

September 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.

October 3, 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%	114.0%	115.7%	109.5%				113.7%
Same Store	Sales	109.2%	110.1%	109.3%	109.3%	107.9%	107.9%	104.2%	107.9%	103.3%				107.8%
	Traffic	101.4%	102.7%	102.3%	104.1%	103.6%	101.2%	104.0%	103.9%	97.1%				102.3%
	ATP	107.6%	107.3%	106.8%	105.0%	104.2%	102.9%	103.7%	105.1%	106.4%				105.4%
Store Development	New Store Openings	3	4	3	9	5	8	10	5	7				54
	Remodels	11	8	21	21	19	20	21	14	24				159
	Brand Conversions	1	0	1	7	2	5	3	2	3				24
# of Stores	Gusto	1,247	1,246	1,241	1,242	1,242	1,240	1,239	1,235	1,234				1,234
	Bamiyan	363	363	364	366	367	367	368	368	368				368
	Syabu-Yo	300	300	301	304	305	308	312	314	315				315
	Jonathan's	163	162	161	161	159	158	157	156	156				156
	Yumean	171	172	171	175	174	174	174	174	174				174
	Steak Gusto	82	82	81	81	80	79	77	77	73				73
	Overseas	99	99	100	99	101	106	106	107	109				109
	Other	658	659	652	654	642	647	651	651	654				654
	Total	3,083	3,083	3,071	3,082	3,070	3,079	3,084	3,082	3,083				3,083
# of stores temporarily closed for brand conversions (not included in the above total)		0	2	8	4	8	5	7	9	10				10

Highlights

■ Topics

The existing store sales year-on-year is 103.3%, but adjusting for the special factor of one less Sunday (2%), the progress is in line with guidance.

■ Menu

The fair menu introduced by the major brand contributed to an increase in customer spending.

Gusto : Starting from September 11, a fair menu including 999 yen steak launched at all stores.

Bamiyan : Starting from September 4, the "Mala Soup Exhibition" (Mala Tang Fair) is being held.

Syabu-Yo : Starting from September 11, the Autumn Mushroom and Duck Shabu Fair has been launched.

■ Brand Topics

Sukesan Udon : The delivery service that started at the Ryogoku store in August is performing well, with sales increasing week by week.

■ Sales promotion

Dynamic coupons : Starting in September, a coupon distribution function at the individual store level was implemented, delivering optimal coupons tailored to each store's situation.

■ Promotion

Gusto : Before the launch of the fair menu including 999 yen steak at all stores, a promotional campaign utilizing social media and other platforms went viral.

■ Store expansion

By September of this year, a total of 54 new stores were opened (an increase of 7 stores compared to the previous month), and 24 stores underwent a format change (an increase of 3 stores compared to the previous month).

Sukesan Udon : Two stores opened in Chiba Prefecture and one store in Osaka Prefecture. All of the stores formed a line even before opening.

Overseas : SUKI-YA in Malaysia opened its third new store this period, following last month, bringing the total to 16 stores.

■ IT/Digital

Shareholder reward vouchers have been digitized starting from the September shipment. In addition to the mailed paper, vouchers are now also available on smartphones, enhancing convenience.

■ ESG

Issued sustainability bonds as investment funds related to "food security and sustainable food systems."

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 and Sukesan Udon). 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