January 2025 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.

February 5, 2025
Skylark Holdings Co., Ltd.
(Code 3197, TSE Prime)

FY2025 vs FY2024

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	114.8%												114.8%
Same Store	Sales	109.4%												109.4%
	Traffic	101.5%												101.5%
	ATP	107.8%												107.8%
Store Development	New Store Openings	3												3
	Remodels	11												11
	Brand Conversions	1												1
# of Stores	Gusto	1,247												1,247
	Bamiyan	363												363
	Syabu-Yo	300												300
	Jonathan's	163												163
	Yumean	171												171
	Steak Gusto	82												82
	Overseas	99												99
	Other	658												658
	Total	3,083												3,083
# of stores temporarily closed for brand conversions (not included in the above total)		0												0

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

Highlights

■ Brand Topics

Gusto: Introduced a fair menu in collaboration with Hakata Motsunabe Yamaya. Sales exceeded than planned.
Jonathan's: Distributed half-price coupons for alcohol and snacks during the Cheers Jonathan Festival. The number of customers increased as a result.
Yumean: Launched a collaboration menu with Chanko Kirishima and the sales launch of the authentic snow crab meals. Sales exceeded those from the previous time.

■ ESG

Selected as the constituents of all six ESG indices adopted by GPIF.

■ IR

Disclosing our response policy regarding measures aimed at achieving management that takes into account capital costs and stock prices.

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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