

# Analysis of present states and future prospects



Ikebukuro shop (Tokyo, Japan)

## ROUND ONE Corporation

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Tokyo Stock Exchange First Section,

Code Number: 4680

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## Summary of Consolidated Operating Results (Apr. 2012 ~ Dec.2012)



(Unit ¥bn / round down )

		Unit	2011.4 - 2011.12 Previous 3Q Actual	2012.4 - 2012.12 Current 3Q Actual	Differ
shops	Total shops	Shops	110	113	+3
	No. of months total shops operation	Month	984	1,005	+21
Revenue & Expenditures	Bowling revenue	¥bn	23.4	21.1	(2.3)
	Amusement revenue	¥bn	27.6	25.6	(2.0)
	Karaoke revenue	¥bn	6.1	6.0	(0.0)
	Spo-cha revenue	¥bn	6.6	7.2	+0.6
	Other revenue	¥bn	2.3	2.1	(0.1)
	Total sales	¥bn	66.2	62.3	(3.8)
	Operating income	¥bn	11.4	6.5	(4.8)
	Ordinary income	¥bn	7.9	3.8	(4.1)
	Ordinary income margin	%	12.0%	6.2%	(5.9)%
Net income	¥bn	2.4	1.3	(1.1)	

### 【 Calculation of Net Income 】

# Figures less than indicated measurement unit are ignored.

Term 2011. 3'rd quarter (2011.4~2011.12)		Term 2012. 3'rd quarter (2012.4~2012.12)	
Ordinary income	¥7.96 bn	Ordinary income	¥3.83bn
		Loss on store closing at ending lease period ( Mizuho Store: Running until Sep.2 2012. )	¥(0.24)bn
Loss on sale & lease back	¥(2.12)bn	Loss on sale & lease back	¥(1.15)bn
Other extraordinary loss	¥(0.27)bn	Other extraordinary loss	¥(0.07)bn
Income tax adjustments	¥(3.09)bn	Income tax adjustments	¥(1.03)bn
Net income	¥2.47bn	Net income	¥1.31bn

# Analysis of Consolidated Operating Results



This report is in comparison with the plan which was released on Nov 9<sup>th</sup> of 2012.

(Unit ¥bn / round down)

		Current 3Q (2012.4-2012.12) Plan	Current 3Q (2012.4-2012.12) Actual	Differ	Note
Revenue & Expenditures	Bowling revenue	21.3	21.1	(0.2)	<div style="border: 1px solid black; padding: 5px; margin-bottom: 10px;"> <u>(Plan) ordinary income 3Q</u>      3.7bn                 </div> Decrease in sales                      (0.5)bn Decrease in personnel exp.          +0.2bn Decrease in AM merchandise exp.      +0.1bn Decrease in lease exp.                  +0.2bn Decrease in other exp.                  +0.1bn <div style="border: 1px solid black; padding: 5px; margin-top: 10px;"> <u>(Actual) ordinary income 3Q</u>      3.8bn                 </div> <div style="border: 1px solid orange; padding: 5px; margin-top: 10px; text-align: center;">                     Ordinary income image of difference                 </div>
	Amusement revenue	25.8	25.6	(0.2)	
	Karaoke revenue	6.1	6.0	(0.0)	
	Spo-cha revenue	7.3	7.2	(0.0)	
	Other revenue	2.1	2.1	+0.0	
	Total sales	62.9	62.3	(0.5)	
	Cost of sales	54.9	54.4	(0.4)	
	Gross margin	7.9	7.8	(0.1)	
	S.G.A. expenses	1.3	1.2	(0.0)	
	Operating income	6.6	6.5	(0.0)	
	Non-operating profit	(2.9)	(2.7)	+0.1	
	Ordinary income	3.7	3.8	+0.0	
	Ordinary income margin	5.9%	6.2%	+0.2%	
	Extraordinary profit & loss	(0.4)	(1.4)	(1.0)	
	Profit before tax	3.2	2.3	(0.9)	
Reserve for corporate tax	(1.3)	(1.0)	+0.3		
Net income	1.9	1.3	(0.6)		

