

# Analysis of present states and future prospects



Lakewood Center Mall shop (Carifornia U.S.A.)

# ROUND ONE Corporation

C.E.O. and President Masahiko Sugino

Tokyo Stock Exchange First Section,

Code Number: 4680

November 8, 2013

## **Summary of Consolidated Operating Results (Apr. 2013 ~ Sep.2013)**



			Unit	Term 2012. 2'nd Q (2012.4~2012.9) Previous 2'nd Q Actual	Term2013. 2'nd Q (2013.4~2013.9) Current 2'nd Q Actual	Differ
ahana	Tot	tal shops	Shops	112	114	+2
shops	No	. of months total shops operation	Month	669	679	+10
# Figures	less th	nan indicated measurement unit are ignored.		_		
		Bowling revenue	¥bn	14.8	13.7	(1.1)
		Amusement revenue	¥bn	17.6	17.2	(0.3)
eve		Karaoke revenue	¥bn	4.1	4.1	+0.0
Revenue		Spo-cha revenue	¥bn	5.2	5.3	+0.1
<b>∞</b>		Other revenue	¥bn	1.5	1.4	(0.0)
×pe	Tot	tal sales	¥bn	43.2	41.8	(1.4)
ndit	Op	erating profit	¥bn	5.9	4.9	(1.0)
xpenditures	Ord	dinary profit	¥bn	3.8	3.6	(0.1)
S	Ord	dinary income margin	%	8.8%	8.6%	(0.2)%
	Ne	t income	¥bn	2.0	(10.7)	(12.7)

#### 【 Calculation of Net Income 】

# Figures less than indicated measurement unit are ignored.

Term 2012. 2'nd Q (2012.4~2012.9	))	Term 2013. 2'nd Q (2013.4~2013.9)			
Ordinary income	¥3.81 bn	Ordinary income	¥3.61bn		
Loss on store closing at ending lease period (Mizuho store: Nishitama-gun Tokyo)	¥(0.24)bn	Loss on sale & lease back	¥(20.78)bn		
Other Extraordinary income & loss	¥(0.10)bn	Other Extraordinary income & loss	¥(0.04)bn		
Income tax adjustments	¥(1.44)bn	Income tax adjustments	¥6.47bn		
Net income	¥2.01bn	Net income	¥(10.74)bn		

Term 2013. 2'nd Quarter "Sales & Lease back track record" (2014 11.8th) • • • 2013.6 Fukuoka-Tenjin (Fukuoka Pref.,Fukuoka), 2013.7 Kakogawa (Hyogo Pref., Kakogawa), 2013.8 Higashi-Osaka (Osaka Pref.,Higashi-Osaka), Shimonoseki (Yamaguchi pref, Shimonoseki), 2013.9 Onojyo (Fukuoka Pref, Onojyo), Sennichimae (building only) (Osaka pref, Osaka), 2013.11 Sakai-ekimae (Osaka pref., Sakai)

## **Analysis of Consolidated Operating Results**



(Unit ¥bn / round down)

			Term 2013. 2'nd Q (2013.4-2013.9) Plan	Term 2013. 2'nd Q (2013.4-2013.9) Actual	Differ
		Bowling revenue	14.5	13.7	(0.8)
		Amusement revenue	16.8	17.2	+0.3
		Karaoke revenue	4.2	4.1	(0.1)
		Spo-cha revenue	5.5	5.3	(0.1)
		Other revenue	1.6	1.4	(0.1)
_	Tota	l sales	42.8	41.8	(0.9)
Reve	Cost	of sales	36.6	36.1	(0.4)
nue	Gros	s margin	6.2	5.7	(0.4)
& Ex	S.G.A	A. expenses	0.8	0.8	+0.0
Revenue & Expenditures	Oper	ating income	5.4	4.9	(0.4)
liture	Non-	operating profit	(1.6)	(1.2)	+0.3
Š	Ordir	nary income	3.8	3.6	(0.1)
	Ordir	nary income margin	8.9%	8.6%	(0.3)%
	Extraordinary profit & loss		(0.8)	(20.8)	(20.0)
	Profi	t before tax	efore tax 3.0		(20.2)
	Rese	rve for corporate tax	(1.3)	6.4	+7.7
	Net i	ncome	1.7	(10.7)	(12.4)

