

**Term 2018.3 (Apr. 2017~Mar. 2018)
Outline of Financial Results**



Analysis of present states and future prospects



**Northwoods (Peoria, Illinois)
November 18, 2017 open!**

ROUND ONE Corporation

C.E.O. and President Masahiko Sugino

Tokyo Stock Exchange First Section

Code Number: 4680

May 8, 2018

Analysis of consolidated operating results ①

Apr. 2017~Mar. 2018 Actual [Year-on-year]



※(Unit ¥bn) ※Figures below ¥10 million have been truncated. Percentage is rounded off to one decimal place.

		Unit	Term 2017.3 Actual (2016.4~2017.3)	Term 2018.3 Actual (2017.4~2018.3)	Differ(%)
Shops	Total shops at the end of the term ①	Shop	122	129	+5.7
	No. of months total shops operation	Month	1,452	1,496	+3.0

① [Differ in number of shops]

Japan: + 1 shop (1 shop opening)
The USA: +6 shops (6 shop openings)

② [Ordinary income]

Term 2017.3 Actual	Ordinary income	¥5.85bn
[Japan] Increase in sales		+¥3.80bn
Decrease in bowling promotion exp.		+¥0.36bn
Decrease in utility exp.		+¥0.31bn
Decrease in communication exp.		+¥0.32bn
Decrease in non-operating exp. (foreign exchange loss)		+¥0.37bn
Decrease in supplies exp.		+¥0.07bn
Increase in amusement promotion exp. (Due to amusement merchandise exp. increase)		¥(1.03)bn
Increase in personnel exp.		¥(0.49)bn
Others		+¥0.21bn
[The USA] P/L (※Table below)		+¥0.49bn

P / L	Bowling	22.91	24.52	+7.0
	Amusement	40.53	45.34	+11.9
	Karaoke (including the USA shops other sales)	9.13	9.84	+7.9
	Spo-cha	12.27	13.28	+8.3
	Others	2.92	2.90	(0.8)
	Total sales	87.77	95.91	+9.3
Cost of sales	78.84	83.06	+5.4	
Gross margin	8.93	12.84	+43.7	
S.G.A. expenses	2.25	2.30	+2.3	
Operating income	6.68	10.53	+57.7	
Non-operating income & expenses	(0.82)	(0.26)	+67.3	
Ordinary income ②	5.85	10.26	+75.3	
Ordinary income margin	6.7%	10.7%	—	
Extraordinary income & loss ③	(2.27)	(1.09)	+51.6	
Net income before tax	3.58	9.16	+155.7	
Corporate tax	0.85	0.75	(10.9)	
Net income	2.73	8.41	+207.5	

Term 2018.3 Actual	Ordinary income	¥10.26bn
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※[The USA P/L status]

	Term 2017.3 Actual	Term 2018.3 Actual	Differ
Sales	¥7.25bn	¥11.57bn	¥4.32bn increase
Expenses	¥6.80bn	¥10.64bn	¥3.83bn increase
Ordinary income	¥0.44bn	¥0.93bn	¥0.49bn increase

③ [Extraordinary income & loss breakdown]

Term 2017.03 Actual Extraordinary loss ¥(2.27)bn
 • Impairment loss ¥(1.48)bn • Loss on shops closings ¥(0.42)bn
 • Loss on disposal of fixed assets (Amusement kit, etc.) ¥(0.36)bn

Term 2018.03 Actual Extraordinary loss ¥(1.09)bn
 • Impairment loss ¥(0.71)bn
 • Loss on disposal of fixed assets (Amusement kit, etc.) ¥(0.38)bn

Analysis of consolidated operating results ②

Apr. 2017~Mar. 2018 Actual [Actual and Plan]



※(Unit ¥bn) ※Figures below ¥10 million have been truncated. Percentage is rounded off to one decimal place.

		Unit	Term 2018.3 Plan (2017.4~2018.3) ※announced Feb. 9,2018	Term 2018.3 Actual (2017.4~2018.3)	Differ(%)
Shops	Total shops at the end of the term ①	Shop	132	129	(2.3)
	No. of months total shops operation①	Month	1,497	1,496	(0.1)
P / L	Bowling		24.49	24.52	+0.1
	Amusement		45.35	45.34	(0.0)
	Karaoke (including the USA shops other sales)		9.87	9.84	(0.2)
	Spo-cha		13.15	13.28	+1.0
	Others		2.92	2.90	(0.9)
	Total sales		95.80	95.91	+0.1
	Cost of sales		83.89	83.06	(1.0)
	Gross margin		11.90	12.84	+7.9
	S.G.A. expenses		2.19	2.30	+4.8
	Operating income		9.70	10.53	+8.5
	Non-operating income & expenses		(0.37)	(0.26)	+28.1
	Ordinary income ②		9.33	10.26	+10.0
	Ordinary income margin		9.7%	10.7%	—
	Extraordinary income & loss		(1.72)	③ (1.09)	+36.3
	Net income before tax		7.60	9.16	+20.5
Corporate tax※		2.01	0.75	(62.3)	
Net income		5.59	8.41	+50.3	

① [Differ in number of shops]
Total shops at the end of the term : -3 shops
(The USA opening dates change)
No. of months total shops operation at the end of term:
-1 month (Japan +1 month, the USA -2 months)

