Term 2020.3 (Apr. 2019~Sep. 2019) Outline of Financial Results



Analysis of present states and future prospects



Meadowood Mall (Reno, Nevada) August 17, 2019 open!

ROUND ONE Corporation

C.E.O. and President Masahiko Sugino

Tokyo Stock Exchange First Section Code Number: 4680

November 8,2019

Analysis of consolidated operating results ① Apr. 2019~Sep. 2019 Actual [Year-on-year]



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

			Unit	Term 2019.3 Actual (2018.4~2018.9)	Term 2020.3 Actual (2019.4~2019.9)	Differ(%)	① [Differ in number of stores] Japan (103 stores): 3 store closings The USA (34 stores): 9 store openings
Stor		Total stores at the end of the term 1	Store	131	137	+4.6	② [Ordinary income]
Stor	es	No. of months total stores operation	Month	768	818	+6.5	Term 2019.3 2nd Q Actual Ordinary income ¥4.51bn
		Bowling		11.59	12.05	+3.9	Japan Ordinary income & loss +¥1.17bn
		Amusement		23.99	27.08	+12.9	[Breakdown] Increase in sales +¥1.84bn
		Karaoke		5.14	5.66	+10.0	Decrease in rent fee +¥0.10bn
		(including other sales of the	ne USA)				Increase in interest exp. ¥(0.25)bn
		Spo-cha		6.67	6.81	+1.9	Increase in lease fee ¥(0.20)bn
		Others		1.44	1.58	+9.4	Increase in Depreciation ¥(0.19)bn
	To	tal sales		48.86	53.18	+8.8	Increase in promotion exp. (Due to amusement merchandise exp. increase) ¥(0.14)bn
	Co	st of sales		42.73	45.69	+6.9	Others +¥0.01bn
	Gre	oss profit		6.13	7.49	+22.3	The USA Ordinary income & loss +¥0.03bn
P / L	S.G	G.A. expenses		1.47	1.68	+14.4	[Breakdown] Increase in income due to increase in No. of months total stores operation +¥0.44bn
	Op	erating income		4.66	5.81	+24.7	Decrease in existing stores sales ¥(0.38)bn
		n-operating income & penses		(0.14)	(0.11)	+24.9	Decrease in initial investment +¥0.04bn
	Or	dinary income ②		4.51	5.70	+26.4	Others ¥(0.07)bn
	Or	dinary income margin		9.2%	10.7%	_	Other areas Ordinary income & loss ¥(0.01)bn
	Ext	traordinary income & l	oss 3	(0.31)	(0.29)	+6.7	Term 2020.3 2nd Q Actual Ordinary income ¥5.70bn
	Ne	t income before tax		4.19	5.40	+28.9	,
	Со	rporate tax		1.19	1.69	+42.6	3 [Extraordinary income & loss breakdown] Term 2019.3 2nd Q Actual Extraordinary loss ¥(0.31)bn
	Ne	t income		3.00	3.70	+23.5	Loss on sale of fixed assets, etc. ¥(0.07)bn
					_		 Loss on disposal of fixed assets, etc. ¥(0.24)bn Term 2020.3 2nd Q Actual Extraordinary loss ¥(0.29)bn Loss on disposal of fixed assets, etc. ¥(0.29)bn

Analysis of consolidated operating results 2 Apr. 2019~Sep. 2019 Actual [Actual and Plan]



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

			Unit	Term 2020.3 Plan (2019.4~2019.9)	Term 2020.3 Actual (2019.4~2019.9)	Differ(%)
		Total stores at the end of the term	Store	137	137	_
Stor	es	No. of months total stores operation	Month	818	818	_
		Bowling		12.21	12.05	(1.3)
		Amusement		27.42	27.08	(1.2)
		Karaoke (including other sales of the L	JSA)	5.82	5.66	(2.8)
		Spo-cha		6.77	6.81	+0.5
		Others		1.44	1.58	+9.5
	Tota	al sales		53.68	53.18	(0.9)
	Cos	t of sales		46.47	45.69	(1.7)
	Gro	ss profit		7.21	7.49	+4.0
P/L	S.G.	A. expenses		1.54	1.68	+9.3
	Ope	erating income		5.67	5.81	+2.5
		n-operating income & enses		(0.14)	(0.11)	+20.3
	Ord	inary income 1		5.53	5.70	+3.1
	Ord	inary income margin		10.3%	10.7%	_
	Ext	raordinary income &	loss 2	(0.20)	(0.29)	(49.2)
	Net	income before tax		5.33	5.40	+1.4
	Cor	porate tax		1.80	1.69	(5.6)
	Net	income		3.53	3.70	+5.0

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Te	erm 2020.3 2nd Q Plan Ordinary income	¥5.53bn
	Japan Ordinary income & loss	+¥0.71bn
	[Breakdown] Increase in sales	+¥0.24bn
	Decrease in lease fee	+¥0.32bn
	Decrease in supplies exp.	+¥0.12bn
	Decrease in utilities	+¥0.08bn
	Decrease in depreciation exp.	+¥0.05bn
	Insurance payment receivable	+¥0.05bn
	Increase in commission fee	¥(0.16)bn
	Others	¥0.01bn
	The USA Ordinary income & loss	¥(0.52)bn
	[Breakdown] Decrease in sales	¥(0.73)bn
	Decrease in expenses etc. due to sales decrease	+¥0.21bn
۱	Other areas Ordinary income & loss	¥(0.01)bn
Te	erm 2020.3 2nd Q Actual Ordinary income	¥5.70bn

②[Extraordinary income & loss breakdown]

Term 2020.3 2nd Q Plan Extraordinary loss ¥(0.20)bn

Loss on disposal of fixed assets, etc. ¥(0.20)bn

Term 2020.3 2nd Q Actual Extraordinary loss ¥(0.29)bn

Loss on disposal of fixed assets, etc. ¥(0.29)bn

Term 2020.3 Original Plan and Revised Plan (Consolidated/Japan/the USA)



Consolidated Original Plan and Revised Plan

(Unit ¥bn) * Figures below ¥10 million have been truncated.