Note	
	(Unit:¥bn)
(Plan) ordinary income	3.80
Decrease in sales	(0.92)
Decrease in personnel exp.	+0.16
Decrease in lease exp.	+0.47
Increase in other exp.	(0.20)
Decrease in interest exp.	+0.30
(Actual) ordinary income	3.61
Y3.80bn sales (0.92) others (0.20) lease +0.47	¥3.61bn
Plan	Actual

## **Quarterly Consolidated actual and plan of Fiscal 2013**



## April 2013 ~ March 2014

(Unit ¥bn / round down)

		1'st Q			2'nd Q		1'st half		
	Plan	Actual	Differ	Plan	Actual	Differ	Plan	Actual	Differ
Total sales	20.3	20.1	(0.1)	22.4	21.7	(0.7)	42.8	41.8	(0.9)
Cost of sales	18.0	17.5	(0.5)	18.5	18.6	+0.0	36.6	36.1	(0.4)
Gross margin	2.2	2.6	+0.3	3.9	3.0	(0.8)	6.2	5.7	(0.4)
S.G.A. expenses	0.4	0.4	(0.0)	0.3	0.3	+0.0	0.8	0.8	+0.0
Operating income	1.8	2.2	+0.3	3.5	2.6	(0.8)	5.4	4.9	(0.4)
Non-operating profit	(0.8)	(0.6)	+0.1	(0.7)	(0.6)	+0.1	(1.6)	(1.2)	+0.3
Ordinary income	1.0	1.6	+0.5	2.7	1.9	(0.7)	3.8	3.6	(0.1)
Ordinary income margin	5.2%	8.1%	+2.9%	12.2%	9.1%	(3.1)%	8.9%	8.6%	(0.3)%
Extraordinary profit & loss	(0.1)	(0.5)	(0.4)	(0.7)	(20.3)	(19.6)	(0.8)	(20.8)	(20.0)
Profit before tax	0.9	1.1	+0.1	2.0	(18.3)	(20.3)	3.0	(17.2)	(20.2)
Reserve for corporate tax	(0.4)	(0.4)	(0.0)	(0.9)	6.9	+7.8	(1.3)	6.4	+7.7
Net income	0.5	0.6	+0.0	1.1	(11.3)	(12.5)	1.7	(10.7)	(12.4)
Y on Y existing shop sales (Japanese shop only)	(5.1)%	(6.2)%	(1.1)%	(2.6)%	(6.4)%	(3.8)%	(3.8)%	(6.3)%	(2.5)%

	3′rd Q Plan	4'th Q Plan	2'nd half Plan	Term Plan
Total sales	19.3	23.8	43.2	86.0
Cost of sales	18.2	17.8	36.1	72.7
Gross margin	1.1	5.9	7.1	13.3
S.G.A. expenses	0.4	0.4	0.9	1.7
Operating income	0.6	5.5	6.2	11.6
Non-operating profit	(0.7)	(0 <u>.8</u> )	(1.6)	(3.2)
Ordinary income	(0.1)	4.7	4.6	8.4
Ordinary income margin	(0.7)%	19.9%	10.6%	9.8%
Extraordinary profit & loss	(0.1)	(0.9)	(1.0)	(21.0)
Profit before tax	(0.2)	3.8	(3.6)	(12.6)
Reserve for corporate tax	0.1	(1.5)	(1.4)	5.1
Net income	(0.1)	2.3	2.2	(7.5)
Y on Y existing shop sales (Japanese shop only)	(1.0)%	+0.9%	+0.0%	(1.9)%

The information for sales and lease backs for existent stores will be released as they get finalized.

Since the initial fiscal plan has not been modified, adding up the actual numbers of first half with planned numbers of second half will not correspond with plan of full business year.

Expenses related to the head office.

Interest expense (mostly).

The effect of accounting for all of special losses in the first half will be indicated in red.