② [Ordinary income]

Term 2018.3 Plan	Ordinary income	¥9.33bn
[Japan] Increase in sales		+¥0.33bn
Decrease in lease exp.		+¥0.32bn
Decrease in supplies exp.		+¥0.11bn
Decrease in utility exp.		+¥0.11bn
Increase in amusement promotion exp. (Due to amusement merchandise exp. increase)		¥(0.27)bn
Increase in personnel exp.		¥(0.11)bn
Decrease in depreciation exp. (excluding lease depreciation)		+¥0.09bn
Others		+¥0.12bn
[The USA] Decrease in sales		¥(0.22)bn
Change in accounting method※		+¥0.18bn
Decrease in amusement promotion exp. (Due to amusement merchandise exp. decrease)		+¥0.11bn
Decrease in personnel exp.		+¥0.08bn
Others		+¥0.08bn
Term 2018.3 Actual	Ordinary income	¥10.26bn

③ [Extraordinary income & loss breakdown]
Term 2018.03 Actual Extraordinary loss ¥(1.09)bn
• Impairment loss ¥(0.71)bn
• Loss on disposal of fixed assets ¥(0.38)bn
(Amusement kit, etc.)

※ For information concerning corporate tax and change in accounting method please refer to the next page.

Analysis of consolidated operating results ③ Apr. 2017~Mar. 2018 Actual [Actual and Plan] Supplementary Data



※(Unit ¥bn) ※Figures below ¥10 million have been truncated. Percentage is rounded off to one decimal place.

[Major factors for ¥1.25bn decrease in corporate tax]

	Term 2018.3 Plan (2017.4~2018.3)	Term 2018.3 Actual (2017.4~2018.3)	Differ(%)
Japan	¥1.78bn	¥0.72bn	(59.5)%
The USA	¥0.22bn	¥0.03bn	(85.3)%
Consolidated	¥2.01bn	¥0.75bn	(62.3)%

※Net operating loss is a negative taxable income.

« Japan »

※Corporate tax was reduced by ¥1.06bn because net operating loss, which has been forgiven, is forecasted to be recovered considering improved performance.

« The USA »

※Tax effect accounting was reconsidered due to the effect of recent tax reform in the USA and corporate tax amount was reduced ¥0.19bn.

[Reasons for changing accounting method for the USA subsidiary]

Due to the USA subsidiary sales and income increase after consultation with auditor accounting method was changed to the **US GAAP** based method.

Term 2018.3 Actual ¥0.18bn Decrease in expenses

[Breakdown]

① Change in service life of leased amusement machines 3 years ⇒ 7 years
Depreciation life adjustment is based on actual usage conditions in the USA.

Term 2018.3 Actual ¥0.85bn Decrease in expenses

② Accrual of rent for construction period

We had accrued rent expense in cash-basis way in accordance with lease agreement until the previous term.

(Example: Construction period 6 months is free of rent, rent is booked for subsequent 10 years)

After change in accounting method rent expense was allocated to construction period as well .

Term 2018.3 Actual ¥0.33bn Increase in expenses

③ Accrual of allowance for unredeemed redemption points

We had not accrued allowance for unredeemed redemption points.

However, due to its increasing importance, we had accrued the allowance from this term.

Term 2018.3 Actual ¥0.34bn Increase in expenses

※If accounting method used in term 2017.3 was applied to the above case, consolidated ordinary income would be as following:

Term 2018.3 Actual Consolidated Ordinary Income: ¥10.08bn / Term 2019.3 Plan Consolidated Ordinary Income: ¥10.49bn

Term 2019.3 Consolidated plan Shop openings and closings, P / L



※(Unit ¥bn) ※Figures below ¥10 million have been truncated. Percentage is rounded off to one decimal place.

		Unit	Term 2018.3			Term 2019.3					
			Consolidated	Japan	The USA	Consolidated		Japan		The USA ^③	
			Actual	Actual	Actual	Plan	Differ(%)	Plan	Differ(%)	Plan	Differ(%)
Shops ^①	Shop openings and closings	Shop	+7	+1	+6	+9	+28.6	(2)	—	+11	+83.3
	No. of total shops (at the end of term)	Shop	129	108	21	138	+7.0	106	(1.9)	32	+52.4
	(Break down) Own shops (land & building and building structure)	Shop	24	24	—	24	—	24	—	—	—
	Leased shops (interior structure only)	Shop	105	84	21	114	+8.6	82	(2.4)	32	+52.4
	No. of months total shops operation	Month	1,496	1,290	206	1,575	+5.3	1,270	(1.6)	305	+48.1
P/L	Bowling	¥bn	24.52	22.72	1.79	24.90	+1.5	22.50	(1.0)	2.40	+33.7
	Amusement	¥bn	45.34	37.70	7.64	49.67	+9.6	38.23	+1.4	11.44	+49.8
	Karaoke (including the USA shops other sales)	¥bn	9.84	7.70	2.13	10.61	+7.7	7.66	(0.6)	2.95	+38.0
	Spo-cha	¥bn	13.28	13.28	—	13.35	+0.5	13.35	+0.5	—	—
	Others	¥bn	2.90	2.90	—	2.86	(1.4)	2.86	(1.4)	—	—
	Total sales	¥bn	95.91	84.33	11.57	101.40	+5.7	84.60	+0.3	16.80	+45.1
	Operating income	¥bn	10.53	9.49	1.04	11.55	+9.6	9.63	+1.5	1.85	+77.4
	Ordinary income	¥bn	10.26	9.33	0.93	11.00	+7.1	9.42	+0.9	1.58	+69.4
	Ordinary income margin	%	10.7%	11.1%	8.1%	10.8%	—	11.1%	—	9.4%	—
	Extraordinary income & loss ^②	¥bn	(1.09)	(1.09)	—	(1.31)	(19.2)	(0.94)	+13.8	(0.36)	—
Net income before tax	¥bn	9.16	8.23	0.93	9.69	+5.7	8.47	+2.9	1.21	+30.5	
Corporate tax ^④	¥bn	0.75	0.72	0.03	3.37	+344.9	3.00	+314.5	0.36	—	
Net income	¥bn	8.41	7.51	0.89	6.32	(24.9)	5.47	(27.2)	0.85	(5.5)	