Percentage is rounded off to one decimal place.

			1st half			2nd half		Term				
		Original Plan	Actual	Differ(%)	Original Plan	Revised Plan	Differ(%)	Original Plan	Revised Plan	Differ(%)		
	Total sales	53.68	53.18	(0.9)	55.62	54.45	(2.1)	109.30	107.64	(1.5)		
P/L	Operating income	5.67	5.81	+2.5	6.20	5.99	(3.2)	11.87	11.81	(0.5)		
P / L	Ordinary income	5.53	5.70	+3.1	6.07	5.89	(2.8)	11.60	11.60	_		
	Net income before tax	5.33	5.40	+1.4	5.27	4.45	(15.5)	10.60	9.85	(7.0)		
	Net income	3.53	3.70	+5.0	3.37	2.71	(19.3)	6.90	6.42	(6.9)		

Japan Original Plan and Revised Plan

			1st half			2nd half			Term	
		Original Plan	Actual	Differ(%)	Original Plan	Revised Plan	Differ(%)	Original Plan	Revised Plan	Differ(%)
	Total sales	43.25	43.49	+0.6	42.65	42.65	_	85.90	86.14	+0.3
D / I	Operating income	4.55	5.20	+14.5	4.79	4.97	+3.9	9.34	10.18	+9.1
P/L	Ordinary income	4.48	5.19	+15.9	4.72	4.90	+4.0	9.20	10.10	+9.8
	Net income before tax	4.58	4.99	+9.1	4.32	4.11	(4.8)	8.90	9.10	+2.4
	Net income	2.98	3.41	+14.5	2.67	2.46	(7.8)	5.65	5.87	+4.0

The USA Original Plan and Revised Plan

			1st half			2nd half			Term	
		Original Plan	Actual	Differ(%)	Original Plan	Revised Plan	Differ(%)	Original Plan	Revised Plan	Differ(%)
	Total sales	10.43	9.69	(7.0)	12.97	11.80	(9.0)	23.40	21.50	(8.1)
P/L	Operating income	1.12	0.58	(47.6)	1.41	1.03	(26.4)	2.53	1.62	(35.8)
P / L	Ordinary income	1.05	0.52	(49.6)	1.35	0.97	(28.1)	2.40	1.50	(37.5)
	Net income before tax	0.75	0.42	(43.5)	0.95	0.32	(65.7)	1.70	0.74	(55.9)
	Net income	0.55	0.31	(43.4)	0.70	0.23	(65.7)	1.25	0.55	(55.9)

Original Plan indicates the plan announced on May 8, 2019.

Term 2020.3 Basis for Plan Revision



***Figures below ¥10 million have been truncated.**

[Japan Ordinary income ¥0.90bn increase Major factors]

- ♦ Revision in Sales ¥0.24bn increase [Original Plan ¥85.90bn ⇒ Revised Plan ¥86.14bn]
 Increase in Sales of the 1st half is reflected. No revision in the 2nd half plan has been made.
- ♦ Revision in Cost of Sales ¥0.62bn decrease [Original Plan ¥74.21bn ⇒ Revised Plan ¥73.58bn]

 Decrease in Lease Fee ¥0.52bn and other expenses

[The USA Ordinary income ¥0.90bn decrease Major factor]

♦ Revision in Sales \$\$ ¥1.89bn decrease [Original Plan ¥23.40bn $$\Rightarrow$$ Revised Plan ¥21.50bn] Year-on-year existing stores sales has been revised from (1.1)% to (6.1)%.

[Consolidated Net income before tax ¥0.74bn decrease Major factor]

♦ Revision of Impairment loss ¥0.64bn increase [Original Plan ¥0.60bn ⇒ Revised Plan ¥1.24bn] Booked for 2 low profitability stores (Stonecrest, Jefferson).

Term 2020.3 Consolidated plan store openings and closings, P / L



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

				Ter	m 2019.3				Term	2020.3		
			Unit	Consolidated	Japan	The USA		lidated		oan		JSA3
				Actual	Actual	Actual	Revised Plan	Differ(%)	Revised Plan	Differ(%)	Revised Plan	Differ(%)
	Sto	ore openings and closings	Store	+8	(3)	+11	+8	_	(2)	+33.3	+10	(9.1)
	No.	. of total stores (at the end of term)	Store	137	105	32	145	+5.8	103	(1.9)	42	+31.3
Stores	Br	eak down Own stores (land & building and building structure)	Store	21	21		21		21			
1		Leased stores (interior structure only)	Store	116	84	32	124	+6.9	82	(2.4)	42	+31.3
	No.	. of months total stores operation	Month	1,560	1,265	295	1,660	+6.4	1,241	(1.9)	419	+42.0
		Bowling	¥bn	24.29	22.14	2.15	24.97	+2.8	22.25	+0.5	2.71	+25.8
		Amusement	¥bn	49.68	38.79	10.89	53.94	+8.6	39.49	+1.8	14.45	+32.7
		Karaoke (including other sales of the USA)	¥bn	10.94	7.65	3.29	12.02	+9.9	7.68	+0.5	4.33	+31.8
		Spo-cha	¥bn	13.46	13.46	_	13.66	+1.5	13.66	+1.5	_	_
		Others	¥bn	2.92	2.92	_	3.03	+3.9	3.03	+3.9	_	_
D/I	To	otal sales	¥bn	101.31	84.97	16.34	107.64	+6.2	86.14	+1.4	21.50	+31.6
P/L	0	perating income	¥bn	11.44	9.76	1.63	11.81	+3.2	10.18	+4.4	1.62	(0.6)
	0	rdinary income	¥bn	11.22	9.68	1.53	11.60	+3.4	10.10	+4.3	1.50	(2.0)
	O	rdinary income margin	%	11.1%	11.4%	9.4%	10.8%	_	11.7%	_	7.0%	_
	E	xtraordinary income & loss 2	¥bn	(1.13)	(0.59)	(0.53)	(1.74)	(54.0)	(0.99)	(66.2)	(0.75)	(40.5)
	N	et income before tax	¥bn	10.08	9.09	0.99	9.85	(2.3)	9.10	+0.2	0.74	(24.8)
	Co	orporate tax	¥bn	2.92	2.66	0.26	3.43	+17.2	3.23	+21.5	0.19	(25.7)
	N	et income	¥bn	7.15	6.42	0.72	6.42	(10.3)	5.87	(8.6)	0.55	(24.5)

(Note) ① Term 2019.3 Actual: Openings (1 store in Japan, 11 stores in the USA), closings (4 stores in Japan).

