

February 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%	2.4%											1.5%
Same Store Sales	-2.1%	-0.8%											-1.5%
Same Store Traffic	-3.7%	-2.3%											-3.0%
Same Store ATP	1.7%	1.5%											1.6%

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
New Openings	9	9											18
Total # of Stores	3,152	3,160											3,160
<i>International</i>	53	54											54

Highlights

In February 2018, sales for the Skylark Group, including new store openings, increased 2.4% year on year and same store sales decreased 0.8% year on year.

One extra weekend day gave positive impacts of approx. 1 - 2%. On the other hand, cold weather and heavy snow in the north area of Japan gave negative impacts of approx. 1%. The shortening of late night operating hours also reduced sales.

Since the 4th quarter of 2017, the Group has been adjusting the number of coupons distributed. Since the number of coupons in February was controlled to less than 20% compared with last February, promotional impacts on sales increase were limited.

Delivery and take-out sales have been performing well with a 10% a sales increase year on year.

In February, the Skylark Group opened 9 new stores, of which 6 restaurants were Karayoshi, 1 was based in Taiwan and the remaining 2 were other brands. The Group focuses on remodeling of Japanese brands (Yumean and Aiya) from 2018. 21 remodels of such Japanese brands are implemented in 2018, of which 13 remodels are implemented in February.

Number of restaurants as of end-February

Gusto	Bamiyan	Jonathan's	Yumean	Syaybu-Yo	Steak Gusto	Others	Total
1,367	332	301	194	182	137	647	3,160

Bamiyan: Limited-time offer
Wantan noodles



Jonathan's: Limited-time offer
Hamburg & Cheese *fondue* with
vegetables



Steak Gusto: Limited-time offer
on Feb 9th & 10th "Niku no hi"
Premium aging beef log steak & Hamburg



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

- The data is consolidated domestic sales at restaurant level 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

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