

January 2026 Skylark Group Monthly IR Report (Flash Figures)

February 4, 2026
Skylark Holdings Co., Ltd.
(Code 3197, TSE Prime)

FY2026 vs FY2025

FY2026 vs FY2025		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
(%YoY)														
All	Sales	112.0%												112.0%
Same Store	Sales	110.3%												110.3%
	Traffic	105.6%												105.6%
	ATP	104.5%												104.5%
Store Development	New Store Openings	3												3
	Remodels	13												13
	Brand Conversions	2												2
# of Stores	Gusto	1,230												1,230
	Bamiyan	370												370
	Syabu-Yo	325												325
	Yumean	174												174
	Jonathan's	157												157
	Sukesan Udon	95												95
	Steak Gusto	70												70
	Overseas	115												115
	Other	562												562
	Total	3,098												3,098
# of stores temporarily closed for brand conversion (not included in the above total)		12												12

Highlights

■ Topics

Menu

Strategic collaboration initiatives paid off, driving increases in both customer traffic and average spend per customer.

Gusto : Launched "Yukimi Daifuku" collaboration desserts, stimulating demand among the younger demographic with high purchasing appetite.

Syabu-Yo : Introduced menus supervised by culinary expert Ryuji and voice actor Hiroki Yasumoto, and acquired new customers through the spread on social media.

Yumean : The winter flagship item "Kirishima Chanko Nabe" provided a strong boost to sales.

Sales promotion

Distributed discount coupons across 12 brands, including Gusto, Syabu-yo, and Bamiyan, under the "Otoshidama Coupon Campaign."

Promotion

Promoted four types of collaboration desserts featuring "Yukimi Daifuku" through both online and offline channels, contributing to customer traffic.

Store expansion

Opened 3 new stores (one each of Gusto, Bamiyan, and Syabu-yo) and implemented 2 brand conversions (one each of Sukesan Udon and Tomato & Onion).

ESG

Recognized as an "A List" company, the highest rating in two categories, by the global environmental non-profit CDP for the second consecutive year.

Note

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

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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