Term 2020.3 Revised Plan: Openings (10 stores in the USA), closings (2 stores in Japan).

Change has made on November 8, 2019 (Originally announced on May 8, 2019.)

2 Extraordinary income & loss includes Japan and the USA royalty.

[Term 2019.3 Actual] Extraordinary income & loss: Impairment loss ¥(0.60)bn (9 stores in Japan ¥(0.15)bn, 1 store in the USA ¥(0.45)bn), Loss on disposal of amusement substrates, etc. ¥(0.52)bn.

[Term 2020.3 Revised Plan] Extraordinary income & loss: Impairment loss ¥(1.24)bn (3 stores in Japan ¥(0.60)bn, 2 stores in the USA ¥(0.64)bn), Loss on disposal of amusement substrates, etc. ¥(0.49)bn.

- 3 In calculation of the USA plan exchange rate \$1 = \times 109 is used.(\\$1 = 108.6 was used in the 1st half).
- * Consolidated plan is adjusted, hence total operating income for Japan and the USA does not match consolidated operating income.

Japan Sales and Year-on-year comparison of existing stores (Actual and plan)



Revised Japan sales plan reflects 1st half actual results. No change in the 2nd half plan has been made.

Japan sales (Actual and plan)

Please refer to page 18 for the number of stores.

*Figures below ¥10 million have been truncated.

*** Percentage** is rounded off to one decimal place.

	Unit		1st Q			2nd Q			1st hal	f	3rd Q	4th Q	2nd half	Term
		Plan	Actual	Differ(%)	Plan	Actual	Differ(%)	Plan	Actual	Differ(%)	Plan	Plan	Plan	Revised Plan
Bowling	¥bn	5.26	5.26	+0.0	5.63	5.50	(2.2)	10.90	10.77	(1.1)	4.84	6.63	11.48	22.25
Amusement	¥bn	9.39	9.56	+1.7	10.90	10.89	(0.1)	20.30	20.45	+0.8	9.08	9.95	19.04	39.49
Karaoke	¥bn	1.79	1.85	+3.5	2.03	2.01	(1.2)	3.83	3.86	+1.0	1.73	2.08	3.82	7.68
Spo-cha	¥bn	3.12	3.25	+4.1	3.65	3.55	(2.5)	6.77	6.81	+0.5	2.67	4.18	6.85	13.66
Others	¥bn	0.70	0.76	+8.1	0.73	0.81	+10.8	1.44	1.58	+9.5	0.67	0.78	1.45	3.03
Total sales	¥bn	20.29	20.70	+2.0	22.95	22.78	(0.7)	43.25	43.49	+0.6	19.02	23.62	42.65	86.14
No. of total stores i (at the end of every		104	104	_	103	103	_	103	103	_	103	103	103	103

^{} Revised Plan of the Term = Actual of the 1st half + Plan of the 2nd half (Nothing has been revised from the Original Plan).**

Japan year-on-year comparison of existing stores (Actual and plan)

								_						
	Unit		1st Q			2nd Q			1st half	•	3rd Q	4th Q	2nd half	Term
		Plan	Actual	Differ	Plan	Actual	Differ	Plan	Actual	Differ	Plan	Plan	Plan	Revised Plan
Bowling	%	+5.1	+5.0	(0.1)	+3.5	+1.1	(2.4)	+4.3	+3.0	(1.3)	+1.8	+1.0	+1.4	+2.2
Amusement	%	+9.1	+11.0	+1.9	+4.3	+4.2	(0.1)	+6.5	+7.2	+0.7	(1.2)	(3.7)	(2.5)	+2.3
Karaoke	%	+3.7	+7.3	+3.6	+2.3	+0.9	(1.4)	+2.9	+3.9	+1.0	+0.6	+0.2	+0.4	+2.1
Spo-cha	%	+0.7	+5.2	+4.5	(0.4)	(2.8)	(2.4)	+0.1	+0.8	+0.7	+3.8	(0.7)	+1.0	+0.9
Others	%	+2.7	+11.0	+8.3	+1.2	+11.9	+10.7	+2.0	+11.4	+9.4	+0.4	+1.0	+0.7	+6.0
Total sales	%	+6.0	+8.1	+2.1	+3.1	+2.2	(0.9)	+4.4	+5.0	+0.6	+0.5	(1.4)	(0.6)	+2.1
Number of Sat/Sun/Hol vs pre year	Days	+3	+3	_	±0	±0	_	+3	+3	_	±0	+1	+1	+4
No. of existing stores in (at the end of every tern		103	103	-	103	103	_	103	103	-	103	103	103	103

The USA Sales and Year-on-year comparison of existing stores (Actual and plan)



The USA sales (Actual and plan)

Plan of the Term has been revised on November 8, 2019.

