November 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.

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

FY2024 vs FY2023

(%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%	111.2%	118.0%		118.0%
Same Store	Sales	110.5%	114.5%	114.5%	108.7%	111.1%	116.1%	104.6%	113.4%	111.0%	107.0%	113.6%		113.6%
	Traffic	109.4%	112.4%	112.4%	106.4%	106.7%	108.0%	96.1%	107.7%	106.9%	102.1%	106.8%		106.8%
	ATP	101.0%	101.9%	101.8%	102.2%	104.2%	107.5%	108.8%	105.3%	103.9%	104.8%	106.4%		106.4%
Store Development	New Store Openings	0	1	5	3	3	1	3	1	3	4	5		5
	Remodels	2	3	2	6	7	6	10	4	12	13	11		11
	Brand Conversions	4	8	3	12	11	7	8	4	3	2	2		2
# of Stores	Gusto	1,277	1,276	1,272	1,266	1,260	1,256	1,252	1,248	1,247	1,246	1,245		1,245
	Bamiyan	353	353	354	356	357	358	359	359	361	362	362		362
	Syabu-Yo	279	281	282	284	288	290	292	294	295	295	298		298
	Jonathan's	185	182	177	173	168	166	165	163	163	163	163		163
	Yumean	167	167	167	168	169	170	171	171	171	171	171		171
	Steak Gusto	83	83	83	83	83	83	82	82	82	82	82		82
	Overseas	73	74	76	77	79	80	81	81	83	83	84		84
	Other	546	550	553	558	559	561	567	569	570	647	650		650
	Total	2,963	2,966	2,964	2,965	2,963	2,964	2,969	2,967	2,972	3,049	3,055		3,055
# of stores temporarily closed for brand conversions (not included in the above total)		7	5	10	10	11	9	5	6	3	2	1		1

*From the November 2024 monthly report, YoY all-store sales and store count for October onwards includes Sukesan Udon figures.

*Sales is consolidated domestic sales at the store level, and do not include sales from overseas stores.

Highlights

■ Brand Topics

Gusto: Menu revision on the 21st increased customer spend through brushed up hamburgers and steaks, as well as introduction of an authentic French course.
Bamiyan: Fair menu items sold 1.6 times more compared to the previous year.
Shabu-yo: Lamb shabu, introduced on the 21st, is popular. Average ticket price increased also as a result of a price hike.
Jonathan's: Health influencer-supervised menu introduced last month is selling well, about four times as much as other healthy menus.

■IT/Digital

Started table payment at 175 Gusto restaurants in Tokyo via the Skylark app on the 26th.

■ ESG

Awarded 4 stars for the second consecutive year in the Nikkei SDGs Management Survey
Developed and disclosed a policy against customer harassment

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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