

**Term 2016.3 (Apr. 2015~Dec. 2015)**  
**Outline of Accounts Settlement**



**Analysis of present states and future prospects**



**Taunton Silver City  
(Taunton, Massachusetts)  
December 26, 2015 open!**



**Sapporo Susukino  
(Sapporo, Hokkaido)  
December 4, 2015 open!**

**ROUND ONE Corporation**

**C.E.O. and President Masahiko Sugino**

**Tokyo Stock Exchange First Section**

**Code Number: 4680**

**February 10, 2016**

# Term 2016.3 (Apr. 2015~Dec. 2015) Analysis of consolidated operating results [Year-on-year]



(Unit ¥bn / round down)

		Unit	Term 2015.3 Actual (2014.4~2014.12)	Term 2016.3 Actual (2015.4~2015.12)	Differ
Shops	Total shops	Shop	118	123	+5
	No. of months total shops operation	Month	1,032	1,077	+45

		Term 2015.3 Actual (2014.4~2014.12)	Term 2016.3 Actual (2015.4~2015.12)	Differ
P / L	Bowling	17.4	16.1	(1.3)
	Amusement	27.3	26.8	(0.5)
	Karaoke	6.3	6.3	(0.0)
	Spo-cha	8.0	8.5	+0.5
	Others	1.9	2.2	+0.2
	Total sales	61.1	60.0	(1.1)
	Cost of sales	56.4	56.0	(0.3)
	Gross margin	4.7	4.0	(0.7)
	S.G.A. expenses	1.2	1.5	+0.2
	Operating income	3.4	2.4	(0.9)
	Non-operating income & expenses	(0.2)	(0.5)	(0.2)
	Ordinary income ①	3.1	1.9	(1.2)
	Ordinary income margin	5.2%	3.3%	(1.9)%
	Extraordinary income & loss	(0.4)	(0.5)	(0.1)
	Net income before tax	2.7	1.3	(1.3)
	Corporate tax	0.8	0.7	(0.1)
Net income	1.8	0.6	(1.1)	

## ① [1st~3rd Q (nine months): Ordinary income]

**Term 2015.3**  
1st~3rd Q Actual Ordinary income ¥3.18bn

### «Japan»

- ◆ Decrease in sales ¥(3.35)bn  
Previous term: ¥59.96bn ⇒ Current term: ¥56.60bn
- ◆ Increase in rent exp. ¥(0.43)bn  
Previous term: ¥10.20bn ⇒ Current term: ¥10.63bn
- ◆ Increase in commission payable ¥(0.37)bn  
(Increase in shuttle bus operation)
- ◆ Decrease in lease exp. +¥1.33bn  
Previous term: ¥7.29bn ⇒ Current term: ¥5.95bn
- ◆ Decrease in advertising exp. +¥0.71bn  
Previous term: ¥1.66bn ⇒ Current term: ¥0.95bn
- ◆ Decrease in promotion exp. +¥0.38bn  
Previous term: ¥4.81bn ⇒ Current term: ¥4.42bn
- ◆ Decrease in depreciation +¥0.36bn  
Previous term: ¥2.63bn ⇒ Current term: ¥2.26bn
- ◆ Others +¥0.02bn

### «U.S.A.»

- ◆ Increase in sales +¥2.25bn  
(Due to increase in number of shops)
- ◆ Increase in expense ¥(2.13)bn  
(Due to increase in number of shops)

**Term 2016.3**  
1st~3rd Q Actual Ordinary income ¥1.95bn

Note: Previous term is Apr.~Dec. 2014  
Current term is Apr.~Dec. 2015

# Term 2016.3 (Apr. 2015~Dec. 2015) Analysis of consolidated operating results [Actual and plan]



(Unit ¥bn / round down)

		Unit	Term 2016.3 Plan (2015.4~2015.12)	Term 2016.3 Actual (2015.4~2015.12)	Differ
Shops	Total shops	Shop	122	123	+1
	No. of months total shops operation	Month	1,077	1,077	—

P / L	Bowling	16.0	16.1	+0.0
	Amusement	26.8	26.8	+0.0
	Karaoke	6.3	6.3	(0.0)
	Spo-cha	8.6	8.5	(0.0)
	Others	2.1	2.2	+0.0
	Total sales	60.0	60.0	+0.0
	Cost of sales	56.6	56.0	(0.5)
	Gross margin	3.3	4.0	+0.6
	S.G.A. expenses	1.5	1.5	(0.0)
	Operating income	1.8	2.4	+0.6
	Non-operating income & expenses	(0.5)	(0.5)	+0.0
	Ordinary income ①	1.2	1.9	+0.6
	Ordinary income margin	2.1%	3.3%	+1.1%
	Extraordinary income & loss	(0.5)	(0.5)	+0.0
	Net income before tax	0.6	1.3	+0.6
Corporate tax	0.5	0.7	+0.1	
Net income	0.1	0.6	+0.5	

## ① [Ordinary income]

**Term 2016.3  
1st~3rd Q Plan** Ordinary income ¥1.28bn

«Japan»	
◆ Decrease in sales	¥(0.05)bn
◆ Decrease in lease exp.	+¥0.26bn
◆ Decrease in amusement merchandise exp.	+¥0.14bn
◆ Decrease in utility exp.	+¥0.14bn
◆ Decrease in depreciation exp.	+¥0.09bn
◆ Others	+¥0.05bn
«U.S.A.»	
◆ Increase in income comparing to plan (②Table below)	+¥0.04bn

