

## June 2022 Skylark Group Monthly IR Report (Flash Figures)

Jul 4, 2022  
Skylark Holdings Co., Ltd.  
(Code 3197)

These are preliminary figures for the most recent month.  
The finalized figures will be disclosed in the next month's report.

### 2022 vs. 2021

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	115.1%	92.3%	98.4%	109.9%	121.3%	125.2%							110.0%
	Sales	115.8%	93.0%	99.0%	110.6%	122.0%	126.0%							110.8%
Same Store	Traffic	111.8%	94.0%	98.6%	107.5%	114.8%	125.4%							108.4%
	ATP	103.6%	99.0%	100.4%	102.9%	106.3%	100.5%							102.1%
New Store Openings		4	1	1	0	1	0							7
Remodeling		22	17	14	26	35	27							141
Brand Conversions		3	3	2	5	0	0							13
# of Stores	Gusto	1,329	1,328	1,326	1,324	1,323	1,323							1,323
	Bamiyan	351	353	354	356	356	356							356
	Syabu-Yo	274	274	275	276	276	275							275
	Jonathan's	210	210	210	209	208	208							208
	Yumean	174	174	174	174	174	174							174
	Steak Gusto	116	115	114	112	111	109							109
	Overseas	69	70	71	71	72	72							72
	Other	576	573	570	571	570	568							568
	Total	3,099	3,097	3,094	3,093	3,090	3,085							3,085

\*Total number of stores excludes 3 stores that are temporarily closed for store renovations

### 2022 vs. 2019

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Same Store Sales	75.5%	65.7%	71.0%	77.4%	81.7%	81.8%							75.6%

### Highlights

#### ■ Sales Overview

- Same Store Sales (vs. 2021): 126.0%, Same Store Sales (vs. 2019): 81.8% (Two less weekend days had a negative impact of approx. 3%)
- Slower pickup in the first half of the month, but strong promotions conducted as scheduled in the latter half resulted in over 100% sales vs.2019
  - Sales were boosted by both the earliest ending of the rainy season in history and an unprecedented heat wave
  - Specialty brands such as Syabu-Yo, Musashino Mori Coffee, La Ohana, Totoyamichi, and chawan continue to enjoy strong sales

#### - In Detail

- By daypart: Large increase in customer traffic during early dinner hours (4:00-5:59pm), with sales during these hours exceeding 100% of the 2019 level
- Off-premise dining: Delivery and takeout sales remain high compared to 2019, but the pace is slowing down as in-store dining recovers
- Customer segment: Strong return of young families (30s-40s males and 20s-40s females) in the latter half of the month, as a result of the 99yen kids' menu campaign
- Average ticket price: Lower-priced customers returned as a result of discount sales promotions

#### ■ Menu & Promotion

- Ultra Coupon Discount Festival at Gusto, Bamiyan, Jonathan's and Yumean is underway
- 99yen kids' menu campaign implemented across 5 brands led to a significant increase in guest count, including in the suburbs, especially in young families which had been decreasing due to the Omicron variant
- Steak Gusto: Both guest count and average ticket price increased due to the limited time offer of Wagyu beef around Father's Day and all-you-can-eat steak menu on Meat Day (29th), both capturing demands for special events
- TV publicity: 10 grand menu items and 5 dessert menu items from Jonathan's were featured on a popular prime-time TV show for 2 hours. On the following day, sales at Jonathan's increased 20% due to an increase in the number of dishes sold

#### ■ Store Development

- Remodeled 3 Gusto stores

#### ■ Others

- Announced the introduction of regional pricing for nationally operating brands
- Installed 1,694 floor service robots in 1,213 restaurants (mainly in Gusto, Syabu-Yo, Bamiyan and Jonathan's)

## Highlights



### 2021 vs. 2020

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	64.7%	69.2%	91.2%	160.9%	125.7%	89.8%	97.7%	81.6%	77.4%	90.4%	93.2%	113.5%	91.8%
	Sales	66.5%	70.9%	93.7%	164.6%	128.6%	92.5%	100.3%	83.3%	79.4%	92.9%	95.3%	114.4%	94.1%
	Traffic	69.2%	73.2%	93.5%	145.7%	115.3%	92.1%	99.2%	85.6%	83.5%	92.5%	94.5%	114.0%	93.8%
	ATP	96.1%	96.9%	100.3%	113.0%	111.6%	100.5%	101.0%	97.3%	95.1%	100.4%	100.8%	100.4%	100.3%
New Store Openings		10	7	4	6	2	1	7	0	1	1	0	1	40
Store Renovations		0	0	0	2	0	0	0	0	1	20	42	41	106
Brand Conversions		9	21	10	10	4	0	4	0	3	3	4	5	73
# of Stores		3,107	3,117	3,104	3,109	3,112	3,104	3,111	3,108	3,101	3,097	3,094	3,094	3,094

### 2021 vs. 2019

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Same Store Sales	65.3%	70.7%	70.9%	70.0%	67.0%	64.7%	74.7%	61.5%	62.5%	82.5%	81.0%	89.8%	71.4%

#### Note

- 1 The data is consolidated domestic sales at restaurant level and does not include overseas sales.
- 2 Total sales and Customer traffic are calculated on a monthly sales basis
- 3 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)  
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
- 4 YoY ATP only includes ATP from Eat-In
- 5 Same store (vs 2019) is defined as a store which has been open for 25 months or longer (includes stores which have undergone brand conversions)
- 6 From February 2022, percentages are shown from a 100% base

Contact:  
IR team  
IR\_group@skylark.co.jp