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

***Figures below ¥10 million have been truncated.**

	Unit		1st Q	Q 2nd Q				1st half			3rd Q	4th Q	2nd half	Term
	Oilic	Original Plan	Actual	Differ(%)	Original Plan	Actual	Differ(%)	Original Plan	Actual	Differ(%)	Revised Plan	Revised Plan	Revised Plan	Revised Plan
Bowling	¥bn	0.64	0.64	+0.8	0.67	0.62	(6.7)	1.31	1.27	(3.0)	0.61	0.82	1.43	2.71
Amusement	¥bn	3.39	3.29	(2.9)	3.72	3.33	(10.6)	7.12	6.62	(6.9)	3.26	4.56	7.82	14.45
Karaoke, etc. 1,2	¥bn	0.95	0.91	(4.8)	1.04	0.88	(14.8)	1.99	1.79	(10.0)	1.11	1.43	2.54	4.33
Total sales	¥bn	4.98	4.85	(2.8)	5.44	4.84	(10.9)	10.43	9.69	(7.0)	4.98	6.82	11.80	21.50
No. of total stores in th (at the end of every ter		32	32	_	34	34	_	34	34	_	39	42	42	42

^{*} In calculation of original plan exchange rate \$1 = \times 110.00 is used, in calculation of actual exchange rate \$1 = \times 108.60 is used, in calculation of revised plan exchange rate \$1 = \times 109.00 is used.

1 Karaoke, etc. sales is mostly food & beverage sales.

The USA year-on-year comparison of existing stores (Actual and plan)

*Percentage is rounded off to one decimal place.

								_					_	
	Unit		1st Q			2nd Q			1st half		3rd Q	4th Q	2nd half	Term
		Original Plan	Actual	Differ	Original Plan	Actual	Differ	Original Plan	Actual	Differ	Revised Plan	Revised Plan	Revised Plan	Revised Plan
Bowling	%	(0.3)	(3.2)	(2.9)	(0.7)	(5.2)	(4.5)	(0.5)	(4.2)	(3.7)	(4.4)	(6.0)	(5.3)	(4.8)
Amusement	%	(0.9)	(3.8)	(2.9)	(2.3)	(8.8)	(6.5)	(1.7)	(6.5)	(4.8)	(5.4)	(10.6)	(8.4)	(7.6)
Karaoke, etc. 1,2	%	+1.6	+3.0	+1.4	+5.0	(6.5)	(11.5)	+3.4	(2.1)	(5.5)	(4.5)	(0.8)	(2.5)	(2.4)
Total sales	%	(0.4)	(2.4)	(2.0)	(0.7)	(7.9)	(7.2)	(0.5)	(5.4)	(4.9)	(5.1)	(8.0)	(6.8)	(6.1)
Number of Sat/Sun/Hol vs pre year	Days	±0	±0	_	(1)	(1)	_	(1)	(1)	_	±0	±0	±0	(1)
No. of existing stores in USA(at the end of every		21	21	_	25	25	_	25	25	_	26	29	29	29

^{*} In year-on-year comparison of existing stores, figures for stores with operating period more than 12 month are compared in dollar.

² Sales for implemented "All Inclusive Party" Plan (all you can play and eat party plan) are included in Karaoke, etc.

^{* 1}st half actual results for stores with operating period more than 24 months are +0.2% in 1st Q, (3.0)% in 2nd Q, (1.5)%in 1st half, 2nd half plan for stores with operating period more than 24 months are (1.7)% in 3rd Q, (2.2)% in 4th Q, (2.0)% in 2nd half, (1.8)% in Term.

Term 2020.3 Quarterly consolidated Actual and plan



Plan of the Term has been revised on November 8, 2019.

(Unit ¥bn) *Figures below ¥10 million have been truncated.

Percentage is rounded off to one decimal place.

							,						
		1st Q			2nd Q			1st half		3rd Q	4th Q	2nd half	Term
	Plan	Actual	Differ(%)	Plan	Actual	Differ(%)	Plan	Actual	Differ(%)	Revised Plan	Revised Plan	Revised Plan	Revised Plan
Total sales	25.28	25.55	+1.1	28.39	27.63	(2.7)	53.68	53.18	(0.9)	24.00	30.45	54.45	107.64
Cost of sales	22.47	22.39	(0.4)	23.99	23.30	(2.9)	46.47	45.69	(1.7)	22.86	24.10	46.97	92.66
Gross profit	2.80	3.16	+12.8	4.40	4.33	(1.7)	7.21	7.49	+4.0	1.13	6.34	7.48	14.98
S.G.A. expenses	0.71	0.80	+12.6	0.82	0.88	+6.4	1.54	1.68	+9.3	0.74	0.74	1.48	3.16
Operating income	2.09	2.36	+12.9	3.57	3.45	(3.5)	5.67	5.81	+2.5	0.39	5.60	5.99	11.81
Non-operating income & expenses	(0.06)	(0.01)	+69.9	(0.07)	(0.09)	(22.3)	(0.14)	(0.11)	+20.3	(0.02)	(0.07)	(0.09)	(0.21)
Ordinary income	2.02	2.34	+15.6	3.50	3.36	(4.1)	5.53	5.70	+3.1	0.37	5.52	5.89	11.60
Ordinary income margin	8.0%	9.2%	_	12.3%	12.2%	-	10.3%	10.7%	-	1.5%	18.2%	10.8%	10.8%
Extraordinary income & loss	(0.10)	(0.24)	(147.1)	(0.10)	(0.05)	+48.8	(0.20)	(0.29)	(49.2)	(0.10)	(1.34)	(1.44)	(1.74)
Net income before tax	1.92	2.09	+8.7	3.40	3.30	(2.8)	5.33	5.40	+1.4	0.27	4.18	4.45	9.85
Corporate tax	0.63	0.65	+2.4	1.16	1.04	(10.0)	1.80	1.69	(5.6)	0.13	1.59	1.73	3.43
Net income	1.28	1.44	+11.9	2.24	2.26	+1.0	3.53	3.70	+5.0	0.13	2.58	2.71	6.42

Term 2020.3 Consolidated plan Cash flow



Plan of the Term has been revised on November 8, 2019.

