

December 2025 Skylark Group Monthly IR Report (Final Figures)

January 7, 2026
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%	106.0%	112.3%
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%	104.0%	107.5%
	Traffic	101.4%	102.7%	102.3%	104.1%	103.6%	101.2%	104.0%	103.9%	97.2%	101.6%	103.2%	96.7%	101.8%
	ATP	107.6%	107.3%	106.8%	105.0%	104.2%	102.9%	103.7%	105.1%	106.3%	105.2%	105.6%	107.5%	105.6%
Store Development	New Store Openings	3	4	3	9	5	8	10	5	7	6	8	9	77
	Remodels	11	8	21	21	19	20	21	14	24	25	27	9	220
	Brand Conversions	1	0	1	7	2	5	3	2	3	3	4	5	36
# 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	1,236	1,236
	Bamiyan	363	363	364	366	367	367	368	368	368	368	368	369	369
	Syabu-Yo	300	300	301	304	305	308	312	314	315	316	320	324	324
	Jonathan's	163	162	161	161	159	158	157	156	156	156	156	157	157
	Yumean	171	172	171	175	174	174	174	174	174	174	174	174	174
	Steak Gusto	82	82	81	81	80	79	77	77	73	72	71	71	71
	Overseas	99	99	100	99	101	106	106	107	109	110	112	115	115
	Other	658	659	652	654	642	647	651	651	654	658	659	661	661
	Total	3,083	3,083	3,071	3,082	3,070	3,079	3,084	3,082	3,083	3,088	3,095	3,107	3,107
	# of stores temporarily closed for brand conversions (not included in the above total)	0	2	8	4	8	5	7	9	10	9	8	4	4

Highlights

Sales Overview Same-store sales are progressing above guidance. The year-on-year decline in customer numbers is transitory (the reaction to the previous year's half-price campaign and the impact of having one fewer Sunday).

Topics

Menu

Promotional menus of major brands drove the increase in average guest spend.

Gusto : Introduced Motsunabe supervised by the long-established Fukuoka restaurant "Yamaya" and sirloin steak sets, etc.

Syabu-Yo : Re-introduced the domestically produced beef and snow crab course, which was popular last year, for the current term.

Jonathan's : Introduced high-value-added menus using red king crab and Wakahime beef, and promoted the concurrent set menus.

Sales promotion

Distributed discount coupons as part of the "Year-End Patronage Appreciation Festival" at Gusto and Bamiyan.

Promotion

Generated buzz through online and offline approaches, including press releases, owned SNS, and newspaper inserts, to coincide with the Gusto Motsunabe Fair.

Store expansion

Opened 9 new stores and implemented 5 format conversions (results for the single month of December 2025).

Sukesan Udon made its first foray into Nara Prefecture.

Overseas: Opened 2 stores in Taiwan (Yokohama Steak) and 1 store in Malaysia (Suki-ya).

Other

Conducted emergency fundraising and soup kitchen activities by Gusto and Sukesan Udon in response to the large-scale fire in Oita City.

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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