**Term 2016.3  
1st~3rd Q Actual** Ordinary income ¥1.95bn

## ② [U.S.A. P/L status for 1st~3rd Q (nine months)]

	Plan	Actual	Differ
Sales	¥3.34bn	¥3.45bn	¥0.11bn increase
Expenses	¥3.42bn	¥3.49bn	¥0.06bn increase
Ordinary income	¥(0.08)bn	¥(0.03)bn	¥0.04bn increase

# Term 2016.3 Japan and U.S.A. Sales Actual and Plan



## Japan Sales Actual and Plan

Plan announced on November 9, 2015

(Figures below indicated measurement unit are ignored)

	Unit	1st~2nd Q			3rd Q			4th Q	3rd~4th Q	Term
		1st Q	2nd Q	1st~2nd Q	Plan	Actual	Differ	Plan	Plan	Plan
		Actual	Actual	Actual						
Bowling	¥bn	5.0	5.5	10.5	4.8	4.8	+0.0	6.8	11.7	22.3
Amusement	¥bn	7.8	8.9	16.7	8.1	7.9	(0.1)	8.4	16.5	33.3
Karaoke	¥bn	1.8	2.0	3.8	1.8	1.8	+0.0	2.0	3.9	7.8
Spo-cha	¥bn	2.6	3.3	6.0	2.5	2.5	(0.0)	3.8	6.4	12.5
Others	¥bn	0.6	0.7	1.4	0.6	0.7	+0.0	0.7	1.3	2.8
<b>Total sales</b>	¥bn	<b>18.0</b>	<b>20.6</b>	<b>38.6</b>	<b>18.0</b>	<b>17.9</b>	<b>(0.0)</b>	<b>22.0</b>	<b>40.0</b>	<b>78.7</b>
No. of shops in Japan / No. of shops total (at the end of every term)		111/113	111/113	111/113	113/114	113/114	—	113/114	113/114	113/114

## U.S.A. Sales Actual and Plan

(Figures below indicated measurement unit are ignored)

	Unit	1st~2nd Q			3rd Q			4th Q	3rd~4th Q	Term
		1st Q	2nd Q	1st~2nd Q	Plan	Actual	Differ	Plan	Plan	Plan
		Actual	Actual	Actual						
Bowling	¥bn	0.1	0.2	0.3	0.2	0.2	(0.0)	0.3	0.6	1.0
Amusement	¥bn	0.4	0.8	1.3	0.6	0.7	+0.1	0.9	1.5	2.9
Karaoke	¥bn	0.1	0.2	0.3	0.2	0.2	(0.0)	0.3	0.6	1.0
Others	¥bn	0.0	0.0	0.0	0.0	0.0	+0.0	0.0	0.0	0.1
<b>Total sales</b>	¥bn	<b>0.8</b>	<b>1.3</b>	<b>2.1</b>	<b>1.2</b>	<b>1.3</b>	<b>+0.1</b>	<b>1.6</b>	<b>2.8</b>	<b>5.0</b>
No. of shops in U.S.A. / No. of shops total (at the end of every term)		3/6	3/8	3/8	4/8	4/9	—	5/10	5/10	5/10

# Term 2016.3 Japan and U.S.A. Year-on-year existing shop sales Actual and Plan



## Japan Year-on year existing shop sales Actual and Plan

Plan announced on November 9, 2015

(Figures below indicated measurement unit are ignored)

	Unit	1st~2nd Q			3rd Q			4th Q	3rd~4th Q	Term
		1st Q	2nd Q	1st~2nd Q	Plan	Actual	Differ	Plan	Plan	Plan
		Actual	Actual	Actual	Plan	Actual	Differ	Plan	Plan	Plan
Bowling	%	(13.5)	(10.2)	(11.8)	(9.1)	(8.9)	+0.1	(2.6)	(5.4)	(8.5)
Amusement	%	(8.9)	(10.7)	(9.9)	(5.0)	(6.8)	(1.8)	(3.9)	(4.4)	(7.2)
Karaoke	%	(7.6)	(10.7)	(9.2)	(6.0)	(5.6)	+0.4	(2.4)	(4.1)	(6.7)
Spo-cha	%	(0.7)	+9.4	+4.8	+7.8	+5.4	(2.4)	+12.1	+10.3	+7.6
Others	%	+6.0	+12.7	+9.5	+0.6	+11.9	+11.3	+2.5	+1.6	+5.5
Total sales	%	(8.5)	(7.0)	(7.8)	(4.4)	(5.1)	(0.6)	(0.6)	(2.4)	(5.1)
No. of shops in Japan / No. of shops total (at the end of every term)		111/113	111/113	111/113	113/114	113/114	—	113/114	113/114	113/114

## U.S.A. Year-on year existing shop sales Actual an Plan

(Figures below indicated measurement unit are ignored)