# Quarterly Consolidated actual and plan of Fiscal 2012



April 2012 ~ March 2013

(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	20.7	22.5	43.2	19.6	19.0	(0.5)	23.8	43.5	86.8
Cost of sales	18.1	18.3	36.4	18.4	18.0	(0.4)	18.4	36.8	73.3
Gross margin	2.6	4.1	6.7	1.1	1.0	(0.1)	5.4	6.6	13.4
S.G.A. expenses	0.4	0.4	0.8	0.4	0.4	(0.0)	0.4	0.9	1.7
Operating income	2.2	3.7	5.9	0.6	0.6	(0.0)	5.0	5.7	11.7
Non-operating profit	(1.1)	(0.9)	(2.1)	(0.7)	(0.5)	+0.1	(0.7)	(1.5)	(3.7)
Ordinary income	1.0	2.8	3.8	(0.0)	0.0	+0.0	4.2	4.1	8.0
Ordinary income margin	4.9%	12.4%	8.8%	(0.4)%	0.1%	+0.5%	17.8%	9.6%	9.2%
Extraordinary profit & loss	(0.2)	(0.1)	(0.3)	(0.1)	(1.1)	(1.0)	(5.8)	(5.9)	(6.3)
Profit before tax	0.7	2.6	3.4	(0.1)	(1.1)	(0.9)	(1.5)	(1.7)	1.7
Reserve for corporate tax	(0.3)	(1.0)	(1.4)	0.0	0.4	+0.3	0.6	0.7	(0.7)
Net income	0.4	1.5	2.0	(0.0)	(0.7)	(0.6)	(0.9)	(1.0)	1.0
Y on Y existing shop sales	(10.9)%	(10.1)%	(10.4)%	(7.5)%	(10.1)%	(2.6)%	(4.0)%	(5.6)%	(8.1)%

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.

Actual performance is indicated till the 3Q but the 4Q is based on projection. Thus, the sum of the actual performance till 3Q and quarterly projection will not match with second semester projections or financial year projections.

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



This report is in comparison with the plan which was released on Nov 9<sup>th</sup> of 2012.

# Figures less than indicated measurement unit are ignored.

		Unit	Term 2012.3 (2011.4 ~ 2012.3) Previous term (ACT)	Term 2013.3 (2012.4 ~ 2013.3) Current term (PLAN)	Differ
shops	New shops opened	Shop	1	3	+2
	No. of total shops	Shop	110	113	+3
	[Breakdown] Own shops	Shop	63	53	(10)
	Leased shops	Shop	47	60	+13
	No. of months total shops operating	Month	1,314	1,344	+30
Revenue & Expenditures	Bowling	¥billion	32.4	30.3	(2.0)
	Amusement	¥billion	36.4	34.5	(1.8)
	Karaoke	¥billion	8.2	8.4	+0.2
	Spo-cha	¥billion	9.4	10.5	+1.0
	Others	¥billion	3.0	2.9	(0.1)
	<b>Total sales</b>	<b>¥billion</b>	<b>89.5</b>	<b>86.8</b>	<b>(2.7)</b>
	Operating income	¥billion	16.0	11.7	(4.3)
	Ordinary income	¥billion	11.4	8.0	(3.4)
	Ordinary income margin	%	12.8%	9.2%	(3.6)%
	Net income	¥billion	2.7	1.0	(1.7)

Shops to be newly opened or closed in the fiscal year ending on March 31 2013

Japan Open (3 shops) "Diver City Tokyo plaza", "Sennichimae", "Ikebukuro" / Close (1shop) "Mizuho". U.S.A. Open (1shop) "Moreno Valley"

Net income calculation formula:

[Results for the fiscal year ended on March 31, 2012]

Ordinary income of ¥11.48 billion – Loss on sale-and-leaseback transactions of ¥5.03 billion – Impairment loss of ¥0.29 billion – Effects of corporate income taxes of ¥3.36 billion  
= Net income of ¥2.78 billion

[Plan for the fiscal year ending on March 31, 2013]

Ordinary income of ¥8.0 billion – Loss on sale-and-leaseback transactions of ¥5.8 billion – Loss on disposal of other amusement substrates, etc. of ¥0.5 billion – Effects of corporate income taxes of ¥0.7 billion = Net income of ¥1.0 billion

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



This report is in comparison with the plan which was released on Nov 9<sup>th</sup> of 2012.

