

Analysis of present states and future prospects



Potomac Mills (Woodbridge, Virginia, USA)
September 26, 2020 Open !

ROUND ONE Corporation

C.E.O. and President Masahiko Sugino

Tokyo Stock Exchange First Section
Code Number: 4680

November 6, 2020

Analysis of consolidated operating results Apr. 2020~Sep.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 (2019.4~2019.09)	Term 2021.3 Actual (2020.4~2020.09)	Differ (%)
Stores	Total stores at the end of the term ①	Store	137	146	+6.6
	No. of months total stores operation	Month	818	② —	—

P / L	Bowling	12.05	5.25	(56.4)
	Amusement	27.08	12.96	(52.1)
	Karaoke (including other sales of The USA)	5.66	1.67	(70.5)
	Spo-cha	6.81	2.28	(66.5)
	Others	1.58	1.08	(31.7)
	Total sales	53.18	23.26	(56.3)
	Cost of sales	45.69	36.03	(21.1)
	Gross profit	7.49	(12.77)	—
	S.G.A. expenses	1.68	1.53	(8.6)
	Operating income	5.81	(14.31)	—
	Non-operating income & expenses	(0.11)	0.13	—
	Ordinary income ③	5.70	(14.17)	—
	Ordinary income margin	10.7%	—	—
	Extraordinary income & loss ④	(0.29)	(0.19)	—
	Net income before tax	5.40	(14.37)	—
	Corporate tax	1.69	(3.17)	—
	Net income	3.70	(11.19)	—

① [Differ in number of stores]

Japan(103 stores)

The USA(43 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 2nd Q Actual Ordinary income ¥5.70bn

◆Japan Ordinary income & loss ¥(14.13)bn

[Breakdown] Decrease in sales ¥(22.23)bn

Decrease in promotion exp.
(Amusement merchandise exp., etc.) +¥1.65bn

Decrease in personnel exp. +¥1.32bn

Decrease in purchases +¥0.78bn

Decrease in rent exp. +¥0.72bn

Decrease in advertising exp. +¥0.65bn

Decrease in utility exp. +¥0.63bn

Decrease in communication exp. +¥0.58bn

Decrease in other exp. +¥1.77bn

◆The USA Ordinary income & loss ¥(5.52)bn

[Breakdown] Decrease in income of existing stores ¥(3.86)bn

Decrease in income of new stores ¥(1.72)bn

Decrease in initial investment cost +¥0.06bn

◆China & Russia preparation exp.
for opening stores ¥(0.20)bn

Term 2021.3 2nd Q Actual Ordinary income ¥(14.17)bn

④ [Extraordinary income & loss breakdown]

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

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

Term 2021.3 2nd Actual Extraordinary loss ¥(0.19)bn

• Loss on disposal of fixed assets, etc. ¥(0.01)bn

• Impairment loss ¥(0.18)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	Total sales	Year-on-Year
Bowling	¥bn	%	1.27	(75.5)	3.77	(31.4)	5.04	(52.8)								
Amusement	¥bn	%	2.76	(70.9)	8.57	(21.3)	11.33	(44.4)								
Karaoke	¥bn	%	0.36	(80.3)	1.14	(43.3)	1.50	(60.9)								
Spo-cha	¥bn	%	0.48	(85.1)	1.80	(49.4)	2.28	(66.5)								
Others	¥bn	%	0.35	(52.5)	0.72	(11.1)	1.08	(31.0)								
Total sales	¥bn	%	5.23	(74.5)	16.01	(29.7)	21.25	(50.9)								
No. of Sat./Sun./Holidays over previous year	Days		(2)		+1		(1)									
No. of stores at the end of each term in Japan (All stores / existing stores)			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	Total sales	Year-on-Year
Bowling	¥bn	%	0.02	(97.0)	0.17	(81.2)	0.20	(89.1)								
Amusement	¥bn	%	0.34	(91.6)	1.28	(75.4)	1.63	(83.4)								
Karaoke, etc.	¥bn	%	0.01	(98.7)	0.15	(89.4)	0.17	(94.1)								
Total sales	¥bn	%	0.39	(93.6)	1.61	(78.7)	2.00	(86.1)								
No. of Sat./Sun./Holidays over previous year	Days		±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									

※ In calculation of sales actual exchange rate \$1 = ¥106.93 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 the reopened stores compared to normal operations were down 40~50% in the second quarter and down 30~40% in the last month.