***Figures below ¥10 million have been truncated.**

		Unit	Term 2019.3 Actual	Term 2020.3 Revised Plan
	Net income before tax adjustment	¥bn	10.08	9.85
	Income tax, etc.	¥bn	(1.95)	(1.61)
	Non-cash loss (impairment loss, etc.)	¥bn	+0.25	+1.74
	Dividend payments	¥bn	(1.90)	(1.90)
	Depreciation 1	¥bn	+12.48	+14.15
Cash	Payment for lease obligation	¥bn	(10.29)	(12.03)
	Simplified cash flow	¥bn	+8.66	+10.20
	Equipment investment (excluded finance lease) 2	¥bn	(9.53)	(10.14)
	Simplified free cash flow	¥bn	(0.87)	+0.06
	Cash reserve	¥bn	22.52	23.28
	Interest-bearing liabilities (excluding lease liabilities)	¥bn	13.51	14.21
	Net interest-bearing liabilities	¥bn	(9.00)	(9.06)

(Note) Term 2019.3 Actual:

- 1 Breakdown of depreciation · · · Japan: ¥9.64bn / the USA: ¥2.83bn
- 2 Breakdown of equipment investment ¥(9.53)bn
 - ♦New stores: ¥7.29bn (Japan: 1 store / ¥1.03bn, the USA: 11 stores / ¥6.25bn)
 - ◆Existing stores: ¥2.24bn (Japan: ¥1.25bn, the USA: ¥0.99bn) remodeling, etc.

Term 2020.3 Revised Plan:

- 1 Breakdown of depreciation · · · Japan: ¥10.28bn / the USA: ¥3.87bn
- 2 Breakdown of equipment investment ¥(10.14)bn
- ♦New stores: ¥7.06bn (the USA: 11 stores / ¥7.06bn)
- ◆Existing stores: ¥3.07bn (Japan: ¥3.07bn) remodeling, etc.

Trend in P/L status



Trend in P / L (Consolidated)

Plan of the Term has been revised on November 8, 2019.

(Unit ¥bn) *Figures below ¥100 million have been truncated. Percentage is rounded off to one decimal place.

Term	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3	2020.3 Revised Plan
No. of stores at the end of term	109	110	113	114	118	122	122	129	137	145
Total sales	84.3	89.5	85.9	84.2	83.9	83.5	87.7	95.9	101.3	107.6
Ordinary income	6.9	11.4	8.2	7.8	6.1	5.4	5.8	10.2	11.2	11.6
Ordinary income margin	8.2%	12.8%	9.6%	9.3%	7.3%	6.5%	6.7%	10.7%	11.1%	10.8%
Net income	(12.6)	2.7	0.6	(19.7)	(4.5)	0.4	2.7	8.4	7.1	6.4
ROI (Return on investment) 1	2.9%	5.0%	4.0%	5.1%	5.9%	5.9%	6.8%	12.0%	12.4%	11.4%
ROA (Return on assets) 2	(15.4)%	3.5%	0.8%	(28.9)%	(8.4)%	0.9%	5.4%	15.6%	12.0%	9.7%
ROA (Return on assets) 3	(5.0)%	1.2%	0.3%	(11.8)%	(3.8)%	0.4%	2.7%	8.1%	6.4%	5.2%

- ① ROI calculation: Ordinary income \div [{(Net assets at the beginning of term + Net assets at the end of term) \div 2} + {(Interest-bearing liabilities including lease liabilities at the beginning of term + Interest-bearing liabilities including lease liabilities at the end of term) \div 2}]
- 2 ROE calculation: Net income ÷ {(Shareholder equity at the beginning of term + Shareholder equity at the end of term) + 2}
- 3 ROA calculation: Net income \div {(Total assets at the beginning of term + Total assets at the end of term) \div 2}

Trend in P / L (Japan)

Term	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3	2020.3 Revised Plan
No. of stores at the end of term	108	109	111	111	113	113	107	108	105	103
Total sales	83.9	89.0	85.1	82.9	81.9	78.3	80.5	84.3	84.9	86.1
Ordinary income	7.0	11.4	8.2	7.8	6.2	5.0	5.3	9.2	9.6	10.1
Ordinary income margin	8.4%	12.9%	9.7%	9.4%	7.6%	6.5%	6.6%	11.0%	11.4%	11.7%
Net income	(12.5)	2.7	0.6	(19.6)	(4.4)	0.2	2.8	7.5	6.4	5.8

Trend in P / L (The USA)

Term	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3	2020.3 Revised Plan
No. of stores at the end of term	1	1	2	3	5	9	15	21	32	42
Total sales	0.3	0.5	0.7	1.2	1.9	5.1	7.2	11.5	16.3	21.5
Ordinary income	(0.0)	0.0	(0.0)	0.0	(0.0)	0.3	0.5	0.9	1.5	1.5
Ordinary income margin	_	4.8%	1	1.0%	ı	6.7%	7.1%	8.7%	9.4%	7.0%
Net income	(0.0)	0.0	(0.0)	(0.0)	(0.0)	0.2	(0.1)	0.8	0.7	0.5

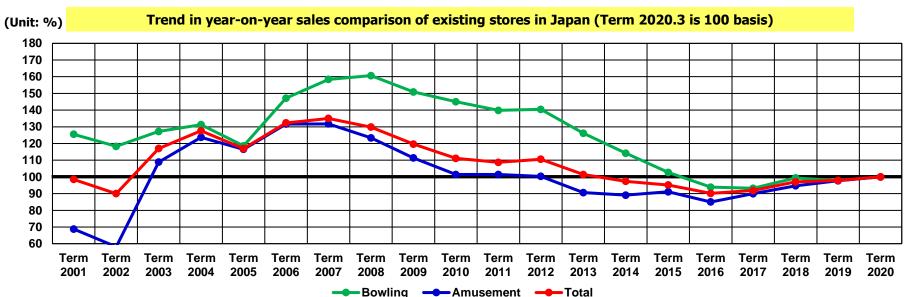
Trend in year-on-year sales comparison of existing stores (Japan)



Plan of the Term has been revised on November 8, 2019.