#### **Breakdown:**

¥19.8 billion (Loss on sale-and-leaseback transactions),

¥0.8 billion (impairment loss)

¥0.4 billion (disposal of amusement substrates, etc.)

#### Consolidated plan for year ending March 2013 (1) Shops and P/L



#### No changes since announcement on May 10, 2013.

# Figures less than indicated measurement unit are ignored.

	_ ĭ				# rigures less than indicated measur	rement unit are ignored.
			Unit	Term 2013.3 (2012.4 ~ 2013.3)  Previous term (ACT)	Term 2014.3 (2013.4~2014.3)  Current term (PLAN)	Differ
	New shops	s opened	Shop	3	1	(2)
	No. of tota	l shops	Shop	113	114	+1
shops	 [Breakd	own] Own shops	Shop	58	28	(30)
•		Leased shops	Shop	55	86	+31
	No. of mor	nths total shops operating	Month	1,344	1,363	+19
	Bowlii	ng	¥billion	29.7	29.8	+0.0
	Amus	ement	¥billion	34.5	33.8	(0.7)
Re	Karao	ke	¥billion	8.3	8.5	+0.1
Revenue	Spo-c	ha	¥billion	10.3	10.8	+0.4
<b>2</b> ∞	Others	s	¥billion	2.9	3.1	+0.1
:xper	Total sales	;	¥billion	85.9	86.0	+0.0
Expenditures	Operating	income	¥billion	11.5	11.6	+0.0
res	Ordinary in	ncome	¥billion	8.2	8.4	+0.1
	Ordinary in	ncome margin	%	9.6%	9.8%	+0.2%
	Net income	e	¥billion	0.6	(7.5)	(8.1)

Shops to be newly opened term 2014.3 U.S.A.

Open (1shop) "Lakewood center mall"

Net income calculation formula:

[Results for the term 2013.3]

Ordinary income of ¥8.21billion – Loss on sale-and-leaseback transactions of ¥4.64 billion – Impairment loss of ¥1.81 billion – Loss on disposal of other amusement substrates, etc. of ¥0.48 billion – Effects of corporate income taxes of ¥0.66billion = Net income of ¥0.60 billion

[Plan for the term 2014.3]

Ordinary income of ¥8.40billion – Loss on sale-and-leaseback transactions of ¥19.80 billion – Impairment loss of ¥0.80 billion – Loss on disposal of other amusement substrates, etc. of ¥0.40 billion + Effects of corporate income taxes of ¥5.10billion = Net income of ¥ (7.5) billion

### Consolidated plan for year ending March 2013 (2) Cash flow



No changes since announcement on May 10, 2013.

# Figures less than indicated measurement unit are ignored.

		Unit	Term 2013.3(2012.4 ~ 2013.3)	Term 2014.3 (2013.4 ~ 2014.3)
			Previous term (ACT)	Current term (PLAN)
	Net income	¥billion	0.6	(7.5)
	Income tax adjustment (provision/payment/refund in total)	¥billion	0.3	(5.9)
	Non-cash loss on sale-and-leaseback transactions, etc.	¥billion	3.9	21.0
	Dividend	¥billion	(1.9)	(1.9)
	Depreciation (excluded lease depreciation)	¥billion	6.7	6.0
cash	Simplified cash flow	¥billion	9.6	11.7
Sh	Investment on alleys	¥billion	(2.4)	(1.7)
	Asset Expenditure for security deposits	¥billion	(1.2)	0.0
	Increase in cash due to the sale of existing shops	¥billion	10.6	43.5
	Simplified free cash flow	¥billion	16.6	53.5
	Cash reserve	¥billion	25.3	26.8
	Interest-bearing liabilities	¥billion	90.2	38.2
	Net interest-bearing liabilities	¥billion	64.9	11.4

Estimated breakdown of capital expenditure for the term 2014.3

- · About ¥0.3 billion: New shop in the U.S.A. (Lakewood center mall)
- · About ¥1.4 billion: Existing shops (partial remodeling, purchase of amusement substrates (kits), etc.)

