

# Analysis of present states and future prospects



**Town East Square ( Wichita, Kansas, USA )**  
July 18, 2020 Open !

## **ROUND ONE Corporation**

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

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

**August 5, 2020**

# Analysis of consolidated operating results ①

## Apr. 2020~Jun.2020 Actual [Year-on-year]



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

		Unit	Term 2020.3 Actual (2019.4~2019.06)	Term 2021.3 Actual (2020.4~2020.06)	Differ (%)
Stores	Total stores at the end of the term ①	Store	136	144	+5.9
	No. of months total stores operation	Month	410	② —	—
P / L	Bowling		5.91	1.29	(78.0)
	Amusement		12.85	3.11	(75.8)
	Karaoke (including other sales of the USA)		2.76	0.37	(86.3)
	Spo-cha		3.25	0.48	(85.1)
	Others		0.76	0.35	(53.3)
	<b>Total sales</b>		<b>25.55</b>	<b>5.63</b>	<b>(78.0)</b>
	Cost of sales		22.39	15.99	(28.6)
	<b>Gross profit</b>		<b>3.16</b>	<b>(10.36)</b>	<b>—</b>
	S.G.A. expenses		0.80	0.68	(14.6)
	<b>Operating income</b>		<b>2.36</b>	<b>(11.05)</b>	<b>—</b>
	Non-operating income & expenses		(0.01)	(0.00)	+87.5
	<b>Ordinary income ③</b>		<b>2.34</b>	<b>(11.05)</b>	<b>—</b>
	<b>Ordinary income margin</b>		<b>9.2%</b>	<b>—</b>	<b>—</b>
	Extraordinary income & loss ④		(0.24)	(0.01)	+93.1
	Net income before tax		2.09	(11.06)	—
Corporate tax		0.65	(2.50)	—	
<b>Net income</b>		<b>1.44</b>	<b>(8.55)</b>	<b>—</b>	

① [Differ in number of stores]

Japan(103 stores):1 store closed

The USA(41 stores):9 stores opened

② [No of months stores were open during the term ]

Due to the effect of the closing down, the description is not included.

③ [Ordinary income]

Term 2020.3 Actual	Ordinary income	¥2.34bn
<b>◆Japan Ordinary income &amp; loss</b>		¥(10.15)bn
[Breakdown]	Decrease in sales	¥(15.46)bn
	Decrease in promotion exp. (Amusement merchandise exp., etc.)	+¥1.12bn
	Decrease in personnel exp.	+¥1.09bn
	Decrease in utility exp.	+¥0.51bn
	Decrease in purchases	+¥0.51bn
	Decrease in communication exp.	+¥0.48bn
	Decrease in rent exp.	+¥0.37bn
	Decrease in advertising exp.	+¥0.22bn
	Decrease in other exp.	+¥1.01bn
<b>◆The USA Ordinary income &amp; loss</b>		¥(3.12)bn
[Breakdown]	Decrease in sales due to closing down	¥(4.45)bn
	Decrease in exp. due to closing down	+¥1.30bn
	Increase in initial investment costs	¥(0.02)bn
	Other	+¥0.05bn
<b>◆China &amp; Russia preparation exp. for opening stores</b>		¥(0.10)bn
<b>Term 2021.3 Actual</b>	<b>Ordinary income</b>	<b>¥(11.05)bn</b>

④ [ Extraordinary income & loss breakdown ]

**Term 2020.3 1st Actual** Extraordinary loss ¥(0.24)bn  
 · Loss on disposal of fixed assets, etc. ¥(0.24)bn

**Term 2021.3 1st Actual** Extraordinary loss ¥(0.01)bn  
 · Loss on disposal of fixed assets, etc. ¥(0.01)bn

# Total sales and Year-on-year comparison of existing stores (Japan and The USA)



## 【Japan】 Total sales and Year-on-year comparison of existing stores

Please refer to page 12 for the number of stores.  
※ Figures below ¥10 million have been truncated.

