

## Analysis of present states and future prospects



(MALera Gifu shop: Motosu, Gifu)

Open in September 17, 2011

**ROUND ONE Corporation**

C.E.O and President Masahiko Sugino

Tokyo Stock Exchange First Section,

Code Number: 4680

November 10, 2011

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



(Unit ¥bn / round down)

		Unit	2010.4 - 2010.9 Previous 2Q Actual	2011.4 - 2011.9 Current 2Q Actual	Differ
shops	Total shops	Shops	107	110	+3
	No. of months total shops operation	Month	633	654	+21
Revenue & Expenditures	Bowling revenue	¥bn	15.0	16.5	+1.4
	Amusement revenue	¥bn	17.4	18.9	+1.4
	Karaoke revenue	¥bn	3.2	4.1	+0.9
	Spo-cha revenue	¥bn	4.3	4.7	+0.3
	Other revenue	¥bn	1.3	1.6	+0.2
	Total sales	¥bn	41.5	45.9	+4.4
	Operating income	¥bn	5.4	9.3	+3.8
	Ordinary income	¥bn	3.1	6.9	+3.8
	Ordinary income margin	%	7.5%	15.1%	+7.6%
	Net income	¥bn	(5.5)	2.4	+7.9

Calculation of Net Income :

**【Previous 2Q】**

Ordinary income ¥3.11bn - **Extraordinary loss ¥12.10bn** + Income tax adjustments ¥3.48bn = Net income ¥(5.5)bn

**Detail of extraordinary loss** ... Total costs of asset retirement obligations for previous years (¥3.17 bn), loss from change in unit opening plan (¥8.8 bn), and loss from retirement of fixed assets (incl. amusement infrastructures) (¥0.13 bn)

**【Current 2Q】**

Ordinary income ¥6.95bn - loss from "sale and lease buck" ¥2.38bn - loss from retirement of fixed assets (incl. amusement infrastructures) ¥0.2bn - Income tax adjustments ¥1.92bn = net income ¥2.43bn.

# Analysis of Consolidated Operating Results



(Unit ¥bn / round down)

		2Q (2011.4-2011.9) Original plan	2Q (2011.4-2011.9) Actual	Differ	Note
Revenue & Expenditures	Bowling revenue	16.2	16.5	+0.3	<p>【 Major factors in the increase from planned current profits (UP 2.2 billion yen) 】</p> <p><b>Planned ordinary income for 2Q</b></p> <p style="text-align: right;"><b>4.7 bn</b></p> <ul style="list-style-type: none"> <li>• increase in sales. +1.5 bn</li> <li>• Decrease in lease expenses. +0.7 bn</li> <li>• Increase in Advertising expenses. (0.1) bn</li> <li>• Increase in other expenses. +0.1 bn</li> </ul> <p><b>Actual ordinary income for 2Q</b></p> <p style="text-align: right;"><b>6.9 bn</b></p>
	Amusement revenue	18.4	18.9	+0.5	
	Karaoke revenue	3.8	4.1	+0.3	
	Spo-cha revenue	4.5	4.7	+0.2	
	Other revenue	1.5	1.6	+0.1	
	<b>Total sales</b>	<b>44.4</b>	<b>45.9</b>	<b>+1.5</b>	
	Cost of sales	36.5	35.7	(0.7)	
	<b>Gross margin</b>	<b>7.9</b>	<b>10.2</b>	<b>+2.3</b>	
	S.G.A. expenses	0.9	0.8	(0.0)	
	<b>Operating income</b>	<b>7.0</b>	<b>9.3</b>	<b>+2.3</b>	
	Non-operating profit	(2.3)	(2.4)	(0.1)	
	<b>Ordinary income</b>	<b>4.7</b>	<b>6.9</b>	<b>+2.2</b>	
	<b>Ordinary income margin</b>	<b>10.6%</b>	<b>15.1%</b>	<b>+4.5%</b>	
	Extraordinary profit & loss	(0.2)	(2.5)	(2.3)	
Profit before tax	4.5	4.3	(0.1)		
Reserve for corporate tax	2.0	1.9	(0.1)		
<b>Net income</b>	<b>2.4</b>	<b>2.4</b>	<b>(0.0)</b>		