(Unit: %)

Term	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		2020.3 Revised Plan
Bowling	(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	(1.6)	+2.2
Amusement	(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	+3.1	+2.3
Karaoke	ı	ı	ı	ı	ı	(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	(0.7)	+2.1
Spo-cha	ı	ı	1	1	1	ı	1	(16.1)	(9.8)	(9.2)	(4.5)	+7.5	+0.2	+5.1	+3.7	+5.0	(2.5)	+8.1	(0.4)	+0.9
Others	+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	+1.9	+6.0
Total sales	(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	+0.9	+2.1
No. of existing stores	19	25	38	39	40	46	57	69	79	89	104	106	108	111	111	112	105	107	104	103



^{*}Karaoke sales for term 2001.3~2005.3 are included to "Others".

^{*}The USA stores are excluded.

Trend in assets (Consolidated)



Plan of the Term has been revised on November 8, 2019.

*Figures below ¥100 million have been truncated. Percentage is rounded off to one decimal place

										•
Term	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3	2020.3 Revised Plan
Total assets	¥252.1bn	¥228.2bn	¥206.2bn	¥127.1bn	¥111.5bn	¥104.5bn	¥101.7bn	¥106.8bn	¥117.3bn	¥130.5bn
Net assets	¥79.0bn	¥79.8bn	¥78.7bn	¥57.5bn	¥51.6bn	¥49.7bn	¥50.8bn	¥56.7bn	¥62.6bn	¥70.5bn
Equity ratio	31.3%	35.0%	38.2%	45.3%	46.3%	47.6%	50.0%	53.0%	53.3%	54.1%
Cash reserve	¥22.7bn	¥29.4bn	¥25.3bn	¥25.1bn	¥27.7bn	¥23.1bn	¥20.1bn	¥23.4bn	¥22.5bn	¥23.2bn
Interest-bearing liabilities	¥136.1bn	¥110.9bn	¥90.2bn	¥36.8bn	¥27.0bn	¥22.8bn	¥16.4bn	¥13.7bn	¥13.5bn	¥14.2bn
Guarantee debts 1	¥8.2bn	-	_	-	-	_	_	_	_	_
Net interest-bearing liabilities ②	¥121.6bn	¥81.4bn	¥64.9bn	¥11.6bn	¥(0.6)bn	¥(0.3)bn	¥(3.7)bn	¥(9.7)bn	¥(9.0)bn	¥(9.0)bn
Lease liabilities	¥28.4bn	¥27.3bn	¥24.6bn	¥19.6bn	¥16.3bn	¥16.0bn	¥17.9bn	¥15.5bn	¥19.0bn	¥23.5bn
Net interests-bearing liabilities 3 including balance lease liabilities	¥150.1bn	¥108.8bn	¥89.5bn	¥31.2bn	¥15.6bn	¥15.6bn	¥14.2bn	¥5.8bn	¥10.0bn	¥14.5bn
New lease contract amount	¥13.7bn	¥10.6bn	¥9.1bn	¥8.1bn	¥7.1bn	¥8.8bn	¥10.9bn	¥8.0bn	¥13.0bn	¥16.5bn

(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 store openings, etc. and guarantee debts will be eliminated. However, these loans are classified as interest-bearing liabilities because they are switched to long-term loans.

- 2 "Net interest-bearing liabilities" \cdots ("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 stores



Japan

- ♦ Elementary, junior high school age free campaign ♦
 - Campaign is continued for junior high school age or under in Bowling, Karaoke, Amusement (medals)
- ◆ "Bowling for Health" lessons ◆
 - 170 bowlers in every store×100 stores=17 thousand bowlers
- **♦** Installment of new amusement machines **♦**
 - Operation of arcade Game "StarHorse4" (SEGA) planned to start sequentially late November.
 - Operation of music Game
 - "beatmania IIDX LIGHTNING MODEL" (Konami Amusement) planned to start in December.
- ◆ Installment of new karaoke machines ◆
 - Sequential installment of the latest karaoke machine "LIVE DAM Ai" (DAIICHIKOSHO) started on October 3 in all stores with karaoke.
- ◆ Renewal of all existing stores to stores with Spo-cha ◆
 - Adding and opening Spo-cha area is planned for existing standard stores in December.
 (Target Stores: Musashimurayama/Narashino/Matsuyama/Tsutakachaya)
- ◆Fee Revision◆
 - On October 1 Bowling, Karaoke, Spo-cha fees (including tax) has been increased by approximately 3%,
 Some of Amusement medal prices has been increased as well.

The USA

- ◆ Party plan ◆
 - All you can play in Bowling, Karaoke, Billiard, Arcade Games and all you can eat "ALL INCLUSIVE PARTY" plan is under implementation (children and adults prices set).
- **♦** Extension of working hours **♦**
 - Expansion of the stores with weekend closing time extended from 2 AM to 5 AM.
 Applied in 10 stores at the end of September.
- Hard liquor sale
 - Sale of hard liquor started in stores sequentially. On sale in 6 stores at the end of September.
 Start of sale in 5 more stores is planned after October.



"beatmania IIDX LIGHTNING MODEL'

© Konami Amusement



"LIVE DAM Ai" © DAIICHIKOSHO



New equipment and system implementation



No change has been made since announcement on August 7, 2019.

ROUND1 LIVE implementation





Installation completed in June.

System was completely released in August.

What is "ROUND1 LIVE"?

Network service providing users new original experience connecting and sharing various content real time with the users of Round One stores across Japan via multiple monitors and cameras installed in Bowling and Karaoke.

