

September 2026 Skylark Group Monthly IR Report (Final Figures)

October 6, 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%	114.9%	105.2%	108.5%	107.2%	105.8%				108.1%
Same-store	Sales	110.3%	105.7%	102.3%	107.3%	111.4%	101.9%	105.8%	104.7%	102.9%				105.8%
	Traffic	105.6%	100.2%	97.4%	101.4%	106.0%	98.8%	100.7%	100.5%	99.3%				101.1%
	Average Ticket Price (ATP)	104.4%	105.5%	105.1%	105.8%	105.1%	103.1%	105.0%	104.2%	103.7%				104.6%
Store Development	New Store Openings	3	2	0	5	6	5	6	7	7				41
	Remodels	13	13	24	22	18	23	22	11	13				159
	Brand Conversions	2	7	5	3	4	5	5	4	7				42
Number of Stores	Gusto	1,230	1,229	1,224	1,224	1,220	1,211	1,206	1,202	1,202				1,202
	Bamiyan	370	370	370	371	371	370	370	371	372				372
	Syabu-Yo	325	328	327	328	331	331	332	333	336				336
	Yumean	174	173	171	171	171	171	170	171	171				171
	Jonathan's	157	157	157	157	157	156	154	154	154				154
	Sukesan Udon	95	98	101	104	106	110	114	117	121				121
	Shinpachi Shokudo Group	-	-	-	-	109	111	114	116	117				117
	Overseas brands	115	116	115	116	118	121	122	125	126				126
	Other brands	632	631	625	624	623	622	622	621	620				620
	Total	3,098	3,102	3,090	3,095	3,206	3,203	3,204	3,210	3,219				3,219
	Conversion preparations (not included in the above total)	12	7	9	9	9	11	14	12	7				7

Highlights

■ Topics	Implemented measures to support customer traffic, such as autumn promotions and coupon campaigns, despite adverse weather conditions including prolonged rain and typhoons.	
Fair Menus	(Gusto)	Launched autumn menus such as "Tsukimi Cheese-IN Hamburg Steak" and "Shine Muscat Sweets," helping capture seasonal autumn demand.
	(Bamiyan)	Launched 40th anniversary promotional menus, including "White Mabo Tofu" and "Miso Bamiro Soba," recording strong sales.
	(Yumean)	Rolled out autumn menus featuring "Nagoya Cochin" chicken and egg bowl and Seiro rice set meals, capturing demand among families and seniors.
Sales Promotion	(Jonathan's)	Created online buzz for "Chocolate Mint Sweets" through strategic social media promotion, encouraging younger customers to visit for the promoted products.
	(Sukesan Udon)	Held a 100-yen takeout campaign for "Botamochi" for the Autumn Equinox, raising product awareness and recording strong sales.
App	Surpassed 16.6 million "Skylark App" members through a member acquisition campaign.	
Store expansion	7 new locations	Gusto:1, Bamiyan:1, Syabu-Yo:2, Shinpachi Shokudo:2, Overseas(Suki-Ya):1
	7 brand conversions	Syabu-Yo:1, Pertica:2, Sukesan Udon:4
ESG	Upgraded one notch from "A" to "AA" (the second-highest rating) in the MSCI ESG Ratings.	

Note

1. All-store figures represent consolidated domestic totals and exclude overseas stores.
2. Same-store: stores with 13 months or more of operating history, including brand-converted stores, excluding overseas stores.
3. 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
4. ATP includes dine-in only; excludes delivery and takeout.

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