(Note) ① Term 2018.3 Actual: Openings (1 shop in Japan, 6 shops in the USA), Term 2019.3 Plan: Openings (1 shop in Japan, 11 shops in the USA), closings (3 shops in Japan)

② Breakdown of extraordinary income & loss:

[Term 2018.3 Actual] Impairment loss ¥(0.71)bn (11 shops in Japan), Loss on disposal of amusement substrates, etc. ¥(0.38)bn

[Term 2019.3 Plan] Impairment loss ¥(0.91)bn (6 shops in Japan ¥(0.54)bn, 1 shop in the USA ¥(0.36)), Loss on disposal of amusement substrates, etc. ¥(0.40)bn

③ In calculation of the USA Plan exchange rate \$1 = ¥109 is used.

④ For information concerning corporate tax please refer to page 6.

※ Consolidated plan for Term 2019.3 is adjusted, hence total operating income for Japan and the USA does not match consolidated operating income.

Term 2019.3 Plan Basis for planning ①

※Figures below ¥10 million have been truncated. Percentage is rounded off to one decimal place.

[Japan sales ¥0.27bn increase major factors (Compared to previous term)]

◆ Year-on-year existing shop sales +0.2% per year	¥0.16bn increase	(Previous term actual ¥83.31bn ⇒ Current term plan ¥83.47bn)
◆ New shops sales (No. of operation months below 12)	¥1.10bn increase	(Previous term actual N/A ⇒ Current term plan ¥1.10bn)
◆ Closed shops sales (3 shops, 34 operation months decrease)	¥1.01bn decrease	(Previous term actual ¥1.01bn ⇒ Current term plan N/A)

[Japan expenses ¥0.19bn increase major factors (Compared to previous term)]

	◆ New shops (No. of operation months below 12) expenses	¥0.89bn increase	(Previous term actual N/A ⇒ Current term plan ¥0.89bn)
Increase factors	◆ Amusement promotion expenses (Due to amusement merchandise exp. increase)	¥0.53bn increase	(Previous term actual ¥6.53bn ⇒ Current term plan ¥7.07bn)
	◆ Amusement supplies expenses	¥0.18bn increase	(Previous term actual ¥0.73bn ⇒ Current term plan ¥0.91bn)
Decrease factors	◆ Lease expenses	¥0.38bn decrease	(Previous term actual ¥7.19bn ⇒ Current term plan ¥6.81bn)
	◆ Shop closing expenses (3 shops)	¥1.01bn decrease	(Previous term actual ¥1.01bn ⇒ Current term plan N/A)

[The USA income ¥0.64bn increase major factors (Compared to previous term)]

◆ No. of total operation months at the end of the term increase	¥0.76bn increase	(Previous term actual 206 months ⇒ Current term plan 305 months)
◆ Effect of accrual of unredeemed points allowance	¥0.34bn increase	
◆ Accrual of rent for construction period	¥0.11bn decrease	
◆ Initial investment amount increase	¥0.32bn decrease	

[Consolidated extraordinary income ¥0.21bn decrease major factors (compared to previous term)]

◆ Estimated impairment loss ¥0.20bn increase	Previous term actual ¥0.71bn (impairment loss of 11 shops in Japan) ⇒ Current term plan ¥0.91bn (impairment loss of 6 shops in Japan, 1 shop in the USA)	
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Term 2019.3 Plan Basis for planning ②

[Consolidated corporate tax ¥2.61 increase major factors (Compared to previous term)]

	Term 2018.3 corporate tax effect	¥1.25bn increase	(Previous term actual ¥(1.25)bn ⇒ Current term plan N/A)
Increase factors	Corporate tax payment	¥0.15bn increase	(Previous term actual ¥1.61bn ⇒ Current term plan ¥1.76bn)
	Deferred tax asset due to decrease in Net operating loss	¥1.21bn increase	(Previous term actual N/A ⇒ Current term plan ¥1.21bn)

※Net operating loss is a negative taxable income.

Corporate tax expense is reduced due to deferred tax asset for net operating loss which will be recovered after this term.

However, taxable income will be positive in Term 2019.3, hence deferred tax asset will be reversed and corporate tax expense will increase.

