Term 2018.3 (Apr. 2017~Sep. 2017) Outline of Accounts Settlement



Analysis of present states and future prospects



Crystal Run Galleria shop (Middletown, New York) September 30, 2017 open!

ROUND ONE Corporation

C.E.O. and President Masahiko Sugino

Tokyo Stock Exchange First Section Code Number: 4680

November 10,2017

Analysis of consolidated operating results 1 Apr. 2017~Sep. 2017 Actual [Year-on-year]



(Unit ¥bn) %figures are rounded down to the nearest 10 million

		_			1	. 1	Differ]
		Unit		Term 2018.3 Actual (2017.4~2017.9)	Differ	Ja	pan: 2 sho Ordina
Shops	Total shops at the end of the term	Shop	120	125	1+5		erm 2017. nd Q Actu
Silops	No. of months total shops operation	Month	734	734	±0	[Jap	oan] Incre
							(Non-c
	Bowling		10.90	11.58	+0.67		Decre (Due to
	Amusement		20.02	22.12	+2.09		Decre (Due to
	Karaoke (including the USA shops othe	r sales)	4.42	4.66	+0.24		Decre (Due to Incre
			·				(Due to
	Spo-cha		5.83	6.41	+0.57		Incre (Due to
	Others		1.47	1.45	(0.01)		Incre (Due to

42.67

38.90

3.77

1.07

2.69

2.06

4.8%

1.53

0.56

0.96

(0.52)

(0.63)

Total sales

Cost of sales

Gross margin

S.G.A. expenses

Operating income

Ordinary income (2)

Ordinary income margin

Net income before tax

Corporate tax

Net income

Extraordinary income & loss 3

Non-operating income & expenses

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Japan: 2	2 shop	opening,	3 shop	closings,	the USA:	6 shop ope	enings
			_				

	2017.3 Actual Ordinary income	¥2.06bn
[Japan]	Increase in sales	+¥1.51bn
[oupan]	Decrease in foreign exchange loss (Non-operating exp.)	+¥0.41bn
	Decrease in communication exp. (Due to Amusement communication machines sales decrease)	+¥0.24bn
	Decrease in rent exp. (Due to shop closings in previous term)	+¥0.18bn
	Decrease in utility exp. (Due to shop closings in previous term and others)	+¥0.14bn
	Increase in promotion exp. (Due to amusement merchandise exp. increase)	¥(0.30)bn
1	Increase in personnel exp. (Due to working hours and hourly rate increase)	¥(0.28)bn
V	Increase in advertising exp. (Due to TV commercial exp. increase)	¥(0.13)bn
V	Others	+¥0.04bn
The USA	P/L (%Table below)	+¥0.20bn
Term 2	2017.3	
2nd Q	Actual Ordinary income	¥4.07bn

※[The USA P/L status]

	Term 2017.3 2nd Q Actual	Term 2018.3 2nd Q Actual	Differ
Sales	¥3.04bn	¥5.10bn	¥2.05bn increase
Expenses	¥2.95bn	¥4.80bn	¥1.85bn increase
Ordinary Income	¥0.08bn	¥0.29bn	¥0.20bn increase

③ [Extraordinary income & loss breakdown] Term 2017.3 2nd Q Actual Extraordinary loss ¥(0.52)bn

Loss on shops closings (8 shops) ¥(0.35)bn ➤ Loss on disposal of fixed assets, etc. ¥(0.17)bn

Term 2018.3 2nd O Actual Extraordinary loss ¥(0.26)bn

Loss on disposal of fixed assets, etc. ¥(0.26)bn

46.24

40.84

5.39

1.12

4.26

(0.19)

4.07

8.8%

(0.26)

3.81

1.35

2.45

+3.57

+1.94

+1.62

+0.04

+1.57

+0.43

+2.01

+4.0%

+0.26

+2.27

+0.78

+1.48

Analysis of consolidated operating results ② Apr. 2017~Sep. 2017 Actual [Actual and Plan]



(Unit ¥bn) %figures are rounded down to the nearest 10 million

① [C	iffer]
Jap	an: shop openings +2 shops (bring forward)
the	USA: 1 month for 1 shop reduction

2 [Ordinary income]

	rm 2018.3 d Q Plan Ordinary income	¥3.10bn							
[Ja _l	[Japan] Increase in sales +¥1.53bn								
	Decrease in communication exp. (Due to Amusement communication machines sales decrease)	+¥0.20bn							
	Decrease in utility exp. (Due to electricity usage decrease)	+¥0.09bn							
	Increase in personnel exp. (Due to working hours and hourly rate increase)	¥(0.35)bn							
	Increase in promotion exp. (Due to amusement sales increase)	¥(0.19)bn							
	Increase in repairing exp.	¥(0.17)bn							
1	Others	¥(0.09)bn							
[The	The USA] P/L (%Table below) ¥(0.05)bn								
	Term 2018.3 2nd Q Actual Ordinary income ¥4.07bn								

※[The USA P/L status]

	Term 2018.3 2nd Q Plan	Term 2018.3 2nd Q Actual	Differ
Sales	¥4.95bn	¥5.10bn	¥0.15bn increase
Expenses	¥4.60bn	¥4.80bn	(Note) ¥0.20bn increase
Ordinary income	¥0.35bn	¥0.29bn	¥0.05bn decrease

(Note) Expenses increase breakdown

- •Increase in personnel exp. ¥(0.09)bn •2 shop openings expenses bring forward ¥(0.05)bn
- •Unplanned corporate tax appropriation ¥(0.03)bn

3 [Extraordinary income & loss breakdown]