	Unit		1st half						2nd half						Term	
			1st Q		2nd Q		1st half		3rd Q		4th Q		2nd half			
			Total sales	Year-on-Year	Total sales	Year-on-Year	Total sales	Year-on-Year	Total sales	Year-on-Year	Total sales	Year-on-Year	Total sales	Year-on-Year	Total sales	Year-on-Year
Bowling	¥bn	%	1.27	△75.5												
Amusement	¥bn	%	2.76	△70.9												
Karaoke	¥bn	%	0.36	△80.3												
Spo-cha	¥bn	%	0.48	△85.1												
Others	¥bn	%	0.35	△52.5												
<b>Total sales</b>	¥bn	%	<b>5.23</b>	<b>△74.5</b>												
No. of Sat./Sun./Holidays over previous year	<b>Days</b>		△2													
No. of existing stores in Japan (at the end of every term)			103/103													

## 【The USA】 Total sales and Year-on-year comparison of existing stores

Please refer to page 9, 10 and 12 for the number of stores.  
※ Figures below ¥10 million have been truncated.

	Unit		1st half						2nd half						Term	
			1st Q		2nd Q		1st half		3rd Q		4th Q		2nd half			
			Total sales	Year-on-Year	Total sales	Year-on-Year	Total sales	Year-on-Year	Total sales	Year-on-Year	Total sales	Year-on-Year	Total sales	Year-on-Year	Total sales	Year-on-Year
Bowling	¥bn	%	0.02	△97.0												
Amusement	¥bn	%	0.34	△91.6												
Karaoke, etc.	¥bn	%	0.01	△98.7												
<b>Total sales</b>	¥bn	%	<b>0.39</b>	<b>△93.6</b>												
No. of Sat./Sun./Holidays over previous year	<b>Days</b>		±0													
No. of existing stores in the USA (at the end of every term)			41/32													

※ In calculation of sales actual exchange rate \$1 = ¥107.63 is used

※ Comparison of existing stores with the previous year is calculated in dollars for stores that have been opened for 13 months or longer

※ Sales at reopened stores during the first 2 weeks after reopening generally fall 70% to 80% from when they are in normal operation and sales at reopened stores after 3 weeks from reopening generally fall 40% to 60% from when they are in normal operation.

# 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 June 30, 2020)

Guarantee deposits	Approx. ¥ 8.7bn
Cash and deposits	Approx. ¥ 26.8bn
	Approx. ¥ 35.6bn

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 ¥51.6bn 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.

# Business Conditions



## Operating situations and Policies for resumption of operations

### ◆ Operating situations (As of 10 AM August 3, 2020 in Japan)

**[Japan] All 103 stores are in operation**

**[The USA] 22 stores are in operation and 20 stores are temporarily closed**

### ◆ Resumption of operations

**[Japan] Since May 15, stores had reopened sequentially and on June 1, all of stores were reopened with restrictions on business hours and operating areas.**

**[The USA] 3 stores in May, 18 stores in June and 5 stores in July were reopened and 4 stores of them are closed again.**

**Reopened stores are also affected by restrictions from local governments such as shortened operating hours and limited operation and it is possible to be requested to close depends on the situation of the infection.**

## Countermeasures to prevent the infection of COVID-19 in stores

- **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.**
  - **Antimicrobial and antiviral coating (KYOPARA) for facilities and play equipment (in Japan)**
  - **Sterilization of each game machine and play equipment by alcohol**
  - **Rental sterilized microphone for each person at Karaoke area (in Japan)**
  - **Operation with sufficient ventilation and secure distance between customers**
- 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.

No change has made since the disclosure data on May 11, 2020

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: 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 ROE calculation: Net income ÷ [(Shareholder equity at the beginning of term + Shareholder equity at the end of term) ÷ 2]

③ 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	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)



