

## November 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.

December 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%	114.0%	115.7%	109.5%	108.7%	111.0%		113.0%
Same Store	Sales	109.2%	110.1%	109.3%	109.3%	107.9%	104.2%	107.9%	109.3%	103.3%	106.9%	108.9%		107.8%
	Traffic	101.4%	102.7%	102.3%	104.1%	103.6%	101.2%	104.0%	103.9%	97.2%	101.6%	103.1%		102.3%
	ATP	107.6%	107.3%	106.8%	105.0%	104.2%	102.9%	103.7%	105.1%	106.3%	105.2%	105.6%		105.4%
Store Development	New Store Openings	3	4	3	9	5	8	10	5	7	6	8		68
	Remodels	11	8	21	21	19	20	21	14	24	25	26		210
	Brand Conversions	1	0	1	7	2	5	3	2	3	3	4		31
# of Stores	Gusto	1,247	1,246	1,241	1,242	1,242	1,240	1,239	1,235	1,234	1,234	1,235		1,235
	Bamiyan	363	363	364	366	367	367	368	368	368	368	368		368
	Syabu-Yo	300	300	301	304	305	308	312	314	315	316	320		320
	Jonathan's	163	162	161	161	159	158	157	156	156	156	156		156
	Yumean	171	172	171	175	174	174	174	174	174	174	174		174
	Steak Gusto	82	82	81	81	80	79	77	77	73	72	71		71
	Overseas	99	99	100	99	101	106	106	107	109	110	112		112
	Other	658	659	652	654	642	647	651	651	654	658	659		659
	Total	3,083	3,083	3,071	3,082	3,070	3,079	3,084	3,082	3,083	3,088	3,095		3,095
# of stores temporarily closed for brand conversions (not included in the above total)		0	2	8	4	8	5	7	9	10	9	8		8

### Highlights

#### ■ Menu

Winter menus introduced by major brands have been well-received, driving increases in both the number of customers and the average check size.

Gusto : New menu items, such as the warm winter offerings "Pork Rib jjigae" , "Tanmen," and "Gusto Smash Burger," have exceeded their sales targets.

Syabu-Yo :The "Lamb Shabu Malatang Fair" achieved sales figures exceeding those of the previous year.

Bamiyan : New items introduced for the "Seafood Fair" (such as Fried Rice with thicken Snow Crab sauce in earthen pod and Abalone Malatang) received high praise from customers and exceeded sales targets.

Yumean : Introduction of items suitable for the winter season, such as Nabeyaki Udon (hot pot noodles), Motsunabe (offal hot pot), and a roasted sweet potato dessert.

#### ■ Sales promotion

Gusto: Distributed half-price coupons for four types of kids' meals and four types of alcoholic beverages via the Skylark App. Promotion was also carried out through owned media and digital advertising.

#### ■ Promotion

Gusto: Achieved an overwhelmingly high rating on the TV program "Job Tune," with 10 out of 11 items passed screening, including those from the preliminary round.

#### ■ Store expansion

November cumulative: 68 new stores (an increase of 8 stores compared to last month), and 31 conversions of business formats (an increase of 4 stores).

Sukesan Udon : Opened 3 new stores (Osaka, Hiroshima, and Oita Prefectures).

Taiwan : Opened 2 new stores (Musashino Mori Coffee and Shabu-Yo).

#### ■ IT/Digital

"Spot Crew," a single-day matching system for working during spare time, initiated external recruitment in Approximately 2,600 stores

#### ■ ESG

Received the top 4-star rating among all restaurant companies in the "Nikkei SDGs Management Survey 2025" for the third consecutive year.

#### 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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