Term 2018.3 2nd Q Actual Extraordinary loss ¥(0.26)bn

➤ Loss on disposal of fixed assets, etc. ¥(0.26)bn

		Unit	Term 2017.3 Original Plan (2017.4~2017.9)	Term 2017.3 Actual (2017.4~2017.9)	Differ
Gl	Total shops at the end of the term	Shop	123	125	1+2
Shops	No. of months total shops operation	Month	735	734	1 (1)
	Bowling		11.16	11.58	+0.42
	Amusement		21.33	22.12	+0.79
	Karaoke (including the USA shops othe	r sales)	4.66	4.66	+0.00
	Spo-cha		5.95	6.41	+0.46
	Others		1.45	1.45	+0.00
	Total sales		44.55	46.24	+1.69
	Cost of sales		40.12	40.84	+0.72
	Gross margin		4.42	5.39	+0.96
P/L	S.G.A. expenses		1.09	1.12	+0.03
	Operating income		3.33	4.26	+0.93
	Non-operating income & ex	penses	(0.23)	(0.19)	+0.03
	Ordinary income ①		3.10	4.07	+0.97
	Ordinary income margin		7.0%	8.8%	+1.9%
	Extraordinary income & loss	5	(0.20)	3 (0.26)	(0.06)
	Net income before tax		2.90	3.81	+0.91
	Corporate tax		1.12	1.35	+0.23
	Net income		1.78	2.45	+0.67

Term 2018.3 Original plan and Plan after revision Consolidated · Japan · The USA



% Term Plan after revision = 1st Q \sim 2nd Q Actual + 3rd Q \sim 4th Q Original plan

Plan for 3rd Q~4th Q is not revised due to future uncertain elements.

Consolidated						Japan					The USA						
				1st Q \sim 2nd Q		3rd Q∼ 4th Q	Term	1	1st Q~2nd Q 3rd Q~ 4th Q Term			1st Q~2nd Q			3rd Q∼ 4th Q	Term	
		Original Plan	Actual	Differ	Original Plan	Plan after revision	Original Plan	Actual	Differ	Original Plan	Plan after revision	Original Plan	Actual	Differ	Original Plan	Plan after revision	
		Bowling	11.16	11.58	+0.42	12.56	24.14	10.35	10.75	+0.40	11.50	22.25	0.81	0.82	0.01	1.06	1.88
		Amusement	21.33	22.12	+0.79	22.08	44.20	18.10	18.76	+0.66	17.90	36.66	3.23	3.36	0.13	4.18	7.54
		Karaoke (including the USA shops other ales)	4.66	4.66	+0.00	5.11	9.77	3.75	3.74	(0.00)	3.90	7.64	0.91	0.91	0.00	1.21	2.12
		Spo-cha	5.95	6.41	+0.46	6.45	12.86	5.95	6.41	+0.46	6.45	12.86	_	_	_	_	-
		Others	1.45	1.45	+0.00	1.45	2.90	1.45	1.45	+0.00	1.45	2.90	_		_	_	_
	To	tal sales	44.55	46.24	+1.69	47.65	93.89	39.60	41.13	+1.53	41.20	82.33	4.95	5.10	0.15	6.45	11.55
	Со	st of sales	40.12	40.84	+0.72	42.69	83.54	35.62	36.17	+0.55	36.70	72.87	4.50	4.66	0.16	5.99	10.66
	Gr	oss margin	4.42	5.39	+0.96	4.95	10.34	3.98	4.96	+0.98	4.50	9.46	0.44	0.43	(0.01)	0.45	0.88
PL	S.C	G.A. expenses	1.09	1.12	+0.03	1.11	2.24	1.03	1.03	+0.00	1.05	2.08	0.06	0.08	0.02	0.06	0.15
	Ор	erating income	3.33	4.26	+0.93	3.83	8.10	2.95	3.92	+0.97	3.45	7.37	0.38	0.34	(0.03)	0.38	0.73
		n-operating income & penses	(0.23)	(0.19)	+0.03	(0.23)	(0.43)	(0.20)	(0.14)	+0.05	(0.20)	(0.34)	(0.03)	(0.05)	(0.02)	(0.03)	(0.09)
	Or	dinary income	3.10	4.07	+0.97	3.60	7.67	2.75	3.78	+1.03	3.25	7.03	0.35	0.29	(0.05)	0.35	0.64
	Or	dinary income margin	7.0%	8.8%	+1.9%	7.6%	8.2%	6.9%	9.2%	+2.2%	7.9%	8.5%	7.1%	5.7%	(1.3)%	5.4%	5.6%
	Ex	traordinary income & loss	(0.20)	(0.26)	(0.06)	(1.50)	(1.76)	(0.20)	(0.26)	(0.06)	(1.10)	(1.36)	_	ı	_	(0.40)	(0.40)
	Ne	t income before tax	2.90	3.81	+0.91	2.10	5.91	2.55	3.51	+0.96	2.15	5.66	0.35	0.29	(0.05)	(0.05)	0.24
	Со	rporate tax	1.12	1.35	+0.23	0.28	1.63	1.10	1.19	+0.09	0.13	1.32	0.02	0.16	0.14	0.15	0.31
	Ne	t income	1.78	2.45	+0.67	1.82	4.27	1.45	2.32	+0.87	2.02	4.34	0.33	0.12	(0.20)	(0.20)	(0.07)

X Original plan is plan announced on May 9, 2017.