"ROUND1 LIVE" content

	"LIVE de Free Matching"	
	"LIVE de Appointed Matching"	Content connecting Bowling and Karaoke users real time and using
	"LIVE de Duet" (only in Karaoke)	Matching function. "LIVE de Duet" is the Japan's first
ν	"Battle Bowling" · "Battle Karaoke"	system allowing distant companions sing together.
	"LIVE de Cash Back Quest" "LIVE de Cash Back Mission"	
	"Free LIVE"	Content using distributing function allowing users across Japan participate
	"Nationwide LIVE Fan Meetings"	in various events. Anyone can be a content distributor. "Nationwide LIVE Challenge Match" allows fans from
	"Nationwide LIVE Challenge Match" (only in Bowling)	distant areas to compete with their favorite Probowlers.
	"Nationwide LIVE Off-line Gathering"	LIVE network function connecting many users at the same time.
	"Nationwide LIVE group network"	"Nationwide LIVE group network" allows entire company or other large group to host large bowling

tournament.

New stores scheduled



New store openings planned in term 2020.3

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

*** Except for the opened stores tentative store names are indicated.**

	Opening date	Nation		Store name / region	Store type	Operating floor area
1	July 2019 (opened)	The USA	№33	Southland / Hayward, California	Standard, Roadside (Within mega shopping center)	49,679sq.ft.
2	August 2019 (opened)	The USA	№ 34	Meadowood / Reno, Nevada	Standard, Roadside (Within mega shopping center)	41,992sq.ft.
3	October 2019 (opened)	The USA	Nº35	Park Place / Tucson, Arizona	Standard, Roadside (Within mega shopping center)	45,587sq.ft.
4	Autumn 2019	The USA	Nº36	Meadows / Las Vegas, Nevada	Standard, Roadside (Within mega shopping center)	45,480sq.ft.
5	Autumn 2019	The USA	№37	The Mall at Fairfield Commons / Beavercreek, Ohio	Standard, Roadside (Within mega shopping center)	50,711sq.ft.
6	Winter 2019	The USA	Nº38	Towson Town Center / Towson, Maryland	Standard, Roadside (Within mega shopping center)	53,985sq.ft.
7	Winter 2019	The USA	Nº39	Fashion District / Philadelphia, Pennsylvania	Standard, Roadside (Within mega shopping center)	57,864sq.ft.
8	Winter 2020	The USA	Nº40	Valley River Center / Eugene, Oregon	Standard, Roadside (Within mega shopping center)	61,886sq.ft.
9	Spring 2020	The USA	Nº41	Burbank Town Center / Burbank, California	Standard, Roadside (Within mega shopping center)	44,092sq.ft.
10	Spring 2020	The USA	Nº42	Town East Square / Wichita, Kansas	Standard, Roadside (Within mega shopping center)	41,387sq.ft.

New store openings planned in term 2021.3 and after

	Opening date		Store name (tentative name) / region
1	Spring 2020	Nº43	Vancouver / Vancouver, Washington
2	Spring 2020	Nº44	Westfield Galleria at Roseville / Roseville, California
3	Summer 2020	Nº45	Freehold / Freehold, New Jersey
4	Summer 2020	Nº46	Northwoods / North Charlston, South Carolina
5	Summer 2020	Nº47	Glenbrook Square/ Fort Wayne, Indiana
6	Summer 2020	№01 (Russia)	Europeiskiy / Kievskaya, Moscow
7	Winter 2020	Nº48	South Hill / Puyallup, Washington
8	Spring 2021	Nº49	Deptford / Deptford, New Jersey

Opening date		Store name (tentative name) / region
Spring 2021	Nº50	Quail Springs / Oklahoma City, Oklahoma
Spring 2021	Nº51	Rivertown Crossings / Grandville, Michigan
Spring 2021	№ 52	Potomac Mills / Woodbridge, Virginia
Spring 2021	№ 53	Pembroke / Pembroke Pines, Florida
Spring 2021	№ 54	Cumberland / Atlanta, Georgia
Spring 2021	№ 55	South County Center / St. Louis, Missouri
Winter 2021	№ 56	Neshaminy / Bensalem, Pennsylvania
Winter 2021	№57	Park City Center / Lancaster, Pennsylvania
	Spring 2021 Winter 2021	Spring 2021 №50 Spring 2021 №51 Spring 2021 №52 Spring 2021 №53 Spring 2021 №54 Spring 2021 №55 Winter 2021 №56

^{*} Information in this New stores schedule concerns only stores with concluded lease agreements as of release date, number of store openings in performance plan may differ.

^{**} For the term 2021.3 and after in addition to Japan and the USA new store openings in China, Russia and other Asia region is under discussion.

^{* 8} stores of new stores planned in term 2021.3 and after are planned to be stores with Spo-cha area.

^{*} Lease agreements of 21 stores are under negotiation at present time.

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



[Operating 35 stores as of the end of October, 2019]

	Opening date	Store name / region	Operating floor area
1	August 2010	Puente Hills / City of Industry, California	60,000sq.ft.
2	September 2012	Moreno Valley / Moreno Valley, California	44,448sq.ft.
3	August 2013	Lakewood / Lakewood, California	43,523sq.ft.
4	October 2014	Stratford Square / Bloomingdale, Illinois	39,893sq.ft.
5	December 2014	Arlington Parks / Arlington, Texas	64,911sq.ft.
6	May 2015	Main Place / Santa Ana, California	40,676sq.ft.
7	July 2015	Southcenter / Tukwila, Washington	41,672sq.ft
8	September 2015	Eastridge / San Jose, California	52,064sq.ft.
9	December 2015	Silver City Galleria / Taunton, Massachusetts 💥	64,697sq.ft.
10	May 2016	Grapevine Mills / Grapevine, Texas **	81,316sq.ft.
11	August 2016	Sunvalley / Concord, California	47,295sq.ft.
12	December 2016	Exton / Exton, Pennsylvania	58,362sq.ft.
13	January 2017	Southwest / Littleton, Colorado	60,498sq.ft.
14	March 2017	Stonecrest /Lithonia, Georgia	50,533sq.ft.
15	March 2017	Fox Valley / Aurora, Illinois	51,708sq.ft.
16	July 2017	Broadway Mall / Hicksville, New York	50,604sq.ft.
17	September 2017	Crystal Run / Middletown, New York	46,085sq.ft.
18	October 2017	Great Lakes Crossing / Auburn Hills, Michigan	51,743sq.ft.