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



Term 2018.3 Actual Japan sales and year-on-year existing shop sales

※Figures below ¥10 million have been truncated. Percentage is rounded off to one decimal place. Please refer to page 15 and 18 for the number of shops.

	Unit		1st half						2nd half						Term	
			1st Q		2nd Q		1st half		3rd Q		4th Q		2nd half			
			Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year
Bowling	¥bn	%	5.13	+5.0	5.62	+9.8	10.75	+7.4	5.08	+6.7	6.88	+3.9	11.97	+5.1	22.72	+6.2
Amusement	¥bn	%	8.48	+0.6	10.28	+7.4	18.76	+4.2	9.20	+9.7	9.73	+2.3	18.93	+5.8	37.70	+5.0
Karaoke	¥bn	%	1.72	(2.0)	2.02	+4.3	3.74	+1.3	1.86	+2.7	2.09	+1.3	3.96	+1.9	7.70	+1.6
Spo-cha	¥bn	%	2.95	+9.4	3.46	+9.5	6.41	+9.4	2.79	+10.0	4.07	+4.7	6.87	+6.8	13.28	+8.1
Others	¥bn	%	0.70	+0.6	0.75	+4.3	1.45	+2.4	0.69	+1.7	0.74	(3.3)	1.44	(0.9)	2.90	+0.7
Total sales	¥bn	%	18.98	+2.8	22.15	+7.9	41.13	+5.5	19.65	+8.0	23.53	+2.9	43.19	+5.2	84.33	+5.3
No. of total shops / No. of existing shops (at the end of every term)			107 / 106		108 / 106		108 / 106		108 / 107		108 / 107		108 / 107		108 / 107	

Term 2019.3 Plan Japan sales and year-on-year existing shop sales

※Figures below ¥10 million have been truncated. Percentage is rounded off to one decimal place.

	Unit		1st half						2nd half						Term	
			1st Q		2nd Q		1st half		3rd Q		4th Q		2nd half			
			Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year
Bowling	¥bn	%	5.12	+0.1	5.58	(0.8)	10.71	(0.4)	4.96	(1.0)	6.82	+0.3	11.79	(0.3)	22.50	(0.3)
Amusement	¥bn	%	8.34	(1.5)	10.71	+3.7	19.05	+1.3	9.40	+2.2	9.76	+0.2	19.17	+1.2	38.23	1.3
Karaoke	¥bn	%	1.71	(1.2)	1.99	(2.6)	3.71	(2.0)	1.84	(1.6)	2.10	+0.3	3.95	(0.6)	7.66	(1.3)
Spo-cha	¥bn	%	2.97	+0.9	3.47	(1.2)	6.45	(0.2)	2.78	(2.5)	4.11	(0.8)	6.90	(1.5)	13.35	(0.9)
Others	¥bn	%	0.69	(1.4)	0.74	(1.0)	1.44	(1.2)	0.67	(1.8)	0.74	+1.2	1.42	(0.2)	2.86	(0.7)
Total sales	¥bn	%	18.85	(0.7)	22.51	+1.1	41.36	+0.3	19.67	+0.2	23.55	+0.1	43.23	+0.1	84.60	+0.2
Number of Sat/Sun/Hol vs pre year			Days		±0		±0		(1)		+1		±0		±0	
No. of total shops / No. of existing shops (at the end of every term)			105 / 104		106 / 104		106 / 104		106 / 105		106 / 105		106 / 105		106 / 105	

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



Term 2018.3 Actual The USA sales and year-on-year existing shop sales (Year-on-year figures compared in \$)

Please refer to page 15, 16 and 18 for the number of shops.

※Figures below ¥10 million have been truncated. Percentage is rounded off to one decimal place.

	Unit		1st Q		2nd Q		1st half		3rd Q		4th Q		2nd half		Term	
			Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year
			Bowling	¥bn	%	0.39	+3.5	0.42	+6.8	0.82	+5.2	0.44	(1.3)	0.52	+1.6	0.97
Amusement	¥bn	%	1.54	+6.9	1.81	+8.9	3.36	+8.0	1.82	+0.3	2.44	+7.5	4.27	+4.4	7.64	+6.0
Karaoke, etc.※	¥bn	%	0.44	+8.3	0.47	+15.0	0.91	+11.8	0.55	+1.6	0.66	+4.6	1.22	+3.3	2.13	+6.8
Total sales	¥bn	%	2.39	+6.6	2.71	+9.6	5.10	+8.2	2.83	+0.3	3.63	+6.0	6.47	+3.5	11.57	+5.6
No. of total shops / No. of existing shops (at the end of every term)			15 / 10		17 / 11		17 / 11		19 / 11		21 / 13		21 / 13		21 / 13	
\$ exchange rate			¥		111.0		111.0		111.0		111.6		110.8		110.8	

Term 2019.3 Plan The USA sales and year-on-year existing shop sales (Year-on-year figures compared in \$)

※Figures below ¥10 million have been truncated. Percentage is rounded off to one decimal place.

