

August 2017 Skylark Group Monthly IR Report

FY2017

(%YoY)	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total Sales	2.0%	-0.1%	2.1%	3.5%	0.5%	3.5%	2.1%	2.5%					2.0%
Same Store Sales	0.8%	-1.0%	1.3%	2.6%	-0.4%	2.0%	0.6%	0.6%					0.8%
Same Store Traffic	-0.8%	-2.4%	-0.5%	0.9%	-1.8%	0.4%	-0.3%	-0.1%					-0.5%
Same Store ATP	1.6%	1.4%	1.8%	1.7%	1.4%	1.6%	0.9%	0.7%					1.4%

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
New Openings	6	3	5	10	5	10	13	8					60
Total # of Stores	3,064	3,055	3,061	3,075	3,079	3,090	3,104	3,109					3,109
<i>International</i>	48	48	47	48	48	48	50	50					50

*Note: 1 restaurant is temporarily closed due to brand conversion

Highlights

In August 2017, sales for Skylark Group, including new store openings, increased 2.5% year on year, and same store sales increased 0.6% year on year.

Skylark Group offered several limited-time promotions targeting family in August. However, nationwide unpleasant weather such as 21 consecutive days of rainfall in Kanto region and colder weather than ordinary years generated negative impacts. The Group started to promote shortening of late night operating hours to improve employees' performance at work and health starting from this year. This had a negative impact on traffic in line with the plan. Despite all these negative factors, however, Skylark Group achieved positive growth of same store sales.

Delivery sales has been performing well, with the sales increase of more than 10% year on year.

Store development has been progressing as planned. In August, the Skylark Group opened 8 new stores, of which 2 restaurants were chawan, 2 were Syabu-Yo and the remaining 4 were other brands. From January to August 2017, the Group implemented 60 new store openings, 23 brand conversions and 227 remodelings.

Bamiyan: Limited-time offer
 Taiwan-style spicy soup less noodles

chawan:
 Balanced plate with 30 ingredients

Syabu-Yo:
 Lemon hot pot



FY2016

(%YoY)	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total Sales	2.3%	2.3%	-0.9%	0.5%	-2.3%	1.0%	4.8%	-3.1%	-0.5%	5.1%	1.2%	5.0%	1.2%
Same Store Sales	1.0%	0.8%	-2.0%	-0.7%	-3.6%	-0.4%	3.5%	-4.3%	-2.0%	3.3%	-0.2%	3.8%	-0.1%
Same Store Traffic	-0.3%	0.0%	-2.7%	-1.5%	-3.8%	-1.2%	2.6%	-4.9%	-2.1%	2.2%	-2.4%	0.9%	-1.2%
Same Store ATP	1.3%	0.8%	0.7%	0.8%	0.3%	0.8%	0.8%	0.6%	0.1%	1.1%	2.2%	2.9%	1.0%

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
New Openings	1	3	5	7	4	3	5	1	6	4	6	4	49
Total # of Stores	3,031	3,032	3,031	3,035	3,036	3,040	3,045	3,045	3,055	3,061	3,065	3,068	3,068
<i>International</i>	41	42	41	41	43	45	45	45	46	46	46	47	47

Note

- The data for group total sales is on a domestic consolidated basis and does not include overseas sales.
- Same store is defined as a store which has been open for 13 months or longer (includes stores which underwent brand conversion)
Customer traffic includes traffic from the delivery business*
*Customer traffic from delivery = Delivery sales / Average check
- ATP: Average Ticket Price

Investor Relations department
TEL: 0422-37-5244