	Unit	1st~2nd Q			3rd Q			4th Q	3rd~4th Q	Term
		1st Q	2nd Q	1st~2nd Q	Plan	Actual	Differ	Plan	Plan	Plan
		Actual	Actual	Actual	Plan	Actual	Differ	Plan	Plan	Plan
Bowling	%	+17.0	+15.5	+16.3	±0.0	+12.1	+12.1	±0.0	±0.0	+6.7
Amusement	%	+31.7	+32.2	+32.0	±0.0	+20.4	+20.4	±0.0	±0.0	+12.5
Karaoke	%	+27.8	+23.4	+25.6	±0.0	+13.5	+13.5	±0.0	±0.0	+10.2
Others	%	+18.2	+15.8	+16.9	±0.0	+3.4	+3.4	±0.0	±0.0	+6.8
Total sales	%	+27.3	+26.4	+26.8	±0.0	+16.5	+16.5	±0.0	±0.0	+10.6
No. of shops in U.S.A. / No. of shops total (at the end of every term)		3/6	3/8	3/8	4/8	4/9	—	5/10	5/10	5/10

# Term 2016.3 Quarterly consolidated Actual and Plan



Plan announced on November 9, 2015

(Unit ¥bn / round down)

		1st Q	2nd Q	1st~2nd Q	3rd Q			4th Q	3rd~4th Q	Term
		Actual	Actual	Actual	Plan	Actual	Differ	Plan	Plan	Plan
P / L	Bowling	5.2	5.7	10.9	5.1	5.1	+0.0	7.2	12.3	23.3
	Amusement	8.3	9.7	18.0	8.7	8.7	+0.0	9.3	18.1	36.2
	Karaoke	2.0	2.2	4.2	2.0	2.0	(0.0)	2.4	4.5	8.8
	Spo-cha	2.6	3.3	6.0	2.5	2.5	(0.0)	3.8	6.4	12.5
	Others	0.6	0.7	1.4	0.6	0.7	+0.0	0.7	1.4	2.9
	Total sales	18.8	21.9	40.7	19.2	19.2	+0.0	23.6	42.9	83.7
	Cost of sales	18.4	19.1	37.5	19.0	18.4	(0.5)	19.1	38.2	75.8
	Gross margin	0.4	2.7	3.2	0.1	0.8	+0.6	4.5	4.6	7.9
	S.G.A. expenses	0.4	0.4	0.9	0.5	0.5	(0.0)	0.5	1.1	2.1
	Operating income	(0.0)	2.2	2.2	(0.4)	0.2	+0.6	3.9	3.5	5.8
	Non-operating income & expenses	(0.1)	(0.2)	(0.3)	(0.1)	(0.1)	(0.0)	(0.1)	(0.3)	(0.7)
	Ordinary income	(0.2)	2.0	1.8	(0.5)	0.1	+0.6	3.8	3.2	5.1
	Ordinary income margin	(1.1)%	9.3%	4.5%	(2.8)%	0.7%	+3.5%	16.1%	7.6%	6.1%
	Extraordinary income & loss	(0.0)	(0.3)	(0.4)	(0.1)	(0.0)	+0.0	(2.9)	(3.0)	(3.5)
Net income before tax	(0.3)	1.6	1.3	(0.6)	0.0	+0.6	0.9	0.2	1.6	
Corporate tax	0.2	0.4	0.7	(0.1)	(0.0)	+0.1	0.7	0.5	1.3	
Net income	(0.5)	1.1	0.5	(0.4)	0.0	+0.5	0.1	(0.2)	0.3	

# Term 2016.3 Original plan and previous term actual Japan · U.S.A. · Consolidated



Plan announced on November 9, 2015

(Unit ¥bn / round down)

		Term 2016.3 Current term <b>Plan</b>			Term 2015.3 Previous term <b>Actual</b>		
		Japan	U.S.A.	Consolidated	Japan	U.S.A.	Consolidated
	Bowling	22.30	1.00	23.30	24.11	0.41	24.52
	Amusement	33.30	2.90	36.20	35.40	1.11	36.52
	Karaoke	7.80	1.00	8.80	8.26	0.38	8.64
	Spo-cha	12.50	—	12.50	11.50	—	11.50
	Others	2.80	0.10	2.90	2.64	0.06	2.70
<b>Total sales</b>		<b>78.70</b>	<b>5.00</b>	<b>83.70</b>	<b>81.92</b>	<b>1.97</b>	<b>83.90</b>
<b>Cost of sales</b>		<b>71.10</b>	<b>4.70</b>	<b>75.80</b>	<b>73.47</b>	<b>2.03</b>	<b>75.50</b>
<b>Gross margin</b>		<b>7.60</b>	<b>0.30</b>	<b>7.90</b>	<b>8.45</b>	<b>(0.06)</b>	<b>8.40</b>
<b>S.G.A. expenses</b>		<b>1.90</b>	<b>0.20</b>	<b>2.10</b>	<b>1.70</b>	<b>0.05</b>	<b>1.75</b>
<b>Operating income</b>		<b>5.70</b>	<b>0.10</b>	<b>5.80</b>	<b>6.75</b>	<b>(0.11)</b>	<b>6.64</b>
<b>Non-operating income &amp; expenses</b>		<b>(0.70)</b>	<b>0.0</b>	<b>(0.70)</b>	<b>(0.47)</b>	<b>(0.01)</b>	<b>(0.49)</b>
<b>Ordinary income</b>		<b>5.00</b>	<b>0.10</b>	<b>5.10</b>	<b>6.27</b>	<b>(0.12)</b>	<b>6.15</b>
<b>Ordinary income margin</b>		<b>6.4%</b>	<b>2.0%</b>	<b>6.1%</b>	<b>7.6%</b>	<b>—</b>	<b>7.3%</b>
<b>Extraordinary income &amp; loss</b>		<b>(3.50)</b>	<b>—</b>	<b>(3.50)</b>	<b>(5.02)</b>	<b>0.00</b>	<b>(5.02)</b>
<b>Net income before tax</b>		<b>1.50</b>	<b>0.10</b>	<b>1.60</b>	<b>1.25</b>	<b>(0.12)</b>	<b>1.12</b>
<b>Corporate tax</b>		<b>1.28</b>	<b>0.02</b>	<b>1.30</b>	<b>5.69</b>	<b>0.00</b>	<b>5.69</b>
<b>Net income</b>		<b>0.22</b>	<b>0.08</b>	<b>0.30</b>	<b>(4.44)</b>	<b>(0.12)</b>	<b>(4.56)</b>

