

July 2026 Skylark Group Monthly IR Report (Final Figures)

August 6, 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%	108.4%	114.9%	105.2%	108.5%						108.6%
	Sales	110.3%	105.7%	102.3%	107.3%	111.4%	101.9%	105.8%						106.4%
Same-store	Traffic	105.6%	100.2%	97.4%	101.4%	106.0%	98.8%	100.7%						101.4%
	Average Ticket Price (ATP)	104.4%	105.5%	105.1%	105.8%	105.1%	103.1%	105.0%						104.9%
Store Development	New Store Openings	3	2		5	6	5	6						27
	Remodels	13	13	24	22	18	23	22						135
	Brand Conversions	2	7	5	3	4	5	5						31
Number of Stores	Gusto	1,230	1,229	1,224	1,224	1,220	1,211	1,206						1,206
	Bamiyan	370	370	370	371	371	370	370						370
	Syabu-Yo	325	328	327	328	331	331	332						332
	Yumean	174	173	171	171	171	171	170						170
	Jonathan's	157	157	157	157	157	156	154						154
	Sukesan Udon	95	98	101	104	106	110	114						114
	Shinpachi Shokudo Group	-	-	-	-	109	111	114						114
	Overseas brands	115	116	115	116	118	121	122						122
	Other brands	632	631	625	624	623	622	622						622
	Total	3,098	3,102	3,090	3,095	3,206	3,203	3,204						3,204
	Conversion preparations (not included in the above total)	12	7	9	9	9	11	14						14

Highlights

■ Topics

Promotional Menu

(Gusto)

Eel offerings for the Midsummer Day of the Ox and seasonal summer menus performed well across multiple brands, contributing to an increase in ATP.

(Bamiyan)

Addressed diverse dining needs by offering hearty "Gusto Shokudo" set meals with free large rice portions and four refreshing "Chilled Noodle" options.

(Yumean)

The "Summer Cold Noodle Fair" timed with the hot summer season saw robust demand, with the five cold noodle items achieving strong sales results.

(Sukesan Udon)

Introduced the "Setouchi Fair," featuring summer menu items made with carefully selected Setouchi ingredients, including raw shirasu and hamo, which achieved steady sales.

Promotion

(Gusto)

Implementing a storewide "New App Member Registration Campaign" offering bonus points and up to 100,000 pt prizes to strongly drive new member acquisition.

(Bamiyan)

Began the film collaboration with "Minions & Monsters," offering fun limited menus, original gifts, and immersive in-store visual displays to welcome family groups during the school holidays.

(Jonathan's)

Leveraged owned social media posts and "Train Channel" video ads on three major transit lines to successfully boost sales of "Chilled Mala Tang" at nearby line-side locations

Rolled out the "Summer Vacation Start Campaign." Half-price kids' menu items and an expanded selection of shareable dishes proved successful, with coupon redemptions reaching approximately three times the previous year's level.

IT / Digital

Added "QR Code Payment" options to the delivery site and refreshed the take-out website to provide a more intuitive and seamless digital ordering experience.

Store expansion

6 new locations

4 Shinpachi Shokudo , 1 Syabu-Yo, 1 Café Grazie(Overseas brands)

5 brand conversions

4 Sukesan Udon, 1 Tenshin Tenshin

ESG

Achieved the highest score of 5.0 in the ESG Ratings by FTSE Russell, the highest rating among all companies worldwide (only three companies in Japan).

Note

- 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 Shinpachi Shokudo Group.
- 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
- ATP includes dine-in only; excludes delivery and takeout.

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