

**Term 2020.3(Apr.2019~Mar.2020)
Outline of Financial Results**



Analysis of present states and future prospects



Valley River Center (Eugene, Oregon)
February 15, 2020 open !

ROUND ONE Corporation

C.E.O. and President Masahiko Sugino

**Tokyo Stock Exchange First Section
Code Number: 4680**

May 11,2020

Analysis of consolidated operating results ①

Apr. 2019~Mar.2020 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 (2018.4~2019.3)	Term 2020.3 Actual (2019.4~2020.03)	Differ(%)
Stores	Total stores at the end of the term ①	Store	137	144	+5.1
	No. of months total stores operation	Month	1,560	1,660	+6.4
P / L	Bowling		24.29	24.46	+0.7
	Amusement		49.68	52.66	+6.0
	Karaoke (including other sales of the USA)		10.94	11.45	+4.7
	Spo-cha		13.46	13.02	(3.3)
	Others		2.92	3.16	+8.4
	Total sales		101.31	104.77	+3.4
	Cost of sales		86.85	92.40	+6.4
	Gross profit		14.46	12.37	(14.4)
	S.G.A. expenses		3.01	3.49	+16.0
	Operating income		11.44	8.88	(22.4)
	Non-operating income & expenses		(0.22)	(0.15)	+29.3
	Ordinary income ②		11.22	8.72	(22.3)
	Ordinary income margin		11.1%	8.3%	—
	Extraordinary income & loss ③		(1.13)	(1.55)	(37.4)
Net income before tax		10.08	7.16	(29.0)	
Corporate tax		2.92	2.37	(19.0)	
Net income		7.15	4.79	(33.0)	

① [Differ in number of stores]

Japan(103 stores):2 store closings
The USA(41 stores):9 store openings

② [Ordinary income]

Term 2019.3 Actual	Ordinary income	¥11.22bn
◆Japan Ordinary income & loss		¥(0.85)bn
[Breakdown] Decrease in sales		¥(0.74)bn
Decrease in rent exp.		+¥0.24bn
Decrease in utility exp.		+¥0.21bn
Decrease in promotion exp. (Amusement merchandise exp., etc.)		+¥0.20bn
Decrease in communication exp.		+¥0.19bn
Increase in commission fee		¥(0.38)bn
Increase in depreciation exp.		¥(0.35)bn
Increase in repairing exp.		¥(0.20)bn
Others		¥(0.02)bn
◆The USA Ordinary income & loss		¥(1.50)bn
[Breakdown] Increase in income due to increase in No. of months total stores operation (until Feb.)		+¥0.89bn
Decrease in existing stores income (until Feb.)		¥(1.24)bn
Decrease in income by temporarily closing in Mar.		¥(1.09)bn
Increase in initial investment		¥(0.06)bn
◆China & Russia preparation exp. for opening stores		¥(0.15)bn
Term 2020.3 Actual	Ordinary income	¥8.72bn

③ [Extraordinary income & loss breakdown]

Term 2019.3 Actual Extraordinary loss ¥(1.13)bn
 • Impairment loss ¥(0.60)bn
 • Loss on disposal of fixed assets, etc. ¥(0.52)bn
 Term 2020.3 Actual Extraordinary loss ¥(1.55)bn
 • Impairment loss ¥(1.08)bn
 • Loss on disposal of fixed assets ¥(0.46)bn

Analysis of consolidated operating results ②

Apr. 2019~Mar.2020 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 (2019.4~2020.03) <small>※ Announced on November 8 2019.</small>	Term 2020.3 Actual (2019.4~2020.03)	Differ(%)
Stores	Total stores at the end of the term	Store	145	144	(0.7)
	No. of months total stores operation	Month	1,660	1,660	—
P / L	Bowling		24.97	24.46	(2.0)
	Amusement		53.94	52.66	(2.4)
	Karaoke (including other sales of the USA)		12.02	11.45	(4.8)
	Spo-cha		13.66	13.02	(4.7)
	Others		3.03	3.16	+4.3
	Total sales		107.64	104.77	(2.7)
	Cost of sales		92.66	92.40	(0.3)
	Gross profit		14.98	12.37	(17.4)
	S.G.A. expenses		3.16	3.49	+10.4
	Operating income		11.81	8.88	(24.8)
	Non-operating income & expenses		(0.21)	(0.15)	+25.2
	Ordinary income ①		11.60	8.72	(24.8)
	Ordinary income margin		10.8%	8.3%	—
	Extraordinary income & loss ②		(1.74)	(1.55)	+10.8
Net income before tax		9.85	7.16	(27.3)	
Corporate tax		3.43	2.37	(30.9)	
Net income		6.42	4.79	(25.4)	