Term 2018.3 Consolidated plan Shop openings and closings, P / L



%figures are rounded down to the nearest 10 million

Plan after revision is revision for 1st (Nac 2nd O	nlan ar	anlied to term	nlan thore	ic no	plan revision for 3rd (λα/4th Ω
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			Unit	Tern	1 2017.3 Act	ual	Term 2018.3 Plan after revision			Differ				
			Oilit	Consolidated	Japan	The USA	Consolidated	Japan	The USA3	Consolidated	Japan	The USA		
	Shop	o openings and closings①	Shop	±0	(6)	+6	+10	+1	+9	+10	+7	+3		
		of total shops (at the end of term)	Shop	122	107	15	132	108	24	+10	+1	+9		
Shops	(Bre	ak down Own shops (land & building and building structure)	Shop	24	24		24	24						
	Leased shops (interior structure only)			98	83	15	108	84	24	+10	+1	+9		
	No. of months total shops operation			1,452	1,322	130	1,497	1,289	208	+45	(33)	+78		
		Bowling	¥bn	22.91	21.68	1.22	24.14	22.25	1.88	+1.22	+0.57	+0.65		
		Amusement	¥bn	40.53	35.90	4.62	44.20	36.66	7.54	+3.67	+0.75	+2.91		
		Karaoke (including the USA shops other sales)	¥bn	9.13	7.73	1.39	9.77	7.64	2.12	+0.63	(0.09)	+0.73		
		Spo-cha	¥bn	12.27	12.27	_	12.86	12.86	_	+0.58	+0.58	_		
50		Others	¥bn	2.92	2.92	_	2.90	2.90	_	(0.01)	(0.01)	_		
P/L	Tot	al sales	¥bn	87.77	80.52	7.25	93.89	82.33	11.55	+6.11	+1.81	+4.30		
	Оре	erating income	¥bn	6.68	6.18	0.49	8.10	7.37	0.73	+1.42	+1.18	+0.24		
	Ord	Ordinary income		5.85	5.41	0.44	7.67	7.03	0.64	+1.81	+1.61	+0.20		
	Ord	linary income margin	%	6.7%	6.7%	6.1%	8.2%	8.5%	5.6%	+1.5%	+1.8%	(0.5)%		
	Net	tincome ②	¥bn	2.73	2.85	(0.11)	4.27	4.34	(0.07)	+1.54	+1.49	+0.04		

(Note) ①Term 2017.3 Actual: Shop openings (2 shops in Japan, 6 shops in the USA), shop closings (8 shops in Japan) Term 2018.3 Plan after revision: Shop openings (1 shop in Japan, 9 shops in the USA)

2 Net income calculation formula:

[Term 2017.3 Actual] Ordinary income ¥5.85bn — Impairment loss ¥1.90bn%1 — Loss on disposal of amusement substrates, etc. ¥0.36bn — Corporate tax ¥0.85bn = Net income ¥2.73bn.

%1: including impairment loss of 11 shops (10 shops in Japan ¥1.18bn, 1 shop in the USA ¥0.3bn), loss on shops closings (8 shops in Japan ¥0.42bn)

[Term 2018.3 Plan after revision] Ordinary income ¥7.67bn — Impairment loss ¥1.30bn%2 — Loss on disposal of amusement substrates, etc. ¥0.46bn — Corporate tax ¥1.63bn =

Net income ¥4.27bn.

*2: including estimated impairment loss of 8 shops (7 shops in Japan ¥0.9bn, 1 shop in the USA ¥0.4bn).

³ In calculation of the USA Plan exchange rate \$1 = \times 110 is used. (For Actual 1st $Q \sim 2$ nd Q exchange rate \$1 = \times 111.0 is used).

[※] Term Plan after revision = 1st Q~2nd Q Actual + 3rd Q~4th Q Original plan

Japan Sales and Year-on-year existing shop sales (Actual and plan)



Plan after revision is revision for 1st $Q\sim$ 2nd Q plan applied to term plan, there is no plan revision for 3rd $Q\sim$ 4th Q

Japan sales Actual and plan

%figures are rounded down to the nearest 10 million

	Unit		1st Q			2nd Q		1	st Q \sim 2nd	Q	3rd Q	4th Q	3rd Q~4th Q	Term
		Plan	Actual	Differ	Plan	Actual	Differ	Plan	Actual	Differ	Plan	Plan	Plan	Plan after revision %
Bowling	¥bn	5.08	5.13	+0.04	5.26	5.62	+0.36	10.35	10.75	+0.40	4.74	6.75	11.50	22.25
Amusement	¥bn	8.59	8.48	(0.11)	9.50	10.28	+0.77	18.10	18.76	+0.66	8.25	9.64	17.90	36.66
Karaoke	¥bn	1.77	1.72	(0.05)	1.97	2.02	+0.04	3.75	3.74	(0.00)	1.80	2.09	3.90	7.64
Spo-cha	¥bn	2.74	2.95	+0.20	3.20	3.46	+0.25	5.95	6.41	+0.46	2.51	3.93	6.45	12.86
Others	¥bn	0.71	0.70	(0.01)	0.73	0.75	+0.01	1.45	1.45	+0.00	0.67	0.77	1.45	2.90
Total sales	¥bn	18.91	18.98	+0.07	20.68	22.15	+1.46	39.60	41.13	+1.53	17.99	23.20	41.20	82.33
No. of total shops in Jap (at the end of every terr	an n)	107	107	_	107	108	+1	107	108	+1	108	108	108	108

 $[\]times$ Term Plan after revision = 1st Q \sim 2nd Q Actual + 3rd Q \sim 4th Q Plan (there is no plan revision for 3rd Q \sim 4th Q).

Japan year-on-year existing shop sales Actual and plan

%figures are rounded to the nearest 1st decimal

	Unit		1st Q			2nd Q		1	lst Q \sim 2nd	I Q	3rd Q	4th Q	3rd Q∼4th Q	Term
		Plan	Actual	Differ	Plan	Actual	Differ	Plan	Actual	Differ	Plan	Plan	Plan	Plan after revision
Bowling	%	+4.0	+5.0	+1.0	+2.8	+9.8	+7.0	+3.4	+7.4	+4.0	(0.5)	+1.5	+0.7	+3.8
Amusement	%	+2.2	+0.6	(1.6)	(0.3)	+7.4	+7.7	+0.9	+4.2	+3.3	(1.3)	+1.2	+0.1	+2.1
Karaoke	%	+1.1	(2.0)	(3.1)	+1.9	+4.3	+2.4	+1.5	+1.3	(0.2)	(0.6)	+0.5	+0.0	+0.7
Spo-cha	%	+1.6	+9.4	+7.8	+1.4	+9.5	+8.1	+1.5	+9.4	+7.9	(1.3)	+1.2	+0.2	+4.6
Others	%	+2.2	+0.6	(1.6)	+1.7	+4.3	+2.6	+2.0	+2.4	+0.4	(0.3)	+0.2	+0.0	+1.2
Total sales	%	+2.5	+2.8	+0.3	+1.0	+7.9	+6.9	+1.7	+5.5	+3.8	(1.0)	+1.2	+0.2	+2.8
Number of Sat/Sun/Hol vs pre year	Days	(1)	(1)	_	±0	±0	_	(1)	(1)	_	(1)	+1	±0	(1)
No. of existing shops (at the end of every t		106	106	-	106	106	_	106	106	-	107	107	107	107

