

May 2026 Skylark Group Monthly IR Report (Flash Figures)

June 4, 2026
Skylark Holdings Co., Ltd.
(Code 3197, TSE Prime)

FY2026 vs FY2025

(%YoY)		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All-store	Sales	112.0%	107.4%	103.9%	108.4%	114.8%								109.2%
	Sales	110.3%	105.7%	102.3%	107.3%	111.4%								107.3%
Same-store	Traffic	105.6%	100.2%	97.4%	101.4%	105.8%								102.0%
	Average Ticket Price (ATP)	104.4%	105.5%	105.1%	105.8%	105.2%								105.2%
Store Development	New Store Openings	3	2	0	5	6								16
	Remodels	13	13	24	22	18								90
	Brand Conversions	2	7	5	3	4								21
Number of Stores	Gusto	1,230	1,229	1,224	1,224	1,220								1,220
	Bamiyan	370	370	370	370	371								371
	Syabu-Yo	325	328	327	328	331								331
	Yumean	174	173	171	171	171								171
	Jonathan's	157	157	157	157	157								157
	Sukesan Udon	95	98	101	104	106								106
	Shinpachi Shokudo	-	-	-	-	109								109
	Overseas brands	115	116	115	116	118								118
	Other brands	632	631	625	624	623								623
	Total	3,098	3,102	3,090	3,095	3,206								3,206
Conversion preparations (not included in the above total)		12	7	9	9	9								9

Highlights

■ Sales Overview

Customer traffic rose 5.8% YoY, boosted by capturing leisure demand during the long holidays and the success of collaboration and fair menus.

■ Topics

Revised Menu

The revision of the fair menu at major brands contributed to an increase in both customer traffic and ATP.

Bamiyan Launch of the "Seabura Natsu no Jin" campaign featuring "Bamiro Soba," targeting a wide range of customers and driving strong sales.

Syabu-Yo Launch of the "Beef Tongue Fair," a hit every year, capturing demand for premium dining.

Sukesan Udon Launch of the "Sukesan Udon Anago (Sea Eel) Fair," capturing early summer seasonal demand.

Sales Promotion

Gusto Distribution of 26% off coupons targeting 21 major menu items to boost customer traffic.

Promotion

Extensive media promotions, including TV broadcasts, radio commercials, and train channels, to support Bamiyan's fair menu revision.

Store expansion

6 new locations (4 Syabu-Yo, 1 each of Gusto and Sukiya)

4 brand conversions (2 Sukesan Udon, 1 each of Tomato & Onion and Tenshin Tenshin)

M&A

Addition of "Shinpachi Shokudo" to the group to expand the brand portfolio and accelerate store openings leveraging group synergies.

ESG

Selection as a constituent of the global ESG investment index "Dow Jones Best-in-Class World Index," a first for a Japanese restaurant company.

Note

- All-store figures represent consolidated domestic totals and exclude overseas store sales.
- Same-store: stores with 13 months or more of operating history, including brand-converted stores and Sukesan Udon.
- Customer traffic includes delivery and take-out customer count calculated based on the definitions below.
Customer traffic from delivery = Delivery sales / ATP for Eat-in; Customer traffic from take-out = Take-out sales / ATP for Eat-in
- ATP includes dine-in only; excludes delivery and takeout.

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