

Term 2021.3 (Apr. 2020 ~ Dec. 2020) Outline of Financial Results



Analysis of present states and future prospects



Deptford
(Deptford, New Jersey, USA)
October 24, 2020 Open !

ROUND ONE Corporation

C.E.O. and President Masahiko Sugino

Tokyo Stock Exchange First Section
Code Number: 4680

February 5, 2021

Europeiskiy
(Kievskaya, Moscow, Russia)
December 14, 2020 Open !



Analysis of consolidated operating results Apr. 2020~Dec.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 (2019.4~2019.12)	Term 2021.3 Actual (2020.4~2020.12)	Differ (%)
Stores	Total stores at the end of the term ①	Store	142	147	+3.5
	No. of months total stores operation	Month	1,233	② —	—

① [Number of stores]

Japan(103 stores) / Russia(1 store): 1 store opened
The USA(43 stores):5 stores opened, 1 store closed

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

Due to the effect of the temporary closure,
the description is not included.

③ [Ordinary income]

P / L	Bowling	17.44	8.87	(49.1)
	Amusement	39.36	22.65	(42.4)
	Karaoke (including other sales of The USA)	8.50	2.95	(65.3)
	Spo-cha	9.42	3.93	(58.2)
	Others	2.31	1.73	(24.9)
	Total sales	77.04	40.16	(47.9)
	Cost of sales	68.75	56.07	(18.5)
	Gross profit	8.28	(15.90)	—
	S.G.A. expenses	2.54	2.23	(12.1)
	Operating income	5.74	(18.14)	—
	Non-operating income & expenses	(0.18)	(0.35)	—
	Ordinary income ③	5.55	(18.49)	—
	Ordinary income margin	7.2%	—	—
	Extraordinary income & loss ④	(0.32)	(1.90)	—
	Net income before tax	5.23	(20.40)	—
	Corporate tax	1.70	(3.92)	—
Net income	3.53	(16.48)	—	

Term 2020.3 3rd Q Actual Ordinary income ¥5.55bn

◆Japan Ordinary income & loss ¥(16.49)bn

[Breakdown] Decrease in sales ¥(25.89)bn

Decrease in personnel exp. +¥1.63bn

Decrease in promotion exp.
(Amusement merchandise exp., etc.) +¥1.61bn

Decrease in advertising exp. +¥1.07bn

Decrease in purchases +¥0.94bn

Decrease in rent exp. +¥0.82bn

Decrease in utility exp. +¥0.73bn

Decrease in communication exp. +¥0.63bn

Decrease in other exp. +¥1.97bn

◆The USA Ordinary income & loss ¥(7.20)bn

[Breakdown] Decrease in income of existing stores ¥(6.41)bn

Decrease in income of new stores ¥(1.33)bn

Decrease in initial investment cost +¥0.54bn

◆China, Russia and other ¥(0.35)bn

Term 2021.3 3rd Q Actual Ordinary income ¥(18.49)bn

④ [Extraordinary income & loss breakdown]

Term 2020.3 3rd Actual Extraordinary loss ¥(0.32)bn
· Loss on disposal of fixed assets, etc. ¥(0.32)bn

Term 2021.3 3rd Actual Extraordinary loss ¥(1.90)bn
· Loss on disposal of fixed assets, etc. ¥(0.02)bn
· Impairment loss ¥(1.88)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

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

	Unit														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		
Bowling	¥bn	%	1.27	(75.5)	3.77	(31.4)	5.04	(52.8)	3.38	(28.1)						
Amusement	¥bn	%	2.76	(70.9)	8.57	(21.3)	11.33	(44.4)	8.14	(7.5)						
Karaoke	¥bn	%	0.36	(80.3)	1.14	(43.3)	1.50	(60.9)	1.06	(37.7)						
Spo-cha	¥bn	%	0.48	(85.1)	1.80	(49.4)	2.28	(66.5)	1.65	(36.7)						
Others	¥bn	%	0.35	(52.5)	0.72	(11.1)	1.08	(31.0)	0.65	(10.3)						
Total sales	¥bn	%	5.23	(74.5)	16.01	(29.7)	21.25	(50.9)	14.90	(19.7)						
No. of Sat./Sun./Holidays over previous year	Days		(2)		+1		(1)		(1)							
No. of stores at the end of each term in Japan (All stores / existing stores)			103/103		103/103		103/103		103/103							

[The USA] Total sales and Year-on-year comparison of existing stores

Please refer to page 9 and 10 for the number of stores.