The USA Sales and Year-on-year existing shop sales (Actual and plan)



Plan after revision is revision for 1st Q~2nd Q plan applied to term plan, there is no plan revision for 3rd Q~4th Q

The USA sales Actual and plan

%figures are rounded down to the nearest 10 million

	Unit		1st Q			2nd Q			1st Q \sim 2nd	I Q	3rd Q	4th Q	3rd Q∼4th Q	Term
		Plan	Actual	Differ	Plan	Actual	Differ	Plan	Actual 2	Differ	Plan	Plan	Plan	Plan after revision*
Bowling	¥bn	0.39	0.39	+0.00	0.41	0.42	+0.00	0.81	0.82	+0.01	0.44	0.61	1.06	1.88
Amusement	¥bn	1.55	1.54	(0.00)	1.67	1.81	+0.14	3.23	3.36	+0.13	1.62	2.55	4.18	7.54
Karaoke, etc. *1	¥bn	0.45	0.44	(0.00)	0.45	0.47	+0.01	0.91	0.91	+0.00	0.51	0.69	1.21	2.12
Total sales	¥bn	2.40	2.39	(0.01)	2.54	2.71	+0.16	4.95	5.10	+0.15	2.58	3.86	6.45	11.55
No. of total shops in the (at the end of every term		15	15	_	16	17	+1	16	17	+1	18	24	24	24
Exchange rate	¥	110.0	111.0	+1.0	110.0	111.0	+1.0	110.0	111.0	+1.0	110.0	110.0	110.0	110.0

^{**} Karaoke sales is mostly food & beverage sales. ** Compared to plan existing shops sales increased *0.32bn and new shops sales decreased *0.17bn.

The USA year-on-year existing shop sales Actual and plan

**** figures are rounded to the nearest 1st decimal**

	Unit		1st Q			2nd Q		1	st Q \sim 2nd	Q	3rd Q	4th Q	3rd Q∼4th Q	Term
		Plan	Actual	Differ	Plan	Actual	Differ	Plan	Actual	Differ	Plan	Plan	Plan	Plan after revision
Bowling	%	(0.8)	+3.5	+4.3	(1.4)	+6.8	+8.2	(1.1)	+5.2	+6.3	(2.0)	(1.1)	(1.5)	+1.5
Amusement	%	(2.0)	+6.9	+8.9	(3.6)	+8.9	+12.5	(2.9)	+8.0	+10.9	(4.4)	(0.8)	(2.3)	+2.2
Karaoke, etc. *1	%	+3.8	+8.3	+4.5	+6.3	+15.0	+8.7	+5.1	+11.8	+6.7	+2.5	+1.4	+1.9	+6.0
Total sales	%	(0.7)	+6.6	+7.3	(1.5)	+9.6	+11.1	(1.1)	+8.2	+9.3	(2.6)	(0.4)	(1.3)	+2.8
No. of existing shops in (at the end of every term		10	10	_	11	11	_	11	11	_	11	13	13	13

<u>*1</u> Karaoke etc. sales is mostly food & beverage sales.

 $[\]times$ Term Plan after revision = 1st Q \sim 2nd Q Actual + 3rd Q \sim 4th Q Plan (there is no plan revision for 3rd Q \sim 4th Q).

Term 2018.3 Quarterly consolidated Actual and plan



Plan after revision is revision for 1st $Q\sim$ 2nd Q plan applied to term plan, there is no plan revision for 3rd $Q\sim$ 4th Q

(Unit ¥bn) %figures are rounded down to the nearest 10 million

		1st Q			2nd Q		1	st Q \sim 2nd (Q	3rd Q	4th Q	3rd Q~4th Q	Term
	Plan	Actual	Differ	Plan	Actual	Differ	Plan	Actual	Differ	Plan	Plan	Plan	Plan after revision※
Total sales	21.31	21.37	+0.06	23.23	24.86	+1.63	44.55	46.24	+1.69	20.58	27.06	47.65	93.89
Cost of sales	19.76	19.84	+0.08	20.35	20.99	+0.63	40.12	40.84	+0.72	20.63	22.06	42.69	83.54
Gross margin	1.55	1.53	(0.02)	2.87	3.86	+0.99	4.42	5.39	+0.96	(0.05)	5.00	4.95	10.34
S.G.A. expenses	0.54	0.55	+0.01	0.55	0.56	+0.01	1.09	1.12	+0.03	0.56	0.54	1.11	2.24
Operating income	1.01	0.97	(0.03)	2.32	3.29	+0.97	3.33	4.26	+0.93	(0.62)	4.45	3.83	8.10
Non-operating income & expenses	(0.11)	(0.09)	+0.01	(0.12)	(0.10)	+0.02	(0.23)	(0.19)	+0.03	(0.13)	(0.10)	(0.23)	(0.43)
Ordinary income	0.90	0.88	(0.02)	2.19	3.19	+0.99	3.10	4.07	+0.97	(0.75)	4.35	3.60	7.67
Ordinary income margin	4.2%	4.1%	(0.1)%	9.5%	12.8%	+3.4%	7.0%	8.8%	+1.9%	(3.7)%	16.1%	7.6%	8.2%
Extraordinary income & loss	(0.10)	(0.06)	+0.03	(0.10)	(0.19)	(0.09)	(0.20)	(0.26)	(0.06)	(0.10)	(1.40)	(1.50)	(1.76)
Net income before tax	0.80	0.81	+0.01	2.09	2.99	+0.89	2.90	3.81	+0.91	(0.85)	2.95	2.10	5.91
Corporate tax	0.47	0.46	(0.00)	0.65	0.89	+0.24	1.12	1.35	+0.23	(0.12)	0.40	0.28	1.63
Net income	0.33	0.35	+0.02	1.44	2.10	+0.65	1.78	2.45	+0.67	(0.73)	2.55	1.82	4.27

^{**} Term Plan after revision = 1st $Q \sim 2nd Q$ Actual + 3rd $Q \sim 4th Q$ Plan (there is no plan revision for 3rd $Q \sim 4th Q$). Plan revision is based on Actual results for 1st $Q \sim 2nd Q$, there is no plan revision for 3rd $Q \sim 4th Q$. Please refer to page 2 for plan and actual figures difference for 1st $Q \sim 2nd Q$.

