

October 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.

November 6, 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%	108.7%			113.2%
Same Store	Sales	109.2%	110.1%	109.3%	109.3%	107.9%	104.2%	107.9%	109.3%	103.3%	106.9%			107.7%
	Traffic	101.4%	102.7%	102.3%	104.1%	103.6%	101.2%	104.0%	103.9%	97.2%	101.6%			102.2%
	ATP	107.6%	107.3%	106.8%	105.0%	104.2%	102.9%	103.7%	105.1%	106.3%	105.2%			105.4%
Store Development	New Store Openings	3	4	3	9	5	8	10	5	7	6			60
	Remodels	11	8	21	21	19	20	21	14	24	25			184
	Brand Conversions	1	0	1	7	2	5	3	2	3	3			27
# of Stores	Gusto	1,247	1,246	1,241	1,242	1,242	1,240	1,239	1,235	1,234	1,234			1,234
	Bamiyan	363	363	364	366	367	367	368	368	368	368			368
	Syabu-Yo	300	300	301	304	305	308	312	314	315	316			316
	Jonathan's	163	162	161	161	159	158	157	156	156	156			156
	Yumean	171	172	171	175	174	174	174	174	174	174			174
	Steak Gusto	82	82	81	81	80	79	77	77	73	72			72
	Overseas	99	99	100	99	101	106	106	107	109	110			110
	Other	658	659	652	654	642	647	651	651	654	658			658
Total		3,083	3,083	3,071	3,082	3,070	3,079	3,084	3,082	3,083	3,088			3,088
# of stores temporarily closed for brand conversions (not included in the above total)		0	2	8	4	8	5	7	9	10	9			9

Highlights

■ Sales Overview

Both the number of customers and the average spending per customer are trending steadily. Fair menus, promotions, and campaigns that capture consumer trends are driving growth.

■ Topics

■ Menu

Gusto: The sales of the 999 yen steak continue to perform well.
Jonathan's: Menu revision on October 23. The 'Overflowing Soup Pasta' and 'Early-Season Mikan Dessert' are performing well in sales.

■ Sales promotion

Gusto: Celebrating the 33rd anniversary of Gusto, a special coupon campaign offering 33% off is being held. The pre-announcement efforts have also been effective in contributing to an increase in the number of customers.

■ Promotion

Syabu-Yo: Implementing a Halloween campaign. A project to create and post arrangements of pumpkin pudding on social media has been well received.

■ Store expansion

October cumulative: 60 new stores (an increase of 6 stores compared to last month), and 27 conversions of business formats (an increase of 3 stores compared to last month) have been implemented.
Sukesan Udon: Opened 3 stores (in Saitama, Chiba, and Kanagawa). Total of 89 stores in operation.
Taiwan: Opening one Café Grazie store.

■ IT/Digital

Three brands, Musashinomori Coffee, La Ohana, and chawan have completed the implementation of digital menu books.

■ ESG

Based on the framework of the TNFD (Taskforce on Nature-related Financial Disclosures) recommendations, the 'TNFD Report' summarizing risks and opportunities related to natural capital has been published on our website.

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

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