

## April 2024 Skylark Group Monthly IR Report (Finalized Figures)

May 7, 2024  
Skylark Holdings Co., Ltd.  
(Code 3197, TSE Prime)

### 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%	108.3%									111.4%
Same Store	Sales	110.5%	114.5%	114.5%	108.7%									112.0%
	Traffic	109.4%	112.4%	112.4%	106.4%									110.1%
	ATP	101.0%	101.9%	101.8%	102.2%									101.7%
Store Development	New Store Openings	0	1	5	3									9
	Remodels	2	3	2	6									13
	Brand Conversions	4	8	3	12									27
# of Stores	Gusto	1,277	1,276	1,272	1,266									1,266
	Bamiyan	353	353	354	356									356
	Syabu-Yo	279	281	282	284									284
	Jonathan's	185	182	177	173									173
	Yumean	167	167	167	168									168
	Steak Gusto	83	83	83	83									83
	Overseas	73	74	76	77									77
	Other	546	550	553	558									558
<b>Total</b>	<b>2,963</b>	<b>2,966</b>	<b>2,964</b>	<b>2,965</b>									<b>2,965</b>	
# of stores temporarily closed for brand conversions (not included in the above total)		7	5	10	10									10

### Highlights

#### ■ Brand Topics

- Grand menu revisions at Gusto, Jonathan's, Yumean on the 11th, and at Bamiyan on the 18th. Average ticket increased through quality and value improvement.
- Gusto: "DIY menu" developed by Gusto's Special Advisor, Hiromi (TV celebrity), started on the 11th. Average ticket increased with the special menus, and guest count also increased through increased publicity.

#### ■ DX

- Hybrid cashiers, normal manned cash registers with self-checkout functions added, have been installed in all intended stores.
- Payment methods for table checkout via our digital menubooks have been expanded to Paypay, Docomo-pay, Mercari-pay and Rakuten-pay.

#### ■ ESG

- Selected as a constituent of the MSCI Japan ESG Select Leaders Index, and thereby became the first restaurant company to be a constituent of all 6 ESG indices adopted by GPIF.
- Added achievement of employee engagement score target, customer satisfaction score target, and reduction target in CO<sub>2</sub> emissions as additional requirements for performance-linked compensation for our internal directors and executive officers.

#### ■ Others

- Started collecting donations towards the Taiwan Earthquake at all group stores. The company will donate a matching amount to the collected donation; the Taiwan Fair at Bamiyan will be extended to show support for Taiwan; a portion of the sales from specific Taiwan Fair menu items will be donated.

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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