# Term 2016.3 Consolidated plan ① New shops and P/L



No change since announcement on November 9, 2015 has been made.

(Figures below indicated measurement unit are ignored)

		Unit	Term 2015.3 Previous term Actual	Term 2016.3 Plan	Differ
Shops	New shops opened	Shop	4	① 6	+2
	No. of total shops (at the end of term)	Shop	118	124	+6
	[Break down] Own shops (land & building and building structure)	Shop	29	29	—
	Leased shops (interior structure only)	Shop	89	95	+6
	No. of total shops operating	Month	1,386	1,446	+60
P/L	Bowling	¥bn	24.5	23.3	(1.2)
	Amusement	¥bn	36.5	36.2	(0.3)
	Karaoke	¥bn	8.6	8.8	+0.1
	Spo-cha	¥bn	11.5	12.5	+0.9
	Others	¥bn	2.7	2.9	+0.1
	Total sales	¥bn	83.9	83.7	(0.2)
	Operating income	¥bn	6.6	5.8	(0.8)
	Ordinary income	¥bn	6.1	5.1	(1.0)
	Ordinary income margin	%	7.3	6.1	(1.2)
Net income ②	¥bn	(4.5)	0.3	+4.8	

(Note) ① New shops opened in term 2016.3 . . . 1 shop in Japan, 5 shops in U.S.A. (Total 6 shops. Please refer to page 13 for detail).

② Net income calculation formula:

[Term 2015.3 Actual] Ordinary income of ¥6.15bn – Impairment loss of ¥4.39bn – Loss on disposal of amusement substrates, etc. of ¥0.63bn – Effects of corporate tax of ¥5.69bn = Net loss of ¥4.56bn.  
(Including reversal of deferred tax asset of ¥5.40bn)

[Term 2016.3 Plan] Ordinary income of ¥5.10bn – Impairment loss of ¥3.10bn – Loss on disposal of amusement substrates, etc. of ¥0.40bn – Effects of corporate tax of ¥1.30bn = Net income of ¥0.30bn.  
(Including reversal of deferred tax asset of ¥0.74)

※ As for Term 2016.3 in U.S.A. one shop opening date was changed and in Japan one shop closing occurred, however plan is not changed because the effect is negligible.

# Term 2016.3 Consolidated plan ② Cash flow



No change since announcement on November 9, 2015 has been made.

(Figures below indicated measurement unit are ignored)

		Unit	Term 2015.3 Actual	Term 2016.3 Plan
Cash	Net income	¥bn	(4.5)	+0.3
	Income tax adjustment (provision / payment / refund / refund receivable in total)	¥bn	+7.6	+1.3
	Non-cash loss (impairment loss, etc.)	¥bn	+5.0	+3.5
	Dividend	¥bn	(1.9)	(1.9)
	Depreciation (excluded lease depreciation)	¥bn	+3.9	+4.1
	<b>Simplified cash flow</b>	¥bn	<b>+10.1</b>	<b>+7.3</b>
	Equipment investment (excluded finance lease) ①	¥bn	(4.8)	(5.1)
	Expenditure for security deposit	¥bn	(0.4)	(0.1)
	Increase in cash due to sale of existing shops	¥bn	② +5.5	—
	<b>Simplified free cash flow</b>	¥bn	<b>+10.3</b>	<b>+2.1</b>
	Cash reserve	¥bn	+27.7	+25.8
	Interest-bearing liabilities	¥bn	+27.0	+23.0
	<b>Net interest-bearing liabilities</b>	¥bn	<b>(0.6)</b>	<b>(2.8)</b>

(Note) ① Breakdown of equipment investment of ¥4.8bn for term 2015.3:

◆About ¥2.1bn: 4 new shops (Japan: 2 shops / about ¥0.9bn, U.S.A.: 2 shops / about ¥1.2bn) ◆About ¥2.6bn: existing shops (partial remodeling)

Breakdown of equipment investment of ¥5.1bn for term 2016.3:

◆About ¥3.0bn: 6 new shops (Japan: 1 shop / about ¥0.5bn, U.S.A.: 5 shops / about ¥2.5bn) ◆About ¥2.1bn: existing shops (Japan: about ¥2.0bn, U.S.A.: about ¥0.1bn)

② Sale & leaseback of 5 shops was implemented.

(Impairment loss was booked in term 2014.3, hence profit and loss is not affected).

※ As for Term 2016.3 in U.S.A. one shop opening date was changed and in Japan one shop closing occurred, however plan is not changed because the effect is negligible.

# Trend in P/L status

## Trend in P / L (Company-wide)

No change since announcement on November 9, 2015 has been made.