① 【Ordinary income】

Term 2020.3 Plan	Ordinary income	¥11.60bn
◆Japan Ordinary income & loss ¥(1.26)bn		
[Breakdown]	Decrease in sales	¥(1.90)bn
	Decrease in promotion exp. (Amusement merchandise exp., etc.)	+¥0.35bn
	Decrease in lease fee	+¥0.26bn
	Decrease in purchases	+¥0.12bn
	Decrease in utility exp.	+¥0.07bn
	Decrease in communication exp.	+¥0.07bn
	Increase in personnel exp.	¥(0.18)bn
	Increase in repairing exp.	¥(0.12)bn
	Others	+¥0.07bn
◆The USA Ordinary income & loss ¥(1.47)bn		
[Breakdown]	Decrease in income by temporarily closing in Mar	¥(1.01)bn
	Decrease in new stores income (until Feb.)	¥(0.22)bn
	Decrease in existing stores income (until Feb.)	¥(0.19)bn
	Increase in initial investment	¥(0.05)bn
◆China & Russia preparation exp. for opening stores ¥(0.15)bn		
Term 2020.3 Actual	Ordinary income	¥8.72bn

② 【Extraordinary income & loss breakdown】

Term 2020.3 Plan	Extraordinary loss ¥(1.74)bn
	• Impairment loss ¥(1.24)bn
	• Loss on disposal of fixed assets, etc. ¥(0.49)bn
Term 2020.3 Actual	Extraordinary loss ¥(1.55)bn
	• Impairment loss ¥(1.08)bn
	• Loss on disposal of fixed assets ¥(0.46)bn

Term 2021.3 Business plan and Finance status



Business plan Term 2021.3

The business plan for the term 2021.3 is difficult to determine since the financial impact such as the closing down of stores and the delays of opening stores in abroad from COVID-19 can not be calculated at this point. The information will be released once it is possible to draw up the plan.

Financial status [consolidated]

【 Cash and deposits and current cash flow 】

(As of May 1, 2020)

Guarantee deposits	Approx. ¥ 8.5bn
Cash and deposits	Approx. ¥ ¥36.0bn
Acquisition of treasury shares	Approx. ¥(2.0)bn
	Approx. ¥ 42.5bn

As of May 1, 2020, a commitment line agreement (a contract enabling immediate borrowing) worth ¥16.0bn was concluded. Cash on hand will be approximately ¥58.5bn when agreement is proceed and the total monthly expenditure in Japan and The USA is approximately ¥4.5bn (※ From table below), so we have secured about 13 months worth of working capital.

【 Breakdown of capital outflow at the time of closure of all stores 】 (Unit ¥bn)

Monthly expenses	Personnel exp.	Rent exp.	Lease fee	Interest-bearing debt	Others	Total
Japan	0.7	1.1	0.7	0.6	0.8	3.9
The USA	0.1	0.3	0.1	—	0.1	0.6
Total	0.8	1.4	0.8	0.6	0.9	※ 4.5

< Personnel expenses >

(Japan)

Leave allowance will be paid to employees and part-time workers during closing period.

(The USA)

Health insurance for employees from store will be paid from the company and national unemployment insurance will be paid from the government.

【 Cost reduction 】

- Personnel expenses: [Japan] Applied an "Employment Adjustment Subsidy" for the payment of leave allowances.
- Rent expenses : [Japan and The USA] Negotiation with owners is underway, including free rent.
- Advertising expenses : [Japan and The USA] Consider it as "0" in this term (Included in "Others" in the above table)
- Other fixed costs: [Japan and The USA] Negotiation is underway to reduce all fixed costs.

Term 2021.3 Operating situations



Policy on Operating situations and Resumption of operations

◆Operating situations (As of 10 AM May 11, 2020 in Japan)

[Japan] All 103 stores are temporally closed [The USA] All 41 stores are temporally closed

◆Resumption of operations

[Japan] 15 stores in May 15, 2 stores in May 16, 3 stores in May 18, 2 stores in May 22, 81 stores in Jun 1 are scheduled to reopen. We will consider the date of resumption of business as needed, taking into the cancellation of the emergency declaration or the deregulation of business closure request from each local government.

[The USA] 1 store is scheduled to reopen in May 11, 2020 local time. Other stores will reopen once temporally business closure request from each local government is deregulated.

Countermeasures to prevent the infection of COVID-19

- The employees : Implementation temperature inspection before work / hands washing and alcohol sterilization regular basis / wearing a mask during work
 - The customers : Implementation temperature inspection and requesting to wear a mask at the time of entering (in Japan)
 - Installation of alcohol sanitizer in each place of the store.
 - Alcoholic sterilization of game machines and amusement facilities (full-time personnel assigned) and attachment of sterilized confirmation seals
 - Operation based on the premise of securing distance between customers
- etc.

Opening stores in abroad

Negotiation will be started once the shopping malls which new stores will be placed are reopen.

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



The full-year plan was revised on November 8.

Please refer to page 14 for the number of stores.
※ Figures below ¥10 million have been truncated.