# Figures less than indicated measurement unit are ignored.

		Unit	Term 2012.3(2011.4 ~ 2012.3) Previous term (ACT)	Term 2013.3 (2012.4 ~ 2013.3) Current term (PLAN)
cash	Net income	¥billion	2.7	1.0
	Income tax adjustment (provision/payment/refund in total)	¥billion	4.1	1.0
	Non-cash loss on sale-and-leaseback transactions, etc.	¥billion	5.2	6.3
	Dividend	¥billion	(1.9)	(1.9)
	Depreciation (excluded lease depreciation)	¥billion	8.4	6.7
	Simplified cash flow	¥billion	18.7	13.1
	Investment on alleys (excluded lease depreciation)	¥billion	(2.5)	(2.7)
	Increase in cash due to the sale of existing shops	¥billion	22.4	17.0
	Increase in cash due to the liquidation of deposits	¥billion	1.5	-
	Simplified free cash flow	¥billion	40.1	27.4
	Cash reserve	¥billion	29.4	26.7
	Interest-bearing liabilities	¥billion	110.9	80.7
	Net interest-bearing liabilities	¥billion	81.4	54.0

Estimated breakdown of capital expenditure for the fiscal year ending on March 31, 2013

- About ¥1.4 billion: New shops (¥1.1 billion: 3 shops in Japan; ¥0.3 billion: 1 shop in the U.S.)
- About ¥1.3 billion: Existing shops (partial remodeling, purchase of amusement substrates (kits), etc.)

Factoring in the implementation of sale-and-leaseback transactions (about 10 shops)

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



This report is in comparison with the plan which was released on Nov 9<sup>th</sup> of 2012.

### 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 Plan
New shops opened	11	15	11	13	11	4	1	4
Existing shops closed	0	0	1	2	0	0	0	1
No. of total shops	58	73	83	94	105	109	110	113
[Breakdown]								
Own shops	29	42	49	61	69	69	63	53
Leased shops	29	31	34	33	36	40	47	60

(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	86.8
Operating income	12.7	17.9	18.2	13.6	12.0	11.4	16.0	11.7
Ordinary income	13.4	16.3	15.9	9.7	7.8	6.9	11.4	8.0
Ordinary income margin	26.7%	24.9%	20.5%	12.6%	9.6%	8.2%	12.8%	9.2%
Net income	11.9	9.7	9.1	3.9	3.3	(12.6)	2.7	1.0

(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 Plan
Bowling	+19.4%	+7.1%	+1.4%	(6.5)%	(4.0)%	(3.7)%	+0.4%	(9.5)%
Amusement	+11.5%	+0.1%	(6.8)%	(10.8)%	(9.8)%	+0.0%	(1.1)%	(10.5)%
Karaoke	(4.5)%	+4.0%	(1.2)%	(7.3)%	(13.1)%	+3.4%	+15.8%	(2.0)%
Spo-cha	-	-	(16.1)%	(9.8)%	(9.2)%	(4.5)%	+7.5%	+1.3%
Others	(11.3)%	(9.2)%	+13.2%	+11.4%	(3.9)%	(14.5)%	+1.3%	(9.2)%
Total sales	+11.6%	+2.0%	(4.0)%	(8.5)%	(7.7)%	(2.2)%	+1.7%	(8.1)%

(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 (ACT)	Term 2013.3 (Plan)	Term 2014.3 (Plan)	Term 2015.3 (Plan)
Amount of loan refinancing during FY	About ¥11.0bn	About ¥12.8bn	About ¥15.9bn	About ¥30.8bn	About ¥5.4bn	About ¥19.3bn	About ¥4.5bn
Details	All outstanding loans refinanced	All outstanding loans refinanced	All outstanding loans refinanced	All outstanding loans refinanced	Conversion is mostly completed	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) FY 2013 . Status of Conversion Value Transition of approx. ¥5.4billion    Approx ¥5.1 billion (Conversion has been completed) , approx. ¥0.3billion (Plan to have repayment by On Hand Cash)

(3) The total refinancing amount for the year ending March 2014 (¥19.3 billion) includes a syndicated loan (about ¥14.6 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 (ACT)	Term 2013.3 (Plan)
Total assets	166.3	176.3	216.0	251.2	252.1	228.2	196.8
Net assets	61.8	69.6	72.3	85.6	79.0	79.8	78.9
Net assets ratio	37.2%	39.5%	33.5%	34.1%	31.3%	35.0%	40.1%
Cash reserve	28.8	22.9	21.5	30.8	22.7	29.4	26.7
Interest-bearing liabilities	93.9	98.5	117.9	138.8	136.1	110.9	80.7
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	54.0
Lease obligation	25.8	26.8	27.1	25.9	28.4	27.3	28.0

(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 fiscal year ending on March 31, 2013 has incorporated a decrease in interest-bearing debt due to the planned and anticipated sale-and-leaseback transactions for existing shops.