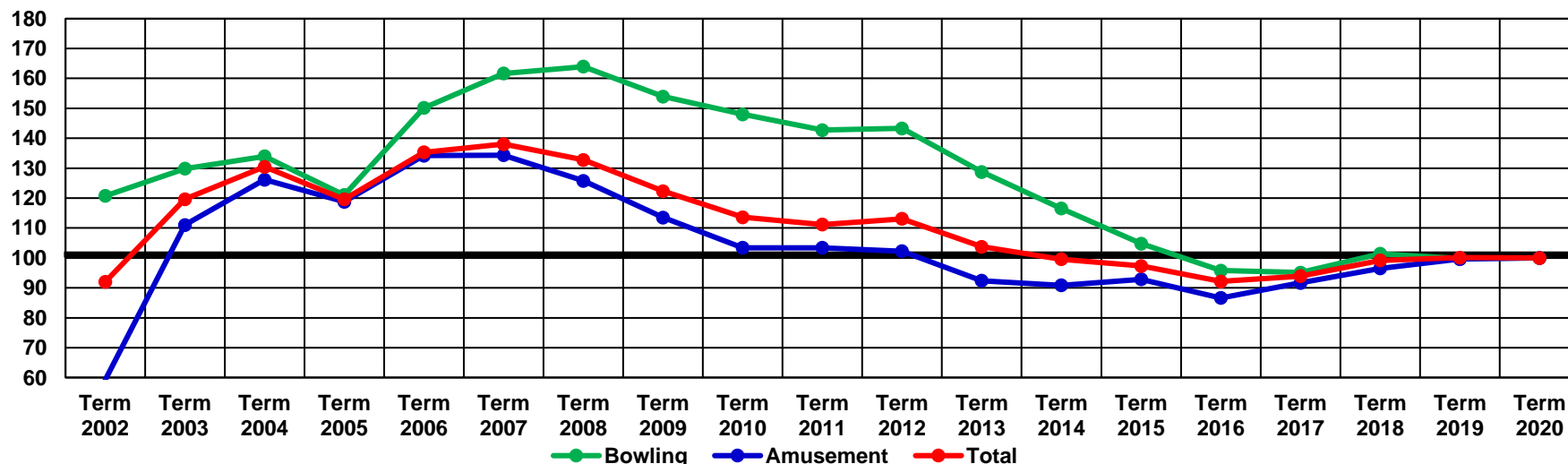
No change has made since the disclosure data on May 11, 2020

(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 2002.3~2005.3 are included to "Others".

※ The USA stores are excluded.

# Trend in assets (Consolidated)



No change has made since the disclosure data on May 11, 2020

※ 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.



# Measures taken for existing stores in Japan

## ◆ Free for elementary, junior high school student campaign ◆

- Campaign is being held for under junior high school student at Bowling, Karaoke and Amusement(Medal) areas.

## ◆ "Bowling for Health" lessons ◆

- 170 bowlers in every store×100 stores=17 thousand bowlers participate.  
Classes and leagues are restarted from July.

## ◆ Bowling Koshien・Karaoke Koshien for student◆

- Student Koshien is scheduled to start from September 1 to determine the best student at Bowling and the best student at Karaoke.  
The finals is going to be hold through 『ROUND1 LIVE』 nationally with highly ranked teams of 2 or 3 people who have challenged in preliminary term.

## ◆ Installment of new spo-cha machines◆

- 『GunArena CE』 Gun shooting (TAITO) Operation has started sequentially since April.

## ◆ Installment of new amusement machines◆

- 『SEA STORY Lucky Marine Tours』 Medal game (BANDAI NAMCO) Operation has started sequentially since July.
- 『Gyo~ten! Gappoli sushi KIWAMI』 Medal game (ENHEART) Operation has started priorly only in Round one since the end of July.

 GunArena™



『 GunArena CE』



『 SEA STORY Lucky Marine Tours』

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『Gyo~ten! Gappoli sushi KIWAMI』  
©ENHEART

# New stores scheduled



## New store openings planned in and after term 2021.3

※ Store names are tentative.

The following is the list of stores which the lease agreement was concluded as of August 5, 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	Nº43	Potomac Mills / Woodbridge, Virginia	4,583m <sup>2</sup>	
2	Russia	Nº01	Europeiskiy / Kievskaya, Moscow	4,225m <sup>2</sup>	●
3	The USA	Nº44	Deptford / Deptford, New Jersey	4,568m <sup>2</sup>	
4	The USA	Nº45	Vancouver / Vancouver, Washington	4,493m <sup>2</sup>	
5	The USA	Nº46	Roseville / Roseville, California	4,164m <sup>2</sup>	
6	The USA	Nº47	Cumberland / Atlanta, Georgia	7,767m <sup>2</sup>	●
7	The USA	Nº48	Park City Center / Lancaster, Pennsylvania	4,645m <sup>2</sup>	●
8	The USA	Nº49	Quail Springs / Oklahoma City, Oklahoma	4,020m <sup>2</sup>	
9	The USA	Nº50	Rivertown Crossings / Grandville, Michigan	5,567m <sup>2</sup>	●
10	The USA	Nº51	Pembroke / Pembroke Pines, Florida	9,442m <sup>2</sup>	●
11	The USA	Nº52	South County Center / St. Louis, Missouri	4,645m <sup>2</sup>	Undecided
12	The USA	Nº53	Willowbrook / Houston, Texas	9,643m <sup>2</sup>	●
13	The USA	Nº54	South Hill / Puyallup, Washington	4,834m <sup>2</sup>	Undecided
14	The USA	Nº55	North Star/ San Antonio, Texas	5,193m <sup>2</sup>	Undecided
15	The USA	Nº56	Parkway Plaza / El Cajon, California	5,875m <sup>2</sup>	●

※ 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.

