

June 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.

July 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%	109.5%							113.9%
Same Store	Sales	109.4%	110.6%	109.3%	109.2%	107.6%	103.9%							108.3%
	Traffic	101.5%	103.0%	102.1%	103.9%	103.3%	100.9%							102.4%
	ATP	107.8%	107.4%	107.0%	105.1%	104.2%	103.0%							105.8%
Store Development	New Store Openings	3	4	3	9	5	8							32
	Remodels	11	8	21	21	19	20							100
	Brand Conversions	1	0	1	7	2	5							16
# of Stores	Gusto	1,247	1,246	1,241	1,242	1,242	1,240							1,240
	Bamiyan	363	363	364	366	367	367							367
	Syabu-Yo	300	300	301	304	305	308							308
	Jonathan's	163	162	161	161	159	158							158
	Yumean	171	172	171	175	174	174							174
	Steak Gusto	82	82	81	81	80	79							79
	Overseas	99	99	100	99	101	106							106
	Other	658	659	652	654	642	647							647
	Total	3,083	3,083	3,071	3,082	3,070	3,079							3,079
# of stores temporarily closed for brand conversions (not included in the above total)		0	2	8	4	8	5							5

Highlights

■ Topics

We experienced a 4.6% negative impact year on year. This was due to one less Saturday and the absence of last year's "Demon Slayer" collaboration promotion. When accounting for these factors, existing store sales are progressing as per guidance.

■ Brand

Gusto: The weekday limited menu "Gusto Fit Menu 2" saw an increase in sales compared to the previous time, contributing to an increase in customer numbers.

Shabu-Yo: A limited-time Father's Day special campaign was conducted, offering an all-you-can-drink alcohol option for 999 yen over three days. The number of customers during the period exceeded the previous year and received positive feedback.

Jonathan's: A limited-time "Jonathan's Cheers Festival" for Father's Day was held for two weeks, offering half-price alcohol and discount coupons for snacks, resulting in an increase in customer numbers.

■ IT/Digital

Expansion of the terminal installation that display checked out tables. Implementation has been completed across the six major brands, helping to prevent delays in table setting and enhancing our service to minimize wait times.

■ ESG

Become first company of domestic restaurant industry to be selected for three consecutive years for the ESG evaluation "SOMPO Sustainability Index".

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