Japan sales (Actual and plan)

	Unit	1st Q	2nd Q	1st half	3rd Q	4th Q			2nd half			Term		
		Actual	Actual	Actual	Actual	Plan	Actual	Differ (%)	Plan	Actual	Differ (%)	Plan	Actual	Differ (%)
		¥bn	5.26	5.50	10.77	4.71	6.63	6.34	(4.3)	11.48	11.06	(3.6)	22.25	21.83
Bowling	¥bn	5.26	5.50	10.77	4.71	6.63	6.34	(4.3)	11.48	11.06	(3.6)	22.25	21.83	(1.9)
Amusement	¥bn	9.56	10.89	20.45	8.80	9.95	9.51	(4.4)	19.04	18.31	(3.8)	39.49	38.76	(1.8)
Karaoke	¥bn	1.85	2.01	3.86	1.70	2.08	1.85	(10.7)	3.82	3.56	(6.8)	7.68	7.42	(3.4)
Spo-cha	¥bn	3.25	3.55	6.81	2.61	4.18	3.60	(13.8)	6.85	6.21	(9.3)	13.66	13.02	(4.7)
Others	¥bn	0.76	0.81	1.58	0.73	0.78	0.85	+8.6	1.45	1.58	+9.0	3.03	3.16	+4.3
Total sales	¥bn	20.70	22.78	43.49	18.56	23.62	22.17	(6.2)	42.65	40.74	(4.5)	86.14	84.23	(2.2)
No. of total stores in Japan (at the end of every term)		104	103	103	103	103	103	—	103	103	—	103	103	—

Japan 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		
		Actual	Actual	Actual	Actual	Plan	Actual	Differ	Plan	Actual	Differ	Plan	Actual	Differ
		%	+5.0	+1.1	+3.0	(1.0)	+1.0	(3.3)	(4.3)	+1.4	(2.3)	(3.7)	+2.2	+0.2
Bowling	%	+5.0	+1.1	+3.0	(1.0)	+1.0	(3.3)	(4.3)	+1.4	(2.3)	(3.7)	+2.2	+0.2	(2.0)
Amusement	%	+11.0	+4.2	+7.2	(4.3)	(3.7)	(8.0)	(4.3)	(2.5)	(6.2)	(3.7)	+2.3	+0.4	(1.9)
Karaoke	%	+7.3	+0.9	+3.9	(1.4)	+0.2	(10.5)	(10.7)	+0.4	(6.4)	(6.8)	+2.1	(1.3)	(3.4)
Spo-cha	%	+5.2	(2.8)	+0.8	+1.5	(0.7)	(14.4)	(13.7)	+1.0	(8.4)	(9.4)	+0.9	(3.8)	(4.7)
Others	%	+11.0	+11.9	+11.4	+9.9	+1.0	+9.7	+8.7	+0.7	+9.8	+9.1	+6.0	+10.6	+4.6
Total sales	%	+8.1	+2.2	+5.0	(1.9)	(1.4)	(7.5)	(6.1)	(0.6)	(5.0)	(4.4)	+2.1	(0.1)	(2.2)
Number of at/Sun/Hol vs pre year	Days	+3	±0	+3	±0	+1	+1	—	+1	+1	—	+4	+4	—
No. of existing stores in Japan (at the end of every term)		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)

The full-year plan was revised on November 8.

Please refer to page 11, 12 and 14 for the number of stores.

※ Figures below ¥10 million have been truncated.

	Unit	1st Q	2nd Q	1st half	3rd Q	4th Q			2nd half			Term		
		Actual	Actual	Actual	Actual	Plan	Actual	Differ (%)	Plan	Actual	Differ (%)	Plan	Actual	Differ (%)
Bowling	¥bn	0.64	0.62	1.27	0.67	0.82	0.67	(18.9)	1.43	1.34	(6.4)	2.71	2.62	(3.4)
Amusement	¥bn	3.29	3.33	6.62	3.47	4.56	3.79	(16.8)	7.82	7.27	(7.1)	14.45	13.90	(3.8)
Karaoke, etc. ①,②	¥bn	0.91	0.88	1.79	1.13	1.43	1.08	(23.9)	2.54	2.22	(12.4)	4.33	4.02	(7.3)
Total sales	¥bn	4.85	4.84	9.69	5.29	6.82	5.55	(18.6)	11.80	10.84	(8.1)	21.50	20.54	(4.5)
No. of total stores in the USA (at the end of every term)		32	34	34	39	42	41	—	42	41	—	42	41	—

※ In calculation of sales actual exchange rate \$1 = ¥108.72 is used, in calculation of sales plan exchange rate \$1 = ¥109.00 is used.

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

② Actual sales for "All Inclusive Party" (all you can play and eat party package) are included in Karaoke, etc.