※ The USA : Negotiations on lease agreement for new stores are frozen.

China : Conclusion of lease agreements for 4 stores scheduled to open next term are under negotiation.

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



**[ Operating 42 stores as of the end of July 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 ②	5,518m <sup>2</sup>	22	June 2018	Maine / South Portland, Maine	4,025m <sup>2</sup>
2	September 2012	Moreno Valley / Moreno Valley, California	4,060m <sup>2</sup>	23	June 2018	Coronado Center / Albuquerque, New Mexico	4,891m <sup>2</sup>
3	August 2013	Lakewood / Lakewood, California	3,976m <sup>2</sup>	24	August 2018	South Town Center / Sandy, Utah	4,645m <sup>2</sup>
4	October 2014	Stratford Square / Bloomingdale, Illinois	3,649m <sup>2</sup>	25	September 2018	Millcreek / Erie, Pennsylvania	4,649m <sup>2</sup>
5	December 2014	Arlington Parks / Arlington, Texas	5,933m <sup>2</sup>	26	November 2018	Jefferson / Louisville, Kentucky	4,645m <sup>2</sup>
6	May 2015	Main Place / Santa Ana, California	3,716m <sup>2</sup>	27	December 2018	Gateway / Lincoln, Nebraska	4,462m <sup>2</sup>
7	July 2015	Southcenter / Tukwila, Washington	3,973m <sup>2</sup>	28	December 2018	North Riverside Park / North Riverside, Illinois	4,189m <sup>2</sup>
8	September 2015	Eastridge / San Jose, California	4,759m <sup>2</sup>	29	February 2019	Southridge / Greendale, Wisconsin	4,191m <sup>2</sup>
9	December 2015	Silver City Galleria / Taunton, Massachusetts ①	5,823m <sup>2</sup>	30	March 2019	Northridge / Salinas, California	4,789m <sup>2</sup>
10	May 2016	Grapevine Mills / Grapevine, Texas ①	7,493m <sup>2</sup>	31	March 2019	Holyoke / Holyoke, Massachusetts	4,793m <sup>2</sup>
11	August 2016	Sunvalley / Concord, California	4,891m <sup>2</sup>	32	March 2019	Promenade Temecula / Temecula, California	4,520m <sup>2</sup>
12	December 2016	Exton / Exton, Pennsylvania	5,423m <sup>2</sup>	33	July 2019	Southland / Hayward, California	4,540m <sup>2</sup>
13	January 2017	Southwest / Littleton, Colorado	5,811m <sup>2</sup>	34	August 2019	Meadowood / Reno, Nevada	3,836m <sup>2</sup>
14	March 2017	Stonecrest / Lithonia, Georgia	4,645m <sup>2</sup>	35	October 2019	Park Place / Tucson, Arizona	4,696m <sup>2</sup>
15	March 2017	Fox Valley / Aurora, Illinois	4,724m <sup>2</sup>	36	November 2019	Meadows / Las Vegas, Nevada	3,948m <sup>2</sup>
16	July 2017	Broadway Mall / Hicksville, New York	4,573m <sup>2</sup>	37	November 2019	The Mall at Fairfield Commons / Beavercreek, Ohio	4,805m <sup>2</sup>
17	September 2017	Crystal Run / Middletown, New York	4,212m <sup>2</sup>	38	December 2019	Towson Town Center / Towson, Maryland	4,907m <sup>2</sup>
18	October 2017	Great Lakes Crossing / Auburn Hills, Michigan	5,488m <sup>2</sup>	39	December 2019	Fashion District / Philadelphia, Pennsylvania	5,396m <sup>2</sup>
19	November 2017	Northwoods / Peoria, Illinois	5,110m <sup>2</sup>	40	February 2020	Valley River Center / Eugene, Oregon	5,653m <sup>2</sup>
20	January 2018	Four Seasons / Greensboro, North Carolina	5,649m <sup>2</sup>	41	March 2020	Burbank Town Center / Burbank, California	3,981m <sup>2</sup>
21	March 2018	Great Lakes / Mentor, Ohio	4,659m <sup>2</sup>	42	July 2020	Town East Square / Wichita, Kansas	3,781m <sup>2</sup>

① Kids play zone is operated in some areas. Opened in Grapevine Mills in October 2016 and in Silver City Galleria in March 2017.

