Outline of Accounts Settlement for three months Ended June 2011



## Analysis of present states and future prospects



Fuchu-hommachii ekimae shop (Fuchu Tokyo)

# **ROUND ONE Corporation**

C.E.O. and President Masahiko Sugino Tokyo Stock Exchange First Section,

> Code Number: 4680 August 8. 2011

# Summary of Consolidated Operating Results (Apr. 2011 ~ June. 2011)



# Figures less than indicated measurement unit are ignored.

	_		Unit	2010.4 - 2010.6 Term Actual	2011.4 - 2011.6 Term <mark>Actual</mark>	Differ
<u>v</u>	То	tal shops	Shops	105	109	+4
shops		. of months total shops eration	Month	315	327	+12
		Bowling revenue	¥bn	7.3	8.1	+0.8
		Amusement revenue	¥bn	8.1	9.0	+0.9
Rev		Karaoke revenue	¥bn	1.4	1.9	+0.4
Revenu		Spo-cha revenue	¥bn	2.0	2.2	+0.1
ē &		Other revenue	¥bn	0.6	0.7	+0.1
Expe	Tot	al sales	¥bn	19.7	22.2	+2.5
xpenditures	Ор	erating profit	¥bn	2.1	4.3	+2.1
ıres	Ordinary profit Ordinary income margin		¥bn	0.9	3.1	+2.1
			%	5.0%	14.3%	+9.3%
	Net	tincome	¥bn	(1.3)	1.8	+3.2

Calculation of Net Income : Ordinary income ¥3.17 billion - Extraordinary loss ¥0.01 billion + Income tax adjustments ¥1.33 billion

= Net income ¥1.82billion

## Analysis of Consolidated Operating Results



			1Q (2011.4-2011.6) Plan	1Q (2011.4-2011.6) Actual	Differ	
		Bowling revenue	7.94	8.16	+0.22	
		Amusement revenue	8.76	9.07	+0.30	
		Karaoke revenue	1.81	1.97	+0.16	
		Spo-cha revenue	2.13	2.24	+0.11	
		Other revenue	0.73	0.77	+0.04	
	Tota	l sales	21.39	22.23	+0.84	
Reve	Cost	of sales	17.76	17.54	(0.22)	
enue	Gros	s margin	3.62	4.69	+1.07	
& Ex	S.G.A	A. expenses	0.45	0.39	(0.05)	
pend	Oper	ating income	3.17	4.30	+1.13	
Revenue & Expenditures	Non-	operating profit	(1.25)	(1.12)	+0.12	
es	Ordin	nary income	1.92	3.17	+1.25	
	Ordir	nary income margin	8.9%	14.3%	+5.3%	
	Extra	ordinary profit & loss	(0.10)	(0.01)	+0.08	
	Profi	t before tax	1.82	3.16	+1.33	
	Rese	rve for corporate tax	0.80	1.33	+0.53	
	Net i	ncome	1.02	1.82	+0.79	1

Note	
[ Major factors in the decrease fro current profits (UP 1.25 billion yen) ]	
Planned ordinary income for	10
	1.92 bn
( • increase in sales.	+0.84 bn
·Decrease in lease	
expenses.	+0.29 bn
<ul> <li>Decrease in</li> </ul>	
non-operating expenses.	+0.14 bn
Increase in other	
expenses.	(0.02)bn
Actual ordinary income for 1	Q
-	3.17 bn

(Note) Non-operating expense of 140 million yen is an accrued loan fee resulting from refinancing. Since the loan was finalized in the second quarter despite the fact that it had initially been planned to be concluded in the first quarter, there is a difference between results and the forecast.

