	275	275	275	275	275		275
	Jonathan's	210	210	210	209	208	208	208	208	207	206	206		206
	Yumean	174	174	174	174	174	174	174	173	173	173	173		173
	Steak Gusto	116	115	114	112	111	109	109	109	107	102	100		100
	Overseas	69	70	71	71	72	72	72	72	72	72	72		72
	Other	576	573	570	571	570	568	568	564	558	555	555		555
	Total	3,099	3,097	3,094	3,093	3,090	3,085	3,085	3,080	3,069	3,058	3,054		3,054

2022 vs2019

	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%	82.2%	98.6%	87.2%		80.4%

Highlights

■ Sales Overview

Same Store Sales (vs2021): 107.6%, Same Store Sales (vs2019): 87.2%

- From a rise in COVID-19 cases and high inflation, November saw a decline in guest count. However, average ticket price increased steadily.

- In Detail

- By daypart: Sales are on a recovery trend except for late dinner time (after 8pm).
- By region: Tohoku, Chugoku and Kyushu areas are relatively weaker; areas which require cars for transportation seem to be especially impacted by high gasoline prices.

■ Menu & Promotion

- Gusto: A 4-plate course menu developed in collaboration with a 1-star Michelin chef started at Gusto from the 24th as an LTO. Contributed to an inflow of new guests as well as a growth in average ticket price.
- Bamiyan: The Wantan Fair started on the 17th. Wantan noodles, which offer a choice of either shrimp or pork wantan, as well as light or dark soup, is selling well.
- Steak Gusto: All-you-can-eat offered on the 29th for "Meat Day". Highest number of all-you-can-eat orders to date recorded.

■ Store Development

- In November, we remodeled 3 stores, refreshed 13 stores. Remodel impact for the 3 stores remodeled in November was +9.3%.

■ Others

- POS renewals fully completed by December 2nd (for all 2,857 scheduled stores, excluding some stores such as FLO and international stores). Shortens each check-out by an average of 6 seconds; contributes to customer convenience and employee productivity improvement. Installation of cashless self-serve check-out counters to a total of 771 stores also fully completed.
- Installed 2,830 floor service robots in 2,026 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	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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