May 2023 Skylark Group Monthly IR Report (Flash Figures)

June 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%	123.3%	116.0%	111.6%								120.3%
Same Store	Sales	121.6%	138.8%	126.6%	118.9%	114.6%								123.3%
	Traffic	110.0%	120.8%	111.9%	106.6%	103.7%								110.1%
	ATP	110.6%	114.8%	113.1%	111.6%	110.5%								112.0%
Store Development	New Store Openings	3	4	1	4	1								13
	Remodels	8	8	8	9	8								41
	Brand Conversions	1	3	6	5	4								19
# of Stores	Gusto	1,290	1,287	1,286	1,286	1,283								1,283
	Bamiyan	355	354	354	354	352								352
	Syabu-Yo	274	274	276	277	278								278
	Jonathan's	198	198	196	197	189								189
	Yumean	171	171	169	169	167								167
	Steak Gusto	90	90	90	91	87								87
	Overseas	72	73	73	76	75								75
	Other	536	533	535	529	541								541
	Total	2,986	2,980	2,979	2,979	2,972								2,972

*Total number of stores excludes 11 stores that are temporarily closed for brand conversions

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%	93.9%								92.2%

Highlights

■ Sales Overview

Same Store Sales (vs2022): 114.6%, Same Store Sales (vs2019): 93.9% (-1% day-of-week impact vs 2019)

・Golden Week trended well, with many people going out. From mid- to end of the month, sales further grew.

- In Detail

・By daypart: Sales after 9pm is growing due to more stores resuming late-night operating hours and increased recognition among customers.
・By brand: All brands are improving, but Syabu-Yo especially, with Wagyu Beef and Beef Tongue, both LTO menus, being a hit.
・By location: Stores in station-front locations have recovered to near-2019 levels.

■ Menu & Promotion

・Gusto: New menus such as cold noodles and kids' ramen noodles are popular. "Kids Happy Hour" (only for weekday dinnertime) is also creating a buzz.
・Jonathan's: Fair menu including cold noodles and Japanese-style green tea sweets started. One-coin (500yen) set menu with a choice of alcohol drink & side menu is also doing well.
・Syabu-Yo: Wagyu Beef fair contributed to ATP growth. Due to high demand, the next fair, Beef Tongue, has temporarily been suspended from the 31st.

■ Store Development

・In May, we opened 1 new store (Gusto), remodeled 8 stores and converted 4 stores (Syabu-Yo, Musashino Mori Coffee, La Ohana, Tohsai).

■ Others

・Stores extending late-night operating hours has increased to 1,738 stores by the end of May.
・Our new brand, "Yumcha Terrace Toh-Sai" opened its fourth store (Kawagoe Shin-Gashi store).
・Submitted a commitment letter to the SBTi. Will aim to have our GHG reduction targets be validated within 2 years.
・JPY308,248, a part of Q1 disposable cutlery sales, has been presented to "The Green Fund."
・JPY8,465,138 collected to help the earthquake victims in Turkey and Syria at our stores has been presented to the UNHCR.

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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