In accordance with the conclusion of the loan agreement, the total amount of our refinanced loan for this quarter has increased. (See P7)

## **Quarterly Consolidated actual and plan of Fiscal 2011**



## April 2011 ~ March 2012

(Unit ¥bn / rounddown)

			1'st Q		2'nd Q	1Q-2Q	3′rd Q	4'th Q	3Q-4Q	Term
	Unit	Plan	Actual	Differ	Plan	Plan	Plan	Plan	Plan	Plan
Total sales	¥bn	21.3	22.2	+0.8	23.0	44.4	20.5	23.0	43.6	88.0
Cost of sales	¥bn	17.7	17.5	(0.2)	18.8	36.5	18.7	18.5	37.2	73.7
Gross margin	¥bn	3.6	4.6	+1.0	4.2	7.9	1.8	4.5	6.3	14.3
S.G.A. expenses	¥bn	0.4	0.3	(0.0)	0.4	0.9	0.4	0.4	0.9	1.8
Operating income	¥bn	3.1	4.3	+1.1	3.8	7.0	1.3	4.1	5.4	12.5
Non-operating profit	¥bn	(1.2)	(1.1)	+0.1	(1.1)	(2.3)	(1.1)	(1.1)	(2.2)	(4.5)
Ordinary income	¥bn	1.9	3.1	+1.2	2.7	4.7	0.2	3.0	3.3	8.0
Ordinary income margin	%	8.9%	14.3%	+5.3%	11.7%	10.6%	0.1%	13.0%	7.6%	9.1%
Extraordinary profit & loss	¥bn	(0.1)	(0.0)	+0.0	(0.1)	(0.2)	(0.1)	(1.7)	(1.8)	(2.0)
Profit before tax	¥bn	1.8	3.1	+1.3	2.6	4.5	0.1	1.3	1.5	6.0
Reserve for corporate tax	¥bn	0.8	1.3	+0.5	1.1	2.0	0.0	0.5	0.6	2.7
Net income	¥bn	1.0	1.8	+0.7	1.4	2.4	0.0	0.7	0.8	3.3
	Unit		1'st Q		2Q	1Q-2Q	3Q	4Q	3Q-4Q	Term
		Plan	Actual	Differ	Plan	Plan	Plan	Plan	Plan	Plan
Sales for existing shops compared to previous year	%	+3.1	+7.2	+4.1	+1.0	+2.0	(2.0)	(1.9)	(2.0)	±0.0

Although the business performance for the first quarter was far above that expected, we have not changed our forecast for the second quarter onward. Therefore, the figures for the results for the first quarter and for the forecast for the second quarter onward do not always correspond to the forecast for the first half of the year or the fiscal year.

• Extraordinary loss includes loss from retirement of amusement infrastructures (approx. ¥100 million in Q4) and impairment loss recorded in the fourth quarter (estimated amount equivalent to actual result in previous year)

• When sales and leaseback agreements for existing units are concluded, their impact on profit and loss and other financial results are promptly disclosed.

## Consolidated plan for year ending March 2012 (1) New shops and P/L



<n(< th=""><th>o ch</th><th>anges since announcement on May 1</th><th>1, 2011&gt;</th><th># Figu</th><th>ires less than indicated mea</th><th>asurement unit are ignored.</th></n(<>	o ch	anges since announcement on May 1	1, 2011>	# Figu	ires less than indicated mea	asurement unit are ignored.
			Unit	Term 2011.3 Previous term (ACT)	Term 2012.3 Current term <mark>(PLAN</mark> )	Differ
s	Ne	ew shops opened	Shop	4	1	(3)
shops	No	o. of total shops	Shop	109	110	+1
Š	No	o. of months total shops operating	Month	1,275	1,314	+39
		Bowling	¥billion	31.0	32.3	+1.2
		Amusement	¥billion	35.2	36.4	+1.1
Revenue		Karaoke	¥billion	6.7	7.5	+0.7
Pune		Spo-cha	¥billion	8.7	8.8	+0.0
80		Others	¥billion	2.6	3.0	+0.3
Expenditures	То	otal sales	¥billion	84.3	88.0	+3.6
ndit	Op	perating income	¥billion	11.4	12.5	+1.0
ures	Or	rdinary income	¥billion	6.9	8.0	+1.0
Ĩ	Or	rdinary income margin	%	8.2%	9.1%	+0.9%
	Ne	et income	¥billion	(12.6)	3.3	+15.9

(Note) The plan for the year ending March 2012 includes the following extraordinary losses:

¥1.6 billion --- Impairment loss due to change in unit operation mode (including existing stores)

¥0.4 billion --- Loss from retirement of amusement kits (infrastructures) (This loss incurs each year. Amount recorded is estimate based on previous year's actual result.)

