# June 2023 Skylark Group Monthly IR Report (Flash Figures)

July 4, 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% | 109.3% | | | | | | | 118.4% |
| Same Store | Sales | 121.6% | 138.8% | 126.6% | 118.9% | 114.6% | 112.1% | | | | | | | 121.3% |
| | Traffic | 110.0% | 120.8% | 111.9% | 106.6% | 103.7% | 99.1% | | | | | | | 108.1% |
| | ATP | 110.6% | 114.8% | 113.1% | 111.6% | 110.5% | 113.1% | | | | | | | 112.2% |
| Store Development | New Store Openings | 3 | 4 | 1 | 4 | 1 | 0 | | | | | | | 13 |
| | Remodels | 8 | 8 | 8 | 9 | 8 | 7 | | | | | | | 48 |
| | Brand Conversions | 1 | 3 | 6 | 5 | 4 | 5 | | | | | | | 24 |
| # of Stores | Gusto | 1,290 | 1,287 | 1,286 | 1,286 | 1,283 | 1,281 | | | | | | | 1,281 |
| | Bamiyan | 355 | 354 | 354 | 354 | 352 | 352 | | | | | | | 352 |
| | Syabu-Yo | 274 | 274 | 276 | 277 | 278 | 278 | | | | | | | 278 |
| | Jonathan's | 198 | 198 | 196 | 197 | 189 | 188 | | | | | | | 188 |
| | Yumean | 171 | 171 | 169 | 169 | 167 | 167 | | | | | | | 167 |
| | Steak Gusto | 90 | 90 | 90 | 91 | 87 | 87 | | | | | | | 87 |
| | Overseas | 72 | 73 | 73 | 76 | 75 | 75 | | | | | | | 75 |
| | Other | 536 | 533 | 535 | 529 | 541 | 553 | | | | | | | 553 |
| | Total | 2,986 | 2,980 | 2,979 | 2,979 | 2,972 | 2,981 | | | | | | | 2,981 |

*Total number of stores excludes 8 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% | 91.6% | | | | | | | 92.1% |

## Highlights

**■ Sales Overview**

Same Store Sales (vs2022): 112.1%, Same Store Sales (vs2019): 91.6% (without day-of-week impact, sales vs 2019 is approx. 95%)

・Sales recovered further after mid-June; in late-June, achieved 100% sales vs 2019

**- In Detail**

・By daypart: Gusto's existing store sales after 10pm have recovered to 70% vs 2019 as as result of extension of operating hours.

・By region: Including station-front and suburb locations, existing store sales vs 2019 is now over 90% in all areas.

**■ Menu & Promotion**

・Gusto: High coupon redemption from flyers with 50% off coupons posted on the 15th contributed to guest count. Coupons became a buzz on several SNS platforms, and coupon user count dramatically increased. From the 22nd, size-up to large rice is free all day, and additional mini-hamburg is offered at 100yen per patty, as a measure to further solidify dining demands that have already recovered.

・Syabu-Yo: Beef-tongue fair that had been suspended from end-May due to high demand resumed sales from the 15th. Sales after resumption trended well, and both guest count and average ticket grew.

・Yumean: New menus introduced on the 8th which include tempura of summer vegetables are selling well.

**■ Store Development**

・In June, we remodeled 7 stores and converted 5 stores (3 Toh-Sai, 1 Hachiro Soba, 1 La Ohana)

**■ Others**

・Stores extending late-night operating hours has increased to 1,741 stores by the end of June.

・Our new brand, Toh-Sai opened its fifth to seventh stores (Shin Tokorozawa store, Sugamo store, Kitamoto store). Each store marks over 1 million yen in daily sales on weekends, and continues to enjoy popularity.

・Our new brand, Hachiro Soba opened its second store, Minami Ogishima store. Families are visiting this store, and the brand is seeing an expansion in its customer base.

・Selected as a constituent of "MSCI Japan Empowering Women Index (WIN)," one of GPIF's ESG indices, 4 years in a row.

・Selected as a consituent of "SOMPO Sustainability Index."

・Received a score of "A" in MSCI ESG ratings.

## 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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