

October 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%	3.3%	-2.7%			1.7%
Same Store Sales	0.8%	-1.0%	1.3%	2.6%	-0.4%	2.0%	0.6%	0.6%	1.2%	-5.1%			0.3%
Same Store Traffic	-0.8%	-2.4%	-0.5%	0.9%	-1.8%	0.4%	-0.3%	-0.1%	-0.5%	-7.5%			-1.3%
Same Store ATP	1.6%	1.4%	1.8%	1.7%	1.4%	1.6%	0.9%	0.7%	1.7%	2.6%			1.5%

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
New Openings	6	3	5	10	5	10	13	8	8	17			85
Total # of Stores	3,064	3,055	3,061	3,075	3,079	3,090	3,104	3,109	3,117	3,133			3,133
<i>International</i>	48	48	47	48	48	48	50	50	50	51			51

Highlights

In October 2017, sales for the Skylark Group, including new store openings, decreased 2.7% year on year, and same store sales decreased 5.1% year on year.

Compared with last October, one less weekend day gave negative impact of approx.2% and typhoons at weekends also gave negative impacts of approx.3-4%. The shortening of late night operating hours reduced sales by approx.1%.

However, the price increase, the Skylark Group implemented in September, progressed as planned and contributed to growth in average ticket price. In addition, the Group successfully attracted new customers by adding private rooms for larger groups at Yumean and Aiya (Japanese cuisine brands).

Delivery sales have been performing well with a 17% sales increase year on year due to order increase because of unfavorable weather and expansion of the number of restaurants offering delivery service.

In October, the Skylark Group opened 17 new stores, of which 8 restaurants were Syabu-Yo, 2 were Gusto, 1 was based in Taiwan and the remaining 6 were other brands. From January to October 2017, the Group implemented 85 new store openings, 24 brand conversions and 293 remodels.

Number of restaurants as of end-October

Gusto	Bamiyan	Jonathan's	Yumean	Syaybu-Yo	Steak Gusto	Others	Total
1,365	332	301	194	178	137	626	3,133

Gusto: Delivery and Take-out
House-made roast chicken

chawan: Limited-time offer
Deep fried *HIROSHIMA* oysters and fillet cutlet

Bamiyan: Limited-time offer
Taiwan-style ramen



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

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