Factoring in the implementation of sale-and-leaseback transactions (about 30 shops)

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



## No changes since announcement on May 10, 2013. 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	term 2013.3	term 2014.3 plan
New shops opened	11	15	11	13	11	4	1	4	1
Existing shops closed	0	0	1	2	0	0	0	1	0
No. of total shops	58	73	83	94	105	109	110	113	114
[Breakdown]	29	42	49	61	69	69	63	58	28
Own shops	29	31	34	33	36	40	47	55	86

(Note) The number of shops owned as of the end of March 2006 includes shops owned by the companies included in consolidation from the fiscal year ended on March 31, 2006 onward.

(Unit ¥bn / rounddown)

Sales	50.2	65.8	77.9	77.9	82.1	84.3	89.5	85.9	86.0
Operating income	12.7	17.9	18.2	13.6	12.0	11.4	16.0	11.5	11.6
Ordinary income	13.4	16.3	15.9	9.7	7.8	6.9	11.4	8.2	8.4
Ordinary income margin	26.7%	24.9%	20.5%	12.6%	9.6%	8.2%	12.8%	9.6%	9.8%
Net income	11.9	9.7	9.1	3.9	3.3	(12.6)	2.7	0.6	(7.5)

(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	term 2013.3	term 2014.3 plan
Bowling	+19.4%	+7.1 %	+1.4 %	(6.5) %	(4.0) %	(3.7) %	+0.4 %	(11.3) %	(1.9) %
Amusement	+11.5 %	+0.1 %	(6.8) %	(10.8) %	(9.8) %	+0.0 %	(1.1) %	(10.7) %	(4.3) %
Karaoke	(4.5) %	+4.0 %	(1.2) %	(7.3) %	(13.1) %	+3.4 %	+15.8 %	(3.7) %	(0.6) %
Spo-cha	-	-	(16.1) %	(9.8) %	(9.2) %	(4.5) %	+7.5 %	+0.2 %	+3.7 %
Others	(11.3) %	(9.2) %	+13.2 %	+11.4 %	(3.9) %	(14.5) %	+1.3 %	(6.6) %	+3.5 %
Total sales	+11.6 %	+2.0 %	(4.0) %	(8.5) %	(7.7) %	(2.2) %	+1.7 %	(9.0) %	(1.9) %

(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 Actual	Term 2010.3 Actual	Term 2011.3 Actual	Term 2012.3 Actual	Term 2013.3 Actual	Term 2014.3 plan	Term 2015.3 plan	Term 2016.3 plan
Amount of loan refinancing during FY	About ¥11.0bn	About ¥12.8bn	About ¥15.9bn	About ¥30.8bn	About ¥5.4bn	About ¥3.6bn	About ¥2.9bn	About ¥2.3bn
Details	All outstanding loans refinanced	All outstanding loans refinanced	AII outstanding loans refinanced	All outstanding loans refinanced	All outstanding loans refinanced	Negotiation with existing lenders	Repaying from own fund	Repaying from own fund

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

(2) Term 2014.3 has figures stated with condition that all planned sales and lease backs are executed. In case the planned deals are not conducted, the conversion amount will be as follows, term 2014.3 ¥16.2 billion, term 2015.3 ¥4.1 billion, term 2016.3 ¥7.2 billion.

(3) The figures indicate the amount returned by executing sale and lease back, subtracted from the figure announced on the references disclosed on August 7,2013

Assets (Unit \(\frac{1}{2}\) bn / round down)

	Term 2007.3 Actual	Term 2008.3 Actual	Term 2009.3 Actual	Term 2010.3 Actual	Term 2011.3 Actual	Term 2012.3 Actual	Term 2013.3 Actual	Term 2014.3 plan
Total assets	166.3	176.3	216.0	251.2	252.1	228.2	206.2	147.0
Net assets	61.8	69.6	72.3	85.6	79.0	79.8	78.7	69.3
Net assets ratio	37.2%	39.5%	33.5%	34.1%	31.3%	35.0%	38.2%	47.1%
Cash reserve	28.8	22.9	21.5	30.8	22.7	29.4	25.3	26.8
Interest-bearing liabilities	93.9	98.5	117.9	138.8	136.1	110.9	90.2	38.2
Guarantee debts	3.1	40.9	41.9	31.8	8.2	-	-	-
Net interest-bearing liabilities	68.2	116.5	138.3	139.8	121.6	81.4	64.9	11.4
Lease obligation	25.8	26.8	27.1	25.9	28.4	27.3	22.8	20.8
New lease contract amount	15.6	15.9	14.5	12.2	13.7	10.6	9.1	8.0

