

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%	115.7%							112.0%
Same Store	Sales	110.5%	114.5%	114.5%	108.7%	111.1%	116.1%							112.5%
	Traffic	109.4%	112.4%	112.4%	106.4%	106.7%	108.0%							109.2%
	ATP	101.0%	101.9%	101.8%	102.2%	104.2%	107.5%							103.1%
Store Development	New Store Openings	0	1	5	3	3	1							13
	Remodels	2	3	2	6	7	6							26
	Brand Conversions	4	8	3	12	11	7							45
# of Stores	Gusto	1,277	1,276	1,272	1,266	1,260	1,256							1,256
	Bamiyan	353	353	354	356	357	358							358
	Syabu-Yo	279	281	282	284	288	290							290
	Jonathan's	185	182	177	173	168	166							166
	Yumean	167	167	167	168	169	170							170
	Steak Gusto	83	83	83	83	83	83							83
	Overseas	73	74	76	77	79	80							80
	Other	546	550	553	558	559	561							561
	Total	2,963	2,966	2,964	2,965	2,963	2,964							
# of stores temporarily closed for brand conversions (not included in the above total)		7	5	10	10	11	9							9

Highlights

■ Brand Topics

- Many brands recorded highest sales of the year on Father's Day (16th), with our efforts to maximize sales on weekends through sufficient staffing.
- Syabu-Yo: 999yen all-you-can-drink alcoholic beverages campaign for 13th to the 16th spurred alcohol demands; highest sales of the year on Father's day.
- Jonathan's: Morioka reimen noodles and shaved ice, introduced on the 13th, are selling well, leading to average ticket growth.
- Yumean: Offered Father's day menus from the 10th to the 30th. Despite the high price, on Father's day, recorded highest sales for any Gozen menus.
- Gusto, Bamiyan, Jonathan's: Campaign phase 2 with the popular animation "Kimetsu-No-Yaiba" started on the 13th. As with phase 1, contributing to traffic growth.

■ ESG

- Selected as a constituent of SOMPO Sustainability Index 2 years in a row.

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

Contact:
Skylark Holdings IR Team
IR_group@skylark.co.jp