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		
		Actual	Actual	Actual	Actual	Plan	Actual	Differ	Plan	Actual	Differ	Plan	Actual	Differ
Bowling	%	(3.2)	(5.2)	(4.2)	+3.2	(6.0)	(23.1)	(17.1)	(5.3)	(11.8)	(6.5)	(4.8)	(8.3)	(3.5)
Amusement	%	(3.8)	(8.8)	(6.5)	(3.8)	(10.6)	(26.3)	(15.7)	(8.4)	(17.1)	(8.7)	(7.6)	(12.3)	(4.7)
Karaoke, etc. ①,②	%	+3.0	(6.5)	(2.1)	(3.8)	(0.8)	(23.1)	(22.3)	(2.5)	(14.2)	(11.7)	(2.4)	(9.1)	(6.7)
Total sales	%	(2.4)	(7.9)	(5.4)	(2.9)	(8.0)	(25.3)	(17.3)	(6.8)	(15.8)	(9.0)	(6.1)	(11.1)	(5.0)
No. of Sat./Sun./Holidays over previous year	Days	±0	(1)	(1)	±0	±0	±0	—	±0	±0	—	(1)	(1)	—
No. of existing stores in the USA (at the end of every term)		21	25	25	26	29	29	—	29	29	—	29	29	—

※ In year-on-year comparison of existing stores, figures for stores with operating period more than 13 months are compared in dollar.

※ Actual results for stores with operating period more than 25 months are +0.2% in 1st Q, (3.0)% in 2nd Q, (1.5)% in 1st half, +1.6% in 3rd Q, (21.9)% in 4th Q, (11.7)% in 2nd half, (7.1)% in Term.

Term 2020.3 Consolidated Cash flow



※ Figures below ¥10 million have been truncated.

		Unit	Term 2020.3 Actual
Cash	Net income before tax adjustment	¥bn	7.16
	Income tax, etc.	¥bn	(2.34)
	Non-cash loss (impairment loss, etc.)	¥bn	+1.51
	Dividend payments	¥bn	(1.90)
	Depreciation ①	¥bn	+14.24
	Payment for lease obligation	¥bn	(9.95)
	Simplified cash flow	¥bn	+8.71
	Equipment investment (excluded finance lease) ②	¥bn	(10.51)
	Simplified free cash flow	¥bn	(1.79)
	Cash reserve	¥bn	34.51
	Interest-bearing liabilities (excluding lease obligations)	¥bn	27.41
	Net interest-bearing liabilities	¥bn	(7.10)

(Note) Term 2020.3 Actual :

① Breakdown of depreciation : Japan : ¥10.10bn / The USA : ¥4.14bn

② Breakdown of equipment investment ¥(10.51)bn

◆ New stores: ¥6.02bn (The USA : 9 stores ¥6.02bn)

◆ Existing stores : ¥4.48bn(Japan : ¥2.41bn / The USA : ¥2.07bn) remodeling, etc.

Trend in P/L status

Trend in P / L (Consolidated)

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

Term	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3	2020.3
No. of stores at the end of term	110	113	114	118	122	122	129	137	144
Total sales	89.5	85.9	84.2	83.9	83.5	87.7	95.9	101.3	104.7
Ordinary income	11.4	8.2	7.8	6.1	5.4	5.8	10.2	11.2	8.7
Ordinary income margin	12.8%	9.6%	9.3%	7.3%	6.5%	6.7%	10.7%	11.1%	8.3%
Net income	2.7	0.6	(19.7)	(4.5)	0.4	2.7	8.4	7.1	4.7
ROI (Return on investment) ①	5.0%	4.0%	5.1%	5.9%	5.9%	6.8%	12.0%	12.4%	8.5%
ROE (Return on equity) ②	3.5%	0.8%	(28.9)%	(8.4)%	0.9%	5.4%	15.6%	12.0%	7.5%
ROA (Return on assets) ③	1.2%	0.3%	(11.8)%	(3.8)%	0.4%	2.7%	8.1%	6.4%	3.8%

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

② ROE calculation: $\text{Net income} \div \{(\text{Shareholder equity at the beginning of term} + \text{Shareholder equity at the end of term}) \div 2\}$

③ ROA calculation: $\text{Net income} \div \{(\text{Total assets at the beginning of term} + \text{Total assets at the end of term}) \div 2\}$

Trend in P / L (Japan)

Term	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3	2020.3
No. of stores at the end of term	109	111	111	113	113	107	108	105	103
Total sales	89.0	85.1	82.9	81.9	78.3	80.5	84.3	84.9	84.2
Ordinary income	11.4	8.2	7.8	6.2	5.0	5.3	9.2	9.6	8.8
Ordinary income margin	12.9%	9.7%	9.4%	7.6%	6.5%	6.6%	11.0%	11.4%	10.5%
Net income	2.7	0.6	(19.6)	(4.4)	0.2	2.8	7.5	6.4	5.3

Trend in P / L (The USA)

Term	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3	2020.3
No. of stores at the end of term	1	2	3	5	9	15	21	32	41
Total sales	0.5	0.7	1.2	1.9	5.1	7.2	11.5	16.3	20.5
Ordinary income	0.0	(0.0)	0.0	(0.0)	0.3	0.5	0.9	1.5	0.0
Ordinary income margin	4.8%	—	1.0%	—	6.7%	7.1%	8.7%	9.4%	0.2%
Net income	0.0	(0.0)	(0.0)	(0.0)	0.2	(0.1)	0.8	0.7	(0.4)