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 October 30, 2020)

Guarantee deposits Approx. ¥ 8.7bn

Cash and deposits Approx. ¥ 40.0bn

Approx. ¥ 48.7bn

During September-October 2020, we raised ¥20.8bn in funding mainly from our main banks, and we are planning to raise approximately ¥18.0bn additionally by December 2020. 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 ¥83.0bn on hand. The total monthly expenditure in Japan and The USA at the time of closure of all our stores was approximately ¥4.5bn(from table below※),so we are secured working capital 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 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]

- 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 November 5, 2020 in Japan)

[Japan] All 103 stores are in operation

[The USA] 29 stores are in operation (including 3 stores opened from July to October) and 14 stores are temporally 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] 21 stores until August, 3 stores in September and 2 stores in October have reopened and 14 stores are currently closed. 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)

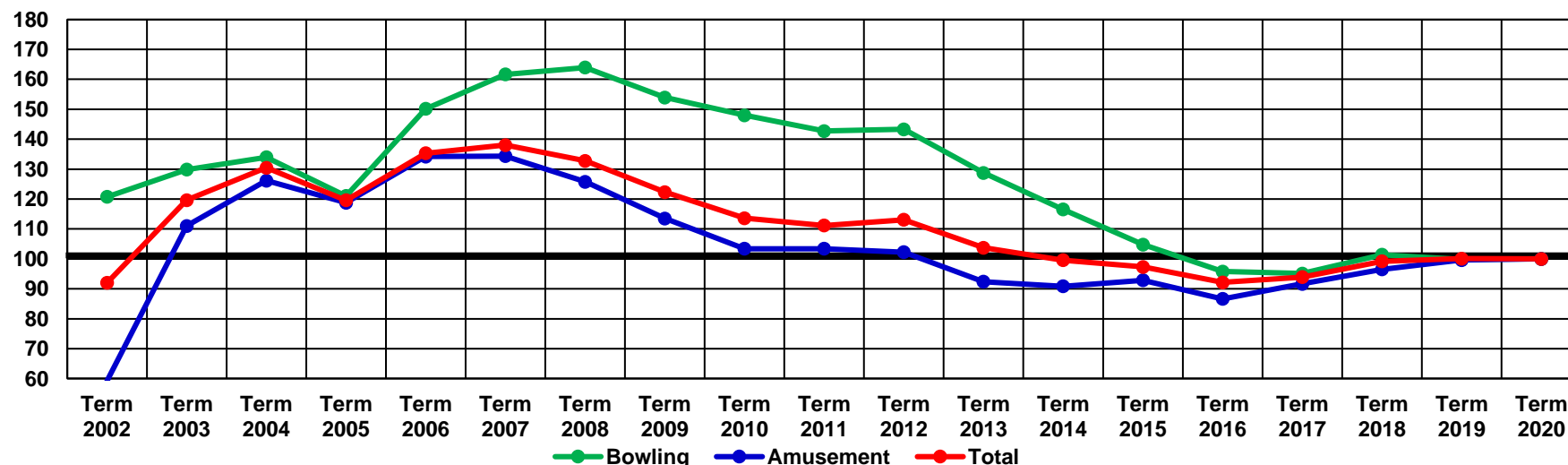
No change has made since the disclosure data on May 11, 2020

(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 ◆

- 150 bowlers in every store×100 stores=15 thousand bowlers participate.
Classes and leagues are restarted from July.

◆ Bowling・Karaoke ONLINE Koshien for student◆

- Student Koshien has been held from October 1 to determine the best student in Japan at Bowling and the best student in Japan 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.

