

February 2024 Skylark Group Monthly IR Report (Flash Figures)

March 5, 2024
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.

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%	114.0%											111.4%
			110.5%	114.5%											112.4%
Same Store	Traffic		109.4%	112.3%											110.8%
	ATP		101.0%	101.9%											101.5%
Store Development	New Store Openings		0	1											1
	Remodels		2	3											5
	Brand Conversions		4	8											12
# of Stores	Gusto		1,277	1,276											1,276
	Bamiyan		353	353											353
	Syabu-Yo		279	281											281
	Jonathan's		185	182											182
	Yumean		167	167											167
	Steak Gusto		83	83											83
	Overseas		73	74											74
	Other		546	550											550
	Total		2,963	2,966											2,966
# of stores temporarily closed for brand conversions (not included in the above total)			7	5											5

Highlights

■ Brand Topics

- Gusto: Second giveaway campaign in collaboration with the "Spy Family" movie began on the 15th. As with the first campaign, contributing to destination visits by young families in the light-user segment.
- Bamiyan: Half-price coupons for alcoholic drinks offered via the Skylark app; successful in pulling in customers who drink alcohol, who have high-ATP. TV publicity on the 15th also contributed to GC growth.
- Jonathan's: Snow crab menus and sirloin steak menus introduced in the menu revision on the 21st. TV publicity on the day before also contributed to good sales.

■ Others

- Scored A- in both "Climate Change" and "Water Security" categories in the CDP, a leading global ESG evaluation organization.
- Agreed in full to the pay raise request by the union (base salary increase of 17,400JPY, a total of 6.22% pay raise) in the first round of union negotiations, to contribute to a virtuous cycle of economic growth as well as an improvement of our employee's living standards.
- Introduced an offsite PPA style solar power generation system in the Gifu MDC and 3 stores within its distribution area.
- Continuing to serve warm boxed meals at evacuation centers of Nanao and Anamizu cities in Ishikawa prefecture, with the help of employee volunteers (total of 10,900 meals served to date)

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