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

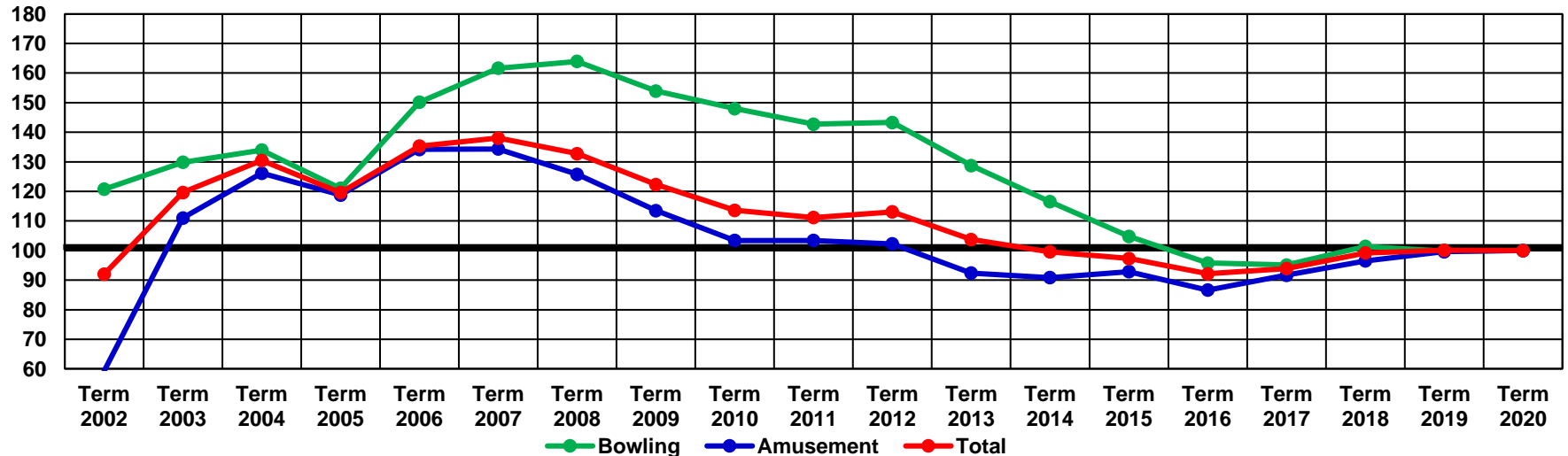


(Unit: %)

Term	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	2020.3
Bowling	(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)	+0.2
Amusement	(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	+0.4
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	(0.7)	(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	(0.4)	(3.8)
Others	+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	+10.6
Total sales	(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	(0.1)
No. of existing stores	25	38	39	40	46	57	69	79	89	104	106	108	111	111	112	105	107	104	103

(Unit: %)

Trend in year-on-year sales comparison of existing stores in Japan (Term 2020.3 is 100 basis)



※ Karaoke sales for term 2001.3~2005.3 are included to "Others".

※ The USA stores are excluded.

Trend in assets (Consolidated)



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

Term	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3	2020.3
Total assets	¥228.2bn	¥206.2bn	¥127.1bn	¥111.5bn	¥104.5bn	¥101.7bn	¥106.8bn	¥117.3bn	¥135.8bn
Net assets	¥79.8bn	¥78.7bn	¥57.5bn	¥51.6bn	¥49.7bn	¥50.8bn	¥56.7bn	¥62.6bn	¥65.1bn
Equity ratio	35.0%	38.2%	45.3%	46.3%	47.6%	50.0%	53.0%	53.3%	47.8%
Cash reserve	¥29.4bn	¥25.3bn	¥25.1bn	¥27.7bn	¥23.1bn	¥20.1bn	¥23.4bn	¥22.5bn	¥34.5bn
Interest-bearing liabilities	¥110.9bn	¥90.2bn	¥36.8bn	¥27.0bn	¥22.8bn	¥16.4bn	¥13.7bn	¥13.5bn	¥27.4bn
Net interest-bearing liabilities ①	¥81.4bn	¥64.9bn	¥11.6bn	¥(0.6)bn	¥(0.3)bn	¥(3.7)bn	¥(9.7)bn	¥(9.0)bn	¥(7.1)bn
Lease liabilities	¥27.3bn	¥24.6bn	¥19.6bn	¥16.3bn	¥16.0bn	¥17.9bn	¥15.5bn	¥19.0bn	¥18.2bn
Net interests-bearing liabilities ② including balance lease liabilities	¥108.8bn	¥89.5bn	¥31.2bn	¥15.6bn	¥15.6bn	¥14.2bn	¥5.8bn	¥10.0bn	¥11.1bn
New lease contract amount	¥10.6bn	¥9.1bn	¥8.1bn	¥7.1bn	¥8.8bn	¥10.9bn	¥8.0bn	¥13.0bn	¥9.4bn

(Note) ① "Net interest-bearing liabilities"... "Interest-bearing liabilities" – "Cash reserve".

