

## Analysis of present states and future prospects



(Puente Hills Mall shop: Los Angeles, USA)

**ROUND ONE Corporation**

C.E.O and President Masahiko Sugino

Tokyo Stock Exchange First Section,

Code Number: 4680

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



(Unit ¥bn / round down)

		Unit	2010.4 - 2010.12 Previous 3Q Actual	2011.4 - 2011.12 Current 3Q Actual	Differ
shops	Total shops	Shops	107	110	+3
	No. of months total shops operation	Month	954	984	+30
Revenue & Expenditures	Bowling revenue	¥bn	22.1	23.4	+1.2
	Amusement revenue	¥bn	26.3	27.6	+1.3
	Karaoke revenue	¥bn	4.9	6.1	+1.1
	Spo-cha revenue	¥bn	6.2	6.6	+0.4
	Other revenue	¥bn	1.9	2.3	+0.3
	Total sales	¥bn	61.6	66.2	+4.5
	Operating income	¥bn	7.4	11.4	+3.9
	Ordinary income	¥bn	3.9	7.9	+3.9
	Ordinary income margin	%	6.5%	12.0%	+5.6%
Net income	¥bn	(12.9)	2.4	+15.3	

## Calculation of Net Income :

【Previous 3Q】 Ordinary income ¥3.97bn - Extraordinary loss ¥25.25bn + Impact of Income Taxes ¥8.37bn = Net income ¥(12.9)bn

Detail of extraordinary loss ... Total costs of asset retirement obligations for previous years (¥3.17 bn), loss from change in unit opening plan (¥21.8 bn) and loss from retirement of fixed assets (incl. amusement infrastructures) (¥0.28 bn)

【Current 3Q】 Ordinary income ¥7.96bn - loss from "sale and lease back" ¥2.12bn - loss from retirement of fixed assets (incl. amusement infrastructures) ¥0.27bn - Impact of Income Taxes ¥3.09bn = net income ¥2.47bn.

[Shops for which a sales-and-leaseback transaction was implemented during the quarter under review]

Machida, Itabashi, Sennichimae, and Kawasaki Taishi Shops (For these shops, we plan to conduct sales-and-leaseback transactions also in the 4<sup>th</sup> quarter and beyond)

# Analysis of Consolidated Operating Results



(Unit ¥bn / round down)

		Current 3Q (2011.4-2011.12) <b>Plan</b>	Current 3Q (2011.4-2011.12) <b>Actual</b>	Differ	Note
Revenue & Expenditures	Bowling revenue	23.6	23.4	(0.1)	<p><b>1</b> 【 Major factors in the increase from planned current profits (UP ¥0.4 bn yen) 】</p> <p><b>Planned ordinary income for 3Q 7.4bn</b></p> <ul style="list-style-type: none"> <li>• Decrease in sales (0.2)bn</li> <li>• Decrease in lease expenses +0.3bn</li> <li>• Decrease in expenses for amusement giveaways +0.3bn</li> <li>• Increase in Advertising expenses (0.1)bn</li> <li>• Decrease in other expenses +0.2bn</li> </ul> <p><b>Actual ordinary income for 3Q 7.9 bn</b></p> <p><b>2</b> [Breakdown of the difference in income taxes from the forecast]</p> <ul style="list-style-type: none"> <li>• Impact of earnings growth in the 3rd quarter +0.3bn</li> <li>• Impact of change in income tax rate +0.6bn</li> </ul>
	Amusement revenue	27.8	27.6	(0.1)	
	Karaoke revenue	6.0	6.1	+0.0	
	Spo-cha revenue	6.5	6.6	+0.1	
	Other revenue	2.3	2.3	(0.0)	
	<b>Total sales</b>	<b>66.4</b>	<b>66.2</b>	<b>(0.2)</b>	
	Cost of sales	53.9	53.5	(0.4)	
	<b>Gross margin</b>	<b>12.4</b>	<b>12.7</b>	<b>+0.2</b>	
	S.G.A. expenses	1.3	1.2	(0.0)	
	<b>Operating income</b>	<b>11.1</b>	<b>11.4</b>	<b>+0.2</b>	
	Non-operating profit	(3.6)	(3.4)	+0.2	
	<b>Ordinary income</b>	<b>7.4</b>	<b>7.9</b>	<b>+0.4</b>	
	Ordinary income margin	11.3%	12.0%	+0.8%	
	Extraordinary profit & loss	(2.6)	(2.3)	+0.2	
Profit before tax	4.7	5.5	+0.7		
Reserve for corporate tax	2.1	3.0	+0.9		
<b>Net income</b>	<b>2.6</b>	<b>2.4</b>	<b>(0.2)</b>		