Term 2018.3 Consolidated plan Cash flow



Plan after revision is revision for 1st $Q\sim$ 2nd Q plan applied to term plan, there is no plan revision for 3rd $Q\sim$ 4th Q

%figures are rounded down to the nearest 10 million

		Unit	Term 2017.3 Actual	Term 2018.3 Plan after revision
	Net income	¥bn	2.73	4.27
	Income tax adjustment ① (provision / payment / refund / refund receivable in total)	¥bn	+1.19	+1.80
	Non-cash loss (impairment loss, etc.)	¥bn	+2.27	+1.76
	Dividend	¥bn	(1.90)	(1.90)
	Depreciation (excluded lease depreciation) 2	¥bn	+3.76	+4.05
	Simplified cash flow	¥bn	+8.05	+9.99
Cash	Equipment investment (excluded finance lease)3	¥bn	(5.12)	(6.70)
	Expenditure for security deposit	¥bn	+0.52	+0.20
	Increase in cash due to sale of existing shops4	¥bn	+1.46	_
	Simplified free cash flow	¥bn	+4.91	+3.49
	Cash reserve	¥bn	20.19	20.69
	Interest-bearing liabilities	¥bn	16.44	13.44
	Net interest-bearing liabilities	¥bn	(3.75)	(7.24)

(Note) Term 2017.3 Actual:

- 1 Breakdown of income tax adjustment +¥1.19bn
 - ◆Provision+¥0.85bn, refund +¥0.34bn
- 2 Breakdown of depreciation · · · Japan: ¥2.87bn / The USA: ¥0.88bn
- 3 Breakdown of equipment investment +¥5.12bn
 - ♦New shops: ¥3.82bn (Japan: 2 shops / ¥0.65bn, the USA: 6 shops / ¥3.16bn)
 - ◆Existing shops: ¥1.30bn (Japan: ¥1.24bn, the USA: ¥0.06bn) remodeling, etc.
- 4 Sale-and-leaseback of 2 shops is implemented in Term 2017.3.

Term 2018.3 Plan after revision:

- 1 Breakdown of income tax adjustment +¥1.80bn
 - ◆Provision+¥1.63bn, payment +¥0.16bn
- ② Breakdown of depreciation···Japan: ¥2.61bn / The USA: ¥1.44bn
- 3 Breakdown of equipment investment +¥6.70bn
 - ♦New shops: ¥4.70bn (Japan: 1 shop / ¥0.40bn, the USA: 9 shops / ¥4.30bn)
 - ◆ Existing shops: ¥2.00bn (Japan: ¥1.95bn, the USA: ¥0.05bn)) remodeling, etc.

Trend in P/L status



Trend in P / L (Consolidated)

(Figures below indicated are ignored)

Term	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3 Plan after revision
No. of shops at the end of term	94	105	109	110	113	114	118	122	122	132
Total sales	¥77.9bn	¥82.1bn	¥84.3bn	¥89.5bn	¥85.9bn	¥84.2bn	¥83.9bn	¥83.5bn	¥87.7bn	¥93.8bn
Operating income	¥13.6bn	¥12.0bn	¥11.4bn	¥16.0bn	¥11.5bn	¥10.0bn	¥6.6bn	¥6.3bn	¥6.6bn	¥8.1bn
Ordinary income	¥9.7bn	¥7.8bn	¥6.9bn	¥11.4bn	¥8.2bn	¥7.8bn	¥6.1bn	¥5.4bn	¥5.8bn	¥7.6bn
Ordinary income margin	12.6%	9.6%	8.2%	12.8%	9.6%	9.3%	7.3%	6.5%	6.7%	8.2%
Net income	¥3.9bn	¥3.3bn	¥(12.6)bn	¥2.7bn	¥0.6bn	¥(19.7)bn	¥(4.5)bn	¥0.4bn	¥2.7bn	¥4.2bn

Trend in P / L (Japan)

Term	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3 Plan after revision
No. of shops at the end of term	94	105	108	109	111	111	113	113	107	108
Total sales	¥77.9bn	¥82.1bn	¥83.9bn	¥89.0bn	¥85.1bn	¥82.9bn	¥81.9bn	¥78.3bn	¥80.5bn	¥82.3bn
Operating income	¥13.6bn	¥12.0bn	¥11.4bn	¥16.0bn	¥11.5bn	¥10.0bn	¥6.7bn	¥6.0bn	¥6.1bn	¥7.3bn
Ordinary income	¥9.7bn	¥7.8bn	¥7.0bn	¥11.4bn	¥8.2bn	¥7.8bn	¥6.2bn	¥5.1bn	¥5.4bn	¥7.0bn
Ordinary income margin	12.6%	9.6%	8.3%	12.8%	9.7%	9.4%	7.6%	6.6%	6.7%	8.5%
Net income	¥3.9bn	¥3.3bn	¥(12.5)bn	¥2.7bn	¥0.6bn	¥(19.6)bn	¥(4.4)bn	¥0.2bn	¥2.8bn	¥4.3bn

Trend in P / L (The USA)

