August 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.

September 6, 2023
Skylark Holdings Co., Ltd.
(Code 3197, TSE Prime)

FY2023 vs FY2022

Sales is consolidated domestic sales at restaurant level and does not include overseas sales.

(%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%	116.0%					117.7%
Same Store	Sales	121.6%	138.8%	126.6%	118.9%	114.6%	112.0%	118.4%	118.6%					120.5%
	Traffic	110.0%	120.8%	111.9%	106.6%	103.7%	99.1%	109.9%	108.7%					108.5%
	ATP	110.6%	114.8%	113.1%	111.6%	110.5%	113.0%	107.7%	109.2%					111.1%
Store Development	New Store Openings	3	4	1	4	1	0	1	3					17
	Remodels	8	8	8	9	8	7	10	7					65
	Brand Conversions	1	3	6	5	4	5	7	0					31
# of Stores	Gusto	1,290	1,287	1,286	1,286	1,283	1,281	1,282	1,281					1,281
	Bamiyan	355	354	354	354	352	352	352	352					352
	Syabu-Yo	274	274	276	277	278	278	278	277					277
	Jonathan's	198	198	196	197	189	188	188	188					188
	Yumean	171	171	169	169	167	167	167	167					167
	Steak Gusto	90	90	90	91	87	87	87	87					87
	Overseas	72	73	73	76	75	75	73	74					74
	Other	536	533	535	529	541	545	550	551					551
	Total	2,986	2,980	2,979	2,979	2,972	2,973	2,977	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					2

Highlights

■ Sales Overview

Same Store Sales (vs2022): 118.6%

- More people in town due to summer break. Reopened late-night hours, 50%-off beer and kids menu coupons on the app contributed to sales trending well.
- Typhoon which hit Japan during Obon period moved slowly and had impact on a wide area (Avg -15% for Aug11-16 in Kinki area; avg -8% for Aug16-17 in Tohoku area)
- August being extra hot nationwide, such as 9 days of "extremely hot days (over 35 degrees Celsius)" recorded in Tokyo metropolitan area, had impact on guest count.
- Yumean and Aiya received more party reservations for Obon period than FY2019 levels; party demands have recovered, as it had during Golden Week.

■ Menu & Promotion

- Gusto, Bamiyan, Jonathan's and Yumean: Distributed half-price beer coupons on Skylark App, from the learning that orders with alcoholic drinks tend to result in high ATP. With coupons for side orders also being available, popular with customers in each brand.
- Bamiyan: Affordable set menus introduced last month sold well; sales and traffic are on a good trend.
- Syabu-Yo: Hokkaido chuck eye roll fair started from the 10th; matched celebratory demands for Obon and contributed to sales.

■ Store Development

- In August, we opened 2 new stores domestically (Gusto Higashi Murayama Shiyakushomae and chawan Aeon-mall Niigata Minami), 1 new store in Taiwan, and remodeled 7 stores.
- Opened Gusto Higashi Murayama Shiyakushomae store as an environmentally conscious model store on the 11th. By using solar energy, CO_2-free electricity and carbon neutral city gas, this store will operate with virtually zero CO_2 emissions, leadiing to an annual reduction of approx. 88t of CO_2. A sustainable store which makes use of DX as well.

■ Others

- Started table checkout via ordering terminals at approx. 2,400 stores. Usage is approx. 10%; contributing to both customer convenience and productivity improvement.
- Began collecting donations to help Maui mountain fire victims at approx. 2,700 Skylark Group stores.
- Opened our home-meal product store in Yahoo! shopping mall. Will continue to expand e-commerce sales channels.

Monthly Highlights





Table checkout begins in approx. 2,400 stores



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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