② "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.

New stores scheduled



New store openings planned after term 2021.3

※ Store names are tentative.

The following is the list of stores which the lease agreement was concluded as of May 11, 2020.

Store opening dates aren't stated for this time since it is impossible to predict when the constructions will restart due to the impact of the COVID-19.

The forecast of opening dates will be released when the situation are cleared.

	Nation	Store name / region		Operating floor area	SP
1	The USA	Nº42	Town East Square / Wichita, Kansas	3,781㎡	
2	The USA	Nº43	Potomac Mills / Woodbridge, Virginia	4,583㎡	
3	Russia	Nº01	Europeiskiy / Kievskaya, Moscow	4,225㎡	●
4	The USA	Nº44	Deptford / Deptford, New Jersey	4,568㎡	
5	The USA	Nº45	Vancouver / Vancouver, Washington	4,493㎡	
6	The USA	Nº46	Roseville / Roseville, California	4,164㎡	
7	The USA	Nº47	Park City Center / Lancaster, Pennsylvania	4,645㎡	●
8	The USA	Nº48	Cumberland / Atlanta, Georgia	7,767㎡	●
9	The USA	Nº49	Neshaminy / Bensalem, Pennsylvania	6,813㎡	●
10	The USA	Nº50	Quail Springs / Oklahoma City, Oklahoma	4,020㎡	
11	The USA	Nº51	Rivertown Crossings / Grandville, Michigan	5,567㎡	●
12	The USA	Nº52	Glenbrook Square/ Fort Wayne, Indiana	5,681㎡	●
13	The USA	Nº53	Pembroke / Pembroke Pines, Florida	9,442㎡	●
14	The USA	Nº54	South County Center / St. Louis, Missouri	4,645㎡	●
15	The USA	Nº55	Willowbrook / Houston, Texas	9,643㎡	●
16	The USA	Nº56	South Hill / Puyallup, Washington	4,834㎡	Under negotiation
17	The USA	Nº57	North Star/ San Antonio, Texas	5,193㎡	Under negotiation
18	The USA	Nº58	Parkway Plaza / El Cajon, California	5,875㎡	●

※ 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.

※ Stores with "●" in the "SP" column above will be opened in the Spo-cha type. Also Spo-cha will be placed in Puente Hills (Nº1/The USA) in winter 2020.

※ 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 41 stores as of the end of April 2020 】

The color classifications of "High Profitability (yellow)", "Average Profitability (green)" and "Low Profitability (pink)" in the table have not been changed since the disclosure data of Feb 7, 2020. The color classifications will be updated when the operation situation get stabilized in The USA.

	Opening date	Store name / region	Operating floor area		Opening date	Store name / region	Operating floor area
1	August 2010	Puente Hills / City of Industry, California ①	5,518㎡	22	June 2018	Maine / South Portland, Maine	4,025㎡
2	September 2012	Moreno Valley / Moreno Valley, California	4,060㎡	23	June 2018	Coronado Center / Albuquerque, New Mexico	4,891㎡
3	August 2013	Lakewood / Lakewood, California	3,976㎡	24	August 2018	South Town Center / Sandy, Utah	4,645㎡
4	October 2014	Stratford Square / Bloomingdale, Illinois	3,649㎡	25	September 2018	Millcreek / Erie, Pennsylvania	4,649㎡
5	December 2014	Arlington Parks / Arlington, Texas	5,933㎡	26	November 2018	Jefferson / Louisville, Kentucky	4,645㎡
6	May 2015	Main Place / Santa Ana, California	3,716㎡	27	December 2018	Gateway / Lincoln, Nebraska	4,462㎡
7	July 2015	Southcenter / Tukwila, Washington	3,973㎡	28	December 2018	North Riverside Park / North Riverside, Illinois	4,189㎡
8	September 2015	Eastridge / San Jose, California	4,759㎡	29	February 2019	Southridge / Greendale, Wisconsin	4,191㎡
9	December 2015	Silver City Galleria / Taunton, Massachusetts ②	5,823㎡	30	March 2019	Northridge / Salinas, California	4,789㎡
10	May 2016	Grapevine Mills / Grapevine, Texas ②	7,493㎡	31	March 2019	Holyoke / Holyoke, Massachusetts	4,793㎡
11	August 2016	Sunvalley / Concord, California	4,891㎡	32	March 2019	Promenade Temecula / Temecula, California	4,520㎡
12	December 2016	Exton / Exton, Pennsylvania	5,423㎡	33	July 2019	Southland / Hayward, California	4,540㎡
13	January 2017	Southwest / Littleton, Colorado	5,811㎡	34	August 2019	Meadowood / Reno, Nevada	3,836㎡
14	March 2017	Stonecrest / Lithonia, Georgia	4,645㎡	35	October 2019	Park Place / Tucson, Arizona	4,696㎡
15	March 2017	Fox Valley / Aurora, Illinois	4,724㎡	36	November 2019	Meadows / Las Vegas, Nevada	3,948㎡
16	July 2017	Broadway Mall / Hicksville, New York	4,573㎡	37	November 2019	The Mall at Fairfield Commons / Beavercreek, Ohio	4,805㎡
17	September 2017	Crystal Run / Middletown, New York	4,212㎡	38	December 2019	Towson Town Center / Towson, Maryland	4,907㎡
18	October 2017	Great Lakes Crossing / Auburn Hills, Michigan	5,488㎡	39	December 2019	Fashion District / Philadelphia, Pennsylvania	5,396㎡
19	November 2017	Northwoods / Peoria, Illinois	5,110㎡	40	February 2020	Valley River Center / Eugene, Oregon	5,653㎡
20	January 2018	Four Seasons / Greensboro, North Carolina	5,649㎡	41	March 2020	Burbank Town Center / Burbank, California	3,981㎡
21	March 2018	Great Lakes / Mentor, Ohio	4,659㎡				

