February 2025 Skylark Group Monthly IR Report (Flash Figures)

March 5, 2025
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.

FY2025 vs FY2024

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	114.8%	116.1%											115.5%
Same Store	Sales	109.4%	110.6%											110.0%
	Traffic	101.5%	103.0%											102.2%
	ATP	107.8%	107.4%											107.6%
Store Development	New Store Openings	3	4											7
	Remodels	11	8											19
	Brand Conversions	1	0											1
# of Stores	Gusto	1,247	1,246											1,246
	Bamiyan	363	363											363
	Syabu-Yo	300	300											300
	Jonathan's	163	162											162
	Yumean	171	172											172
	Steak Gusto	82	82											82
	Overseas	99	99											99
	Other	658	659											659
	Total	3,083	3,083											3,083
# of stores temporarily closed for brand conversions (not included in the above total)		0	2											2

Highlights

■ Topics

Sales, number of customers, and average spend per customer all exceeded 100% compared to the previous year (the previous year was a leap year).

■ Brand

Gusto :Due to the introduction of the Gusto FIT menu, cost-effective morning items and the expansion of pasta menu, customer numbers increased by 9% and average spend per customer also slightly rose during the four days after the launch.

Syanbu-Yo :The limited-time menu featuring "beef tongue" that started on the 27th has seen a 20% increase in number of sales compared to last year's implementation.

Bamiyan :Thanks to the effects of the "Spring Chinese Fair" features vegetables and seafood, which started on the 20th and the average spend per customer increased by 4% for the four days after the launch.

Sukesan Udon :The Ryogoku store, which is the second store in the Kanto region, has opened. More than 170 customers were waiting for the opening before the store opened on the first day.

■ ESG

In S&P Global's "The Sustainability Yearbook 2025," Skylark Holdings has been selected as one of the top five companies in the restaurant and leisure sector for its excellence in sustainability.

■IT/Digital

Approximately 2,750 stores, including Gusto and Bamiyan, have started issuing 'electronic receipts' through the Skylark app.

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