

April 2025 Skylark Group Monthly IR Report (Final Figures)

May 8, 2025
Skylark Holdings Co., Ltd.
(Code 3197, TSE Prime)

FY2025 vs FY2024

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All	Sales	114.8%	116.1%	114.6%	115.0%									115.1%
Same Store	Sales	109.4%	110.6%	109.3%	109.2%									109.6%
	Traffic	101.5%	103.0%	102.1%	103.9%									102.6%
	ATP	107.8%	107.4%	107.0%	105.1%									106.8%
Store Development	New Store Openings	3	4	3	9									19
	Remodels	11	8	21	21									61
	Brand Conversions	1	0	1	7									9
# of Stores	Gusto	1,247	1,246	1,241	1,242									1,242
	Bamiyan	363	363	364	366									366
	Syabu-Yo	300	300	301	304									304
	Jonathan's	163	162	161	161									161
	Yumean	171	172	171	175									175
	Steak Gusto	82	82	81	81									81
	Overseas	99	99	100	99									99
	Other	658	659	652	654									654
	Total	3,083	3,083	3,071	3,082									3,082
# of stores temporarily closed for brand conversions (not included in the above total)		0	2	8	4									4

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

Highlights

■ Brand

Gusto : Introduce a fair menu featuring cost-effective dishes like doria and gratin, mini desserts, and white peach sweets, and achieve sales exceeding the planned numbers.

Syabu-yo : Introduce the Hokkaido beef shoulder loin fair, and like last year, continue to see strong sales this time as well.

Bamiyan : The Taiwan fair has been well-received, just like last year, resulting in sales exceeding the plan, along with an increase in average spending per customer.

■ ESG

Solar power generation through the off-site PPA method has been introduced at 94 locations in the Kansai and Chubu regions, expanding the total to 258 facilities.

■ IT/Digital

Starting the introduction of an automated guidance system primarily at Shabu-Yo, with plans to expand to 200 locations by the end of the year.

■ Others

The shareholder privilege card usage has been changed from increments of 500 yen to increments of 1 yen.
 Additionally, Sasa Udon (excluding some locations) has been added as a usable brand.

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