# Quarterly Consolidated actual and plan of Fiscal 2011



April 2011 ~ March 2012

(Unit ¥bn / round down)

	1'st Q			2'nd Q			1Q - 2Q		
	Original Plan	Actual	Differ	Original Plan	Actual	Differ	Original Plan	Actual	Differ
Total sales	21.3	22.2	+0.8	23.0	23.7	+0.7	44.4	45.9	+1.5
Cost of sales	17.7	17.5	(0.2)	18.7	18.2	(0.4)	36.5	35.7	(0.7)
Gross margin	3.6	4.6	+1.0	4.2	5.5	+1.2	7.9	10.2	+2.3
S.G.A. expenses	0.4	0.3	(0.0)	0.4	0.4	(0.0)	0.9	0.8	(0.0)
Operating income	3.1	4.3	+1.1	3.8	5.0	+1.2	7.0	9.3	+2.3
Non-operating profit	(1.2)	(1.1)	+0.1	(1.0)	(1.3)	(0.2)	(2.3)	(2.4)	(0.1)
Ordinary income	1.9	3.1	+1.2	2.7	3.7	+0.9	4.7	6.9	+2.2
Ordinary income margin	9.0%	14.3%	+5.3%	12.1%	15.9%	+3.8%	10.6%	15.1%	+4.5%
Extraordinary profit & loss	(0.1)	(0.0)	+0.0	(0.1)	(2.5)	(2.4)	(0.2)	(2.5)	(2.3)
Profit before tax	1.8	3.1	+1.3	2.6	1.1	(1.4)	4.5	4.3	(0.1)
Reserve for corporate tax	0.8	1.3	+0.5	1.1	0.5	(0.6)	2.0	1.9	(0.1)
Net income	1.0	1.8	+0.7	1.4	0.6	(0.8)	2.4	2.4	(0.0)
Y on Y existing shop sales	+3.1%	+7.2%	+4.1%	+1.0%	+4.2%	+3.2%	+2.0%	+5.7%	+3.7%

	3'rd Q New Plan	4'th Q New Plan	3Q - 4Q New Plan	Term New Plan
Total sales	20.4	23.0	43.5	89.5
Cost of sales	18.2	17.7	35.9	71.7
Gross margin	2.2	5.3	7.5	17.8
S.G.A. expenses	0.4	0.4	0.9	1.8
Operating income	1.7	4.8	6.6	16.0
Non-operating profit	(1.2)	(1.3)	(2.5)	(5.0)
Ordinary income	0.5	3.5	4.0	11.0
Ordinary income margin	2.6%	15.3%	9.3%	12.3%
Extraordinary profit & loss	(0.1)	(2.3)	(2.4)	(5.0)
Profit before tax	0.4	1.2	1.6	6.0
Reserve for corporate tax	0.1	0.5	0.7	2.7
Net income	0.2	0.6	0.8	3.3
Y on Y existing shop sales	(2.5)%	(1.9)%	(2.2)%	+1.7%

Revision to Consolidated Performance Forecast for the Fiscal Year  
(released on November 10, 2011)

(Unit ¥bn / round down)

	Original Plan	New plan	Differ	Rate of change
Sales	88.0	89.5	+1.5	+1.7%
Operating income	12.5	16.0	+3.5	+28.0%
Ordinary income	8.0	11.0	+3.0	+37.5%
Net income	3.3	3.3		

For the second half of the fiscal year, we expect extraordinary loss on a par with that in the first half, due to the effect of sale and leaseback transactions. We have therefore not changed profit in the forecast for this fiscal 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



(Unit ¥bn / round down)

