

## May 2025 Skylark Group Monthly IR Report (Flash Figures)

These are preliminary figures for the most recent month.  
Finalized figures will be disclosed in the next month's report.

June 4, 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%	113.8%								114.8%
Same Store	Sales	109.4%	110.6%	109.3%	109.2%	107.7%								109.2%
	Traffic	101.5%	103.0%	102.1%	103.9%	103.2%								102.7%
	ATP	107.8%	107.4%	107.0%	105.1%	104.3%								106.3%
Store Development	New Store Openings	3	4	3	9	5								24
	Remodels	11	8	21	21	19								80
	Brand Conversions	1	0	1	7	2								11
# of Stores	Gusto	1,247	1,246	1,241	1,242	1,242								1,242
	Bamiyan	363	363	364	366	367								367
	Syabu-Yo	300	300	301	304	305								305
	Jonathan's	163	162	161	161	159								159
	Yumean	171	172	171	175	174								174
	Steak Gusto	82	82	81	81	80								80
	Overseas	99	99	100	99	101								101
	Other	658	659	652	654	642								642
	Total	3,083	3,083	3,071	3,082	3,070								3,070
# of stores temporarily closed for brand conversions (not included in the above total)		0	2	8	4	8								8

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   : The sales of the four types of cold noodles from the fair menu launched in May are performing better than planned. This has contributed to an increase in customer spending.

Syabu-yo   : The 'Beef Tongue Fair,' which was well-received last year, was implemented. Sales exceeded those of last year and contributed to an increase in the number of customers.

Yumean    : Attracting customers through digital promotion. App coupons that remind of events such as Golden Week and Mother's Day were distributed via posts on X.

#### ■ IT/Digital

The store's work schedule has been digitized, allowing employees to check them from outside the store, which improves convenience.

#### ■ ESG

Becoming the first domestic food service company to obtain the international greenhouse gas reduction target SBT 'FLAG' certification.

#### ■ Others

The shareholder benefits tickets will become available on smartphones as well, enhancing convenience, starting from the September 2025 shipment.

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