

## **[UPDATED] 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.

Sukesan Udon :   Two new stores were opened in the Kanto region and one new store was opened in the Kansai region.  
 On the opening day, customers have been waiting since the night before at all of the stores.

#### **■ 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, Sukesan Udon (excluding some locations) has been added as a usable brand.

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