② Spo-cha facility will be added at Puente Hills in winter 2020.

# 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 page 10 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 June 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 June 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 2021.3 Actual ①



### Term 2021.3 (Apr. 2020~Jun. 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	1.29						
	Amusement	3.11						
	Karaoke (including The USA stores other sales)	0.37						
	Spo-cha	0.48						
	Others	0.35						
	Total sales	5.63						
	Cost of sales	15.99						
	Gross profit	(10.36)						
	S.G.A. expenses	0.68						
	Operating income	(11.05)						
	Non-operating income & expenses	(0.00)						
	Ordinary income	(11.05)						
	Ordinary income margin	—						
	Extraordinary income & loss*	(0.01)						
	Net income before tax	(11.06)						
Corporate tax	(2.50)							
Net income	(8.55)							
Total depreciation		3.62						
Lease depreciation		1.97						

\* Breakdown of extraordinary income & loss ¥(0.01)bn: Loss on disposal of amusement substrates, etc. ¥(0.01)bn.

# < Supplementary data >

## Term 2021.3 Actual ②



### Term 2021.3 (Apr. 2020~ Jun. 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	1.27						
	Amusement	2.76						
	Karaoke	0.36						
	Spo-cha	0.48						
	Others	0.35						
	Total sales	5.23						
	Cost of sales	13.07						
	Gross profit	(7.84)						
	S.G.A. expenses	0.45						
	Operating income	(8.29)						
	Non-operating income & expenses	0.10						
	Ordinary income	(8.19)						
	Ordinary income margin	—						
	Extraordinary income & loss and Royalty※	(0.01)						
	Net income before tax	(8.20)						
Corporate tax	(1.83)							
Net income	(6.37)							
Total depreciation		2.40						
Lease depreciation		1.78						

※ Breakdown of extraordinary income & loss ¥(0.01)bn: Loss on disposal of amusement substrates, etc. ¥(0.01)bn.

# < Supplementary data >

## Term 2021.3 Actual ③



Term 2021.3 (Apr. 2020~ Jun. 2020) actual  
The USA (In calculation of sales actual exchange rate \$1 = ¥107.63 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	0.02						
	Amusement	0.34						
	Karaoke, etc. ※	0.01						
	Total sales	0.39						
	Cost of sales	2.93						
	Gross profit	(2.54)						
	S.G.A. expenses	0.16						
	Operating income	(2.70)						
	Non-operating income & expenses	(0.04)						
	Ordinary income	(2.74)						
	Ordinary income margin	—						
	Extraordinary income & loss and Royalty	—						
	Net income before tax	(2.74)						
	Corporate tax	(0.72)						
	Net income	(2.02)						
Total depreciation		1.18						
Lease depreciation		0.15						

※ Karaoke sales is mostly food & beverage sales.



# < 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.

								Term
		1st Q	2nd Q	1st half	3rd Q	4th Q	2nd half	
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	
Total depreciation	3.40	3.42	6.83	3.57	3.83	7.40	14.24	
Lease depreciation	2.02	1.95	3.97	1.97	2.08	4.06	8.04	

※ 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 (including The USA stores other sales)	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
	<b>Total sales</b>	<b>20.70</b>	<b>22.78</b>	<b>43.49</b>	<b>18.56</b>	<b>22.17</b>	<b>40.74</b>	<b>84.23</b>
	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	
Total depreciation	2.48	2.45	4.94	2.50	2.65	5.15	10.10	
Lease depreciation	1.82	1.76	3.59	1.79	1.91	3.71	7.30	

\*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.

		1st Q	2nd Q	1st half	3rd Q	4th Q	2nd half	Term
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)	
Total depreciation		0.92	0.96	1.88	1.06	1.18	2.25	4.14
Lease depreciation		0.19	0.18	0.38	0.18	0.17	0.35	0.74

※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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