

November 2017 Skylark Group Monthly IR Report

FY2017

(%YoY)	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total Sales	2.0%	-0.1%	2.1%	3.5%	0.5%	3.5%	2.1%	2.5%	3.3%	-2.7%	1.5%		1.7%
Same Store Sales	0.8%	-1.0%	1.3%	2.6%	-0.4%	2.0%	0.6%	0.6%	1.2%	-5.1%	-1.2%		0.1%
Same Store Traffic	-0.8%	-2.4%	-0.5%	0.9%	-1.8%	0.4%	-0.3%	-0.1%	-0.5%	-7.5%	-3.4%		-1.4%
Same Store ATP	1.6%	1.4%	1.8%	1.7%	1.4%	1.6%	0.9%	0.7%	1.7%	2.6%	2.3%		1.6%

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
New Openings	6	3	5	10	5	10	13	8	8	17	5		90
Total # of Stores	3,064	3,055	3,061	3,075	3,079	3,090	3,104	3,109	3,117	3,133	3,139		3,139
<i>International</i>	48	48	47	48	48	48	50	50	50	51	52		52

Highlights

In November 2017, sales for the Skylark Group, including new store openings, increased 1.5% year on year, and same store sales decreased 1.2% year on year.

The Skylark Group has been focusing on improvement of store operations by optimizing types of discount coupons and so on. Compared with last November, the changes in the promotion contents gave negative impacts. The shortening of late night operating hours also reduced sales by approx.1%.

The price increase, the Group implemented in September, progressed as planned and contributed to growth in average ticket price. Gusto and Jonathan's are offering House-made roast chicken for delivery and take-out, which had received favorable responses from customers last year. The sales in this year have also been progressing well.

In November, the Skylark Group opened 5 new stores, of which 2 restaurants were Gusto, 1 was based in Taiwan and the remaining 2 were other brands. From January to November 2017, the Group implemented 90 new store openings, 25 brand conversions and 293 remodels.

Number of restaurants as of end-November

Gusto	Bamiyan	Jonathan's	Yumean	Syaybu-Yo	Steak Gusto	Others	Total
1,367	332	301	194	178	137	630	3,139

Gusto: Limited-time offer
H-bone lean beef steak

Jonathan's: Delivery and Take-out
2017 Christmas menu

Totoyamichi: Limited-time offer
Bluefin tuna from Oma, Aomori



FY2016

(%YoY)	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total Sales	2.3%	2.3%	-0.9%	0.5%	-2.3%	1.0%	4.8%	-3.1%	-0.5%	5.1%	1.2%	5.0%	1.2%
Same Store Sales	1.0%	0.8%	-2.0%	-0.7%	-3.6%	-0.4%	3.5%	-4.3%	-2.0%	3.3%	-0.2%	3.8%	-0.1%
Same Store Traffic	-0.3%	0.0%	-2.7%	-1.5%	-3.8%	-1.2%	2.6%	-4.9%	-2.1%	2.2%	-2.4%	0.9%	-1.2%
Same Store ATP	1.3%	0.8%	0.7%	0.8%	0.3%	0.8%	0.8%	0.6%	0.1%	1.1%	2.2%	2.9%	1.0%

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
New Openings	1	3	5	7	4	3	5	1	6	4	6	4	49
Total # of Stores	3,031	3,032	3,031	3,035	3,036	3,040	3,045	3,045	3,055	3,061	3,065	3,068	3,068
<i>International</i>	41	42	41	41	43	45	45	45	46	46	46	47	47

Note

- The data for group total sales is on a domestic consolidated basis and does not include overseas sales.
- Same store is defined as a store which has been open for 13 months or longer (includes stores which underwent brand conversion)
Customer traffic includes traffic from the delivery business*
*Customer traffic from delivery = Delivery sales / Average check
- ATP: Average Ticket Price

Investor Relations department
TEL: 0422-37-5244