(Figures below indicated measurement unit are ignored)

Term	2016.3 Plan	2015.3	2014.3	2013.3	2012.3	2011.3	2010.3	2009.3	2008.3	2007.3
No. of shops at the end of term	124	118	114	113	110	109	105	94	83	73
Total sales	¥83.7bn	¥83.9bn	¥84.2bn	¥85.9bn	¥89.5bn	¥84.3bn	¥82.1bn	¥77.9bn	¥77.9bn	¥65.8bn
Operating income	¥5.8bn	¥6.6bn	¥10.0bn	¥11.5bn	¥16.0bn	¥11.4bn	¥12.0bn	¥13.6bn	¥18.2bn	¥17.9bn
Ordinary income	¥5.1bn	¥6.1bn	¥7.8bn	¥8.2bn	¥11.4bn	¥6.9bn	¥7.8bn	¥9.7bn	¥15.9bn	¥16.3bn
Ordinary income margin	6.1%	7.3%	9.3%	9.6%	12.8%	8.2%	9.6%	12.6%	20.5%	24.9%
Net income	¥0.3bn	¥(4.5)bn	¥(19.7)bn	¥0.6bn	¥2.7bn	¥(12.6)bn	¥3.3bn	¥3.9bn	¥9.1bn	¥9.7bn

## Trend in P / L (Japan)

Term	2016.3 Plan	2015.3	2014.3	2013.3	2012.3	2011.3	2010.3	2009.3	2008.3	2007.3
No. of shops at the end of term	114	113	111	111	109	108	105	94	83	73
Total sales	¥78.7bn	¥81.9bn	¥82.9bn	¥85.1bn	¥89.0bn	¥83.9bn	¥82.1bn	¥77.9bn	¥77.9bn	¥65.8bn
Operating income	¥5.7bn	¥6.7bn	¥10.0bn	¥11.5bn	¥16.0bn	¥11.4bn	¥12.0bn	¥13.6bn	¥18.2bn	¥17.9bn
Ordinary income	¥5.0bn	¥6.2bn	¥7.8bn	¥8.2bn	¥11.4bn	¥7.0bn	¥7.8bn	¥9.7bn	¥15.9bn	¥16.3bn
Ordinary income margin	6.4%	7.6%	9.4%	9.7%	12.8%	8.3%	9.6%	12.6%	20.5%	24.9%
Net income	¥0.2bn	¥(4.4)bn	¥(19.6)bn	¥0.6bn	¥2.7bn	¥(12.5)bn	¥3.3bn	¥3.9bn	¥9.1bn	¥9.7bn

## Trend in P / L (U.S.A.)

Term	2016.3 Plan	2015.3	2014.3	2013.3	2012.3	2011.3	2010.3	2009.3	2008.3	2007.3
No. of shops at the end of term	10	5	3	2	1	1				
Total sales	¥5.0bn	¥1.9bn	¥1.2bn	¥0.7bn	¥0.5bn	¥0.3bn				
Operating income	¥0.1bn	¥(0.0)bn	¥(0.0)bn	¥0.0bn	¥0.0bn	¥(0.0)bn				
Ordinary income	¥0.1bn	¥(0.0)bn	¥(0.0)bn	¥(0.0)bn	¥0.0bn	¥(0.0)bn				
Ordinary income margin	2.0%	—	—	—	2.6%	—				
Net income	¥0.0bn	¥(0.0)bn	¥(0.0)bn	¥(0.0)bn	¥0.0bn	¥(0.0)bn				

# Trend in year-on-year existing shop sales (Japan)

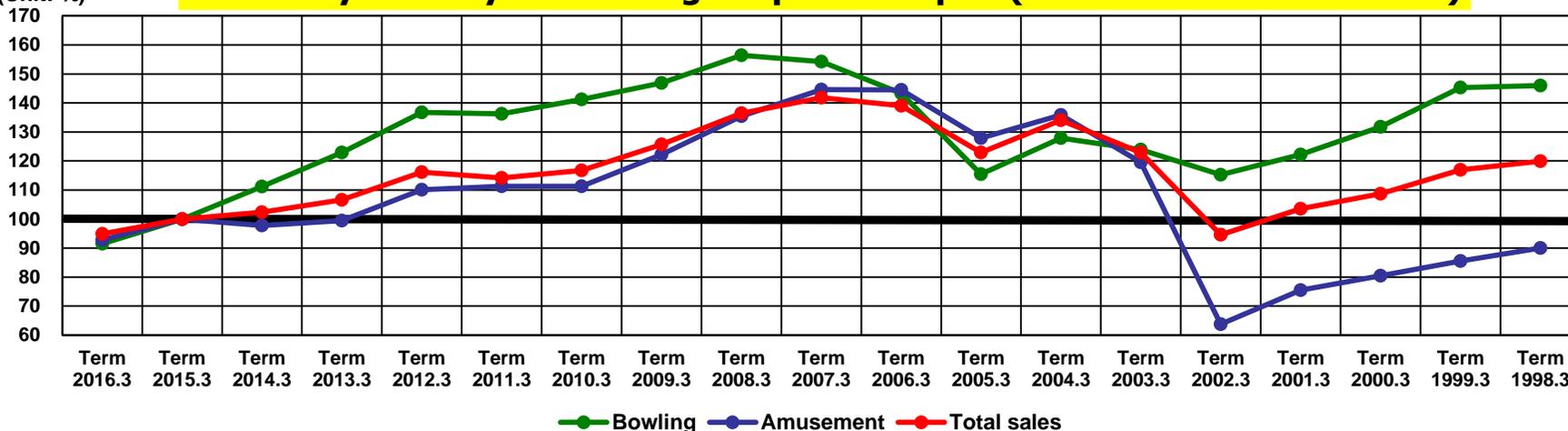
No change since announcement on November 9, 2015 has been made.