	Unit		1st Q		2nd Q		1st half		3rd Q		4th Q		2nd half		Term	
			Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year	Sales	Year-on-year
			Bowling	¥bn	%	0.51	(2.2)	0.59	(2.0)	1.10	(2.1)	0.55	(3.7)	0.73	+1.9	1.29
Amusement	¥bn	%	2.31	(0.1)	2.85	(0.8)	5.17	(0.5)	2.59	(2.6)	3.67	+1.3	6.26	(0.4)	11.44	(0.4)
Karaoke, etc.※	¥bn	%	0.59	(0.3)	0.69	+0.0	1.28	(0.1)	0.70	(2.0)	0.95	+3.9	1.66	+1.2	2.95	+0.6
Total sales	¥bn	%	3.43	(0.5)	4.14	(0.8)	7.57	(0.7)	3.85	(2.6)	5.37	+1.8	9.22	(0.1)	16.80	(0.4)
No. of total shops / No. of existing shops (at the end of every term)			23 / 15		26 / 16		26 / 16		30 / 19		32 / 20		32 / 20		32 / 20	

[Note] In calculation of sales plan exchange rate \$1 = ¥109 is used.

※ Karaoke sales is mostly food & beverage sales.

Term 2019.3 Consolidated plan Cash flow



※Figures below ¥10 million have been truncated.

		Unit	Term 2018.3 Actual	Term 2019.3 Plan
Cash	Net income	¥bn	8.41	6.32
	Income tax adjustment (provision / payment / refund / refund receivable in total) ①	¥bn	+0.51	+0.94
	Non-cash loss (impairment loss, etc.)	¥bn	+1.72	+1.75
	Dividend	¥bn	(1.90)	(1.90)
	Depreciation (excluded lease depreciation) ②	¥bn	+4.02	+4.47
	Simplified cash flow	¥bn	+12.77	+11.58
	Equipment investment (excluded finance lease) ③	¥bn	(6.43)	(8.37)
	Simplified free cash flow	¥bn	+6.34	+3.21
	Cash reserve	¥bn	23.43	24.26
	Interest-bearing liabilities	¥bn	13.71	11.32
Net interest-bearing liabilities	¥bn	(9.72)	(12.93)	

(Note) Term 2018.3 Actual:

- ① Breakdown of income tax adjustment +¥0.51bn
 - ◆ Provision +¥0.75bn, refund +¥0.38bn, payment ¥(0.62)bn
- ② Breakdown of depreciation...Japan: ¥2.56bn / the USA: ¥1.46bn
- ③ Breakdown of equipment investment ¥(6.43)bn
 - ◆ New shops: ¥3.98bn (Japan: 1 shop / ¥0.67bn, the USA: 6 shops / ¥3.31bn)
 - ◆ Existing shops: ¥2.44bn (Japan: ¥2.24bn, the USA: ¥0.20bn) remodeling, etc.

Term 2019.3 Plan:

- ① Breakdown of income tax adjustment +¥0.94bn
 - ◆ Provision ¥3.37bn, payment ¥(2.42)bn
- ② Breakdown of depreciation...Japan: ¥2.45bn / the USA: ¥2.01bn
- ③ Breakdown of equipment investment ¥(8.37)bn
 - ◆ New shops: ¥6.37bn (Japan: 1 shop / ¥0.60bn, the USA: 11 shops / ¥5.77bn)
 - ◆ 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 measurement unit have been truncated)

Term	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3 Plan
No. of shops at the end of term	105	109	110	113	114	118	122	122	129	138
Total sales	¥82.1bn	¥84.3bn	¥89.5bn	¥85.9bn	¥84.2bn	¥83.9bn	¥83.5bn	¥87.7bn	¥95.9bn	¥101.4bn
Ordinary income	¥7.8bn	¥6.9bn	¥11.4bn	¥8.2bn	¥7.8bn	¥6.1bn	¥5.4bn	¥5.8bn	¥10.2bn	¥11.0bn
Ordinary income margin	9.6%	8.2%	12.8%	9.6%	9.3%	7.3%	6.5%	6.7%	10.7%	10.8%
Net income	¥3.3bn	¥(12.6)bn	¥2.7bn	¥0.6bn	¥(19.7)bn	¥(4.5)bn	¥0.4bn	¥2.7bn	¥8.4bn	¥6.3bn
ROI ^① (Return on investment)	3.5%	2.9%	5.0%	4.0%	5.1%	5.9%	5.9%	6.8%	12.0%	12.3%
ROA ^② (Return on assets)	1.5%	(5.0)%	1.2%	0.3%	(11.8)%	(3.8)%	0.4%	2.7%	8.1%	5.7%

① ROI calculation: Ordinary income ÷ [{(Net assets at the beginning of term + Net assets at the end of term) ÷ 2} + {(Interest-bearing liabilities including lease liabilities at the beginning of term + Interest-bearing liabilities including lease liabilities at the end of term) ÷ 2}]

② ROA calculation: Net income ÷ { (Total assets at the beginning of term + total assets at the end of term) ÷ 2 }

Trend in P / L (Japan)

Term	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3 Plan
No. of shops at the end of term	105	108	109	111	111	113	113	107	108	106
Total sales	¥82.1bn	¥83.9bn	¥89.0bn	¥85.1bn	¥82.9bn	¥81.9bn	¥78.3bn	¥80.5bn	¥84.3bn	¥84.6bn
Ordinary income	¥7.8bn	¥7.0bn	¥11.4bn	¥8.2bn	¥7.8bn	¥6.2bn	¥5.1bn	¥5.4bn	¥9.3bn	¥9.4bn
Ordinary income margin	9.6%	8.3%	12.8%	9.7%	9.4%	7.6%	6.6%	6.7%	11.1%	11.1%
Net income	¥3.3bn	¥(12.5)bn	¥2.7bn	¥0.6bn	¥(19.6)bn	¥(4.4)bn	¥0.2bn	¥2.8bn	¥7.5bn	¥5.4bn

