October 2026 Skylark Group Monthly IR Report (Final Figures)

November 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%	107.2%	105.8%	113.5%			108.6%
Same-store	Sales	110.3%	105.7%	102.3%	107.3%	111.4%	101.9%	105.8%	104.7%	102.9%	110.1%			106.2%
	Traffic	105.6%	100.2%	97.4%	101.4%	106.0%	98.8%	100.7%	100.5%	99.3%	103.8%			101.3%
	Average Ticket Price (ATP)	104.4%	105.5%	105.1%	105.8%	105.1%	103.1%	105.0%	104.2%	103.7%	106.0%			104.8%
Store Development	New Store Openings	3	2	0	5	6	5	6	7	7	6			47
	Remodels	13	13	24	22	18	23	22	11	13	8			167
	Brand Conversions	2	7	5	3	4	5	5	4	7	6			48
Number of Stores	Gusto	1,230	1,229	1,224	1,224	1,220	1,211	1,206	1,202	1,202	1,201			1,201
	Bamiyan	370	370	370	371	371	370	370	371	372	372			372
	Syabu-Yo	325	328	327	328	331	331	332	333	336	337			337
	Yumean	174	173	171	171	171	171	170	171	171	171			171
	Jonathan's	157	157	157	157	157	156	154	154	154	154			154
	Sukesan Udon	95	98	101	104	106	110	114	117	121	123			123
	Shinpachi Shokudo Group	-	-	-	-	109	111	114	116	117	118			118
	Overseas brands	115	116	115	116	118	121	122	125	126	127			127
	Other brands	632	631	625	624	623	622	622	621	620	625			625
	Total	3,098	3,102	3,090	3,095	3,206	3,203	3,204	3,210	3,219	3,228			3,228
	Conversion preparations (not included in the above total)	12	7	9	9	9	11	14	12	7	1			1

Highlights

■ **Topics**

Fair Menus

Gusto	Strong demand for the Mrs. GREEN APPLE collaboration led to promotional gifts running out ahead of schedule at some locations; Gusto will increase the supply of gifts and introduce the anticipated green apple mousse in Phase 2 this November to sustain momentum.
Syabu-yo	The revival of the popular pork belly course, alongside a tie-up menu with the film *Godzilla Minus Zero*, drove customer traffic.
Jonathan's	A joint rollout of wellness-focused menus across three brands—Jonathan's, Musashino Mori Coffee, and chawan—drove targeted visits, primarily among health-conscious female customers.
Yumean	Steady sales of the revamped large fried chicken Yumechiki and signature hot pot dishes helped lift average customer spend.
Sukesan Udon	The rollout of an authentic spicy Mapo Fair recorded solid sales performance.

Sales Promotion

Bamiyan	A promotional campaign offering exclusive puffy stickers with eligible Mala Tang orders drove an increase in sales volume.

Store expansion

6 new locations	5 Domestic (3 Shinpachi Shokudo Group, 1 Syabu-Yo, 1 Kushiyo), 1 Overseas (Sukesan Udon)
6 brand conversions	6 Domestic (2 Sukesan Udon, 2 Pertica, 2 Hachiro Soba)

ESG In partnership with an NPO, employee volunteers installed playground equipment purchased through in-store customer donations at a children's home in Saitama.

Note
1. All-store figures represent consolidated domestic totals, excluding overseas stores.
2. Same-store figures cover stores with 13 months or more of operating history (including brand-converted stores, excluding overseas locations).
3. 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
4. ATP covers dine-in sales only, excluding delivery and takeout.

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