(Unit: %)

Term	2016.3 Plan	2015.3	2014.3	2013.3	2012.3	2011.3	2010.3	2009.3	2008.3	2007.3	2006.3	2005.3	2004.3	2003.3	2002.3	2001.3	2000.3	1999.3	1998.3
Bowling	(8.5)	(11.2)	(10.5)	(11.3)	+0.4	(3.7)	(4.0)	(6.5)	+1.4	+7.1	+19.4	(10.7)	+3.1	+7.0	(6.1)	(7.8)	(10.2)	(0.5)	(15.5)
Amusement	(7.2)	+2.2	(1.7)	(10.7)	(1.1)	+0.0	(9.8)	(10.8)	(6.8)	+0.1	+11.5	(6.2)	+12.0	+46.6	(18.3)	(6.6)	(6.3)	(5.2)	(11.7)
Karaoke	(6.7)	+0.4	(1.8)	(3.7)	+15.8	+3.4	(13.1)	(7.3)	(1.2)	+4.0	(4.5)	-	-	-	-	-	-	-	-
Spo-cha	+7.6	+3.7	+5.1	+0.2	+7.5	(4.5)	(9.2)	(9.8)	(16.1)	-	-	-	-	-	-	-	-	-	-
Others	+5.5	(1.8)	(9.9)	(6.6)	+1.3	(14.5)	(3.9)	+11.4	+13.2	(9.2)	(11.3)	(14.3)	+13.7	+21.5	+7.8	+37.3	+13.9	(2.5)	(16.3)
Total sales	(5.1)	(2.3)	(4.2)	(9.0)	+1.7	(2.2)	(7.7)	(8.5)	(4.0)	+2.0	+11.6	(9.1)	+8.3	+23.1	(9.5)	(5.0)	(7.6)	(2.5)	(14.0)
No. of existing shops	113	111	111	108	106	104	89	79	69	57	46	40	39	38	25	19	10	6	2

## Trend in year-on-year existing shop sales Japan (Term 2015.3 is 100 basis)

(Unit: %)



[Note] Karaoke sales for term 2001.3~2005.3 are included to "Others".

[Note] U.S.A. shops are excluded.

# Trend in assets, etc. (consolidated)



No change since announcement on November 9, 2015 has been made.

(Figures below indicated measurement unit are ignored)

Term	2016.3 Plan	2015.3	2014.3	2013.3	2012.3	2011.3	2010.3	2009.3	2008.3
Total assets	¥105.7bn	¥111.5bn	¥127.1bn	¥206.2bn	¥228.2bn	¥252.1bn	¥251.2bn	¥216.0bn	¥176.3bn
Net assets	¥50.0bn	¥51.6bn	¥57.5bn	¥78.7bn	¥79.8bn	¥79.0bn	¥85.6bn	¥72.3bn	¥69.6bn
Net assets ratio	47.3%	46.3%	45.3%	38.2%	35.0%	31.3%	34.1%	33.5%	39.5%
Cash reserve	¥25.8bn	¥27.7bn	¥25.1bn	¥25.3bn	¥29.4bn	¥22.7bn	¥30.8bn	¥21.5bn	¥22.9bn
Interest-bearing liabilities	¥23.0bn	¥27.0bn	¥36.8bn	¥90.2bn	¥110.9bn	¥136.1bn	¥138.8bn	¥117.9bn	¥98.5bn
Guarantee debts ①	—	—	—	—	—	¥8.2bn	¥31.8bn	¥41.9bn	¥40.9bn
Net interest-bearing liabilities ③	¥(2.8)bn	②¥(0.6)bn	¥11.6bn	¥64.9bn	¥81.4bn	¥121.6bn	¥139.8bn	¥138.3bn	¥116.5bn
Lease liabilities	¥16.2bn	¥16.3bn	¥19.6bn	¥24.6bn	¥27.3bn	¥28.4bn	¥25.9bn	¥27.1bn	¥26.8bn
Net interests-bearing liabilities including balance lease liabilities ④	¥13.3bn	¥15.6bn	¥31.2bn	¥89.5bn	¥108.8bn	¥150.1bn	¥165.8bn	¥165.4bn	¥143.3bn
New lease contract amount	¥8.4bn	¥7.1bn	¥8.1bn	¥9.1bn	¥10.6bn	¥13.7bn	¥12.2bn	¥14.5bn	¥15.9bn

(Note) ① Guarantee debts...loans made by subsidiaries during development periods for which ROUND ONE Corporation is jointly and severally liable. These loans will be repaid after shop openings, etc. and guarantee debts will eliminate. However, these loans are classified as interest-bearing liabilities because they are switched to long-term loans.

② Target "Reduction of net interest-bearing liabilities before term 2016.3" was achieved ahead of schedule.

③ "Net interest-bearing liabilities"...("Interest-bearing liabilities" + "Guarantee debts") - "Cash reserve".

④ "Net interest-bearing liabilities including balance lease liabilities"..."Net interest-bearing liabilities" + "Lease liabilities".