① Spo-cha facility will be added at Puente Hills in winter 2020.

② Kids play zone is operated in some areas. Opened in Grapevine Mills in October 2016 and in Silver City Galleria in March 2017.

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



【 Principles of conditions for future stores openings 】

We will disclose the future The USA store opening policy and the estimate of the annual income and expenditure of the spo-cha type stores scheduled to open after term 2021.3 depends on tendency of COVID-19 diffusion.

Also, the following annual income and expenditure model (standard store) which is the basis for the color classifications of High profitability, Average profitability and Low profitability stores in The USA opened on 12 pages has not been changed from the disclosure data of February 7, 2020. It will be updated when the operation situation get stabilized in The USA.

【 Present state: facility investment and earnings 】

Classification by profitability		High profitability store	Average profitability store	Low profitability store
Year budget	Total sales	\$7.20mn(¥0.78bn)	\$5.60mn(¥0.61bn)	\$3.40mn(¥0.37bn)
	Operating income (1st year)	\$0.70mn(¥0.08bn)	\$0.00mn(¥0.00bn)	\$(1.30)mn(¥(0.14)bn)
	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

Japan	~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
No. of store openings	115	1	3	—	2	1	2	1	1	—
No. of store closings	※ 7	—	※ 1	—	—	※ 1	※ 8	—	※ 4	※ 2
No. of stores at the end of term	108	109	111	111	113	113	107	108	105	103

The USA	~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
No. of store openings	1	—	1	1	2	4	6	6	11	9
No. of store closings	—	—	—	—	—	—	—	—	—	—
No. of stores at the end of term	1	1	2	3	5	9	15	21	32	41

Consolidated	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
No. of stores at the end of term	109	110	113	114	118	122	122	129	137	144

※ 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 March 2020) Number of stores breakdown

※ All The USA stores are standard roadside type, leased stores only.

Stores by store type				No. of stores at the end of term
Standard		Stadium		
Downtown	Roadside	Downtown	Roadside	
9	42	1	51	103

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

Consolidated 144 stores (at the end of March 2020) Number of stores breakdown

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

Store area	Japan								The USA	Total
	Hokkaido / Tohoku	Hokuriku / Koshinetsu	Kanto	Chubu / Tokai	Kansai	Chugoku / Shikoku	Kyushu / Okinawa	Subtotal		
Number of stores	11	4	32	12	25	8	11	103	41	144
Share	7.6%	2.8%	22.2%	8.3%	17.4%	5.6%	7.6%	71.5%	28.5%	100.0%

< Supplementary data >

Term 2020.3 Actual ①



Term 2020.3 (Apr. 2019~Mar. 2020) Actual Consolidated

(Unit ¥bn)

※ Figures below ¥10 million have been truncated.

		1st Q	2nd Q	1st half	3rd Q	4th Q	2nd half	Term
P / L	Bowling	5.91	6.13	12.05	5.39	7.01	12.41	24.46
	Amusement	12.85	14.22	27.08	12.27	13.30	25.58	52.66
	Karaoke (including The USA stores other sales)	2.76	2.89	5.66	2.84	2.94	5.78	11.45
	Spo-cha	3.25	3.55	6.81	2.61	3.60	6.21	13.02
	Others	0.76	0.81	1.58	0.73	0.85	1.58	3.16
	Total sales	25.55	27.63	53.18	23.85	27.73	51.59	104.77
	Cost of sales	22.39	23.30	45.69	23.06	23.64	46.70	92.40
	Gross profit	3.16	4.33	7.49	0.79	4.09	4.88	12.37
	S.G.A. expenses	0.80	0.88	1.68	0.86	0.95	1.81	3.49
	Operating income	2.36	3.45	5.81	(0.06)	3.13	3.06	8.88
	Non-operating income & expenses	(0.01)	(0.09)	(0.11)	(0.07)	0.02	(0.04)	(0.15)
	Ordinary income	2.34	3.36	5.70	(0.14)	3.16	3.01	8.72
	Ordinary income margin	9.2%	12.2%	10.7%	—	11.4%	5.9%	8.3%
	Extraordinary income & loss※	(0.24)	(0.05)	(0.29)	(0.02)	(1.22)	(1.25)	(1.55)
Net income before tax	2.09	3.30	5.40	(0.17)	1.93	1.76	7.16	
Corporate tax	0.65	1.04	1.69	0.00	0.67	0.67	2.37	
Net income	1.44	2.26	3.70	(0.17)	1.26	1.08	4.79	
Depreciation		3.40	3.42	6.83	3.57	3.83	7.40	14.24

※ Breakdown of extraordinary income & loss ¥(1.55)bn: Impairment loss ¥(1.08)bn, Loss on disposal of amusement substrates, etc. ¥(0.46)bn.

