July 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.

August 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%	111.6%	109.3%	115.7%						117.9%
Same Store	Sales	121.6%	138.8%	126.6%	118.9%	114.6%	112.0%	118.4%						120.8%
	Traffic	110.0%	120.8%	111.9%	106.6%	103.7%	99.1%	109.8%						108.4%
	ATP	110.6%	114.8%	113.1%	111.6%	110.5%	113.0%	107.8%						111.5%
Store Development	New Store Openings	3	4	1	4	1	0	1						14
	Remodels	8	8	8	9	8	7	10						58
	Brand Conversions	1	3	6	5	4	5	7						31
# of Stores	Gusto	1,290	1,287	1,286	1,286	1,283	1,281	1,282						1,282
	Bamiyan	355	354	354	354	352	352	352						352
	Syabu-Yo	274	274	276	277	278	278	278						278
	Jonathan's	198	198	196	197	189	188	188						188
	Yumean	171	171	169	169	167	167	167						167
	Steak Gusto	90	90	90	91	87	87	87						87
	Overseas	72	73	73	76	75	75	73						73
	Other	536	533	535	529	541	545	550						550
	Total	2,986	2,980	2,979	2,979	2,972	2,973	2,977						2,977
# of stores temporarily closed for brand conversions (not included in the above total)		10	12	9	10	11	9	2						2

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%	104.5%						93.8%

Highlights

■ Sales Overview

Same Store Sales (vs2022): 118.4%, Same Store Sales (vs2019): 104.5%

・Sales continued to be strong from mid-June. ATP has declined due to 50%-off coupons at Gusto, but is temporary.

- In Detail

・By daypart: Due to 50%-off coupons, traffic increased at Gusto, especially at dinner.

■ Menu & Promotion

・Gusto: 50%-off coupons which started on June 15, shared on SNS platforms, contributed to a dramatic traffic increase up until the coupon expiry day, July 26. The collaboration menu with Go! Go! CURRY! which started on the 20th is popular with customers wanting volume, with large and extra-large servings of rice available at no extra cost, as well as various additional toppings on offer.

・Syabu-Yo: Korea Fair began on the 13th. Chukkmi (baby octopus), available in select courses, as well as melty cheese fondue option, and Yukgaejang spicy broth are popular.

・Bamiyan: A variety of low-priced set menus for noodle orders became available from the grand menu revision on the 20th, and conveyed the affordability of the menu. Set menus are selling well, and ATP increased.

■ Store Development

・In July, we opened 1 new store (Syabu-Yo Atre Kawasaki), remodeled 10 stores and converted 7 stores (5 Toh-Sai, 1 Gusto, and 1 Musashino Mori Coffee)

■ Others

・Stores extending late-night operating hours has increased to 1,755 stores by the end of July. This concludes the extension of operating hours at all planned stores.

・Our new brand, Toh-Sai opened its eighth to twelfth stores (Totsuka Kamiyabe, Adachi Iriya, Kashiwa Hikarigaoka, Shiki Honcho, Tama Center Ekimae). At all 5 stores opened in July, sales vs pre-conversion sales were more than 200%.

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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