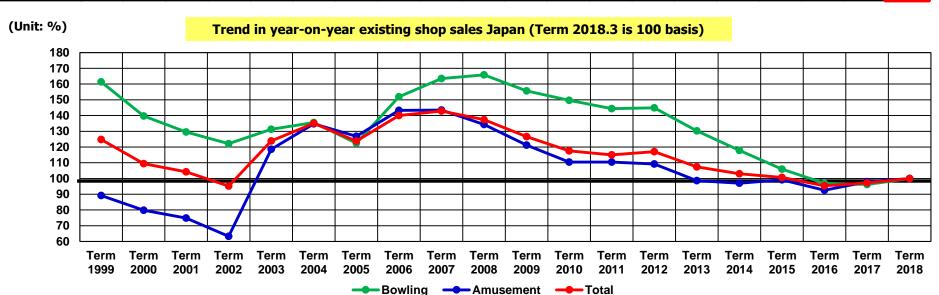
Term	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3 Plan after revision
No. of shops at the end of term			1	1	2	3	5	9	15	24
Total sales			¥0.3bn	¥0.5bn	¥0.7bn	¥1.2bn	¥1.9bn	¥5.1bn	¥7.2bn	¥11.5bn
Operating income			¥(0.0)bn	¥0.0bn	¥0.0bn	¥(0.0)bn	¥(0.0)bn	¥0.2bn	¥0.4bn	¥0.7bn
Ordinary income			¥(0.0)bn	¥0.0bn	¥(0.0)bn	¥(0.0)bn	¥(0.0)bn	¥0.2bn	¥0.4bn	¥0.6bn
Ordinary income margin			-	2.6%	1	-	-	4.7%	6.1%	5.6%
Net income			¥(0.0)bn	¥0.0bn	¥(0.0)bn	¥(0.0)bn	¥(0.0)bn	¥0.2bn	¥(0.1)bn	¥(0.0)bn

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



(Unit: %)

Term	1999.3	2000.3	2001.3	2002.3	2003.3	2004.3	2005.3	2006.3	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3 Plan after revision
Bowling	(0.5)	(10.2)	(7.8)	(6.1)	+7.0	+3.1	(10.7)	+19.4	+7.1	+1.4	(6.5)	(4.0)	(3.7)	+0.4	(11.3)	(10.5)	(11.2)	(9.4)	(0.7)	+3.8
Amusement	(5.2)	(6.3)	(6.6)	(18.3)	+46.6	+12.0	(6.2)	+11.5	+0.1	(6.8)	(10.8)	(9.8)	+0.0	(1.1)	(10.7)	(1.7)	+2.2	(7.2)	+5.5	+2.1
Karaoke	-	-	-	-	_	_	-	(4.5)	+4.0	(1.2)	(7.3)	(13.1)	+3.4	+15.8	(3.7)	(1.8)	+0.4	(7.4)	+0.6	+0.7
Spo-cha	-	-	-	-	-	-	-	-	-	(16.1)	(9.8)	(9.2)	(4.5)	+7.5	+0.2	+5.1	+3.7	+5.0	(2.5)	+4.6
Others	(2.5)	+13.9	+37.3	+7.8	+21.5	+13.7	(14.3)	(11.3)	(9.2)	+13.2	+11.4	(3.9)	(14.5)	+1.3	(6.6)	(9.9)	(1.8)	+9.9	+1.2	+1.2
Total sales	(2.5)	(7.6)	(5.0)	(9.5)	+23.1	+8.3	(9.1)	+11.6	+2.0	(4.0)	(8.5)	(7.7)	(2.2)	+1.7	(9.0)	(4.2)	(2.3)	(5.6)	+1.9	+2.8
No. of existing shops	6	10	19	25	38	39	40	46	57	69	79	89	104	106	108	111	111	112	105	107



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

[Note] The USA shops are excluded.

Trend in assets, etc. (consolidated)



(Figures below indicated measurement unit are ignored)

Term	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3 Plan after revision
Total assets	¥216.0bn	¥251.2bn	¥252.1bn	¥228.2bn	¥206.2bn	¥127.1bn	¥111.5bn	¥104.5bn	¥101.7bn	¥102.2bn
Net assets	¥72.3bn	¥85.6bn	¥79.0bn	¥79.8bn	¥78.7bn	¥57.5bn	¥51.6bn	¥49.7bn	¥50.8bn	¥53.2bn
Net assets ratio	33.5%	34.1%	31.3%	35.0%	38.2%	45.3%	46.3%	47.6%	50.0%	52.0%
Cash reserve	¥21.5bn	¥30.8bn	¥22.7bn	¥29.4bn	¥25.3bn	¥25.1bn	¥27.7bn	¥23.1bn	¥20.1bn	¥20.6bn
Interest-bearing liabilities	¥117.9bn	¥138.8bn	¥136.1bn	¥110.9bn	¥90.2bn	¥36.8bn	¥27.0bn	¥22.8bn	¥16.4bn	¥13.4bn
Guarantee debts 1	¥41.9bn	¥31.8bn	¥8.2bn	_	_	-	_	_	_	-
Net interest-bearing liabilities ②	¥138.3bn	¥139.8bn	¥121.6bn	¥81.4bn	¥64.9bn	¥11.6bn	¥(0.6)bn	¥(0.3)bn	¥(3.7)bn	¥(7.2)bn
Lease liabilities	¥27.1bn	¥25.9bn	¥28.4bn	¥27.3bn	¥24.6bn	¥19.6bn	¥16.3bn	¥16.0bn	¥17.9bn	¥19.1bn
Net interests-bearing liabilities 3 including balance lease liabilities	¥165.4bn	¥165.8bn	¥150.1bn	¥108.8bn	¥89.5bn	¥31.2bn	¥15.6bn	¥15.6bn	¥14.2bn	¥11.9bn
New lease contract amount	¥14.5bn	¥12.2bn	¥13.7bn	¥10.6bn	¥9.1bn	¥8.1bn	¥7.1bn	¥8.8bn	¥10.9bn	¥10.5bn

(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.

