

January 2024 Skylark Group Monthly IR Report (Final Figures)

February 6, 2024
Skylark Holdings Co., Ltd.
(Code 3197, TSE Prime)

FY2024 vs FY2023		Sales is consolidated domestic sales at restaurant level and does not include overseas sales.												
(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	109.2%												109.2%
	Sales	110.5%												110.5%
Same Store	Traffic	109.4%												109.4%
	ATP	101.0%												101.0%
Store Development	New Store Openings	0												0
	Remodels	0												0
	Brand Conversions	4												4
# of Stores	Gusto	1,277												1,277
	Bamiyan	353												353
	Syabu-Yo	279												279
	Jonathan's	185												185
	Yumean	167												167
	Steak Gusto	83												83
	Overseas	73												73
	Other	546												546
Total	2,963												2,963	
<small># of stores temporarily closed for brand conversions (not included in the above total)</small>		7												7

Highlights

■ Brand Topics

- Gusto: Both ATP and Traffic trending well, with fair menus developed in collaboration with Yamama, a spicy codroe hotpot restaurant in Hakata, strawberry and chocolate LTO dessert menus, and a promotional campaign with the animation movie "Spy Family" all going well.
- Syabu-Yo: Traffic increase due to TV publicity on the 13th, and the Scallop & Soy Milk Broth and Cheese Fair which started on the 25th.
- Yumean: "Kirishima Chanko Hotpot" menu supervised by the chanko hotpot restaurant run by Michinoku sumo stable was introduced on the 11th; the menu recorded highest hotpot sales for Yumean in the past 5 years.
- Jonathan's: good business performance due to grand menu revisions last November, such as customer favorite menus coming back, wider selection of Japanese food in lunch menus, and mini-select lunch sets.
- New Year Coupons given out via the Skylark App for multiple brands are popular. Contributed to traffic, with coupons for alcoholic drinks, kids menus and other items.

■ Others

- Started fundraising at approx. 2,700 stores towards the Noto Peninsula Earthquake. Began serving warm dinners to evacuees; group employees began volunteer work.
- Scored 4.7 out of 5.0 in the FTSE Russell ESG Ratings, and continued to be a constituent of FTSE4Good Index Series, FTSE Blossom Japan Index, and FTSE Blossom Japan Sector Relative Index.
- Set-up and began operating an on-site solar power generation system for self-consumption (PPA model) at Shisui MDC.

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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