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

	Unit														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		
Bowling	¥bn	%	0.02	(97.0)	0.17	(81.2)	0.20	(89.1)	0.22	(74.3)						
Amusement	¥bn	%	0.34	(91.6)	1.28	(75.4)	1.63	(83.4)	1.54	(66.5)						
Karaoke, etc.	¥bn	%	0.01	(98.7)	0.15	(89.4)	0.17	(94.1)	0.22	(87.1)						
Total sales	¥bn	%	0.39	(93.6)	1.61	(78.7)	2.00	(86.1)	1.99	(72.0)						
No. of Sat./Sun./Holidays over previous year	Days		±0		±0		±0		±0							
No. of stores at the end of each term in The USA (All stores / existing stores)			41/32		43/34		43/34		43/36							

※ Forex : \$1 = ¥106.11

※ 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 the reopened stores compared to normal operations were down 40~60% in the third quarter and down 30~50% in the last month.

Term 2021.3 Business plan and Financial 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 temporary closure of stores and the delays of opening stores in abroad from COVID-19 can not be reasonably estimated 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 the end of January, 2021)

Guarantee deposits	Approx. ¥ 8.7bn
Cash and deposits	Approx. ¥ 44.8bn
	Approx. ¥ 53.5bn

During September-December 2020, we raised ¥36.55bn in funding mainly from our main banks. If we add ¥16.0bn from commitment line agreement(a contract enabling immediate borrowing), which was set on May 1, 2020, we will have approximately ¥69.5bn on hand. The total monthly expenditure in Japan and The USA at the time of temporary closure of all our stores was approximately ¥4.5bn(from table below ※),so working capital is secured for the time being.

[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 was paid to employees and part-time workers during temporary closure.

(The USA)

Health insurance for employees from store is on the company while national unemployment insurance is covered by the government.

[Cost reduction]

- 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 February 4, 2021 in Japan)

[Japan] All 103 stores are in operation / [Russia] 1 store is in operation

[The USA] 27 stores are in operation (including 3 stores opened in this term) and 15 stores are temporarily closed

◆ Resumption of operations

[Japan] In compliance with the request from local governments based on emergency declaration, operating hours of Karaoke and Food counter in some stores have been shortened.

[The USA] 17 stores until December, 7 stores in January have reopened.

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

Countermeasures to prevent the infection of COVID-19 in stores

- **The employees : Requirement for body temperature inspection before work / hands washing and alcohol sterilization regular basis / wearing a face mask during work**
 - **The customers : Requirement for body temperature inspection and a face mask at the time of entering (in Japan)**
 - **Installation of alcohol sanitizer in each place of the store**
 - **Antimicrobial and antiviral coating (KYOHPARA) for facilities and play equipment (in Japan)**
 - **Alcohol sterilization of each game machine and play equipment**
 - **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 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: $\text{Ordinary income} \div \{(\text{Net assets at the beginning of term} + \text{Net assets at the end of term}) \div 2\} + \{(\text{Interest-bearing liabilities including lease liabilities at the beginning of term} + \text{Interest-bearing liabilities including lease liabilities at the end of term}) \div 2\}$

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)



