February 2023 Skylark Group Monthly IR Report (Flash Figures)

March 2, 2023
Skylark Holdings Co., Ltd.
(Code 3197, TSE Prime)

These are preliminary figures for the most recent month.
Finalized figures will be disclosed in the next month's report.

FY2023 vs FY2022

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	119.6%	135.1%											126.3%
Same Store	Sales	121.6%	138.8%											129.1%
	Traffic	110.0%	120.9%											114.8%
	ATP	110.6%	114.8%											112.4%
Store Development	New Store Openings	3	4											7
	Remodels	8	8											16
	Brand Conversions	1	3											4
# of Stores	Gusto	1,290	1,287											1,287
	Bamiyan	355	354											354
	Syabu-Yo	274	274											274
	Jonathan's	198	198											198
	Yumean	171	171											171
	Steak Gusto	90	90											90
	Overseas	72	73											73
	Other	536	533											533
	Total	2,986	2,980											2,980

*Total number of stores excludes 10 stores that are temporarily closed for store renovations

FY2023 vs2019

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Same Store Sales	92.2%	91.9%											92.1%

Highlights

■ Sales Overview

Same Store Sales (vs2022): 138.8%, Same Store Sales (vs2019): 91.9%

・February sales followed the sales trend for January; on-track for performance guidance.

- In Detail

・By daypart: Sales for late dinner (after 8pm) is gradually recovering.

・By region: Sales in Tohoku, Chubu and Kyushu areas are relatively weak.

■ Menu & Promotion

・Gusto: Introduced an app-coupon campaign where popular menus are offered for one-coin(500 yen) towards price sensitive customers. High coupon redemption rate; contributed to GC increase. As a sales recovery measure for local areas which have received greater impact from inflation, started a 500yen lunch experiment in Kyushu area.

・Started a mini-plate giveaway campaign at Jonathan's, Yumean and other brands. Contributed to ATP increase and increased store visits.

・Delivery: Introduced low-priced delivery-only menus at Gusto which boosted sales.

■ Store Development

・In February, we remodeled 8 stores. Remodel impact for the 8 stores remodeled in February was +6.7%.

・New openings, Jonathan's Akihabara Station-front Store and Gusto Shinjuku West-gate L-Tower store are both doing very well.

■ Others

・Opened a new brand, "Yumcha Terrace Toh-Sai" in Tsurukawa, Machida in Tokyo on Feb 1, as a brand conversion of an existing store. Although including new opening sales boost, GC is approx. 200% and sales is approx. 300% (both vs 2019), and is doing extremely well.

Monthly Highlights

New brand: Yumcha Terrace Toh-sai





New store opening:
Gusto Shinjuku West-gate L-Tower Store



FY2022 vs FY2021

(%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%	101.0%	112.7%
Same Store	Sales	115.8%	93.0%	99.0%	110.6%	122.0%	126.1%	118.0%	126.1%	131.4%	119.4%	107.6%	102.1%	113.7%
	Traffic	111.8%	94.0%	98.6%	107.5%	114.8%	125.4%	116.3%	118.8%	120.1%	110.3%	98.9%	91.5%	108.5%
	ATP	103.6%	99.0%	100.4%	102.9%	106.3%	100.5%	101.4%	106.1%	109.5%	108.3%	108.8%	111.6%	104.8%
New Store Openings		4	1	1	0	1	0	0	1	0	1	0	2	11
Store Renovations		22	16	14	26	31	21	24	14	20	20	16	24	248
Brand Conversions		3	3	2	5	0	0	2	0	0	0	0	2	17
# of Stores		3,099	3,097	3,094	3,093	3,090	3,085	3,085	3,080	3,069	3,058	3,054	3,056	3,056

FY2022 vs FY2019

	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%	91.7%	81.3%

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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