August 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.

September 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%	115.6%					114.2%
Same Store	Sales	109.2%	110.1%	109.3%	109.3%	107.9%	104.2%	107.9%	109.3%					108.4%
	Traffic	101.4%	102.7%	102.3%	104.1%	103.6%	101.2%	104.0%	103.9%					102.9%
	ATP	107.6%	107.3%	106.8%	105.0%	104.2%	102.9%	103.7%	105.2%					105.3%
Store Development	New Store Openings	3	4	3	9	5	8	10	5					47
	Remodels	11	8	21	21	19	20	21	14					135
	Brand Conversions	1	0	1	7	2	5	3	2					21
# of Stores	Gusto	1,247	1,246	1,241	1,242	1,242	1,240	1,239	1,235					1,235
	Bamiyan	363	363	364	366	367	367	368	368					368
	Syabu-Yo	300	300	301	304	305	308	312	314					314
	Jonathan's	163	162	161	161	159	158	157	156					156
	Yumean	171	172	171	175	174	174	174	174					174
	Steak Gusto	82	82	81	81	80	79	77	77					77
	Overseas	99	99	100	99	101	106	106	107					107
	Other	658	659	652	654	642	647	651	651					651
	Total	3,083	3,083	3,071	3,082	3,070	3,079	3,084	3,082					3,082
# of stores temporarily closed for brand conversions (not included in the above total)		0	2	8	4	8	5	7	9					9

Highlights

■ Menu

Gusto: Introduced the new 999 yen steak at select locations, contributing to an increase in customer spending. Moving forward, we aim to develop this menu so that it evokes the association 'Gusto = 999 yen steak'.

Syabu-Yo: Introduced a limited-time all-you-can-eat Hokkaido beef shoulder loin course, contributing to an increase in customer numbers.

■Sales promotion

The evolution of dynamic coupons : Starting in September, we will distribute coupons that automatically adjust the discount rate based on the performance and customer numbers of individual stores, thereby maximizing sales and profits.

■Promotion

Gusto: As a summer vacation customer attraction initiative, we distributed half-price coupons for the kids' menu, contributing to an increase in customer numbers.

■Store expansion

Accumulated in August, a total of 47 new stores and 21 store conversions were implemented. Both new and converted stores achieved sales that exceeded our plans.

Sukesan Udon: Made our first entry into Kanagawa Prefecture (Sagamihara Ono store) and Gunma Prefecture (Maebashi Nishi store). On the opening day of both stores, approximately 80 people lined up before opening, achieving high sales.

Overseas: Malaysia SUKI-YA opens its second new store this period, expanding to a total of 15 stores.

■IT/Digital

Starting from August 28, payments using WAON became available at Gusto, Syabu-Yo, and Bamiyan, enhancing convenience (excluding certain brands and locations).

■ ESG

In the Kanto region, solar power generation using the off-site PPA model has been introduced at 16 stores. A total of 308 stores have been equipped with this system to date.

■shareholder benefits

Starting with the shareholder benefit vouchers dispatched in September 2025 (based on the reference date of June 30, 2025), they will now be usable not only for use as printed vouchers but also via smartphone, enhancing convenience.

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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