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



◆Free campaign expansion ◆

- Now in Amusement too: every elementary school age or under child accompanied by one fee-paying adult gets medals for free (started October, 1)
- Bowling, Karaoke, Amusement (medals): user target expansion from elementary or under to junior school age or under (planed to start December, 1)

♦ Events implementation **♦**

- Giveaway of original straps using popular "Golden Bomber" image (Visual kei "air" band) involved in TV commercial (only to the groups of 8 or more bowling, karaoke, spo-cha users)
- Cash-back to event achievers (¥1,000)
 Bowling: Same score 7 times challenge, Perfect score 300 challenge
 Karaoke: Match score digits challenge

◆ "Bowling for Health" lessons (Bringing up 150 league bowlers in every shop) ◆

 150 bowlers in every shop×104 shops=16 thousand bowlers is a target (At the present time 14 thousand bowlers)

◆ Installment of new amusement machines ◆

- [UFO CATCHER TRIPLE] (SEGA), TRYPOD (Marvelous Inc.) and other crane machines broad wide installment
- ◆ Spo-sha Airpolin introduction in all shops with Spo-cha area ◆
 - Already in 31 shops at the present time, planned to be introduced in all shops with Spo-cha area (47 shops) by the end of November
- **◆**Improvement of internal software system to optimize operation efficiency **◆**
 - Reduction of working hours by implementation of a single integrate system managing morning meetings, communication, operation related requests (starting November)





New shops scheduled



New shop openings planned in term 2018.3

(The USA: 10 or more shop openings per year is a target)

	Opening date	Nation	Shop name / region	Shop type	Operating floor area
1	July 2017 (opened)	The USA	Broadway / Hicksville, New York	Standard, Roadside (Within mega shopping center)	50,604sq. ft.
2	September 2017 (opened)	Japan	Kichijoji / Musashino, Tokyo	Standard, Station front	71,601sq. ft.
3	September 2017 (opened)	The USA	Crystal Run Galleria / Middletown, New York	Standard, Roadside (Within mega shopping center)	46,085sq.ft.
4	October 2017 (opened)	The USA	Great Lakes Crossings / Auburn Hills, Michigan	Standard, Roadside (Within mega shopping center)	51,743sq.ft.
5	November 18, 2017	The USA	(Tentative name) Northwoods / Peoria, Illinois	Standard, Roadside (Within mega shopping center)	58,825sq.ft.
6	Around February 2018	The USA	(Tentative name) Four Seasons / Greensboro, North Carolina	Standard, Roadside (Within mega shopping center)	61,708sq.ft.
7	End of March 2018	The USA	(Tentative name) South Towne Center / Sandy, Utah	Standard, Roadside (Within mega shopping center)	47,900sq. ft.
8	End of March 2018	The USA	(Tentative name) Great Lakes Mall / Mentor, Ohio	Standard, Roadside (Within mega shopping center)	50,996sq.ft.

New shop openings planned in term 2019.3 and after

	Opening date	Nation	Shop name / region	Shop type	Operating floor area
1	Spring 2018	The USA	(Tentative name) Coronado Center / Albuquerque, New Mexico	Standard, Roadside (Within mega shopping center)	48,505sq.ft.
2	Spring 2018	The USA	(Tentative name) Northridge/ Salinas, California	Standard, Roadside (Within mega shopping center)	45,836sq.ft.
3	Summer 2018	The USA	(Tentative name) Millcreek Mall / Erie, Pennsylvania	Standard, Roadside (Within mega shopping center)	50,747sq.ft.
4	Summer 2018	The USA	(Tentative name) Square One ※① / Saugus, Massachusetts	Standard, Roadside (Within mega shopping center)	44,590sq.ft.
5	Autumn 2018	The USA	(Tentative name) Maine Mall / Portland, Maine	Standard, Roadside (Within mega shopping center)	44,056sq.ft.
6	Autumn 2018	The USA	(Tentative name) North Riverside / North Riverside, Illinois	Standard, Roadside (Within mega shopping center)	45,836sq.ft.
7	Autumn 2018	The USA	(Tentative name) Promenade Temecula / Temecula, California	Standard, Roadside (Within mega shopping center)	50,071sq.ft.

- ***①**Square Mall opening may be reconsidered due to use permit issuance.
- X Lease agreement of 8 shops (opening Autumn 2018 and after) is under negotiation at present time.
- Information in this New Shops Schedule concerns only shops with concluded lease agreements as of release date, number of shop openings in performance plan may differ.

Existing shops and principles of conditions for future shops openings in the USA



[Operating 18 shops as of the end of October, 2017]

	perating to t	niops as of the end of october, 2017	<u> </u>		
	Opening date	Shop name / region	Shop type	Operating floor area	Classification by profitability
1	August 2010	Puente Hills / Los Angeles, California	Standard, Roadside (In Puente Hills Mall) http://www.puentehills-mall.com/	60,000sq.ft.	High profitability shop
2	September 2012	Moreno Valley / Riverside, California	Standard, Roadside (In Moreno Valley Mall) http://www.morenovalleymall.com/	44,448sq.ft.	Average profitability shop
3	August 2013	Lakewood / Lakewood, California	Standard, Roadside (In Lakewood Center Mall) http://www.shoplakewoodcenter.com/	43,523sq.ft.	High profitability shop
4	October 2014	Stratford / Chicago, Illinois	Standard, Roadside (In Stratford Square Mall) http://www.stratfordmall.com/	39,893sq.ft.	Low profitability shop
5	December 2014	Arlington Parks / Arlington, Texas	Standard, Roadside (In The Parks at Arlington) http://www.theparksatarlington.com/	64,911sq.ft.	Average profitability shop
6	May 2015	Mainplace / Santa Ana, California	Standard, Roadside (In Westfield Mainplace) http://www.shopmainplacemall.com/	40,676sq.ft.	High profitability shop
7	July 2015	Southcenter / Seattle, Washington	Standard Roadside (In Westfield Southcenter) http://www.westfield.com/southcenter/	41,672sq.ft	Average profitability shop
8	September 2015	Eastridge / San Jose, California	Standard Roadside (In Eastridge Shopping Center) http://www.eastridgecenter.com/	52,064sq. ft.	Average profitability shop
9	December 2015	Silver City / Taunton, Massachusetts 💥	Standard Roadside (In Silver City Galleria) http://www.silvercitygalleria.com/	64,697sq. ft.	Low profitability shop
10	May 2016	Grapevine Mills / Dallas, Texas 💥	Standard Roadside (In Grapevine Mills) http://www.simon.com/mall/grapevine-mills/	81,316sq.ft.	Average profitability shop
11	August 2016	Sunvalley / Concord, California	Standard Roadside (In Sunvalley Shopping Center) http://www.shopsunvalley.com/	47,295sq. ft.	High profitability shop
12	December 2016	Exton / Exton, Pennsylvania	Standard Roadside (In Exton Square Mall) https://www.extonsquare.com/	59,537sq.ft.	Average profitability shop
13	January 2017	Southwest Plaza / Littleton, Colorado	Standard Roadside (In Southwest Plaza Mall) https://www.southwestplaza.com/	66,085sq. ft.	Average profitability shop
14	March 2017	Stonecrest /Lithonia, Georgia	Standard Roadside (In The Mall At Stonecrest) http://www.mallatstonecrest.com/	50,533sq.ft.	High profitability shop
15	March 2017	Fox Valley / Aurora, Illinois	Standard Roadside (In Fox Valley Mall) http://www.shopfoxvalleymall.com/	51,708sq.ft.	Average profitability shop
16	July 2017	Broadway / Hicksville, New York	Standard Roadside (In Broadway Commons Center) http://atbroadwaycommons.com/	50,604sq.ft.	High profitability shop
17	September 2017	Crystal Run Galleria / Middletown, New York	Standard Roadside (In Galleria at Crystal Run) https://www.galleriacrystalrun.com/	46,085sq.ft.	High profitability shop
18	October 2017	Great Lakes Crossings / Auburn Hills, Michigan	Standard Roadside (Great Lakes Crossings Outlets) http://www.greatlakescrossingoutlets.com/	51,743sq.ft.	Average profitability shop

