December 2023 Skylark Group Monthly IR Report (Final Figures)

January 9, 2024
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%	117.1%	109.6%	112.2%	111.4%	115.8%
Same Store	Sales	121.6%	138.8%	126.6%	118.9%	114.6%	112.0%	118.4%	118.6%	119.5%	111.6%	113.8%	113.0%	118.4%
	Traffic	110.0%	120.8%	112.0%	106.6%	103.7%	99.1%	109.9%	108.7%	111.3%	109.6%	112.7%	112.6%	109.5%
	ATP	110.6%	114.8%	113.1%	111.6%	110.5%	113.0%	107.7%	109.2%	107.4%	101.8%	101.0%	100.3%	108.1%
Store Development	New Store Openings	3	4	1	4	1	0	1	3	1	4	4	1	27
	Remodels	8	8	8	9	8	7	10	7	8	8	10	13	104
	Brand Conversions	1	3	6	5	4	5	7	0	0	0	0	10	41
# of Stores	Gusto	1,290	1,287	1,286	1,286	1,283	1,281	1,282	1,281	1,281	1,281	1,282	1,280	1,280
	Bamiyan	355	354	354	354	352	352	352	352	352	352	352	353	353
	Syabu-Yo	274	274	276	277	278	278	278	277	278	278	279	279	279
	Jonathan's	198	198	196	197	189	188	188	188	188	188	188	188	188
	Yumean	171	171	169	169	167	167	167	167	167	167	167	167	167
	Steak Gusto	90	90	90	91	87	87	87	87	87	86	86	85	85
	Overseas	72	73	73	76	75	75	73	74	73	74	74	74	74
	Other	536	533	535	529	541	545	550	551	550	553	552	550	550
	Total	2,986	2,980	2,979	2,979	2,972	2,973	2,977	2,977	2,976	2,979	2,980	2,976	2,976
# of stores temporarily closed for brand conversions (not included in the above total)		9	11	8	9	10	7	0	0	1	1	2	0	0

Highlights

■ Sales Overview

Same Store Sales (vs2022): 113.0%

・December sales continued at a good pace, with new grand menus introduced in major brands and high priced menu items towards year-end and new year holidays selling well.

■ Menu & Promotion

・Customers are more willing to accept higher prices for items with good value, and snow crab fair is selling well at multiple brands.

・Bamiyan: Snow crab fair began on the 7th, and many customers are opting to pay an extra 299yen(before tax) to triple the crab meat for the Snow Crab Fried Rice with Thick Sauce, resulting in higher ticket price. Also, the Golden Ratio Miso Ramen, which was featured in the new grand menu which started on the same day.

・Syabu-Yo: All-you-can-eat wagyu beef fair which started on the 28th, targeting year-end and new year demands, are popular, and selling 1.3x compared to Golden Week.

・Yumean: Snow Crab fair which started on the 7th has high sales despite being high-priced. The new grand menu which was introduced in late October is also selling well, and raising the brand's overall performance.

・Jonathan's: New menus from the 14th, such as Snow Crab & Shrimp Doria and various strawberry desserts are popular, and contributing to an increase in average ticket price.

■ Store Development

・In December, we opened 1 new store, converted 10 stores, and remodeled 13 stores.
(New store: Bamiyan Ogikubo TownSeven store; all 10 brand conversions are from Karayoshi to Tonkaratei.)

■ Others

・From December, table-top check-out has been expanded from only Paypay to d-pay(Docomo) and Mer-pay(Mercari).

・Gained third-party assurance on FY2022 GHG emissions (scope 1, scope 2, which are our own emissions, and category 1 of scope 3, which are emissions from the production process of the food we procure).

・Became a signatory of the United Nations Global Compact as of December 11, 2023, and joined Global Compact Network Japan on the same day.

・Presented a total of 5,092,182yen, which was raised to support recovery from the Maui Wildfires, were given to the Maui Strong Fund of the Hawaii Community Foundation.



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.

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