# Quarterly Consolidated actual and plan of Fiscal 2011



April 2011 ~ March 2012

(Unit ¥bn / round down)

	1'st Q	2'nd Q	1'st half	3'rd Q			4'th Q	2'nd half	Term
	Actual	Actual	Actual	Plan	Actual	Differ	Plan	Plan	Plan
Total sales	22.2	23.7	45.9	20.4	20.2	(0.2)	23.0	43.5	89.5
Cost of sales	17.5	18.2	35.7	18.2	17.7	(0.4)	17.7	35.9	71.7
Gross margin	4.6	5.5	10.2	2.2	2.4	+0.2	5.3	7.5	17.8
S.G.A. expenses	0.3	0.4	0.8	0.4	0.4	(0.0)	0.4	0.9	1.8
Operating income	4.3	5.0	9.3	1.7	2.0	+0.2	4.8	6.6	16.0
Non-operating profit	(1.1)	(1.3)	(2.4)	(1.2)	(1.0)	+0.2	(1.3)	(2.5)	(5.0)
Ordinary income	3.1	3.7	6.9	0.5	1.0	+0.4	3.5	4.0	11.0
Ordinary income margin	14.3%	15.9%	15.1%	2.6%	5.0%	+2.4%	15.3%	9.3%	12.3%
Extraordinary profit & loss	(0.0)	(2.5)	(2.5)	(0.1)	0.1	+0.2	(2.3)	(2.4)	(5.0)
Profit before tax	3.1	1.1	4.3	0.4	1.2	+0.7	1.2	1.6	6.0
Reserve for corporate tax	1.3	0.5	1.9	0.1	1.1	+0.9	0.5	0.7	2.7
Net income	1.8	0.6	2.4	0.2	0.0	(0.2)	0.6	0.8	3.3
Y on Y existing shop sales	+7.2%	+4.2%	+5.7%	(2.5)%	(4.0)%	(1.5)%	(1.9)%	(2.2)%	+1.7%

(Note) 1. The "2'nd half" and "full-year" forecast sections show the forecasts released on November 10, 2011 without taking the 3<sup>rd</sup> quarter results into account.

2. If any sales-and-leaseback deal has been entered into for existing shops, we will disclose relevant information, including possible impact on our earnings, as needed.

# Consolidated plan for year ending March 2012

## (1) New shops and P/L



(単位未満は切り捨て表示)

<No changes since announcement on November 10, 2011>

		Unit	Term 2011.3 Previous term (Act)	Term 2012.3 Current term (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 + Impact of income tax ¥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 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



<No changes since announcement on November 10, 2011>

# Figures less than indicated measurement unit are ignored.

		Unit	Term 2011.3 Previous term (ACT)	Term 2012.3 Current term (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 late April 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 and other Unit.

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



<No changes since announcement on November 10, 2011>

### 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 / 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 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.

## 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 14.2 billion yen (completed), about 4.8 billion yen (Decrease due to the implementation of sales-and-leaseback transactions) and about 8.1 billion yen (refinancing agreement has been reached with some financial institutions). 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 (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.

(4) The balance of interest-bearing debts for the year ending March 31, 2012 is calculated based on the actual results up to the 3rd quarter under review. If any sales-and-leaseback transaction is implemented in the 4th quarter or later, an additional decrease in the balance of interest-bearing debts is expected.



## 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

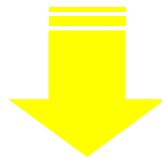
**Around ¥20 billion per year**

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 4 years  
(by March 31, 2016)**

Loss on sale if any incurred

- Extraordinary losses cut into net income.  
(Inter-period tax allocation has a positive impact  
on cash flows.)
- Repayment may cause outflow of cash reserves.

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

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

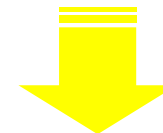
Finance lease payments automatically decrease.

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.

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**

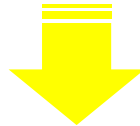
# Measures taken for existing shops



## Bowling

### Let's all join in scores ranking

Ranking of scores in the four categories of "student group," "parent and child," "couple," and "elderly" (monthly ranking by shop/monthly ranking among all shops)



Higher-ranking customers and those who participated in various events will receive various benefits and giveaways!