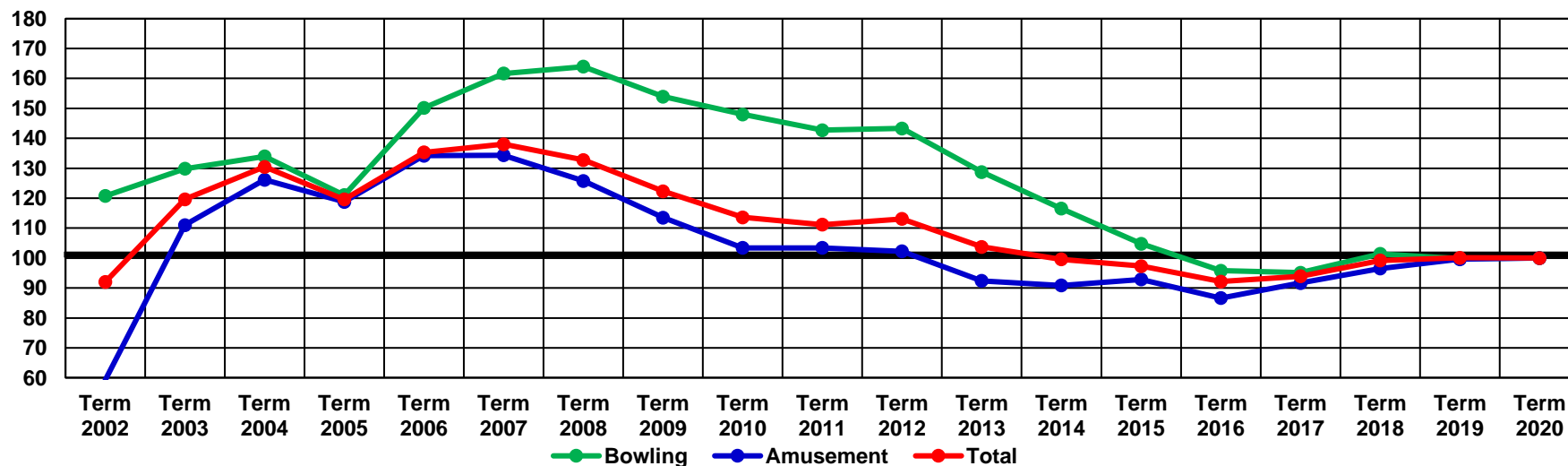
No change since the disclosure data on May 11, 2020

(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 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



◆ Complimentary campaign for elementary, junior high school student ◆

- Campaign applies to under junior high school student at Bowling, Karaoke and Amusement(Medal) areas.

◆ "Bowling for Health" lessons ◆

- 160 bowlers in each store×99 stores≈approx. 16 thousand bowlers participate.

◆ Bowling·Karaoke ONLINE Koshien for student◆

- Student Koshien has been held from October 1,2020 to determine the best student at Bowling and Karaoke in Japan respectively. The final is held through 『ROUND1 LIVE』 nationally with highly ranked teams of 2 or 3 individuals who have challenged in preliminary term. Over 200 thousand people have participated across the country.



『MOBILE SUIT GUNDAM EXTREME VS. 2 X BOOST』
©SOTSU, SUNRISE
©SOTSU, SUNRISE, MBS



◆ ROUND1×EVANGELION Collaboration◆

- Collaboration with EVANGELION for limited period has been started from December 25, 2020 to commemorate a release of the movie 『EVANGELION:3.0+1.0 THRICE UPON A TIME』
- Campaigns such as distribution of Round1 limited original mascot plush are held for customers.



『SOUND VOLTEX -Valkyrie model-』
@Konami Amusement

◆ Online events with ROUND1 LIVE◆

- 『ROUND1 Challenge』 & 『Remote Challenge』
Online bowling competitions with famous professional bowlers are held.
- 『Remote Practice』 Bowling lessons with themes by professional bowlers are livestreamed on weekdays.
- 『Fan Event』 Online Karaoke·Bowling events by Japanese idol and influencers are held.

◆ Online crane game business ◆

- In April 2021, online crane game will be launched Customers can enjoy crane games remotely by operating a real-life crane game machine using a smartphone or a computer.