New unit opening in year ending March 2012 --- Autum 2011. MALera Gifu Unit (within MALera Gifu in Mitsuhashi, Motosu, Gifu Prefecture)

## Consolidated plan for year ending March 2012 (2) Cash flow



<No changes since announcement on May 11, 2011>

# Figures less than indicated measurement unit are ignored.

		Unit	Term 2011.3	Term 2012.3
		Unit	Previous term (ACT)	Current term (Plan)
	Net income	¥billion	(12.6)	3.3
	Reserve for corporate tax	¥billion	(7.6)	2.7
	Dividend	¥billion	(1.7)	(2.0)
	Capital increase (including conversion of bonds with warrants into stock)	¥billion	8.1	
	Depreciation	¥billion	9.3	8.0
cash	Simplified cash flow	¥billion	(4.5)	12.0
h	Investment on alleys	¥billion	(6.1)	(2.0)
	Increase in cash resulting from sales of existing units	¥billion		4.8
	Simplified free cash flow	¥billion	(10.6)	14.8
	Cash reserve	¥billion	22.7	25.9
	Interest-bearing liabilities	¥billion	136.1	124.5
	Net interest-bearing liabilities	¥billion	113.3	98.6

Items included in estimated capital investments for year ending March 2012

• Approx. ¥0.2 billion --- Umeda Unit (Opened March 2011; payment was made in April 2011)

- About ¥0.8 billion --- Sennichimae Unit (Namba, Chuo-ku, Osaka, to open in Spring 2012)
- About ¥1 billion --- Existing units (renovation of some units, purchase of amusement infrastructures (kits) and other investments)

Sales and leaseback agreements, including Machida Unit.

## Number of shops, P/L status, and trend in sales for existing shops compared to previous year (consolidated)



<No changes since announcement on May 11, 2011>

26.7%

11.9

income margin

Net income

### Number of shops, P/L

	term 2006.3	term 2007.3	term 2008.3	term 2009.3	term 2010.3	term 2011.3	Term 2012.3 Plan
New shops opened	11	15	11	13	11	4	1
Existing shops closed	0	0	1	2	0	0	0
No. of total shops	58	73	83	94	105	109	110
						(Unit ¥bn /	rounddown )
Sales	50.2	65.8	77.9	77.9	82.1	84.3	88.0
Operating income	12.7	17.9	18.2	13.6	12.0	11.4	12.5
Ordinary income	13.4	16.3	15.9	9.7	7.8	6.9	8.0
Ordinary	26 79/	24.09/	20 59/	10 / 9/	0 4 9 /	0.20/	0 19/

12.6%

3.9

9.6%

3.3

8.2%

(12.6)

9.1%

3.3

Note: Figures for the year ending March 2006 are non-consolidated because consolidated financial statements were not prepared at the time.

20.5%

9.1

(For the year ending March 2007 and thereafter, all figures are consolidated.)

#### Sales for existing shops compared to previous year

24.9%

9.7

	term 2006.3	term 2007.3	term 2008.3	term 2009.3	term 2010.3	term 2011.3	Term 2012.3 Plan
Bowling	+19.4%	+7.1%	+1.4%	(6.5)%	(4.0)%	(3.7) %	(0.2) %
Amusement	+11.5%	+0.1%	(6.8)%	(10.8)%	(9.8)%	+0.0 %	(1.1) %
Karaoke	(4.5)%	+4.0%	(1.2)%	(7.3)%	(13.1)%	+3.4 %	+5.9 %
Spo-cha	-	-	(16.1)%	(9.8)%	(9.2)%	(4.5) %	+0.6 %
Others	(11.3)%	(9.2)%	+13.2%	+11.4%	(3.9)%	(14.5) %	(1.0) %
Total sales	+11.6%	+2.0%	(4.0)%	(8.5)%	(7.7)%	(2.2) %	±0.0 %

(Note) Comparison of existing store sales does not include the unit operating in the United States.