]			
	Opening date	Store name / region	Operating floor area
19	November 2017	Northwoods / Peoria, Illinois	58,825sq.ft.
20	January 2018	Four Seasons / Greensboro, North Carolina	61,708sq.ft.
21	March 2018	Great Lakes / Mentor, Ohio	50,996sq.ft.
22	June 2018	Maine / South Portland, Maine	44,056sq.ft.
23	June 2018	Coronado Center / Albuquerque, New Mexico	48,505sq.ft.
24	August 2018	South Town Center / Sandy, Utah	47,900sq.ft.
25	September 2018	Millcreek / Erie, Pennsylvania	50,747sq.ft.
26	November 2018	Jefferson / Louisville, Kentucky	54,412sq.ft.
27	December 2018	Gateway / Lincoln, Nebraska	48,825sq.ft.
28	December 2018	North Riverside Park / North Riverside, Illinois	45,836sq.ft
29	February 2019	Southridge / Greendale, Wisconsin	47,295sq.ft.
30	March 2019	Northridge / Salinas, California	52,419sq.ft.
31	March 2019	Holyoke / Holyoke, Massachusetts	52,455sq.ft.
32	March 2019	Promenade Temecula / Temecula, California	50,071sq.ft.
33	July 2019	Southland / Hayward, California	49,679sq.ft.
34	August2019	Meadowood / Reno, Nevada	41,992sq.ft.
35	October 2019	Park Place / Tucson, Arizona	45,587sq.ft.

<sup>Kids play zone is operated in some areas. Opened in Grapevine Mills in October 2016 and in Silver City Galleria in March 2017.
Classification by color refers to "High Profitability (yellow)", "Average Profitability (green)" and "Low Profitability (pink)" stores.
Classification by color is updated four times a year for disclosure.</sup>

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



[Principles of conditions for future stores openings]

Information have been updated, due to the revision of the Term Plan on November 8, 2019.

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 67%, Bowling about 13%, Food & beverage about 13%, Karaoke (excluding Food & beverage) about 1%, Party about 3%, 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 ¥0.27bn , Furniture & fixtures about ¥0.14bn, Amusement machines (leased) about ¥0.22bn, Bowling equipment about ¥0.08bn, Opening expenses about ¥0.07bn
Lease fee conditions	Service life 7 years (For amusement machines changed in previous term from 3 to 7 years) ⇒ 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 earnings]

*** Figures are updated once a year for disclosure.**

Classification by profitability		High profitability store	Average profitability store	Low profitability store	
	Total sales	\$7.20mn(¥0.78bn)	\$5.60mn(¥0.61bn)	\$3.40mn(¥0.37bn)	
V	Operating income (1st year)	\$0.70mn(¥0.08bn)	\$0.00mn(¥0.00bn)	\$(1.30)mn(¥(0.14)bn)	
Year budget	Operating income (2nd~7th year)	\$1.60mn(¥0.17bn)	\$0.90mn(¥0.10bn)	\$(0.40)mn(¥(0.04)bn)	
	Operating income (8th year~)	\$1.80mn(¥0.20bn)	\$1.00mn(¥0.11bn)	\$(0.20)mn(¥(0.02)bn)	
	Operating income rate (2nd ~ 7th year)	22.2%	16.1%	-	

^{*} Initial year`s operating income includes opening expenses and rent allocated for construction period. Except head office expenses.

^{*} Average profitability store figures are average of all stores.

Statistical snapshot of stores



Trend in number of stores

Plan of the Term has been revised on November 8, 2019.

Japan	~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	Term 2020.3 (Plan)
No. of store openings	112	3	1	3	1	2	1	2	1	1	-
No. of store closings	※ 7	-	-	※ 1	1	1	※ 1	※ 8	-	※ 4	※ 2
No. of stores at the end of term	105	108	109	111	111	113	113	107	108	105	103
The USA	~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	Term 2020.3 (Plan)
No. of store openings	_	1	-	1	1	2	4	6	6	11	11
No. of store closings	_	_	_	-	_	_	_	-	-	-	_
No. of stores at the end of term	_	1	1	2	3	5	9	15	21	32	42
Consolidated	~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	Term 2020.3 (Plan)
No. of stores at the end of term	105	109	110	113	114	118	122	122	129	137	145

^{**} Reason for closure of 23 stores (expiration of contract periods: 12 stores, removing intra-company competition: 6 stores, construction of new large stores in the neighborhood: 3 stores, reconstruction: 1 store, closure of trial store (trial period about 2 years): 1 store).

Japan 103 stores (at the end of September 2019) Number of stores breakdown

	Stores by store type						
Stan	dard	Stad	No. of stores at the end of term				
Downtown	Roadside	Downtown	Roadside	the cha or term			
9	46	1	47	103			

* All the USA stores are standard roadside type, leased stores only.

Stores by			
Leased stores	Own stores	No. of stores at the end of term	
82	21	103	

*Own stores include 8 stores with owning right for land & building, and 13 stores with owning right for building with tenants.

Consolidated 137 stores (at the end of September 2019) Number of stores breakdown

	Japan									
Area	Hokkaido / Tohoku	Hokuriku / Koshinetsu	Kanto	Chubu / Tokai	Kansai	Chugoku / Shikoku	Kyushu / Okinawa	Subtotal	The USA	Total
No. of stores	11	4	32	12	25	8	11	103	34	137
Share	8.0%	2.9%	23.5%	8.8%	18.2%	5.8%	8.0%	75.2%	24.8%	100.0%

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For inquiries, please contact Administrative Division of ROUND ONE Corporation. Tel:+66-647-6600 / Mon – Fri 10:00 – 19:00 (Japanese only)