◆ Introduction of new amusement machines ◆

- 『MOBILE SUIT GUNDAM EXTREME VS. 2 X BOOST』 Arcade game(BANDAI NAMCO Amusement Inc.) scheduled in Spring, 2021.
- 『SOUND VOLTEX -Valkyrie model-』 Music game(KONAMI) scheduled in late February.
- 『DUEL DREAM』 Medal game(KONAMI) scheduled in April.



『DUEL DREAM』
@Konami Amusement

New stores scheduled



New store openings planned in and after term 2021.3

※ Store names are tentative.

The opening date in The USA is uncertain at this moment as it is difficult to expect the timing of construction restart currently delayed due to the COVID-19. The forecast of opening dates will be released when the situation are cleared.

	Nation		Store name / region	Operating floor area	SP	Opening date
1	The USA	Nº42	Town East Square / Wichita, Kansas	3,781m ²		Opened at July 18, 2020
2	The USA	Nº43	Potomac Mills / Woodbridge, Virginia	4,583m ²		Opened at September 26, 2020
3	The USA	Nº44	Deptford / Deptford, New Jersey	4,568m ²		Opened at October 24, 2020
4	Russia	Nº01	Europeiskiy / Kievskaya, Moscow	4,225m ²	●	Opened at December 14, 2020
5	China	Nº01	AEON MALL Guanzhou Xintang / Guangzhou city, Guandong Province	7,819m ²	●	Scheduled to open in first half of 2021
6	Japan	Nº104	Kasugai Shopping Center / Kasugai, Aichi	9,142m ²	●	Scheduled to open in October, 2021
7	The USA	Nº45	Cumberland / Atlanta, Georgia	7,767m ²	●	-
8	The USA	Nº46	Park City Center / Lancaster, Pennsylvania	4,645m ²	●	-
9	The USA	Nº47	Vancouver / Vancouver, Washington	4,493m ²		-
10	The USA	Nº48	Quail Springs / Oklahoma City, Oklahoma	4,020m ²		-
11	The USA	Nº49	Roseville / Roseville, California	4,164m ²		-
12	The USA	Nº50	Pembroke / Pembroke Pines, Florida	9,442m ²	●	-
13	The USA	Nº51	Willowbrook / Houston, Texas	9,643m ²	●	-
14	The USA	Nº52	South Hill / Puyallup, Washington	4,834m ²		-
15	The USA	Nº53	North Star/ San Antonio, Texas	5,193m ²		-

※ 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).

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

※ China : About 8 stores plan to open, with 1 store signed off and 3 stores currently under negotiation.

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



[Operating 42 stores as of the end of January 2021]

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 as the operation situation gets stabilized in The USA.

Opening date	Store name / region	Operating floor area
August 2010	Puente Hills / City of Industry, California ①	5,518㎡
September 2012	Moreno Valley / Moreno Valley, California	4,060㎡
August 2013	Lakewood / Lakewood, California	3,976㎡
December 2014	Arlington Parks / Arlington, Texas	5,933㎡
May 2015	Main Place / Santa Ana, California	3,716㎡
July 2015	Southcenter / Tukwila, Washington	3,973㎡
September 2015	Eastridge / San Jose, California	4,759㎡
May 2016	Grapevine Mills / Grapevine, Texas ②	7,493㎡
August 2016	Sunvalley / Concord, California	4,891㎡
December 2016	Exton / Exton, Pennsylvania	5,423㎡
January 2017	Southwest / Littleton, Colorado	5,811㎡
March 2017	Stonecrest / Lithonia, Georgia	4,645㎡
March 2017	Fox Valley / Aurora, Illinois	4,724㎡
July 2017	Broadway Mall / Hicksville, New York	4,573㎡
September 2017	Crystal Run / Middletown, New York	4,212㎡
October 2017	Great Lakes Crossing / Auburn Hills, Michigan	5,488㎡
November 2017	Northwoods / Peoria, Illinois	5,110㎡
January 2018	Four Seasons / Greensboro, North Carolina	5,649㎡
March 2018	Great Lakes / Mentor, Ohio	4,659㎡
June 2018	Maine / South Portland, Maine	4,025㎡
June 2018	Coronado Center / Albuquerque, New Mexico	4,891㎡
August 2018	South Town Center / Sandy, Utah	4,645㎡