## Loan refinancing and trend in assets, etc. (consolidated)



(Unit ¥bn / rounddown)

Loan refinancing

	Term 2009.3 (ACT)	Term 2010.3 (ACT)	Term 2011.3 (ACT)	Term 2012.3 (Plan)	Term 2013.3 (Plan)	Term 2014.3 (Plan)
Amount of loan refinancing during FY	About ¥11.0bn	About ¥12.8bn	About ¥15.9bn	About ¥27.1bn	About ¥14.2bn	About ¥22.7bn
Details	All outstanding loans refinanced	All outstanding loans refinanced	All outstanding loans refinanced	Generally agreed	Negotiation scheduled, mainly with existing lenders	Negotiation scheduled, mainly with existing lenders

(Notes) (1) The refinancing amount above is for the entire Group (including consolidated subsidiaries).

(2) Of the total refinancing amount (¥27.1 billion) for the year ending March 2012, agreements for about ¥17.3 billion have been concluded with financial institutions. The financial institution financing us with the rest of our loan has past experience dealing with our loans for refinancing.

(3) The total refinancing amount for the year ending March 2014 (¥22.7 billion) includes a syndicated loan (about ¥16.2 billion) formed by Sumitomo Mitsui Banking Corporation

(as a main bank), the majority of which h	nas been executed.
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Assets

133013					(0)	iit ≢bn / rounddown )
	Term 2007.3 (ACT)	Term 2008.3 (ACT)	Term 2009.3 (ACT)	Term 2010.3 (ACT)	Term 2011.3 (ACT)	Term 2012.3 (Plan)
Total assets	166.3	176.3	216.0	251.2	252.1	241.8
Net assets	61.8	69.6	72.3	85.6	79.0	80.3
Net assets ratio	37.2%	39.5%	33.5%	34.1%	31.3%	33.2%
Cash reserve	28.8	22.9	21.5	30.8	22.7	25.9
Interest-bearing liabilities	93.9	98.5	117.9	138.8	136.1	124.5
Net interest-bearing liabilities	65.1	75.5	96.3	108.0	113.3	98.6
Lease obligation	25.8	26.8	27.1	25.9	28.4	27.0
Guarantee debts	3.1	40.9	41.9	31.8	8.2	8.2

Guaranteed debts ····Loans made by subsidiaries during development periods for which ROUND ONE Corporation assumes joint and several liability. These loans will be repaid after shop openings, etc. and, therefore, guaranteed debts will be eliminated. However, such loans are classified as interest-bearing debt because they are switched to long-term loans.

The plan for the year ending March 31, 2012, does not assume sales-and-leaseback arrangements for existing shops.

The guarantee debts (8.2 billion yen) in the plan for the year ending March 31, 2012, are scheduled to be terminated at the time of Sennichimae Shop's

(OsakaJapan) opening, which is scheduled for spring 2012.

## Medium-term Business Plan



## **BS:** Reduce interest-bearing debt

#### Use sale and leaseback transactions

Sale of existing store assets (land and buildings) with a changeover to lease arrangements Repayment of interest-bearing debt Around ¥20 billion per year Contracted repayment amount Around ¥10 billion per year (Depreciation equivalent) Annual repayment of around ¥30 billion in total

## Establish a virtually debt-free structure in about 5 years (by March 31, 2016)

Loss on sale if any incurred

Disadvantage

• Extraordinary losses cut into net income. (Inter-period tax allocation has a positive impact on cash flows.)

• Repayment may cause outflow of cash reserves. Advantage

• Debt repayment reduces lease payments (interest burden), and improvement in store revenues and expenses increases operating income.

## PL: Toward ordinary income of ¥20 bn.

## Structure for realizing ordinary income of ¥20 bn. by March 31, 2016

Finance lease payments automatically decrease.

The company has lease contracts for bowling lanes, amusement equipment, karaoke equipment, etc. The periods of these leases are each about 3 years (7 years for bowling lanes), and lease payments for contracts renewed after initial lease periods are reduced to about one-twelfth of their previous amounts. As a result, lease payments from the 4<sup>th</sup> year (37<sup>th</sup> month) are greatly decreased, even allowing for additional investment, which automatically cuts annual costs by about 100 million yen for stadium shops and about 90 million yen for standard shops.