Trend in P / L (The USA)

Term	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3 Plan
No. of shops at the end of term		1	1	2	3	5	9	15	21	32
Total sales		¥0.3bn	¥0.5bn	¥0.7bn	¥1.2bn	¥1.9bn	¥5.1bn	¥7.2bn	¥11.5bn	¥16.8bn
Ordinary income		¥(0.0)bn	¥0.0bn	¥(0.0)bn	¥(0.0)bn	¥(0.0)bn	¥0.2bn	¥0.4bn	¥0.9bn	¥1.5bn
Ordinary income margin		—	2.6%	—	—	—	4.7%	6.1%	8.1%	9.4%
Net income		¥(0.0)bn	¥0.0bn	¥(0.0)bn	¥(0.0)bn	¥(0.0)bn	¥0.2bn	¥(0.1)bn	¥0.8bn	¥0.8bn

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

(Unit: %)

Term	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	2019.3 Plan
Bowling	(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)	+6.2	(0.3)
Amusement	(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	+5.0	+1.3
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	+1.6	(1.3)
Spo-cha	-	-	-	-	-	-	-	-	(16.1)	(9.8)	(9.2)	(4.5)	+7.5	+0.2	+5.1	+3.7	+5.0	(2.5)	+8.1	(0.9)
Others	+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	+0.7	(0.7)
Total sales	(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	+5.3	+0.2
No. of existing shops	10	19	25	38	39	40	46	57	69	79	89	104	106	108	111	111	112	105	107	105

Trend in year-on-year existing shop sales Japan (Term 2019.3 is 100 basis)



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

[Note] The USA shops are excluded.

Trend in P/L status (Consolidated)



※Figures below ¥10 million have been truncated. Percentage is rounded off to one decimal place.

Term	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3 Plan
Total assets	¥251.2bn	¥252.1bn	¥228.2bn	¥206.2bn	¥127.1bn	¥111.5bn	¥104.5bn	¥101.7bn	¥106.8bn	¥114.4bn
Net assets	¥85.6bn	¥79.0bn	¥79.8bn	¥78.7bn	¥57.5bn	¥51.6bn	¥49.7bn	¥50.8bn	¥56.7bn	¥61.1bn
Equity ratio	34.1%	31.3%	35.0%	38.2%	45.3%	46.3%	47.6%	50.0%	53.0%	53.4%
Cash reserve	¥30.8bn	¥22.7bn	¥29.4bn	¥25.3bn	¥25.1bn	¥27.7bn	¥23.1bn	¥20.1bn	¥23.4bn	¥24.2bn
Interest-bearing liabilities	¥138.8bn	¥136.1bn	¥110.9bn	¥90.2bn	¥36.8bn	¥27.0bn	¥22.8bn	¥16.4bn	¥13.7bn	¥11.3bn
Guarantee debts ①	¥31.8bn	¥8.2bn	—	—	—	—	—	—	—	—
Net interest-bearing liabilities ②	¥139.8bn	¥121.6bn	¥81.4bn	¥64.9bn	¥11.6bn	¥(0.6)bn	¥(0.3)bn	¥(3.7)bn	¥(9.7)bn	¥(12.9)bn
Lease liabilities	¥25.9bn	¥28.4bn	¥27.3bn	¥24.6bn	¥19.6bn	¥16.3bn	¥16.0bn	¥17.9bn	¥15.5bn	¥21.0bn
Net interest-bearing liabilities ③ including balance lease liabilities	¥165.8bn	¥150.1bn	¥108.8bn	¥89.5bn	¥31.2bn	¥15.6bn	¥15.6bn	¥14.2bn	¥5.8bn	¥8.1bn
New lease contract amount	¥12.2bn	¥13.7bn	¥10.6bn	¥9.1bn	¥8.1bn	¥7.1bn	¥8.8bn	¥10.9bn	¥8.0bn	¥15.5bn

(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.

② "Net interest-bearing liabilities"...("Interest-bearing liabilities" + "Guarantee debts") – "Cash reserve".

③ "Net interest-bearing liabilities including 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

◆ Elementary, junior high school age free campaign ◆

- Campaign is continued for junior high school age or under in Bowling, Karaoke, Amusement (medals)

◆ Events implementation ◆

- Giveaway of collaboration of popular "BiSH" and "HELLO KITTY" themed straps, and "Golden Bomber" themed straps (the above straps replaced monthly) starting in July (only to the groups of 6 or more bowling, karaoke, spo-cha customers)
- Cash-back to event achievers (¥1,000)
Bowling: Red Pin Challenge, Bingo Challenge and others
Karaoke: Match score digits challenge



◆ Campaign implementation ◆

- [Round One DE Kanpai] Campaign offering draft beer, Highball and other alcoholic drinks (limited items) for ¥100 a drink is to be expanded from 19 to all shops in June (※excluding no karaoke, food court shops)
- Starting July, ice cream will be offered for ¥100 in Bowling, Karaoke, Spo-cha areas