(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 plan for the term 2014.3 has incorporated a decrease in interest-bearing debt due to the planned and anticipated sale-and-leaseback transactions for existing shops.
- (3) New lease contract amount is mainly the lease contract amount for purchasing new amusement devices and karaoke equipments.



No changes since announcement on May 10, 2013.

#### Reduction of interest-bearing debt (B/S)

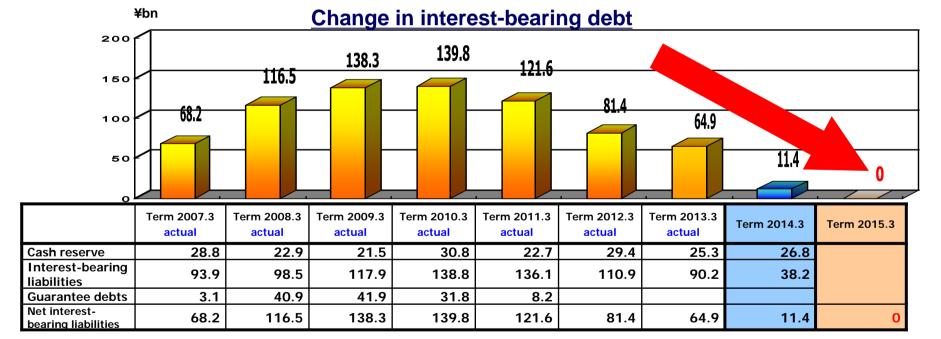
Use of a sale-and-leaseback arrangement [sale of shop assets (land, buildings, etc.) to a purchaser who then leases them back to the seller]

Annual repayment of about ¥30 billion: Scheduled payment of about ¥10 billion + Repayment under a sale-and-leaseback arrangement of about ¥20 billion

Transition to a debt-free structure by the end of the fiscal year ending on March 31, 2016

Any loss on sale incurred while implementing a sale-and-leaseback transaction is treated as a special loss in accounting and reduces net income for the period (with some positive impact on cash flows due to tax effects). If cash provided by sales transactions is less than the balance of debt, it may cause a cash outlay.

If the interest bearing debt balance at end of term2014.3 is near 11.4 billion yen as projected, there will be possibility that interest bearing debt will completely be zero balance without executing any sales and lease backs in term 2015.3.



#### Achievement of ordinary income of ¥20 billion (P/L)

Focusing on improving operating performance 
New store openings in domestic shopping malls

New Store Expansion in the US Market

## Measures taken for existing shops (1)



## **Bowling**

#### **Bowling Lessons**

5 total lessons for beginners

[ Main Contents ]

- Basic Bowling Knowledge
- Bowling Forms
- Observation of Pinsetter Machines
- · Secrets to Healthy Bowling





#### **ROUND1 JAPANCUP BOWLING 2014**

Bowling lesson ticket added for shareholder incentives.

Top Pros from JPN, US, KOR participate

- Qualifier by open schedule competition Starts October 1,2013 ROUNDI JAPANCUP BOWLING 2014
- · Amateur Tournament, Pro Tournament, Finals Tournament scheduled fro December, 2013

#### **Complimentary Charm Gifts**

**Evangeleon New Theater Version, Hello Kitty Collaboration** 

### Modification of Pricing Structure

Location Tests to be conducted in 20 stores early November to determine feasibility

Please check out HP for details







## Amusement, Karaoke, Spo-cha

#### **Amusement**

**Scheduled New Titles** 

- GUNDAM EXTREME VS. MAXI BOOST (Bandai Namco Games)
- THE WORLD of THREE KINGDOMS (Sega)
- Updates for Games: Gunslinger Stratus (Square Enix),