		Unit	Term 2011.3 Previous term (Act)	Term 2012.3 Current term (New plan)	Differ
shops	New shops opened	Shop	4	1	(3)
	No. of total shops	Shop	109	110	+1
	No. of months total shops operating	Month	1,275	1,314	+39
Revenue & Expenditures	Bowling	¥billion	31.0	32.5	+1.4
	Amusement	¥billion	35.2	36.8	+1.5
	Karaoke	¥billion	6.7	8.1	+1.3
	Spo-cha	¥billion	8.7	9.0	+0.2
	Others	¥billion	2.6	3.1	+0.4
	<b>Total sales</b>	<b>¥billion</b>	<b>84.3</b>	<b>89.5</b>	<b>+5.1</b>
	Operating income	¥billion	11.4	16.0	+4.5
<b>Ordinary income</b>	<b>¥billion</b>	<b>6.9</b>	<b>11.0</b>	<b>+4.0</b>	
Ordinary income margin	%	8.2%	12.3%	+4.1%	
<b>Net income</b>	<b>¥billion</b>	<b>(12.6)</b>	<b>3.3</b>	<b>+15.9</b>	

New unit opening in year ending March 2012 --- Sep.17, 2011. MALera Gifu Unit (within MALera Gifu in Mitsuhashi, Motosu, Gifu Prefecture)

Calculation of Net Income :

**【Term 2011.3 Act】**

Ordinary income ¥6.92bn - Extraordinary loss ¥27.28bn + Income tax adjustments ¥7.67bn = Net income ¥(12.67)bn

Detail of extraordinary loss ... Total costs of asset retirement obligations for previous years (¥3.17 billion), loss from change in unit opening plan (¥23.24 billion), loss from disaster damage (¥0.36 billion) and loss from retirement of fixed assets (incl. amusement infrastructures) (¥0.49 billion)

**【Term 2012.3 New plan】**

Ordinary income ¥11.00 bn - loss from "sale and lease back" ¥4.6bn - loss from retirement of fixed assets (incl. amusement infrastructures) ¥0.4bn - Income tax adjustments ¥2.70bn = net income ¥3.30bn.

# Consolidated plan for year ending March 2012

## (2) Cash flow



# Figures less than indicated measurement unit are ignored.

		Unit	Term 2011.3 Previous term (ACT)	Term 2012.3 Current term (New plan)
cash	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	7.5
	Simplified cash flow	¥billion	(4.5)	11.5
	Investment on alleys	¥billion	(6.1)	(2.0)
	Increase in cash resulting from sales of existing units	¥billion		7.0
	Simplified free cash flow	¥billion	(10.6)	16.5
	Cash reserve	¥billion	22.7	22.4
	Interest-bearing liabilities	¥billion	136.1	119.3
	Net interest-bearing liabilities	¥billion	113.3	96.9

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 ¥1.0 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)



### 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 New 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 / round down)

Sales	50.2	65.8	77.9	77.9	82.1	84.3	89.5
Operating income	12.7	17.9	18.2	13.6	12.0	11.4	16.0
Ordinary income	13.4	16.3	15.9	9.7	7.8	6.9	11.0
Ordinary income margin	26.7%	24.9%	20.5%	12.6%	9.6%	8.2%	12.3%
Net income	11.9	9.7	9.1	3.9	3.3	(12.6)	3.3

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

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

### Sales for existing shops compared to previous year

	term 2006.3	term 2007.3	term 2008.3	term 2009.3	term 2010.3	term 2011.3	Term 2012.3 New Plan
Bowling	+19.4%	+7.1%	+1.4%	(6.5)%	(4.0)%	(3.7)%	+0.5%
Amusement	+11.5%	+0.1%	(6.8)%	(10.8)%	(9.8)%	+0.0%	+0.1%
Karaoke	(4.5)%	+4.0%	(1.2)%	(7.3)%	(13.1)%	+3.4%	+14.1%
Spo-cha	-	-	(16.1)%	(9.8)%	(9.2)%	(4.5)%	+2.9%
Others	(11.3)%	(9.2)%	+13.2%	+11.4%	(3.9)%	(14.5)%	+1.5%
Total sales	+11.6%	+2.0%	(4.0)%	(8.5)%	(7.7)%	(2.2)%	+1.7%

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

**We have added revisions to the initial business plan for the fiscal year ending March 2012 (released November 10, 2011).**

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



## 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 ¥30.8bn	About ¥10.5bn	About ¥22.7bn
Details	All outstanding loans refinanced	All outstanding loans refinanced	All outstanding loans refinanced	Ref. note (2)	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) Progress of loan refinancing (about 30.8 billion yen) in the fiscal year ending March 2012 ⇒ about 9.6 billion yen (completed), about 17 billion yen (refinancing agreement has been reached with some financial institutions ) and about 4.2 billion yen (under negotiation with a financial institution that has past experience dealing with our loans for refinancing). Of the loans scheduled to be refinanced in the fiscal year ending March 2013, about 3.7 billion yen has already been refinanced, ahead of schedule, in the fiscal year ending March 2012.