◆ "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)

◆ Bowling Musters Cup renewal ◆

- Participation condition limiting participants to "40 or older" is eliminated and Bowling Musters Cup is renewed as "Round One Classics".
Free time trial competition is planned to start in June

◆ Installment of new amusement machines ◆

- Installment of "UFO CATCHER TRIPLE TWIN" (SEGA) starting in May is planned
- Installment of Arcade game "Fate/Grand Order Arcade" (SEGA) starting in July is planned
- Installment of "ONGEKI" game (SEGA) starting in July is planned

◆ Installment of new DARTS LIVE machines ◆

- 26 new "DARTS LIVE3" installed in 20 shops since April, 18th



"UFO CATCHER TRIPLE TWIN" ©SEGA



"Fate/Grand Order Arcade" ©SEGA



"ONGEKI" ©SEGA

New equipment and system implementation



◆Implementation of automatic reception and payment system◆

[By implementing automatic reception and payments systems all areas (excluding amusement) are to be self service]

- Reception desk is not attended by our staff. Staff assistance may be requested by using call staff function
 - ⇒ · Reception, reservation, membership registration / renewal, tournament participation reservation / reception, checkout will be conducted by customers
 - Bowling lane arrangement will be also automatized. Customers will be able to choose karaoke rooms
- Payments will be on advance basis

[Implementation of staff tablets is to improve efficiency]

- By simultaneous implementation of staff tablets, our staff will have access to information needed via tablets
 - ⇒ · Tablets will be synchronized with headsets, scoring equipment, ordering devices, staff call devices and other systems, which will enable our staff to assist customers only when needed

◆Implementation of new system “(Tentative name) ROUND ONE LIVE”◆ (Bowling and Karaoke)

[Renewal of overall bowling area]

- Create private room-like atmosphere
 - ⇒ · New bowling benches and 32 inches tablets to be installed at every lane
- Create an overwhelming impact and presence
 - ⇒ · Large scale masking monitors, over head monitors, bench monitors and others to be installed
 - ⇒ · 3 side monitors enable customers to use LIVE contents, and play with distant companion via monitors as if they were present

[New special functions and bonuses are available to small to large groups using LIVE connection]

- Multiple contents are available to customers using image and sound connection
 - ⇒ · LIVE mode allows customers to play and communicate with friends at the same time
 - Function allowing battle games between different lanes and tournaments between different groups
- LIVE distribution contents allow to choose a role of star or audience
 - ⇒ · anyone can be a star with LIVE distribution contents
 - Fan meetings with stars and celebrities, challenge to play with Probowlers via LIVE Challenges

◆Implementation period◆

Implementation period December, 2018~June, 2019

New shops scheduled



New shop openings planned in term 2019.3

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

	Opening date	Nation	Shop name / region	Shop type	Operating floor area
1	June 2018	The USA	(Tentative name) Maine / South Portland, Maine	Standard, Roadside (Within mega shopping center)	44,056sq. ft.
2	June 2018	The USA	(Tentative name) Coronado / Albuquerque, New Mexico	Standard, Roadside (Within mega shopping center)	48,505sq. ft.
3	July 2018	The USA	(Tentative name) South Towne Center / Sandy, Utah	Standard, Roadside (Within mega shopping center)	47,900sq. ft.
4	July 2018	Japan	(Tentative name) Nara Mi Nara / Nara, Nara	Stadium, Roadside (Within mega shopping center)	130,462sq. ft.
5	July 2018	The USA	(Tentative name) Northridge / Salinas, California	Standard, Roadside (Within mega shopping center)	52,419sq. ft.
6	August 2018	The USA	(Tentative name) Millcreek / Erie, Pennsylvania	Standard, Roadside (Within mega shopping center)	50,747sq. ft.
7	Autumn 2018	The USA	(Tentative name) North Riverside / North Riverside, Illinois	Standard, Roadside (Within mega shopping center)	45,836sq. ft.
8	Winter 2018	The USA	(Tentative name) Jefferson / Louisville, Kentucky	Standard, Roadside (Within mega shopping center)	54,412sq. ft.
9	Winter 2018	The USA	(Tentative name) Southridge / Greendale, Wisconsin	Standard, Roadside (Within mega shopping center)	47,295sq. ft.
10	Winter 2018	The USA	(Tentative name) Southland / Hayward, California	Standard, Roadside (Within mega shopping center)	49,679sq. ft.
11	Spring 2019	The USA	(Tentative name) Promenade Temecula / Temecula, California	Standard, Roadside (Within mega shopping center)	50,071sq. ft.
12	Spring 2019	The USA	(Tentative name) Holyoke / Holyoke, Massachusetts	Standard, Roadside (Within mega shopping center)	52,455sq. ft.

