April 2023 Skylark Group Monthly IR Report (Flash Figures)

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

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

FY2023 vs FY2022

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	119.6%	135.1%	123.3%	116.0%									122.7%
Same Store	Sales	121.6%	138.8%	126.6%	118.9%									125.7%
	Traffic	110.0%	120.8%	111.9%	106.6%									111.9%
	ATP	110.6%	114.8%	113.1%	111.6%									112.4%
Store Development	New Store Openings	3	4	1	4									12
	Remodels	8	8	8	9									33
	Brand Conversions	1	3	6	5									15
# of Stores	Gusto	1,290	1,287	1,286	1,286									1,286
	Bamiyan	355	354	354	354									354
	Syabu-Yo	274	274	276	277									277
	Jonathan's	198	198	196	197									197
	Yumean	171	171	169	169									169
	Steak Gusto	90	90	90	91									91
	Overseas	72	73	73	76									76
	Other	536	533	535	529									529
	Total	2,986	2,980	2,979	2,979									2,979

*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%	91.8%	90.4%	92.5%									91.7%

Highlights

■ Sales Overview

Same Store Sales (vs2022): 118.9%, Same Store Sales (vs2019): 92.5%

・Many people were out in town with Golden Week starting at the end of the month. Our restaurants saw a good level of guest count.

- In Detail

・By daypart: Sales after 9pm is growing due to resuming of late-night operating hours.
・By brand: Gusto and Bamiyan's grand menu revisions improved usability of both brands.

■ Menu & Promotion

・Gusto: Grand menu revised on the 13th. Small portion menus, improved spaghetti menus using fresh pasta and the new "THE Gusto Hamburgs" drew in sales.
・Bamiyan: New grand menu offering more small dishes introduced on the 13th. Extending lunch- and set-menu offers on Saturdays, stronger emphasis on alcoholic drinks such as drink & side menu sets, more affordable noodle menus contributed to guest count increase as anticipated.
・Steak Gusto: Introduced a one-coin hamburg priced at 500yen including tax on the 13th, and is a hit with young families who care about household spending. Additional hamburg is priced at 100yen per patty including tax, and thanks to the affordability, is also being enjoyed by young customers who want both volume and fun.

■ Store Development

・In April, we opened 4 new stores (of which 3 are in Taiwan), remodeled 9 stores, converted 5 stores (YTD conversion impact for FY2023 is 198.7%) .

■ Others

・Stores extending late-night operating hours has increased to 1,692 stores by the end of April.
・Our new brand, "Yumcha Terrace Toh-Sai" opened its second store (Mitaka store) and third store (Minami-Suna store), both in Tokyo.
・Opened our first "Musashino Mori Coffee" store in Taiwan.
・Selected as a constituent of GPIF's new ESG index (Morningstar Japan ex-REIT Gender Diversity Tilt Index).

Monthly Highlights



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

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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