Initial D Arcade Stage AA X (Sega)

**Plans to Restructure Pricing** 

#### Karaoke

Implementation of Smart DAM (Remote) for all stores complete

**Renewal of Grand Menu** 

**Plans to Restructure Pricing** 

#### Spo-cha

Receive prices by winning the stamp rally

**Prize coupons** 

**Plans to Restructure Pricing** 

Please check out HP for details







## Measures taken for existing shops (3)



## Sales promotion / Advertising

#### Collaboration Marketing with Monster Hunter 4

Round1 Original Character "Roundon" Download Campaign

#### Official Round1 Line@ Account

Setup of official line account following facebook accounting new deals

**Evangeleon New Theater Version Collaboration**,

### **Hello Kitty Collaboration**

Appearance on new club card designs



Please check out HP for details





## New shops scheduled



#### New shop for the year ending March 2014.

Opening date	Nation	Shop name / region	Shop type
August in 2013	U.S.A.	Lakewood Center Mall / California	Standard, Roadside (Within mega shopping mall)

#### Shops planning to open after March 2014.

Planned opening	Nation	Shop name / region	Shop type
Summer in 2014	U.S.A.	(Tentative name) Arlington / Texas	Standard, Roadside (Within mega shopping mall)
Autumn in 2014	U.S.A.	(Tentative name) Stratford / Illinois	Standard, Roadside (Within mega shopping mall)
Spring in 2015	U.S.A.	(Tentative name) San Jose / California	Standard, Roadside (Within mega shopping mall)
After in 2015	Japan	(Tentative name) Sapporo Susukino / Hokkaido	Standard, Downtown

#### [Notice]

- Open time and a store name may be changed by situations.
- Opening a shop may be stopped and changed without a preliminary announcement about an opening-a-shop plan store.
- In Japan 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 shopping mall or the shop is expected to generate sufficient earnings.

## Opening of new shops in the U.S.A.



#### Present status of shop opening in the U.S.A.

[Existing shops and the schedule for opening new shops in the future]

	Scheduled time for opening	Name of shop/area	Type of shop
1	Opened in August 2010	Puente Hills Mall Shop (Los Angeles, California)	Standard, roadside (In Puente Hills Mall) http://www.puentehills-mall.com/
2	Opened in September 2012	Moreno Valley Shop (Riverside, California)	Standard, roadside (In Moreno Valley Mall) http://www.morenovalleymall.com/
3	Opened in August 2013	Lakewood Center Mall Shop (Lakewood, California)	Standard, roadside (In Lakewood Center Mall) http://www.shoplakewoodcenter.com/

Planned capital expenditure for each shop ... About ¥0.6 billion (including ¥0.3 billion in finance lease)

Sales mix for the fiscal year ended on March 31, 2013 amusement (56.1%), bowling (21.8%), food and drink (16.7%), karaoke and others (5.4%)

Sales mix for the first half ended on September 30, 2013 amusement (58.2%), bowling (21.2%), food and drink (15.7%), karaoke and others (4.9%)

#### Bowling market in Japan and the U.S.A.

	Japan	U.S.A.	
Market size	About ¥75 billion	About \$7 billion (About ¥700 billion at ¥100/US\$)	
Number of centers	About 900 centers (mostly managed by the private sector)	About 5,350 centers (private: about 4,800; others operated by armies, churches, etc.: about 550)	
Number of lanes	About 25,000 lanes	About 111,000 lanes	
Bowling population (number of people who bowl once or more a year)	About 14.5 million	About 71 million	

(Estimates by the Company using the "White Paper of Leisure 2013" as a reference)

[Present status of the bowling market in the U.S. ]

About 400 shops are managed by the top two (Brunswick and AMF Bowling), 50 are run by the second-tier companies, and most of the others are family-owned centers.

Recession-proof, and maintaining stable growth over the last several years

While old-fashioned bowling centers have been closed year after year, complex shops with multiple items other than bowling (go-karts, arcade games, miniature golf, etc.) have been constructed at a pace of 20 to 50 shops a year.