### Mobile phone straps are given away to groups of

#### 2-3 players as well.

Given away to groups who achieved the scores prescribed according to age, sex, etc.

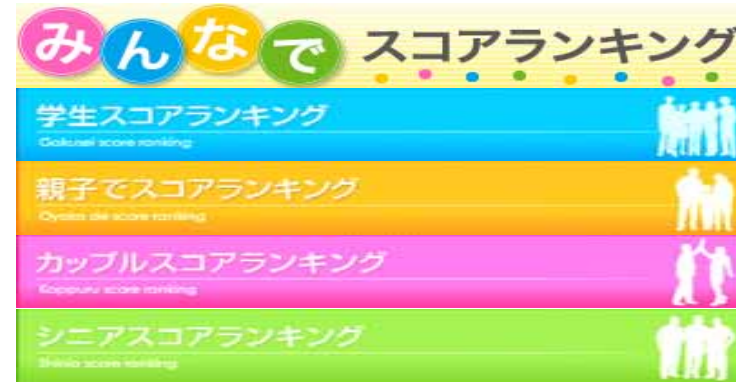
### ROUND1 JAPANCUP BOWLING 2012

An unlimited-rounds preliminary tournament to start in February 2012

Top professional bowlers from Japan, the U.S. and South Korea will gather to participate in the finals.

### Network bowling match

Number of card holders The number has exceeded 3 million. (approx. 3.17 million as of the end of January 2012)



### ROUND1 JAPANCUP BOWLING 2012



## Measures taken for existing shops



### Amusement

#### Convenient new service "Metcha"

Enables customers to "deposit" and "withdraw" medals while remaining seated

New service only Round One can offer

#### Collaboration with "ONE PIECE"

To be continued as it is very popular



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

#### Medal special pack

ONE PIECE goods are given away to those who purchase medals at the front desk after using bowling, karaoke, and/or Spo-cha.

#### Scheduled to introduce much-talked-about new models

##### Star Horse3 (Sega)

Scheduled for introduction at all 100 shops  
(introduced to most shops already)

##### Venus Fountain (Konami)

Scheduled for introduction at about 60% of all shops

##### SOUND VOLTEX BOOTH (Konami)

Already introduced at all shops

### Karaoke

#### "Kira Kira KARADOL LEGEND"

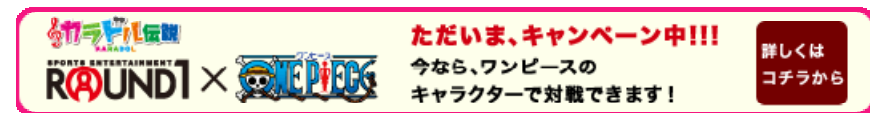
Available free-of-charge with Raupoke membership registration



#### Collaboration with "ONE PIECE"

ONE PIECE characters can be used for Kira Kira KARADOL LEGEND if requirements are met.

Prize winner at the competition, exchange with points, log-in at a shop on a designated day, accomplishment of a designated mission, etc. (9 characters in 56 varieties in total)



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

#### Popular machines installed at all shops

- Popular machines, either CROSSO (XING) or LIVE DAM (Daiichikoshu), have been installed in two-thirds of all Karaoke rooms

# Measures taken for existing shops



## Spo-cha

### Free shuttle bus service

Shuttle bus service is to be introduced at the Niigata and Kumamoto Shops by the end of February 2012

【Shops to introduce the service in March 2012 or later】

Ageo (Saitama)	Asaka (Saitama)	Utsunomiya (Tochigi)	Narashino (Chiba)	Iruma (Saitama)
Sakai-Chuo Kanryo (Osaka)	Okayama Senoo (Okayama)	Niigata (Niigata)	Kumamoto (Kumamoto)	



### Considering introduction of new game machines

Considering introduction of new game machines into unused areas/spaces or to replace infrequently played machines

To be introduced on a trial basis at several shops

## Advertisement

### Tie-up with "Kuidaore Taro"

The famous character representing "Osaka institution - Kuidaore" supports Round One!  
The character will appear in sales promotion activities and various events



### Collaboration with "NMB48"

TV commercials (new version) are scheduled for broadcast.