New shop openings planned in term 2020.3 and after

	Opening date	Shop name / region		Opening date	Shop name / region
1	Spring 2019	(Tentative name) Gateway / Lincoln, Nebraska	5	Autumn 2019	(Tentative name) Meadows / Las Vegas, Nevada
2	Spring 2019	(Tentative name) Burbank / Burbank, California	6	Winter 2019	(Tentative name) Roseville / Roseville, California
3	Autumn 2019	(Tentative name) Towson / Towson, Maryland	7	Winter 2019	(Tentative name) Park Place / Tucson, Arizona
4	Autumn 2019	(Tentative name) Meadowoods / Reno, Nevada			

- ✘ Lease agreement of 17 shops (opening Spring 2019 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 21 shops as of the end of April, 2018]

	Opening date	Shop name / region	Shop type	Operating floor area	Classification by profitability
1	August 2010	Puente Hills / City of Industry, 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 / Bloomingdale, 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 / Tukwila, 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.	High profitability shop
9	December 2015	Silver City / Taunton, Massachusetts ✘	Standard Roadside (In Silver City Galleria) http://www.silvercitygalleria.com/	64,697sq. ft.	Average profitability shop
10	May 2016	Grapevine Mills / Grapevine, Texas ✘	Standard Roadside (In Grapevine Mills) http://www.simon.com/mall/grapevine-mills/	81,316sq.ft.	High 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.	Low 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.	Low profitability shop
15	March 2017	Fox Valley / Aurora, Illinois	Standard Roadside (In Fox Valley Mall) http://www.shopfoxvalleymall.com/	51,708sq.ft.	Low 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.	Average profitability shop
18	October 2017	Great Lakes Crossings / Auburn Hills, Michigan	Standard Roadside (In Great Lakes Crossing Outlets) https://www.greatlakescrossingoutlets.com/	51,743sq.ft.	High profitability shop
19	November 2017	Northwoods / Peoria, Illinois	Standard Roadside (In Northwoods Mall) https://northwoodsmall.net/	58,825sq.ft.	Average profitability shop
20	January 2018	Four Seasons / Greensboro, North Carolina	Standard Roadside (In Four Seasons Town Centre) https://www.shopfourseasons.com/en.html	61,708sq.ft.	High profitability shop
21	March 2018	Great Lakes / Mentor, Ohio	Standard Roadside (In Great Lakes Mall) https://shopgreatlakessmall.com/	50,996sq.ft.	High 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 twice a year for disclosure in May and November.

✘ 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]

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 about 66%, Bowling about 16% , Food & beverage about 14%, Karaoke (excluding Food & beverage) about 1%, Other about 3%
Investment amount	About \$7.20mn (¥0.78bn) · · lease about \$2.00mn (¥0.21bn), cash about \$5.20mn (¥0.56bn) Breakdown: Facility related about ¥0.28bn , Furniture & fixtures about ¥0.14bn, Amusement machines (leased) about ¥0.21bn, Bowling equipment about ¥0.08bn, Opening expenses about ¥0.07bn
Lease fee conditions	Service life 7 years (Changed from 3 to 7 years for amusement machines starting this term) ⇒ after 8th year lease fees become less which helps the profitability

In calculation of investment amount exchange rate \$1 = ¥109 is used.

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

※ Figures are updated once a year for disclosure.

Classification by profitability		High profitability shop	Average profitability shop	Low profitability shop
Year budget	Total sales	\$7.40mn	\$6.00mn	\$3.80mn
	Operating income (1st year)	\$1.10mn	\$0.30mn	\$(1.00)mn
	Operating income (2nd~7th year)	\$2.00mn	\$1.20mn	\$(0.10)mn
	Operating income (8th year~)	\$2.20mn	\$1.40mn	\$0.00mn
	Operating income rate (2nd ~ 7th year)	27.0%	20.0%	(2.6)%

(Note 1) Initial year`s operating income includes opening expenses and rent allocated for construction period. 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 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	Term 2019.3 (Plan)
No. of shop openings	101	11	3	1	3	—	2	1	2	1	1
No. of shop closings	※ 7	—	—	—	※ 1	—	—	※ 1	※ 8	—	※ 3
No. of shops at the end of term	94	105	108	109	111	111	113	113	107	108	106

The USA	~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	Term 2019.3 (Plan)
No. of shop openings	—	—	1	—	1	1	2	4	6	6	11
No. of shop closings	—	—	—	—	—	—	—	—	—	—	—
No. of shops at the end of term	—	—	1	1	2	3	5	9	15	21	32

Consolidated	~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	Term 2019.3 (Plan)
No. of shops at the end of term	94	105	109	110	113	114	118	122	122	129	138

(Note) ※ Reason for closure of 20 shops (expiration of contract periods: 9 shops, removing intra-company competition: 6 shops, construction of new large shops in the neighborhood: 3 shops, reconstruction: 1 shop, closure of trial shop (trial period about 2 years): 1 shop).

Japan 108 shops (at the end of March 2018) Number of shops breakdown

Shops by shop type				No. of shops at the end of term
Standard		Stadium		
Downtown	Roadside	Downtown	Roadside	
10	51	1	46	108

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

Shops by ownership		No. of shops at the end of term
Leased shops	Own shops	
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 129 shops (at the end of March 2018) Number of shops breakdown

Area	Japan							Total	The USA	Total
	Hokkaido / Tohoku	Hokuriku / Koshinetsu	Kanto	Chubu / Tokai	Kansai	Chugoku / Shikoku	Kyushu / Okinawa			
No. of shops	11	4	33	12	29	8	11	108	21	129
Share	8.5%	3.1%	25.6%	9.3%	22.5%	6.2%	8.5%	83.7%	16.3%	100.0%

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