Opening date	Store name / region	Operating floor area
September 2018	Millcreek / Erie, Pennsylvania	4,649㎡
November 2018	Jefferson / Louisville, Kentucky	4,645㎡
December 2018	Gateway / Lincoln, Nebraska	4,462㎡
December 2018	North Riverside Park / North Riverside, Illinois	4,189㎡
February 2019	Southridge / Greendale, Wisconsin	4,191㎡
March 2019	Northridge / Salinas, California	4,789㎡
March 2019	Holyoke / Holyoke, Massachusetts	4,793㎡
March 2019	Promenade Temecula / Temecula, California	4,520㎡
July 2019	Southland / Hayward, California	4,540㎡
August 2019	Meadowood / Reno, Nevada	3,836㎡
October 2019	Park Place / Tucson, Arizona	4,696㎡
November 2019	Meadows / Las Vegas, Nevada	3,948㎡
November 2019	The Mall at Fairfield Commons / Beavercreek, Ohio	4,805㎡
December 2019	Towson Town Center / Towson, Maryland	4,907㎡
December 2019	Fashion District / Philadelphia, Pennsylvania	5,396㎡
February 2020	Valley River Center / Eugene, Oregon	5,653㎡
March 2020	Burbank Town Center / Burbank, California	3,981㎡
July 2020	Town East Square / Wichita, Kansas	3,781㎡
September 2020	Potomac Mills / Woodbridge, Virginia	4,583㎡
October 2020	Deptford / Deptford, New Jersey	4,568㎡

① Spo-cha facility will open in Puente Hills.

② Kids play zone has been operated in Grapevine Mills since October 2016.

※Stratford Square has closed down at October 11, 2020 and Silver City Galleria has closed down at January 17, 2021.

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. Excluding 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

※ The cause of close down : 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 January 2021) Number of stores breakdown

Stores by store type				No. of stores at the end of term	Stores by ownership		No. of stores at the end of term
Standard		Stadium			Leased stores	Own stores	
Downtown	Roadside	Downtown	Roadside				
9	42	1	51	103	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 146 stores (at the end of January 2021) Number of stores breakdown

Store area	Japan								The USA	Russia	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	42	1	146
Share	7.5%	2.8%	21.9%	8.2%	17.1%	5.5%	7.5%	70.5%	28.8%	0.7%	100.0%

< Supplementary data >

Term 2021.3 Actual ①



Term 2021.3 (Apr. 2020~Dec. 2020) Actual Consolidated

(Unit ¥bn)

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

								Term
		1st Q	2nd Q	1st half	3rd Q	4th Q	2nd half	
P / L	Bowling	1.29	3.95	5.25	3.62			
	Amusement	3.11	9.85	12.96	9.68			
	Karaoke (including The USA stores other sales)	0.37	1.29	1.67	1.28			
	Spo-cha	0.48	1.80	2.28	1.65			
	Others	0.35	0.72	1.08	0.65			
	Total sales	5.63	17.63	23.26	16.90			
	Cost of sales	15.99	20.04	36.03	20.03			
	Gross profit	(10.36)	(2.40)	(12.77)	(3.13)			
	S.G.A. expenses	0.68	0.85	1.53	0.69			
	Operating income	(11.05)	(3.26)	(14.31)	(3.83)			
	Non-operating income & expenses	(0.00)	0.14	0.13	(0.49)			
	Ordinary income	(11.05)	(3.12)	(14.17)	(4.32)			
	Ordinary income margin	—	—	—	—			
	Extraordinary income & loss※	(0.01)	(0.18)	(0.19)	(1.70)			
	Net income before tax	(11.06)	(3.30)	(14.37)	(6.03)			
Corporate tax	(2.50)	(0.66)	(3.17)	(0.74)				
Net income	(8.55)	(2.63)	(11.19)	(5.28)				
Total depreciation		3.62	3.69	7.32	3.74			
Lease depreciation		1.97	2.03	4.00	2.03			

※ Breakdown of extraordinary income & loss ¥(1.89)bn: Impairment loss ¥(1.88)bn, Loss on disposal of amusement substrates, etc. ¥(0.01)bn.

