

## March 2025 Skylark Group Monthly IR Report (Flash Figures)

April 4, 2025  
Skylark Holdings Co., Ltd.  
(Code 3197, TSE Prime)

These are preliminary figures for the most recent month.  
Finalized figures will be disclosed in the next month's report.

### 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%										115.1%
Same Store	Sales	109.4%	110.6%	109.4%										109.8%
	Traffic	101.5%	103.0%	102.1%										102.2%
	ATP	107.8%	107.4%	107.1%										107.4%
Store Development	New Store Openings	3	4	3										10
	Remodels	11	8	21										40
	Brand Conversions	1	0	1										2
# of Stores	Gusto	1,247	1,246	1,241										1,241
	Bamiyan	363	363	364										364
	Syabu-Yo	300	300	301										301
	Jonathan's	163	162	161										161
	Yumean	171	172	171										171
	Steak Gusto	82	82	81										81
	Overseas	99	99	101										101
	Other	658	659	653										653
	Total	3,083	3,083	3,073										3,073
# of stores temporarily closed for brand conversions (not included in the above total)		0	2	8										8

### Highlights

#### ■ Brand

Gusto: The 'Gusto Fit Menu' has continued to receive positive feedback, leading to an increase in customer numbers due to its coverage in numerous media.

Syabu-yo: Starting from March 13, we are holding the Spring Lamb Fair. The sales of the lamb shabu course are performing well, with customer numbers trending +10% compared to the previous year since the revision.

Yumean: Starting from March 6, we held the 'Spring Choices Fair' using spring ingredients such as sakura shrimp and Sanriku flower snapper, along with a revision of the grand menu. Over the course of one week, the average spend per customer increased by 3.1% compared to before the revision.

#### ■ ESG

The international ESG evaluation organization CDP has awarded our company the highest rating of 'A List Company' for climate change and water security.

#### ■ IT/Digital

Starting from March 13, Skylark points became available for delivery orders (earn and use).

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). 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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