## 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 m<sup>2</sup>)

### Planned new shops for the after April 2012

#### Japan

Planned opening	Shop name / region	Shop type
Late April 2012	DiverCity Tokyo Plaza Shop (Aomi, Koto-ku, Tokyo: in front of Fuji Television Headquarters building)	Stadium (including Spo-cha) /Roadside (on the premises of the large-scale commercial complex "DiverCity Tokyo Plaza")
Late April 2012	Sennichi-mae shop (Along Sennichimae Street, Namba, Chuo-ku, Osaka)	Stadium (include Spo-cha) / Downtown
Late December 2012	Ikebukuro shop (Along Sunshine 60 Street, near east exit of Ikebukuro Station)	Standard / Downtown

#### U.S.A

Planned opening	Shop name / region	Shop type
Summer in 2012	Moreno Valley Shop / California	Standard, Roadside (Within mega shopping mall)
Winter in 2012	3 <sup>rd</sup> Shop in the U.S. / California	Standard, Roadside (Within mega shopping mall)
Spring in 2013	4 <sup>th</sup> Shop in the U.S. / California	Standard, Roadside (Within mega shopping mall)

#### 【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



## Japanese and U.S. Bowling Markets

	Japan	U.S.
Market size	Some \$1 billion (about ¥82 billion; US\$=¥80)	Some \$7 billion (about ¥560 billion; US\$=¥80)
Number of facilities	About 900 (Only private management is mostly)	About 5,350 (Private management: about 4,800, other management style [managed by the military, churches, etc.]: about 550)
Number of alleys	About 25,000	About 111,000
Number of players (number of people who go bowling once a year or more)	About 18 million	About 71 million

(Estimates based on the "2011Leisure White Paper" are shown.)

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

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.

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.

	Planned opening	Shop name / region
1	August in 2010 opened	Puente Hills Mall shop
2	Summer in 2012	Moreno Valley Shop / California
3	Winter in 2012	3 <sup>rd</sup> Shop in the U.S. / California
4	Spring in 2013	4 <sup>th</sup> Shop in the U.S. / California



<Puente Hills Mall shop>



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



Company-wide sales—results vs. plan (consolidated)

(Unit ¥bn / round down)

	Unit	1Q	2Q	1'st half	3Q	4Q	2'nd half	Term
		Actual	Actual	Actual	Actual	Plan	Plan	Plan
Bowling	¥bn	8.1	8.3	16.5	6.9	8.8	15.9	32.5
Amusement	¥bn	9.0	9.8	18.9	8.6	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	1.8	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>20.2</b>	<b>23.0</b>	<b>43.5</b>	<b>89.5</b>



(Note) The "2'nd half" and "full-year" forecast sections show the forecasts released on November 10, 2011 without taking the 3<sup>rd</sup> quarter results into account.

Year-on-year existing shop sales—results vs. plan (The US shop is excluded)

	Unit	1Q	2Q	1'st half	3Q	4Q	2'nd half	Term
		Actual	Actual	Actual	Actual	Plan	Plan	Plan
Bowling	%	+6.0	+3.5	+4.7	(6.3)	(3.0)	(3.4)	+0.5
Amusement	%	+5.8	+1.1	+3.3	(6.3)	(2.6)	(3.0)	+0.1
Karaoke	%	+22.9	+18.6	+20.6	+9.9	+7.5	+7.9	+14.1
Spo-cha	%	+7.9	+8.8	+8.4	+3.3	(2.4)	(2.7)	+2.9
Others	%	+0.4	+4.0	+2.2	(3.0)	+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>(3.9)</b>	<b>(1.9)</b>	<b>(2.2)</b>	<b>+1.7</b>



(Note) The "2'nd half" and "full-year" forecast sections show the forecasts released on November 10, 2011 without taking the 3<sup>rd</sup> quarter results into account.

## 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
~ Year ending March 2004	45	4	41
Year ending March 2005	6	0	47
Year ending March 2006	11	0	58
Year ending March 2007	15	0	73
Year ending March 2008	11	1	83
Year ending March 2009	13	2	94
Year ending March 2010	11	0	105
Year ending March 2011	4	0	109
Year ending March 2012	1	0	110
Year ending March 2013 (Plan)	6	0	116

Breakdown of total number of shops at end of term				
Japan				U.S.A.
Standard		Stadium		Standard
Downtown	Roadside	Downtown	Roadside	Roadside
7	34	-	-	-
8	34	-	5	-
8	34	-	16	-
8	34	-	31	-
8	34	-	41	-
7	45	-	42	-
7	55	-	43	-
8	57	-	43	1
8	58	-	43	1
9	58	1	44	4

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

### Number of shops by geographical area (as of end of January 2012)

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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【Website for PC】

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