Reduction of expenses for lease payments (equivalent to interest payments) Current levels of store sales Revenues from newly opened shops, including those downtown



Aim to create a structure to achieve ordinary income of ¥20 billion in an early stage by March 31, 2016

## Measures taken for existing shops

# RAUND

## Bowling

#### Collaboration project with anime/comics "One Piece"

Online bowling game "Gambare Bowling Bancho"

- · Leaders Competition in collaboration with the popular cartoon ONE PIECE
- Character goods of ONE PIECE are provided as prizes.
- Gifts for gamers who throw a "Moonlight Strike"
- or bowlers who use the unit twice.
  - $\Rightarrow$  Gift of One Piece or Hello Kitty original goods
    - (Design of these goods varies every month)

#### Network bowling match

Number of cardholders: About 2.75 million (As of July 31, 2011)

⇒The number is growing at a pace of 50,000 plus per month. <u>ROUND1 CUP • ROUND1 Masters CUP</u>

The largest open bowling tournament in Japan authorized by the Japan Professional Bowling Association

- Annually held for males and females separately
- Competition for people in their 40s and older in which players can participate anytime they want
- Handicapping system based on age and sex
- Team competition with top three winners of each store and top professional bowlers
  - (Masters' Festival)





(Eiichiro Oda/ Shueisha, Fuji Television, and Toei Animation)



## Measures taken for existing shops

# RAUND

### Amusement

Collaboration project with anime/comics "One Piece"

#### • Special Game Coin Package

• When purchasing game coins at the front desk after bowling, karaoke or SPO-CHA, you can receive character goods of ONE





#### • Special Drawing for Coin Purchasers

•When you purchase game coins worth 2,000 yen or more at a time, you can participate in a special drawing.

#### Hot new game machines to be introduced

- Star Horse3 (SEGA)
- Tekken Tag 2 Tournament (Namco Bandai Games)

#### Popular events continue

- Medal King
- Million Jackpot, etc.

## Karaoke

#### Collaboration project with anime/comics "One Piece"

#### ONE PIECE Room

- · Introduced to all stores with karaoke rooms
- Legend of Kira Kira Karadol
- $\cdot$  Nine ONE PIECE characters added to avatars selection.



(Eiichiro Oda/ Shueisha, Fuji Television, and Toei Animation)

#### New karaoke machines introduced

 CROSSO (XING) and LIVE DAM (DaiichiKosho) machines have now been introduced to all stores with karaoke rooms

#### Flat-rate time, discount plan, etc.

- Flat-rate time, family discount, students discounts, senior discounts, group discounts, etc.
- Hello Kitty Room opened at the MALera Gifu store

### **Power-Saving Actions**

## RAUND

#### Jurisdictions of TEPCO and Tohoku Electric Power Company

(Districts where power consumption is restricted under Article 27 of the Electricity Business Act)

#### [Outline of restriction on power consumption]

• Large electricity users whose contract electricity is 500 kW or more are required to reduce <u>their maximum demand per hour</u> by 15% from that of the previous year.

Tokyo Electric Power Company jurisdiction: 9:00-20:00, July 1 to September 22, 2011 (except for Saturdays, Sundays and Holidays) Tohoku Electric Power Company jurisdiction: 9:00-20:00, July 1 to September 9, 2011 (except for Saturdays, Sundays and Holidays)

#### [Our electricity-saving efforts]

#### **Air Conditioning**

Controlling the maximum power consumption by installing demand controllers maintaining room temperatures at 24°C Installing electric fans (in common spaces and bowling alleys)

Increasing the frequency of cleaning indoors and outdoor equipment and filters of air conditioners (twice or more a month)

#### Lighting

Replacing traditional bulbs with LED bulbs or other bulbs using less power

Switching the lighting of game machines to power-saving mode

Turning some lights off (outside the building, displays for advertisements, Instvision, vending machines, signboards of game machines and some lighting inside)

#### **Reducing maximum power consumption by 15-20%**

#### Jurisdictions of Kansai, Hokuriku, Chugoku, Shikoku and Kyushu Electric Power Companies

#### [Our cutting-back efforts]

#### **Air Conditioning**

Setting the thermostat at 24°C

Installing electric fans (in common spaces and bowling alleys)

