

March 2024 Skylark Group Monthly IR Report (Flash Figures)

April 2, 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%	114.1%	114.0%										112.4%
Same Store	Sales	110.5%	114.5%	114.4%										113.1%
	Traffic	109.4%	112.4%	112.3%										111.4%
	ATP	101.0%	101.9%	101.9%										101.6%
Store Development	New Store Openings	0	1	5										6
	Remodels	2	3	2										7
	Brand Conversions	4	8	3										15
# of Stores	Gusto	1,277	1,276	1,272										1,272
	Bamiyan	353	353	354										354
	Syabu-Yo	279	281	282										282
	Jonathan's	185	182	177										177
	Yumean	167	167	167										167
	Steak Gusto	83	83	83										83
	Overseas	73	74	76										76
	Other	546	550	553										553
Total	2,963	2,966	2,964											2,964
# of stores temporarily closed for brand conversions (not included in the above total)		7	5	10										10

Highlights

■ Brand Topics

- All brands: Weekend sales maximization efforts in our stores are progressing, and are contributing to growth in both sales and profit.
- Gusto: TV publicity "Jobtune" on the 2nd had a strong impact on guest count. Sales and average ticket also grew, with menu items mentioned in the program selling exceptionally well.
- Bamiyan: Average ticket is increasing with the Taiwan fair, which started on the 14th. The fair menu is popular, with noodle items selling well.
- Syabu-Yo: Lamb meat fair, which started on the 14th, is selling well, due in part to cold weather conditions returning.

■ Others

- Continued to provide hot meals for the evacuees of the Noto Peninsula Earthquake (as of the end of March, served a total of approx. 20,000 meals with the help of 120 employee volunteers).
- Scored A- in the "Supplier Engagement" category in CDP, a leading global ESG evaluation organization.
- Published the "Declaration of Partnership Building" on behalf of all of our domestic group companies, where the company representative declares to build good partnerships with its business partners.

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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