(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 has been executed.

## Assets

(Unit ¥bn / round down )

	Term 2007.3 (ACT)	Term 2008.3 (ACT)	Term 2009.3 (ACT)	Term 2010.3 (ACT)	Term 2011.3 (ACT)	Term 2012.3 (New plan)
Total assets	166.3	176.3	216.0	251.2	252.1	239.2
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%	33.6%
Cash reserve	28.8	22.9	21.5	30.8	22.7	22.4
Interest-bearing liabilities	93.9	98.5	117.9	138.8	136.1	119.3
Net interest-bearing liabilities	65.1	75.5	96.3	108.0	113.3	96.9
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	-

(Notes) (1) 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.

(2) The annual plan for the fiscal year ending March 2012 does not include decrease in interest-bearing loans attributable to planned or expected sale and leaseback transactions of existing stores, excepting such decrease that has already been disclosed. When the refinancing of these loans is completed, interest-bearing loans are expected to decrease further.

(3) The liabilities for guarantee in the fiscal year ending March 2012 have been fully discharged through the sale and leaseback transaction of the Sennichimae unit.



## 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

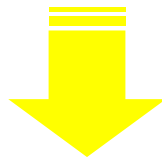
**Around ¥20 billion per year**

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.

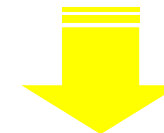
The company has lease contracts for bowling  
lanes, amusement equipment, karaoke equipment, etc.  
The periods of these leases are each about 3 years (7  
years for bowling lanes), and lease payments for  
contracts renewed after initial lease periods are  
reduced to about one-twelfth of their previous 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



## Bowling

### Collaboration project with "NMB48"

Using the popular idol group "NMB48" in advertisement with their latest song "Oh My God!"



### Collaboration project with "One Piece"

#### Online bowling game "Gambare! Bowling Bancho!"

- Leaders Competition in collaboration with the "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.

⇒ Gift of One Piece or Hello Kitty original goods  
(Design of these goods varies every month)

### Network bowling match

Number of cardholders: About 2.94 million

(As of October 31, 2011)

⇒The number is growing at a pace of 60,000 plus per month.



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

# Measures taken for existing shops



## Amusement

### Collaboration project with "One Piece"

Introducing Round One's original instant photo sticker machines



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

### 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 PIECE".

### Planning to introduce popular new machines

#### Star Horse 3 (SEGA)

Starting to introduce to all 100 stores from the end of November

#### Wangan Midnight Maximum Tune 4 (NAMCO)

Planning to introduce to all stores this winter

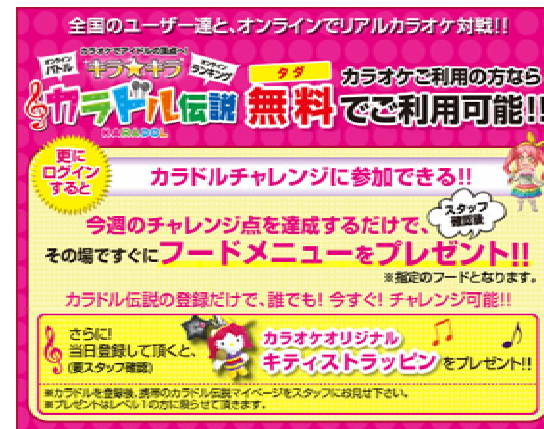
#### Venus Fountain (KONAMI)

Conducting location tests

## Karaoke

### Legend of Kira Kira Karadol

Subscribers to Round One's mailing list "Raupoke" can use these machines at no charge.



### Collaboration project with "One Piece"

#### ● ONE PIECE Room

- Introduced to all stores with karaoke rooms

#### Legend of Kira Kira Karadol

- Nine ONE PIECE characters are added to the avatar selection.

