

## January 2018 Skylark Group Monthly IR Report

### FY2018

(%YoY)	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total Sales	0.8%												0.8%
Same Store Sales	-2.1%												-2.1%
Same Store Traffic	-3.7%												-3.7%
Same Store ATP	1.7%												1.7%

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
New Openings	9												9
Total # of Stores	3,152												3,152
<i>International</i>	53												53

### Highlights

In January 2018, sales for the Skylark Group, including new store openings, increased 0.8% year on year and same store sales decreased 2.1% year on year. One less weekend day gave negative impacts of approx. 2%, snow and cold weather also gave negative impacts of approx. 2% -3%, The shortening of late night operating hours also reduced sales by approx.1%.

At the beginning of January, the Skylark Group offered limited-time New Year promotion at several brands including Gusto, Jonathan's, Bamiyans and Steak-Gusto. These special menu offerings for celebrative occasions successfully drove growth in average ticket price. In late January Gusto offered ¥100 special kids plates (only for limited-periods and kids coupon users) , and received favorable responses from our customers.

Delivery sales have been performing well with a 10% a sales increase year on year due to improved delivery time range.

In January, the Skylark Group opened 9 new stores, of which 5 restaurants were Karayoshi, 1 was based in Taiwan and the remaining 3 were other brands. In January the Group implemented 2 brand conversions and 19 remodels.

### Number of restaurants as of end-January

Gusto	Bamiyan	Jonathan's	Yumean	Syaybu-Yo	Steak Gusto	Others	Total
1,367	332	301	194	182	137	632	3,152

Gusto: Limited-time offer  
Beef stew set

Jonathan's: Limited-time offer  
Special new year menu

Chawan  
Pancakes with fruits and whipped cream



**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%	1.2%	1.6%
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%	-1.5%	-0.0%
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%	-3.4%	-1.6%
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%	1.9%	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	7	97
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	3,144	3,144
<i>International</i>	48	48	47	48	48	48	50	50	50	51	52	52	52

**Note**

1. The data is consolidated domestic sales at restaurant level and does not include overseas sales.
2. 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
3. ATP: Average Ticket Price

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