

March 2026 Skylark Group Monthly IR Report (Flash Figures)

April 3, 2026
Skylark Holdings Co., Ltd.
(Code 3197, TSE Prime)

FY2026 vs FY2025

	(%YoY)	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
All-store	Sales	112.0%	107.4%	103.9%										107.6%
	Sales	110.3%	105.7%	102.3%										106.0%
Same-store	Traffic	105.6%	100.2%	97.4%										100.9%
	ATP	104.4%	105.5%	105.1%										105.0%
Store Development	New Store Openings	3	2	0										5
	Remodels	13	13	24										50
	Brand Conversions	2	7	5										14
Number of Stores	Gusto	1,230	1,229	1,224										1,224
	Bamiyan	370	370	370										370
	Syabu-Yo	325	328	327										327
	Yumean	174	173	171										171
	Jonathan's	157	157	157										157
	Sukesan Udon	95	98	101										101
	Steak Gusto	70	69	68										68
	Overseas brands	115	116	115										115
	Other brands	562	562	557										557
	Total	3,098	3,102	3,090										3,090
	Conversion preparations (not included in the above total)	12	7	9										9

Highlights

■ Sales Overview

There was a negative impact of approximately 2% due to calendar effects (one fewer Saturday)

■ Topics

Revised Fair Menu

Revised special menus now available at major brands.

Gusto Hamburger Steak Fair supervised by a Famous Chef. Aiming to Enhance Value and Increase Average Check Size.

Syabu-Yo We are hosting the "Hokkaido Lamb Shabu-shabu Fair," which was a hit last year, to effectively capture seasonal demand.

Yumean The brand is introducing its first-ever "Genghis Khan(Japanese mutton BBQ)" offering. By pioneering a new category, it aims to expand its customer base.

Promotion

To coincide with the launch of Gusto's new promotional menu, we held a media briefing featuring Chef Omiya and Mr. Kanbayashi Shunsho. to build anticipation among customers.

Store expansion

Sukesan Udon Reaches 100 Locations.

Brand conversions: 5 (Sukesan Udon: 3, Pertica: 1, Tomato & Onion: 1)

ESG

Recognized as a "Certified Health & Productivity Management Outstanding Organization"(the Large Enterprise Category) by the Ministry of Economy, Trade and Industry.

M&A

Shinpachi Shokudo has joined our group. Bringing Japan's rich food culture to the whole country.

Note Figures for the most recent month are preliminary, and finalized figures will be disclosed in the next month's report.

All-store figures represent consolidated domestic totals and exclude overseas store sales.

Same-store: stores with 13 months or more of operating history, including brand-converted stores and Sukesan Udon.

YoY ATP only includes ATP from Eat-In.

Customer traffic includes delivery and take-out customer count calculated based on the definitions below.

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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