

September 2024 Skylark Group Monthly IR Report (Flash Figures)

October 3, 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.

FY2024 vs FY2023 (%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	109.2%	114.1%	114.0%	108.3%	111.0%	115.8%	104.3%	112.9%	110.7%				111.0%
	Sales	110.5%	114.5%	114.5%	108.7%	111.1%	116.1%	104.6%	113.4%	111.0%				111.5%
Same Store	Traffic	109.4%	112.4%	112.4%	106.4%	106.7%	108.0%	96.1%	107.7%	106.8%				107.1%
	ATP	101.0%	101.9%	101.8%	102.2%	104.2%	107.5%	108.8%	105.3%	103.9%				104.1%
Store Development	New Store Openings	0	1	5	3	3	1	3	1	3				20
	Remodels	2	3	2	6	7	6	10	4	12				52
	Brand Conversions	4	8	3	12	11	7	8	4	3				60
# of Stores	Gusto	1,277	1,276	1,272	1,266	1,260	1,256	1,252	1,248	1,247				1,247
	Bamiyan	353	353	354	356	357	358	359	359	361				361
	Syabu-Yo	279	281	282	284	288	290	292	294	295				295
	Jonathan's	185	182	177	173	168	166	165	163	163				163
	Yumean	167	167	167	168	169	170	171	171	171				171
	Steak Gusto	83	83	83	83	83	83	83	82	82	82			82
	Overseas	73	74	76	77	79	80	81	81	83				83
	Other	546	550	553	558	559	561	569	569	570				570
	Total	2,963	2,966	2,964	2,965	2,963	2,964	2,969	2,967	2,972				2,972
# of stores temporarily closed for brand conversions (not included in the above total)		7	5	10	10	11	9	5	6	3				3

Highlights

■ Brand Topics

- 15th recorded highest sales for this year as a single day (beating Golden Week and Obon). Restaurant consumption was stimulated with more people going out for autumn events.
- Gusto: Introduced fair menu items for beef hamburger, chicken and pizza. Garlic chicken, a menu collaborated with Hiromi (TV celebrity), and pizza developed through collaboration with a famous chef, have high sales.
- Syabu-Yo: Duck meat and mushroom all-you-can-eat course, a limited time offer from the 12th, is popular.
- Jonathan's and Yumean revised menus on the 5th and 12th, respectively. Fair menus using autumn ingredients are popular.

■ Others

- Announced acquisition of all shares of the operating company of Sukesan Udon, a Kyushu local chain (actual share acquisition scheduled for October)
- Due to increased ingredient prices for rice, implemented a price hike for rice menus from the 26th in our 5 major brands.

■ ESG

- Introduced an offsite PPA service utilizing solar power in 20 stores in the Chubu region.
- Began collecting "Donations for the Noto Peninsula Torrential Rain Disaster" in approx. 2,700 group stores.

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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