December 2024 Skylark Group Monthly IR Report (Final Figures)

January 8, 2025
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%	120.1%	112.4%
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%	115.2%	111.6%
	Traffic	109.4%	112.4%	112.4%	106.4%	106.7%	108.0%	96.1%	107.7%	106.9%	102.1%	106.9%	109.9%	106.9%
	ATP	101.0%	101.9%	101.8%	102.2%	104.2%	107.5%	108.8%	105.3%	103.9%	104.8%	106.3%	104.7%	104.4%
Store Development	New Store Openings	0	1	5	3	3	1	3	1	3	4	5	13	42
	Remodels	2	3	2	6	7	6	10	4	12	13	11	10	86
	Brand Conversions	4	8	3	12	11	7	8	4	3	2	2	0	64
# 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	1,248	1,248
	Bamiyan	353	353	354	356	357	358	359	359	361	362	362	363	363
	Syabu-Yo	279	281	282	284	288	290	292	294	295	295	298	301	301
	Jonathan's	185	182	177	173	168	166	165	163	163	163	163	163	163
	Yumean	167	167	167	168	169	170	171	171	171	171	171	171	171
	Steak Gusto	83	83	83	83	83	83	82	82	82	82	82	82	82
	Overseas	73	74	76	77	79	80	81	81	83	83	84	85	85
	Other	546	550	553	558	559	561	567	569	570	647	650	655	655
	Total	2,963	2,966	2,964	2,965	2,963	2,964	2,969	2,967	2,972	3,049	3,055	3,068	3,068
# 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	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

Conducted a half-price campaign for our four major brands, including Gusto and Bamiyan. During the campaign period at Gusto, the number of customers increased by approximately 30%.
Shabu-Yo: Starting from the 9th, we began a limited-time all-you-can-eat 'raw snow crab' at select locations and in limited quantities, resulting in a 16% increase in the number of customers during the promotion period.

Jonathan: Reservations for the Fukubukuro 2025 (16,300 units) started from the 16th. Due to its great popularity, all reserved units were sold out by the 20th.
Sukesan Udon: The first store in the Kanto region has opened in Yachiyo City, Chiba Prefecture, with approximately 2,500 customers visiting on a daily basis.

■IT/Digital

Starting from the 10th, approximately 2,100 stores, including Gusto and Bamiyan, have launched the 'table payment service' through the Skylark app.

■ ESG

Selected as having the second highest rating in the restaurant and leisure sector in the 'Dow Jones Sustainability Asia/Pacific Index' constituents.

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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