### Introducing the latest machines to all stores

- Two-thirds of all karaoke rooms have already been equipped with either of two popular karaoke machines: "CROSSO" (Xing) and "LIVE DAM" (Daiichikosho).

## New shops scheduled



### Planned new shops for the year ending March 2012

Opening date	Shop name	Shop type	Location
September 17 , 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. 185,000m<sup>2</sup> 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.

## Round One's Business Expansion

< Round One 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.

The second unit opening is planned for this summer. Third and fourth unit openings in the next period are under consideration.

We estimate about 500 million yen in business investment per unit. To secure the source of the business investment of 1.5 billion yen that will be needed to open the three units mentioned above during the next period, we plan to allot cash reserves and use finance leasing.



# Fiscal year ending March 2012 Company-wide sales and year-on-year existing shop sales— results vs. plan



## Company-wide sales—results vs. plan

(Unit ¥bn / round down )

	Unit	1Q	2Q	1Q-2Q	3Q	4Q	3Q-4Q	Term
		Actual	Actual	Actual	New plan	New plan	New plan	New plan
Bowling	¥bn	8.1	8.3	16.5	7.1	8.8	15.9	32.5
Amusement	¥bn	9.0	9.8	18.9	8.8	8.9	17.8	36.8
Karaoke	¥bn	1.9	2.1	4.1	1.9	2.0	3.9	8.1
Spo-cha	¥bn	2.2	2.5	4.7	1.7	2.4	4.2	9.0
Others	¥bn	0.7	0.8	1.6	0.7	0.7	1.4	3.1
<b>Total sales</b>	<b>¥bn</b>	<b>22.2</b>	<b>23.7</b>	<b>45.9</b>	<b>20.4</b>	<b>23.0</b>	<b>43.5</b>	<b>89.5</b>



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

# Rounded to first decimal place

	Unit	1Q	2Q	1Q-2Q	3Q	4Q	3Q-4Q	Term
		Actual	Actual	Actual	New plan	New plan	New plan	New plan
Bowling	%	+6.0	+3.5	+4.7	(3.9)	(3.0)	(3.4)	+0.5
Amusement	%	+5.8	+1.1	+3.3	(3.5)	(2.6)	(3.0)	+0.1
Karaoke	%	+22.9	+18.6	+20.6	+8.4	+7.5	+7.9	+14.1
Spo-cha	%	+7.9	+8.8	+8.4	(3.0)	(2.4)	(2.7)	+2.9
Others	%	+0.4	+4.0	+2.2	+0.6	+0.7	+0.6	+1.5
<b>Total sales</b>	<b>%</b>	<b>+7.2</b>	<b>+4.2</b>	<b>+5.7</b>	<b>(2.5)</b>	<b>(1.9)</b>	<b>(2.2)</b>	<b>+1.7</b>



We have added revisions to the initial business plan for the fiscal year ending March 2012 (released November 10, 2011).

## Statistical snapshot of shops



### Trend in number of shops

	No. of shop openings	No. of shop closings	Total No. of shops at the end of the term	Breakdown of total number of shops at end of term			
				Standard		Stadium	
				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	<b>a</b> 1	83	8	34	-	41
Year ending March 2009	<b>a</b> 13	2	94	7	45	-	42
Year ending March 2010	11	0	105	7	55	-	43
Year ending March 2011	<b>b</b> 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 October 2011)

Area	Hokkaido/ Tohoku	Hokuriku/ Koshinetsu	Kanto	Chubu/ Tokai	Kansai	Chugoku/ Shikoku	Kyushu/ Okinawa	U.S.A.	Total
No. of shops	10	4	32	14	30	8	11	1	110
Share	9.1%	3.6%	29.1%	12.7%	27.3%	7.3%	10.0%	0.9%	100.0%

## Notices and contact for inquiries regarding IR



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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

【Website for cell phone】 (For customers/IR information, etc. are not available)

- docomo <http://www.round1.co.jp/mobile/>
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For inquiries, please contact Administrative Division of ROUND ONE Corporation. Tel: +72-224-5115 (Japanese only)