※ The lease above indicates finance lease for amusement machines and karaoke machines.

# Measures taken for existing shops



## ◆Events starting March 2016 (TV advertising starting April)◆

Bowling : every month 2 types of events to be held, prizes to be given to the achievers

Karaoke : every month 2 events with scoring to be held, prizes to be given to the score achievers

Spo-cha : prizes to be given to customers visited shop in their birth month

[ROUND ONE Application games]

## ◆Application◆

### ●Measures to improve “Minna-no-Compe”

In addition to bowling and karaoke application game contest is under trial implementation

Number of ROUND ONE application downloads is 1 million 730 thousands (At the end of January 2016)

### ●Club member card function is added to application (Starting February 1, 2016)



[Two-dimensional barcode]



## ◆“Bowling for health” lessons (Bringing up 150 league bowlers in every shop)◆

150 bowlers in every shop×109 shops=16 thousand bowlers is a target

(At the end of January 2016 10 thousand bowlers)

## ◆Installment of new amusement game machines◆

Large size medal game machines

[TSUNAGA Lotta (KONAMI)]

Before going on sale only in ROUND ONE first installed late in February

Medal game machines

[THE MEDAL TOWER OF BABEL (SEGA Interactive)]

(to be installed in March)

Card game machines

[MOBILE SUIT GUNDAM U.C. CARD BUILDER

(BANDAI NAMCO)]

(to be installed in the end of February ~ March)

[TSUNAGA Lotta]



©SEGA

[THE MEDAL TOWER OF BABEL]

# New shops scheduled



## New shop openings in term 2016.3

	Opening date	Nation	Shop name / region	Shop type	Operating floor area
1	May 2015 (opened)	U.S.A.	Santa Ana Mainplace / Santa Ana, California	Standard, Roadside (Within mega shopping center)	40,676sq. ft.
2	July 2015 (opened)	U.S.A.	Seattle Southcenter / Seattle, Washington	Standard, Roadside (Within mega shopping center)	41,672sq. ft.
3	September 2015(opened)	U.S.A.	San Jose Eastridge / San Jose, California	Standard, Roadside (Within mega shopping center)	52,064sq. ft.
4	December 2015(opened)	Japan	Sapporo Susukino / Sapporo, Hokkaido	Standard, Downtown	83,772sq. ft.
5	December 2015 (opened)	U.S.A.	Taunton Silver City / Taunton, Massachusetts	Standard, Roadside (Within mega shopping center)	64,697sq. ft.

## New shop openings planned in term 2017.3 and after

(U.S.A.: 7~8 shop openings per year is a target)

	Opening date	Nation	Shop name / region	Shop type	Operating floor area
1	May 2016	U.S.A.	Grapevine Mills / Dallas, Texas	Standard, Roadside (Within mega shopping center)	81,316sq.ft.
2	May 2016	Japan	Kanto area	Stadium, Roadside (Within mega shopping center)	131,387sq.ft.
3	July 2016	U.S.A.	Sunvalley / Concord, California	Standard, Roadside (Within mega shopping center)	47,295sq. ft.
4	Beginning of the year 2017	U.S.A.	Southwest Plaza / Littleton, Concord	Standard, Roadside (Within mega shopping center)	66,085sq. Ft.
5	Beginning of the year 2017	U.S.A.	Stonecrest / Lithonia, Georgia	Standard, Roadside (Within mega shopping center)	50,533sq.ft.
6	Spring 2017	U.S.A.	Broadway / Hicksville, New York	Standard, Roadside (Within mega shopping center)	50,604sq. ft.
7	Spring 2017	U.S.A.	Exton / Exton, Pennsylvania	Standard, Roadside (Within mega shopping center)	59,537sq.ft.
8	Autumn 2017	Japan	Kanto area	Standard, Roadside	66,832sq. ft.

- [Note]**
- Changing / cancellation of opening dates, changing of shop names may occur without a notice.
  - All future shops are planned to be in mall.

# Existing shops and principles of conditions for future shops openings in U.S.A.



## [Present state: existing shops]

	Opening date	Shop name / region	Shop type	Operating floor area
1	August 2010	Puente Hills / Los Angeles, California	Standard, Roadside (In Puente Hills Mall) <a href="http://www.puentehills-mall.com/">http://www.puentehills-mall.com/</a>	60,000sq.ft.
2	September 2012	Moreno Valley / Riverside, California	Standard, Roadside (In Moreno Valley Mall) <a href="http://www.morenovalleymall.com/">http://www.morenovalleymall.com/</a>	44,448sq.ft.
3	August 2013	Lakewood / Lakewood, California	Standard, Roadside (In Lakewood Center Mall) <a href="http://www.shoplakewoodcenter.com/">http://www.shoplakewoodcenter.com/</a>	43,523sq.ft.
4	October 2014	Stratford / Chicago, Illinois	Standard, Roadside (In Stratford Square Mall) <a href="http://www.stratfordmall.com/">http://www.stratfordmall.com/</a>	39,893sq.ft.
5	December 2014	Arlington Parks / Arlington, Texas	Standard, Roadside (In The Parks at Arlington) <a href="http://www.theparksatarlington.com/">http://www.theparksatarlington.com/</a>	64,911sq.ft.
6	May 2015	Santa Ana Mainplace / Santa Ana, California	Standard, Roadside (In Westfield Mainplace) <a href="http://www.westfield.com/mainplace/">http://www.westfield.com/mainplace/</a>	40,676sq.ft.
7	July 2015	Seattle Southcenter / Seattle, Washington	Standard Roadside (In Westfield Southcenter) <a href="http://www.westfield.com/southcenter/">http://www.westfield.com/southcenter/</a>	41,672sq.ft.
8	September 2015	San Jose Eastridge / San Jose, California	Standard Roadside (In Eastridge Shopping Center) <a href="http://www.eastridgecenter.com/">http://www.eastridgecenter.com/</a>	52,064sq. ft.
9	December 2015	Taunton Silver City / Taunton, Massachusetts	Standard Roadside (In Silver City Galleria) <a href="http://www.silvercitygalleria.com/">http://www.silvercitygalleria.com/</a>	64,697sq. ft.