Increasing the frequency of cleaning indoors and outdoor equipment and filters of air conditioners (twice or more a month)

#### Lighting

Turning some lights off (outside the building, displays for advertisements, Instvision, vending machines, signboards of game machines and some lighting inside)

#### Reducing maximum power consumption by over 10%



## Planned new shops for the year ending March 2012

Opening date	Shop name	Shop type	Location
Autumn , 2011	MALera Gifu shop	Standard	Within mega shopping mall "MALera Gifu"

# MALera Gifu, a mega shopping mall opened in April 2006, has some 240 stores operating on premises approx. 185,000 m2 in area (total floor area: 115,800 m2)

## Planned new shops for the after April 2012

Opening date	Shop name / Location	Shop type			
Spring, 2012	Sennichi-mae shop (Along Sennichimae Street, Namba, Chuo-ku, Osaka)	Stadium (include Spo-cha) / Downtown			
Spring, 2012	Within the area of Tokyo's 23 Wards	Stadium (include Spo-cha) / roadside (Within mega shopping mall)			
Winter,2012	Ikebukuro shop (Along Sunshine 60 Street, near east exit of Ikebukuro Station)	Standard / Downtown			

### [Notice]

 The company seeks to reinforce its financial structure by freezing the opening of new shops other than those listed above in principle. However, a new shop may be opened when a developer bears most of the initial investment costs, including those for interior decoration, and only if the shop is located in a large-scale metropolitan area shopping mall or the shop is expected to generate sufficient earnings.

## The US Bowling Market and Round1's Business Expansion



## The US Bowling Market

Market size	Some \$7 billion (about ¥560 billion; US\$=¥80) 6.7 times the size of its Japanese counterpart
Number of facilities	About 5,350 (Private management: about 4,800, other management style [managed by the military, churches, etc.]: about 550)
Number of alleys	About 111,000
Number of players (number of people who go bowling once a year or more)	About 71 million

400 facilities are owned by two major companies, 50 by smaller companies , and most other facilities are operated as family businesses.

The bowling market is resistant to recession and has maintained its stable growth over the past few years.

While traditional bowling facilities are closed one after another every year, 20-50 amusement complexes including facilities featuring go-carts, arcade games, pitch-and-putt golf or other amusements in addition to bowling alleys are newly established every year.

There is a significantly large bowling population compared to other sports such as golf, fishing, tennis, billiards, bicycle riding, roller-skating, ice skating, marathon running, etc.

More people belonging to average and higher income groups go bowling as social gatherings.

## **Round1's Business Expansion**

< Round1 opened a store in the Puente Hills Mall in Los Angeles in August, 2010. >

There was no precedent for an amusement complex based on bowling alleys, where visitors can play various types of games and sports in the same facility.

Simple payment structure (Playing fee for each item is \$20 or less.) Amusement branch does well.

- Latest Japanese game machines are introduced in the store.
- Fairly rare limited-sale goods that are difficult to acquire from retailers in the US are provided as prizes for crane games, so that high unit prices are accepted by customers.

A plan to open a second and a third store next summer is under consideration.





	Unit	10	2Q	1Q-2Q	3Q	4Q	3Q-4Q	Term
	Unit	Actual	Plan	Plan	Plan	Plan	Plan	Plan
Bowling	¥bn	8.1	8.2	16.2	7.2	8.8	16.1	32.3
Amusement	¥bn	9.0	9.6	18.4	9.0	8.9	18.0	36.4
Karaoke	¥bn	1.9	1.9	3.8	1.8	1.8	3.7	7.5
Spo-cha	¥bn	2.2	2.3	4.5	1.8	2.4	4.3	8.8
Others	¥bn	0.7	0.7	1.5	0.7	0.7	1.5	3.0
Total sales	¥bn	22.2	23.0	44.4	20.5	23.0	43.6	88.0

Company-wide sales—results vs. plan

# Figures less than indicated measurement unit are ignored.



Plan

Although the business performance for the first quarter was far above that expected, we have not changed our forecast for the second quarter onward. Therefore, the figures for the results for the first quarter and for the forecast for the second quarter onward do not always correspond to the forecast for the first half of the year or the fiscal year.

