

August 2024 Skylark Group Monthly IR Report (Flash Figures)

September 4, 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%	115.8%	104.3%	113.0%					111.1%
Same Store	Sales	110.5%	114.5%	114.5%	108.7%	111.1%	116.1%	104.6%	113.4%					111.6%
	Traffic	109.4%	112.4%	112.4%	106.4%	106.7%	108.0%	96.1%	107.6%					107.1%
	ATP	101.0%	101.9%	101.8%	102.2%	104.2%	107.5%	108.8%	105.3%					104.2%
Store Development	New Store Openings	0	1	5	3	3	1	3	1					17
	Remodels	2	3	2	6	7	6	10	4					40
	Brand Conversions	4	8	3	12	11	7	8	4					57
# of Stores	Gusto	1,277	1,276	1,272	1,266	1,260	1,256	1,252	1,248					1,248
	Bamiyan	353	353	354	356	357	358	359	359					359
	Syabu-Yo	279	281	282	284	288	290	292	294					294
	Jonathan's	185	182	177	173	168	166	165	163					163
	Yumean	167	167	167	168	169	170	171	171					171
	Steak Gusto	83	83	83	83	83	83	82	82					82
	Overseas	73	74	76	77	79	80	81	81					81
	Other	546	550	553	558	559	561	567	569					569
	Total	2,963	2,966	2,964	2,965	2,963	2,964	2,969	2,967	2,967				
# of stores temporarily closed for brand conversions (not included in the above total)		7	5	10	10	11	9	5	6					6

Highlights

■ Brand Topics

- Due to a few typhoons hitting Japan, some stores were forced to terminate or shorten operating hours, which led to a total impact of approx. 2%. However, in general, consumption remains strong.
- Gusto/Jonathan's: Enhanced promotion to lift sales after Obon period. Post-in flyers had high coupon redemption rate.
- Syabu-Yo: "Hokkaido Beef Shoulder Loin," a limited time offer from the 8th to the Obon period, had high sales.
- Nilax, a Skylark Group company, opened a new brand, "Italian Resort Pertica," on the 26th. A 12 meter-long "imperial drink bar" and the fresh basil Genovese pasta where the customers grind fresh basil leaves themselves to add the final touch to the plate, are popular.

■ DX / IT initiatives

- From Aug 1, Skylark Points can be used in Nilax restaurants (a Skylark Group company).

■ ESG

- Announced buying of CO2 emission rights generated by biochar which contributes to both decarbonization and support of agricultural activities.
- Introduced solar energy to 9 Gusto stores in the Hokuriku area.

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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