## [Principles of conditions for future shops openings]

Expansion candidates	Opening in large shopping malls throughout U.S.A. (There are approximately 900 malls that apply to our conditions)
Operating floor area	42,000sq.ft. ~64,000sq.ft.
Demographics	Over 150,000 within 5 miles, Over 400,000 within 10 miles
Target customers	Shopping mall customers (young adults at night, mainly college students) / Projected male – female rate is 50 - 50
Avg. spending / customer	About \$14
Sales share	Amusement 58%, Bowling 20%, Food & beverage 17%, Karaoke (excluding Food & Beverage) 2%, Other 3%
Investment amount	About \$6 million Breakdown: Facility related \$2.8 million, Amusement machines \$2.7 million, Other facilities (bowling) \$1.3 million, Opening expenses \$0.4 million
Lease fee conditions	Amusement machines depreciation in 3 years, Other facilities (Bowling) depreciation in 7 years ⇒ after 4th year lease fees become less which helps the profitability

## [Present state: facility investment and budget for different operating floor area]

Classification by profitability		High profitability shop	Average profitability shop	Low profitability shop
Investment amount	Initial investment amount	\$6.00mn	\$6.00mn	\$5.50mn
	Total sales	\$7.00mn	\$5.10mn	\$3.20mn
Year budget	Operating income (1st year)	\$0.80mn	±\$0.00mn	\$(0.50)mn
	Operating income (2nd~3rd year)	\$1.30mn	\$0.35mn	\$(0.15)mn
	Operating income (4th year~)	\$1.75mn	\$0.85mn	\$0.35mn
	Operating income rate (4th year~)	25.0%	16.7%	10.9%

※Operating income includes opening expenses occurred in initial year.

# Statistical snapshot of shops

## Trend in number of shops

Japan	Term 2016.3 (Plan)	Term 2015.3	Term 2014.3	Term 2013.3	Term 2012.3	Term 2011.3	Term 2010.3	Term 2009.3	Term 2008.3	Term 2007.3	~Term 2006.3
No. of shop openings	1	2	—	3	1	3	11	② 13	11	15	62
No. of shop closings	③ —	—	—	① 1	—	—	—	① 2	② 1	—	① 4
No. of shops at the end of term	114	113	111	111	109	108	105	94	83	73	58

U.S.A.	Term 2016.3 (Plan)	Term 2015.3	Term 2014.3	Term 2013.3	Term 2012.3	Term 2011.3	Term 2010.3	Term 2009.3	Term 2008.3	Term 2007.3	~Term 2006.3
No. of shop openings	③ 5	2	1	1	—	1	—	—	—	—	—
No. of shop closings	—	—	—	—	—	—	—	—	—	—	—
No. of shops at the end of term	10	5	3	2	1	1	—	—	—	—	—

Consolidate	Term 2016.3 (Plan)	Term 2015.3	Term 2014.3	Term 2013.3	Term 2012.3	Term 2011.3	Term 2010.3	Term 2009.3	Term 2008.3	Term 2007.3	~Term 2006.3
No. of total shops at the end of term	③ 124	118	114	113	110	109	105	94	83	73	58

(Note) ① Reason for closure of 7 shops (expiration of contract periods: 5 shops, construction of new large shops in the neighborhood: 1 shop, closure of trial shop (trial period about 2 years): 1 shop).

② Fuji shop closed in term 2008.3 and reopened at the same location in the next term after undergoing complete reconstruction.

③ As for Term 2016.3 in U.S.A. one shop opening date was changed and in Japan one shop closing occurred, however plan is not changed because the effect is negligible.

## Japan 114 shops (at the end of December 2015) Number of shops breakdown

Shops by shop type				No. of shops at the end of term
Standard		Stadium		
Downtown	Roadside	Downtown	Roadside	
10	58	1	45	114

(Note) All U.S.A. shops are standard roadside type, leased shops only.

Shops by ownership		No. of shops at the end of term
Leased shops	Own shops	
85	29	114

(Note) Own shops include 10 shops with owning right for land & building, and 19 shops with owning right for building with tenants.

## Company-wide 123 shops (at the end of December 2015) Number of shops breakdown

Area	Japan								U.S.A.	Total
	Hokkaido / Tohoku	Hokuriku / Koshinetsu	Kanto	Chubu / Tokai	Kansai	Chugoku / Shikoku	Kyushu / Okinawa	Total		
No. of shops	11	4	33	14	33	8	11	114	9	123
Share	8.9%	3.3%	26.8%	11.4%	26.8%	6.5%	8.9%	92.7%	7.3%	100.0%

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