October 2024 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.

November 5, 2024
Skylark Holdings Co., Ltd.
(Code 3197, TSE Prime)

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%	112.9%	110.6%	106.7%			110.6%
Same Store	Sales	110.5%	114.5%	114.5%	108.7%	111.1%	116.1%	104.6%	113.4%	111.0%	107.0%			111.0%
	Traffic	109.4%	112.4%	112.4%	106.4%	106.7%	108.0%	96.1%	107.7%	106.9%	102.1%			106.6%
	ATP	101.0%	101.9%	101.8%	102.2%	104.2%	107.5%	108.8%	105.3%	103.9%	104.8%			104.2%
Store Development	New Store Openings	0	1	5	3	3	1	3	1	3	4			24
	Remodels	2	3	2	6	7	6	10	4	12	13			65
	Brand Conversions	4	8	3	12	11	7	8	4	3	2			62
# of Stores	Gusto	1,277	1,276	1,272	1,266	1,260	1,256	1,252	1,248	1,247	1,246			1,246
	Bamiyan	353	353	354	356	357	358	359	359	361	362			362
	Syabu-Yo	279	281	282	284	288	290	292	294	295	295			295
	Jonathan's	185	182	177	173	168	166	165	163	163	163			163
	Yumean	167	167	167	168	169	170	171	171	171	171			171
	Steak Gusto	83	83	83	83	83	83	82	82	82	82			82
	Overseas	73	74	76	77	79	80	81	81	83	83			83
	Other	546	550	553	558	559	561	567	569	570	647			647
	Total	2,963	2,966	2,964	2,965	2,963	2,964	2,969	2,967	2,972	3,049			3,049
# of stores temporarily closed for brand conversions (not included in the above total)		7	5	10	10	11	9	5	6	3	2			2

*Includes Sukesan Udon stores from October 2024

Highlights

■ Brand Topics

- October remains strong with some brands recording highest sales of for this year as a single day. Restaurant visit frequency and spending are increasing.
- Gusto: Coupon flyers distributed via our SNS accounts have high redemption rate; enhancing our reach to customer segments not reacheable via paper flyers.
- Jonathan's: Healthy menus developed in collaboration with a famous influencer, introduced on the 24th, is popular. Tangerine orange LTO desserts are also selling well.
- Yumean: Introduced more lunch menus, alcoholic drinks, and side dishes on the 24th. Also extended the Happy Hour to rake-in demands for drinking. Beef offal hot-pot menu, a first for Yumean, is also popular.
- Jonathan's and Yumean revised menus on the 5th and 12th, respectively. Fair menus using autumn ingredients are popular.

■Others

- The acquisition of all shares of the operating company of Sukesan Udon completed on the 4th; has become our full subsidiary.

■ ESG

- Introduced an offsite PPA service utilizing solar power in 24 stores in the Chubu/Hokuriku regions.

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

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