< Supplementary data >

Term 2021.3 Actual ②



Term 2021.3 (Apr. 2020~ Dec. 2020) Actual Japan

(Unit ¥bn)

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

								Term
		1st Q	2nd Q	1st half	3rd Q	4th Q	2nd half	
P / L	Bowling	1.27	3.77	5.04	3.38			
	Amusement	2.76	8.57	11.33	8.14			
	Karaoke	0.36	1.14	1.50	1.06			
	Spo-cha	0.48	1.80	2.28	1.65			
	Others	0.35	0.72	1.08	0.65			
	Total sales	5.23	16.01	21.25	14.90			
	Cost of sales	13.07	16.41	29.49	16.28			
	Gross profit	(7.84)	(0.40)	(8.24)	(1.37)			
	S.G.A. expenses	0.45	0.56	1.02	0.52			
	Operating income	(8.29)	(0.96)	(9.26)	(1.90)			
	Non-operating income & expenses	0.10	0.21	0.32	(0.41)			
	Ordinary income	(8.19)	(0.74)	(8.94)	(2.31)			
	Ordinary income margin	—	—	—	—			
	Extraordinary income & loss and Royalty※	(0.01)	(0.00)	(0.01)	(0.00)			
	Net income before tax	(8.20)	(0.75)	(8.95)	(2.31)			
	Corporate tax	(1.83)	0.01	(1.81)	(0.17)			
Net income	(6.37)	(0.76)	(7.14)	(2.49)				
Total depreciation		2.40	2.48	4.89	2.50			
Lease depreciation		1.78	1.86	3.65	1.87			

※ 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~ Dec. 2020) actual
The USA (Forex : \$1 = ¥106.11)

(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
P / L	Bowling	0.02	0.17	0.20	0.22			
	Amusement	0.34	1.28	1.63	1.54			
	Karaoke, etc. ※①	0.01	0.15	0.17	0.22			
	Total sales	0.39	1.61	2.00	1.99			
	Cost of sales	2.93	3.53	6.47	3.51			
	Gross profit	(2.54)	(1.91)	(4.46)	(1.52)			
	S.G.A. expenses	0.16	0.22	0.38	0.24			
	Operating income	(2.70)	(2.14)	(4.84)	(1.76)			
	Non-operating income & expenses	(0.04)	(0.10)	(0.14)	(0.03)			
	Ordinary income	(2.74)	(2.24)	(4.99)	(1.80)			
	Ordinary income margin	—	—	—	—			
	Extraordinary income & loss and Royalty ※②	—	(0.17)	(0.17)	(1.71)			
	Net income before tax	(2.74)	(2.42)	(5.17)	(3.51)			
	Corporate tax	(0.72)	(0.63)	(1.35)	(0.92)			
	Net income	(2.02)	(1.79)	(3.81)	(2.59)			
Total depreciation		1.18	1.18	2.37	1.20			
Lease depreciation		0.15	0.14	0.29	0.13			

※① Karaoke sales derives mostly food & beverage sales.

※② Breakdown of extraordinary income & loss ¥(1.88)bn: Impairment loss ¥(1.87)bn, Loss on disposal of fixed assets, etc. ¥(0.01)bn.

< 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.
 Percentage is rounded off to one decimal place.

		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	
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.
Percentage is rounded off to one decimal place.

		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
	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	
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 (Forex : \$1 = ¥108.72)

(Unit ¥bn)

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

								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)
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 derives 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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