July 2024 Skylark Group Monthly IR Report (Flash Figures)

August 5, 2024
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.

FY2024 vs FY2023

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	109.2%	114.1%	114.0%	108.3%	111.0%	115.8%	104.3%						110.8%
Same Store	Sales	110.5%	114.5%	114.5%	108.7%	111.1%	116.1%	104.5%						111.3%
	Traffic	109.4%	112.4%	112.4%	106.4%	106.7%	108.0%	96.0%						107.0%
	ATP	101.0%	101.9%	101.8%	102.2%	104.2%	107.5%	108.8%						104.0%
Store Development	New Store Openings	0	1	5	3	3	1	3						16
	Remodels	2	3	2	6	7	6	10						36
	Brand Conversions	4	8	3	12	11	7	8						53
# of Stores	Gusto	1,277	1,276	1,272	1,266	1,260	1,256	1,252						1,252
	Bamiyan	353	353	354	356	357	358	359						359
	Syabu-Yo	279	281	282	284	288	290	292						292
	Jonathan's	185	182	177	173	168	166	165						165
	Yumean	167	167	167	168	169	170	171						171
	Steak Gusto	83	83	83	83	83	83	82						82
	Overseas	73	74	76	77	79	80	81						81
	Other	546	550	553	558	559	561	567						567
	Total	2,963	2,966	2,964	2,965	2,963	2,964	2,969						2,969
# of stores temporarily closed for brand conversions (not included in the above total)		7	5	10	10	11	9	5						5

Highlights

■ Brand Topics

- 7% negative impact on year-on-year same store sales from less weekend days and Gusto's half-price coupon campaign last year.
- Gusto: Fair menu revision on the 11th. Grilled eel boxes, with more menu variety, and peach desserts with more peaches than last year, are selling well.
- Syabu-Yo: Korean Fair launched on the 18th is popular.
- Jonathan's: Southern Country fair as well as the Hello Kitty collaboration menus, both introduced on the 18th, are popular.
- Yumean: "Grilled Beef Tongue Set" and "Seafood Chazuke Set," both introduced on the 11th, are popular. Grilled eel boxes with more menu variety, sold twice as many as last year.
- Tomato and Onion Tachikawa store opened on the 18th. This marks the first store in Tokyo for this brand.

■DX・IT施策

- Additional function of notifying customer of the arrival of the floor-service robot added to table ordering terminals.
- Skylark Point program introduced to our group company brands, Tomato and Onion and Jyu-Jyu Karubi from the 18th.

■ ESG

- Selected as a constituent of FTSE Blossom Japan Sector Relative Index 3 years in a row with a high score of 4.7.
- Registered our support for "Consumer-Oriented Management" promoted by the Consumer Affairs Agency, and will partake in follow-up actions.

Note Data is consolidated domestic sales at restaurant level and does not include overseas sales. Total sales and Customer traffic are calculated on a monthly sales basis.
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). YoY ATP only includes ATP from Eat-In.
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

Contact:
Skylark Holdings IR Team
IR_group@skylark.co.jp