< Supplementary data >

Term 2020.3 Actual ②



Term 2020.3 (Apr. 2019~Mar. 2020) Actual Japan

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

		1st Q	2nd Q	1st half	3rd Q	4th Q	2nd half	Term
P / L	Bowling	5.26	5.50	10.77	4.71	6.34	11.06	21.83
	Amusement	9.56	10.89	20.45	8.80	9.51	18.31	38.76
	Karaoke	1.85	2.01	3.86	1.70	1.85	3.56	7.42
	Spo-cha	3.25	3.55	6.81	2.61	3.60	6.21	13.02
	Others	0.76	0.81	1.58	0.73	0.85	1.58	3.16
	Total sales	20.70	22.78	43.49	18.56	22.17	40.74	84.23
	Cost of sales	18.19	18.87	37.06	17.91	18.03	35.94	73.00
	Gross profit	2.50	3.91	6.42	0.65	4.14	4.79	11.22
	S.G.A. expenses	0.57	0.64	1.21	0.60	0.63	1.23	2.45
	Operating income	1.93	3.27	5.20	0.04	3.51	3.56	8.77
	Non-operating income & expenses	0.03	(0.05)	(0.01)	0.00	0.08	0.08	0.06
	Ordinary income	1.96	3.22	5.19	0.05	3.59	3.64	8.83
	Ordinary income margin	9.5%	14.2%	11.9%	0.3%	16.2%	9.0%	10.5%
	Extraordinary income & loss and Royalty*	(0.10)	(0.08)	(0.19)	(0.05)	(0.65)	(0.71)	(0.91)
	Net income before tax	1.85	3.14	4.99	(0.00)	2.93	2.93	7.92
Corporate tax	0.58	0.99	1.58	0.04	0.95	0.99	2.58	
Net income	1.26	2.14	3.41	(0.04)	1.98	1.93	5.34	
Depreciation	2.48	2.45	4.94	2.50	2.65	5.15	10.10	

* Breakdown of extraordinary income & loss ¥(0.91)bn: Impairment loss of 3 stores ¥(0.44)bn,
Loss on disposal of amusement substrates, etc. ¥(0.46)bn.

< Supplementary data >

Term 2020.3 Actual ③



Term 2020.3 (Apr. 2019~Mar. 2020) actual
The USA (In calculation of sales actual exchange rate \$1 = ¥108.72 is used)

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

								Term
		1st Q	2nd Q	1st half	3rd Q	4th Q	2nd half	
P / L	Bowling	0.64	0.62	1.27	0.67	0.67	1.34	2.62
	Amusement	3.29	3.33	6.62	3.47	3.79	7.27	13.90
	Karaoke, etc. ※①	0.91	0.88	1.79	1.13	1.08	2.22	4.02
	Total sales	4.85	4.84	9.69	5.29	5.55	10.84	20.54
	Cost of sales	4.21	4.44	8.66	5.16	5.62	10.78	19.45
	Gross profit	0.63	0.39	1.03	0.12	(0.06)	0.05	1.09
	S.G.A. expenses	0.22	0.22	0.44	0.24	0.27	0.51	0.96
	Operating income	0.40	0.17	0.58	(0.11)	(0.33)	(0.45)	0.13
	Non-operating income & expenses	(0.03)	(0.02)	(0.05)	(0.00)	(0.02)	(0.03)	(0.09)
	Ordinary income	0.37	0.15	0.52	(0.12)	(0.36)	(0.49)	0.03
	Ordinary income margin	7.8%	3.1%	5.4%	—	—	—	0.2%
	Extraordinary income & loss and Royalty ※②	(0.13)	0.03	(0.10)	0.02	(0.56)	(0.53)	(0.64)
	Net income before tax	0.23	0.18	0.42	(0.09)	(0.93)	(1.03)	(0.60)
	Corporate tax	0.06	0.04	0.11	(0.02)	(0.29)	(0.31)	(0.20)
	Net income	0.17	0.13	0.31	(0.07)	(0.64)	(0.71)	(0.40)
Depreciation	0.92	0.96	1.88	1.06	1.18	2.25	4.14	

※① Karaoke sales is mostly food & beverage sales.

※② Extraordinary income & loss ¥(0.64)bn: Impairment loss of 2 stores ¥(0.64)bn,
Loss on disposal of amusement substrates, etc. ¥(0.00)bn.

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