## Medium-term management plan (through the fiscal year ending on March 31, 2016)



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

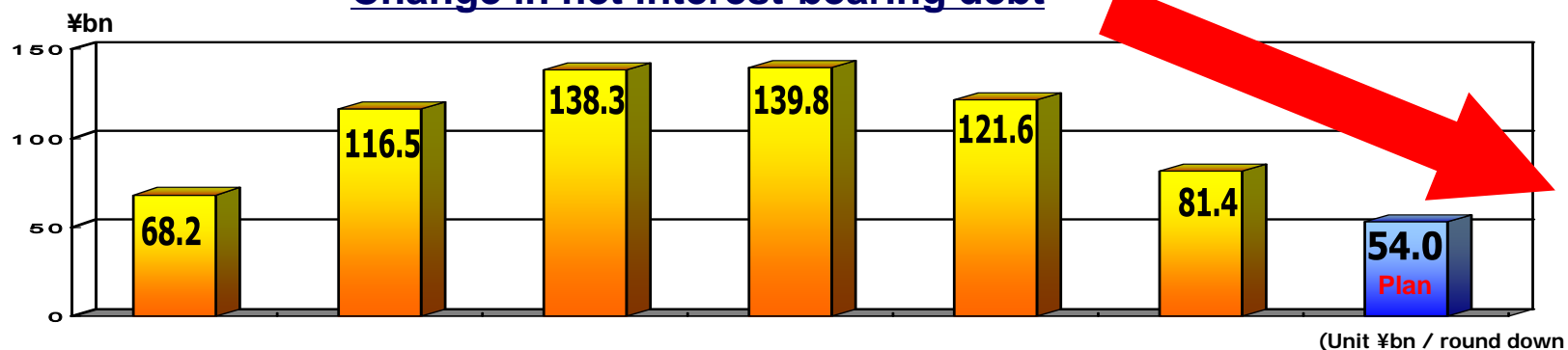
Use of a sale-and-leaseback arrangement [sale of shop assets (land, buildings, etc.) to a purchaser who then leases them back to the seller]

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.

### Change in net interest-bearing debt



	Term 2007.3 (ACT)	Term 2008.3 (ACT)	Term 2009.3 (ACT)	Term 2010.3 (ACT)	Term 2011.3 (ACT)	Term 2012.3 (ACT)	Term 2013.3 (Plan)
Cash reserve	28.8	22.9	21.5	30.8	22.7	29.4	26.7
Interest-bearing liabilities	93.9	98.5	117.9	138.8	136.1	110.9	80.7
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	54.0

The delay of sale and lease back deal planned for this fiscal year or advance deal of any future plans may cause a variance in absolute profit compared to projections.

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

Toward achievement through improvement of existing shops' performance + opening new shops

- Improvement in existing shops' performance: Achievable if the score of existing shops' sales is improved to 107 in the fiscal year ending on March 31, 2016 at latest, assuming the score for the fiscal year ended on March 31, 2012 is 100.

## Measures taken for existing shops (1)



# Bowling

## I BOWLING Campaign

Give out benefits according to number of visits.

Complimentary Rental Shoes(3 visits)

Complimentary Lecture DVD (4 visits )

Complimentary Custom Bowling Ball (5 visits )

Available to non-club members as well

## Upgraded Network Bowling Matches!

Round1's Original Network Bowling Matches

New Features Under Development for "Let's go Bowling Bancho!"

- Trial Matches ... For Bowlers without Bancho Cards
- Team Matches ... Team Battles of 2 vs. 2 and 3 vs. 3

## Collaboration with" Evangelion New Theater Ver."

Plans to Utilize for Promotion Purposes

Plans to Implement Evangelion Model Bowling Pin Costumes

During Promotion Period



## Amusement , Karaoke , Spo-cha

### Amusement

Addition of UFO Crane Machines and Adjustments of Merchandise.

- Character Figures, Plush, Candies
- Holding Daily Events

### Karaoke

Present Campaign

- Giving Out Original Goods

Special Limited Time Menu

- Exclusive Menu Every 3 Months

Collaboration with " Evangelion New Theater Ver."

- Evangelion Themed Rooms  
(Hello Kitty Rooms will continue)

### Spo-cha

Present Campaign

- Giving Out Original Goods

Free Shuttle Bus on 36 Store Locations

Collaboration with " Evangelion New Theater Ver."

- Plans to Utilize for Promotion Purposes



Measures taken for existing shops (3)



Sales promotion / Advertising

# ラウンドワン × エヴァンゲリオン 新劇場版

Round one x Evangelion New Theater Ver.

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## "Evangelion New Theater Ver."

An animation movie series that started in 2007, has been a continuous hit till the latest film, "Evangelion New Theater Ver:Q"[Premiered on Nov 2012]. It attracts wide range of people of 20's and 30's with high popularity.

Round1 will be collaborating with Evangelion starting April 2013.

