

May 2024 Skylark Group Monthly IR Report (Flash Figures)

June 5, 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.

(%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%								111.3%
	Sales	110.5%	114.5%	114.5%	108.7%	111.1%								111.9%
Same Store	Traffic	109.4%	112.4%	112.4%	106.4%	106.7%								109.4%
	ATP	101.0%	101.9%	101.8%	102.2%	104.2%								102.2%
Store Development	New Store Openings	0	1	5	3	3								12
	Remodels	2	3	2	6	7								20
	Brand Conversions	4	8	3	12	11								38
# of Stores	Gusto	1,277	1,276	1,272	1,266	1,260								1,260
	Bamiyan	353	353	354	356	357								357
	Syabu-Yo	279	281	282	284	288								288
	Jonathan's	185	182	177	173	168								168
	Yumean	167	167	167	168	169								169
	Steak Gusto	83	83	83	83	83								83
	Overseas	73	74	76	77	79								79
	Other	546	550	553	558	559								559
	Total	2,963	2,966	2,964	2,965	2,963								
# of stores temporarily closed for brand conversions (not included in the above total)		7	5	10	10	11								11

Highlights

■ Brand Topics

- Syabu-Yo: Beef tongue fair which started on the 16th is doing well. Also, the "Komame-dori" project to reduce food loss in our stores where we give drink bar coupons to customers who finish all of their food, is being picked up in various media.
- Yumean: Started the Setouchi Fair on the 23rd. Fresh whitebait ricebowl, tempura ricebowl, tempura udon noodles are all selling well, and contributing to ATP growth.
- Gusto, Bamiyan, Jonathan's: Campaign with the popular animation "Kimetsu-No-Yaiba" started on the 23rd. In addition to special menu items being offered, with orders of specific menu items, we are giving away plastic folders with character drawings. Succeeded in growing GC of young families and animation fans.

■ IT/Digital

- Introduced Skylark Point Program on the 16th; when scanned at our cashiers, gives points to customers according to the amount spent. With more detailed customer data, will further enhance CRM and product development.
- In preparation for the circulation of new paper money from July, the automatic change machine portion of our cashiers has been replaced in all stores.

■ ESG

- Our GHG emission data for FY2023 has been verified and validated by a third-party assurance provider (FY2022 data already has third-party assurance).
- Have been registered as a TNFD adopter as of the 23rd; also joined the TNFD Forum on the same day. Will enhance disclosures related to natural capital.

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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