### Year-on-year existing shop sales—results vs. plan

# Rounded to first decimal place

	Unit	1Q	2Q	1Q-2Q	3Q	4Q	3Q-4Q	Term
	Unit	Actual	Plan	Plan	Plan	Plan	Plan	Plan
Bowling	%	+6.0	+2.2	+2.6	(3.1)	(2.8)	(2.9)	(0.2)
Amusement	%	+5.8	(1.4)	+0.2	(2.3)	(2.3)	(2.3)	(1.1)
Karaoke	%	+22.9	+8.1	+10.2	+1.9	+1.7	+1.8	+5.9
Spo-cha	%	+7.9	+2.4	+2.5	+1.4	(1.2)	(1.3)	+0.6
Others	%	+0.4	(2.9)	(3.6)	+2.0	+1.7	+1.8	(1.0)
Total sales	%	+7.2	+1.0	+2.0	(2.0)	(1.9)	(2.0)	±0.0



Plan

## Statistical snapshot of shops



### Trend in number of shops

	No. of	No. of	Total No. of shops at the end of	Breakdown of total number of shops at end of term					
	shop	shop		Stan	dard	Stadium			
	openings	closings	the term	Downtown	Roadside	Downtown	Roadside		
Year ending March 2004	45	4	41	7	34	-	-		
Year ending March 2005	6	0	47	8	34	-	5		
Year ending March 2006	11	0	58	8	34	-	16		
Year ending March 2007	15	0	73	8	34	-	31		
Year ending March 2008	11	a 1	83	8	34	-	41		
Year ending March 2009	<mark>a</mark> 13	2	94	7	45	-	42		
Year ending March 2010	11	0	105	7	55	-	43		
Year ending March 2011	<mark>b</mark> 4	0	109	8	58	-	43		
Year ending March 2012	1	0	110	8	59	-	43		

a Fuji Shop closed in the year ending March 2008, and reopened at the same location in the next fiscal year after undergoing complete reconstruction.

**b** The four units opened during the year ended March 2011 include the unit in Los Angeles, U.S.A.

### Number of shops by geographical area (as of end of July 2011)

Area	Hokkaido/ Tohoku	Hokuriku/ Koshinetsu	Kanto	Chubu/ Tokai	Kansai	Chugoku/ Shikoku	Kyushu/ Okinawa	U.S.A.	Total
No. of shops	10	4	32	13	30	8	11	1	109
Share	9.2%	3.7%	29.3%	11.9%	27.5%	7.3%	10.1%	1.0%	100.0%

## Notices and contact for inquiries regarding IR



#### Notes regarding this material

This material is not provided for the purpose of soliciting investors. No responsibility is accepted by the company or its information providers for any loss or damage that may occur as a result of use of this material. Information contained in this material is current as of the date of preparation. While utmost care has been taken in the preparation of this material, no warranty is given as to the realization of its contents. Should it contain any errors, no responsibility is accepted by the company or its information providers. (If incorrect figures or other misinformation should come to our attention, we will announce the corrections through our website.) ROUND ONE Corporation reserves all rights to all content in this material, and it cannot be reproduced, transmitted, etc. for any purpose without the permission of the company.

### IR policies (Silent period)

In order to ensure fairness to investors, the company will, in principle, withhold answers to any questions regarding IR for about two weeks before the announcement of financial results (including quarterly results).

Even during this period, however, the company will respond to inquiries and questions regarding fundamental facts about its operations, information that has already been disclosed, and ongoing events or projects.

Thank you for your cooperation and understanding.

#### Website addresses (Japanese only)

[Website for PC]

http://www.round1.co.jp or round 1 Search [Website for cell phone] (For customers/IR information, etc. are not available)

- website for cell phone (For customers/ik information, etc. are not avail
- docomo http://www.round1.co.jp/mobile/
- Soft Bank http://www.round1.co.jp/mobile/
- au http://www.round1.co.jp/mobile/



Please note that you are responsible for connection fees and communication fees (packet fees) when accessing our website for cell phone, and that you may not be able to access it with some types of cell phone.

For inquiries, please contact Administrative Division of ROUND ONE Corporation. Tel: +72-224-5115 (Japanese only)