Much higher participation rate compared to the other leisure activities (golf, fishing, tennis, billiards, cycling, roller skating, ice skating, and marathon)

Use on a percentage basis by average and above-average income earners as a casual place for social interaction is increasing.

#### Fiscal year ending March 2014 Company-wide sales and year-onyear 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
	Offic	Actual	Actual	Actual	Plan	Plan	Plan	Plan
Bowling	¥bn	6.8	6.8	13.7	6.5	8.7	15.2	29.8
Amusement	¥bn	8.0	9.1	17.2	8.0	8.9	16.9	33.8
Karaoke	¥bn	1.9	2.1	4.1	2.0	2.2	4.2	8.5
Spo-cha	¥bn	2.5	2.8	5.3	2.1	3.1	5.3	10.8
Others	¥bn	0.7	0.7	1.4	0.7	0.7	1.5	3.1
Total sales	¥bn	20.1	21.7	41.8	19.3	23.8	43.2	86.0

**Actual** 

plan

Since the initial fiscal plan is used for 3<sup>rd</sup> quarter and beyond, adding up the actual numbers of first half with planned numbers of second half will not correspond with plan of full business year.

#### Year-on-year existing shop sales—results vs. plan (The U.S.A. shop is excluded)

	Unit	1Q	2Q	1'st half	3Q	40	2'nd half	Term
	Oilit	Actual	Actual	Actual	Plan	Plan	Plan	Plan
Bowling	%	(7.8)	(12.0)	(10.0)	(0.5)	+1.1	+0.4	(1.9)
Amusement	%	(9.1)	(3.5)	(6.2)	(2.4)	(0.1)	(1.2)	(4.3)
Karaoke	%	(0.1)	(5.5)	(3.0)	(2.2)	(1.1)	(1.6)	(0.6)
Spo-cha	%	+4.4	(1.2)	+1.3	+2.8	+3.6	+3.3	+3.7
Others	%	(6.3)	(8.7)	(7.6)	+2.4	+4.3	+3.4	+3.5
Total sales	%	(6.2)	(6.4)	(6.3)	(1.0)	+0.9	+0.0	(1.9)

Actual

plan

Since the initial fiscal plan is used for 3<sup>rd</sup> quarter and beyond, adding up the actual numbers of first half with planned numbers of second half will not correspond with plan of full business year.

## Statistical snapshot of shops



#### Trend in number of shops

		f shop nings		of shop sings	Total No. of shops at the end of the term	
	Jpn	USA	Jpn	USA		
~ Year ending March 2004	45		4		41	
Year ending March 2005	6				47	
Year ending March 2006	11				58	
Year ending March 2007	15				73	
Year ending March 2008	11		1		83	
Year ending March 2009	13		2		94	
Year ending March 2010	11				105	
Year ending March 2011	3	1			109	
Year ending March 2012	1				110	
Year ending March 2013	3	1	1		113	
Year ending March 2014 (Plan)		1			114	

Breakdown of total number of shops at end of term								
	U.S.A.							
Stan	ndard	Stac	lium	Standard				
Downtown	Roadside	Downtown	Roadside	Roadside				
7	34	-	-	-				
8	34	-	5	-				
8	34	-	16	-				
8	34	ı	31	-				
8	34	-	41	-				
7	45	•	42	-				
7	55	-	43	-				
8	57	-	43	1				
8	58	-	43	1				
9	57	1	44	2				
9	57	1	44	3				

Reason for closure of 7 shops

(expiration of contract periods: 5; construction of new large shops in the neighborhood: 1; closure of trial shop (trial period: about 2 years): 1)

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 November 2013)

Area	Hokkaido/ Tohoku	Hokuriku/ Koshinetsu	Kanto	Chubu/ Tokai	Kansai	Chugoku/ Shikoku	Kyushu/ Okinawa	U.S.A.	Total
No. of shops	10	4	33	14	31	8	11	3	114
Share	8.8%	3.5%	28.9%	12.3%	27.2%	7.0%	9.7%	2.6%	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.

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