Classification by color in the table on the next page refers to "High", "Average" and "Low" profitability shop. Classification by color is updated once a year during settlement of accounts.

[※]Kids Play Zone is operated in some areas. Opened in Grapevine Mills in October, 2016 and in Silver City in March, 2017.

Existing shops and principles of conditions for future shops openings in the USA



[Principles of conditions for future shops openings]

No change since announcement on May 9, 2017 has been made.

Expansion candidates	Opening in large shopping malls throughout the USA (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 60%, Bowling 18%, Food & beverage 17%, Karaoke (excluding Food & Beverage) 2%, Other 3%
Investment amount	About \$6 million Breakdown: Facility related \$2.4 million, Amusement machines \$2.2 million, Other facilities (bowling, etc.) \$1.0 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] (Note 1)

※ Figures are updated once a year during settlement of accounts

				during sectionient or decounts
Cl	assification by profitability	High profitability shop	Average profitability shop (Note2)	Low profitability shop
Investment amount	Initial investment amount	\$6.00mn	\$6.00mn	\$5.50mn
	Total sales	\$7.30mn	\$5.95mn	\$3.60mn
	Operating income (1st year)	\$1.10mn	\$0.20mn	\$(0.70)mn
Year budget	Operating income (2nd~3rd year)	\$1.50mn	\$0.55mn	\$(0.35)mn
	Operating income (4th year~)	\$2.00mn	\$1.00mn	\$0.10mn
	Operating income rate (4th year~)	27.4%	16.8%	2.8%

(Note 1) Operating income includes opening expenses occurred in initial year. Except head office expenses. (Note 2) Average profitability shop figures are average of all shops.

Statistical snapshot of shops



Trend in number of shops

Japan	~Term 2008.3	Term 2009.3	Term 2010.3	Term 2011.3	Term 2012.3	Term 2013.3	Term 2014.3	Term 2015.3	Term 2016.3	Term 2017.3	Term 2018.3
No. of shop openings	88	13	11	3	1	3	_	2	1	2	1
No, of shop closings	※ 5	※ 2	_	1	l	※ 1	_	-	※ 1	※ 8	_
No. of shops at the end of term	83	94	105	108	109	111	111	113	113	107	108
			-								
The USA	~Term 2008.3	Term 2009.3	Term 2010.3	Term 2011.3	Term 2012.3	Term 2013.3	Term 2014.3	Term 2015.3	Term 2016.3	Term 2017.3	Term 2018.3
No. of shop openings	_	_	_	1	_	1	1	2	4	6	7
No, of shop closings	_	_	_	_	_	_	_	_	_	_	_
No. of shops at the end of term	-	_	_	1	1	2	3	5	9	15	22
Consolidated	~Term 2008.3	Term 2009.3	Term 2010.3	Term 2011.3	Term 2012.3	Term 2013.3	Term 2014.3	Term 2015.3	Term 2016.3	Term 2017.3	Term 2018.3
No. of shops at the end of term	83	94	105	109	110	113	114	118	122	122	130

(Note)
**Reason for closure of 17 shops (expiration of contract periods: 7 shops, removing intra-company competition: 6 shops, construction of new large shops in the neighborhood: 2 shops, reconstruction: 1 shop, closure of trial shop (trial period about 2 years): 1 shop).

Japan 108 shops (at the end of September 2017) Number of shops breakdown

Stan	dard	Stad	No. of shops at the end of term	
Downtown	Roadside	Downtown	Roadside	
10	51	1	46	108

(Note) All the USA shops are standard roadside type, leased shops only.

Shops by o	Shops by ownership				
Leased shops	Own shops	No. of shops at the end of term			
84	24	108			

(Note) Own shops include 8 shops with owning right for land & building, and 16 shops with owning right for building with tenants.

Consolidated 125 shops (at the end of September 2017) Number of shops breakdown

	Japan									
Area	Hokkaido / Tohoku	Hokuriku / Koshinetsu	Kanto	Chubu / Tokai	Kansai	Chugoku / Shikoku	Kyushu / Okinawa	Total	The USA	Total
No. of shops	11	4	33	12	29	8	11	108	17	125
Share	8.8%	3.2%	26.4%	9.6%	23.2%	6.4%	8.8%	86.4%	13.6%	100.0%

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