It will be used not only for advertising characters but also for variety of promotion occasions.



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## New shops scheduled



### Planned new shops for the year ending March 2013.

Opening date	Shop name / region	Shop type
April 19 , 2012	Diver City 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 "Diver City Tokyo Plaza")
April 27 , 2012	Sennichimae shop (Along Sennichimae Street, Namba, Chuo-ku, Osaka)	Stadium (include Spo-cha) / Downtown
September 8, 2012	Moreno Valley Shop / California	Standard, Roadside (Within mega shopping mall)
December 20, 2012	Ikebukuro shop (Along Sunshine 60 Street, near east exit of Ikebukuro Station)	Standard / Downtown

Planned opening	Shop name / region	Shop type
Spring in 2013	(Tentative name) Lakewood / California	Standard, Roadside (Within mega shopping mall)
Spring in 2014	(Tentative name) San Jose / California	Standard, Roadside (Within mega shopping mall)
Spring in 2014	5'th shop in U.S.A.	Standard, Roadside (Within mega shopping mall)
Summer in 2014	6'th shop in U.S.A.	Standard, Roadside (Within mega shopping mall)

#### *[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 metropolitan area 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.

The first shop was opened in Puente Hills Mall in August 2010. The second shop was opened in Moreno Valley Mall in September 2012.

• Sales mix for the fiscal year ended on March 31, 2012    amusement (57.2%), bowling (20.8%), food and drink (15.5%), karaoke (4.0%), and others (2.5%)

### 【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) <a href="http://www.puentehills-mall.com/">http://www.puentehills-mall.com/</a>
2	Opened in September 2012	Moreno Valley Shop (Riverside, California)	Standard, roadside (In Moreno Valley Mall) <a href="http://www.morenovalleymall.com/">http://www.morenovalleymall.com/</a>

Planned capital expenditure for each shop ..... About ¥0.5 billion (including ¥0.2 billion in finance lease)

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

	Japan	U.S.A.
Market size	About ¥76 billion	About \$7 billion (About ¥560 billion at ¥80/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 16.9 million	About 71 million

(Estimates by the Company using the "White Paper of Leisure 2012" 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 2013 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	7.2	7.5	14.8	6.3	8.9	15.5	30.3
Amusement	¥bn	8.4	9.1	17.6	8.0	8.7	16.9	34.5
Karaoke	¥bn	1.8	2.2	4.1	1.9	2.3	4.3	8.4
Spo-cha	¥bn	2.3	2.8	5.2	2.0	3.1	5.2	10.5
Others	¥bn	0.7	0.7	1.5	0.6	0.7	1.4	2.9
<b>Total sales</b>	<b>¥bn</b>	<b>20.7</b>	<b>22.5</b>	<b>43.2</b>	<b>19.0</b>	<b>23.8</b>	<b>43.5</b>	<b>86.8</b>



Actual performance is indicated till the 3Q but the 4Q is based on projection. Thus, the sum of the actual performance till 3Q and quarterly projection will not match with second semester projections or financial year projections.

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

	Unit	1Q	2Q	1'st half	3Q	4Q	2'nd half	Term
		Actual	Actual	Actual	Actual	Plan	Plan	Plan
Bowling	%	(13.3)	(12.5)	(12.9)	(11.6)	(4.2)	(6.0)	(9.5)
Amusement	%	(11.4)	(12.9)	(12.2)	(12.3)	(7.3)	(8.7)	(10.5)
Karaoke	%	(7.5)	(3.1)	(5.2)	(3.2)	+2.8	+1.2	(2.0)
Spo-cha	%	(3.8)	+3.0	(0.2)	(2.1)	+4.0	+2.8	+1.3
Others	%	(7.4)	(9.6)	(8.5)	(8.7)	(10.0)	(9.9)	(9.2)
<b>Total sales</b>	<b>%</b>	<b>(10.9)</b>	<b>(10.1)</b>	<b>(10.4)</b>	<b>(10.1)</b>	<b>(4.0)</b>	<b>(5.6)</b>	<b>(8.1)</b>



Actual performance is indicated till the 3Q but the 4Q is based on projection. Thus, the sum of the actual performance till 3Q and quarterly projection will not match with second semester projections or financial year projections.

# 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
	Jpn	Usa	Jpn	Usa	
	~ Year ending March 2004	45		4	
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 (Plan)	3	1	1		113

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	57	1	44	2

Reason for closure of 6 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 January 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	2	113
Share	8.8%	3.5%	29.2%	12.4%	27.4%	7.1%	9.7%	1.8%	100.0%



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#### 【Website for PC】

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