◆ Drastic discount for student ◆

- New price plan for all students has started from September 12.
Bowling, Karaoke and Spo-cha with special offer are available for ¥990
and Mega pack with special offer is available for ¥1,480.

◆ SNS campaign for parents and children ◆

- On November 7(sat) and 8(sun) 2020, free campaign for some facilities by uploading a photo of themselves playing at our stores on SNS is going to be held at 7 stores for the first 50 pairs of parents and children.

◆ Commencement of online crane game business ◆

- In April 2021, online crane game is going to be launched that customers can enjoy crane games remotely by operating a real-life crane game machine using a smartphone or computer.

◆ Installment of new amusement machines ◆

- 『BUSOU SHINKI ARMORED PRINCESS BATTLE CONDUCTOR』 Card game(KONAMI) is scheduled to be in operation from December.
- 『HYPER PITCH』 Cenesthesic game(BANDAI NAMCO Technica Inc.) is scheduled to be in operation sequentially from November.

SPORTS ENTERTAINMENT
ROUND1
ARMORED PRINCESS
BATTLE CONDUCTOR
アーマードプリンス バトルコンダクター 武蔵野姫



『BUSOU SHINKI
ARMORED PRINCESS BATTLE CONDUCTOR』
©Konami Digital Entertainment
©Konami Amusement



『HYPER PITCH』

New stores scheduled



New store openings planned in and after term 2021.3

※ Store names are tentative.

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	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	●	–
5	The USA	Nº45	Vancouver / Vancouver, Washington	4,493m ²		–
6	The USA	Nº46	Cumberland / Atlanta, Georgia	7,767m ²	●	–
7	The USA	Nº47	Park City Center / Lancaster, Pennsylvania	4,645m ²	●	–
8	The USA	Nº48	Quail Springs / Oklahoma City, Oklahoma	4,020m ²		–
9	The USA	Nº49	Roseville / Roseville, California	4,164m ²		–
10	The USA	Nº50	Pembroke / Pembroke Pines, Florida	9,442m ²	●	–
11	The USA	Nº51	Willowbrook / Houston, Texas	9,643m ²	●	–
12	The USA	Nº52	South Hill / Puyallup, Washington	4,834m ²		–
13	The USA	Nº53	North Star/ San Antonio, Texas	5,193m ²		–
14	The USA	Nº54	Parkway Plaza / El Cajon, California	5,875m 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) in spring 2021.

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

※ China : 8 stores are planed to be open, including 4 stores that are currently under negotiation to sign a lease agreement.

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



【 Operating 43 stores as of the end of October 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
August 2010	Puente Hills / City of Industry, California ②	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㎡
December 2015	Silver City Galleria / Taunton, Massachusetts ①	5,823㎡
May 2016	Grapevine Mills / Grapevine, Texas ①	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㎡

Opening date	Store name / region	Operating floor area
August 2018	South Town Center / Sandy, Utah	4,645㎡
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 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 spring 2021.

※ Stratford Square has closed down at October 11, 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 October 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 146 stores (at the end of October 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	43	146
Share	7.5%	2.8%	21.9%	8.2%	17.1%	5.5%	7.5%	70.5%	29.5%	100.0%

< Supplementary data >

Term 2021.3 Actual ①



Term 2021.3 (Apr. 2020~Sep. 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	1.29	3.95	5.25				
	Amusement	3.11	9.85	12.96				
	Karaoke (including The USA stores other sales)	0.37	1.29	1.67				
	Spo-cha	0.48	1.80	2.28				
	Others	0.35	0.72	1.08				
	Total sales	5.63	17.63	23.26				
	Cost of sales	15.99	20.04	36.03				
	Gross profit	(10.36)	(2.40)	(12.77)				
	S.G.A. expenses	0.68	0.85	1.53				
	Operating income	(11.05)	(3.26)	(14.31)				
	Non-operating income & expenses	(0.00)	0.14	0.13				
	Ordinary income	(11.05)	(3.12)	(14.17)				
	Ordinary income margin	—	—	—				
	Extraordinary income & loss※	(0.01)	(0.18)	(0.19)				
	Net income before tax	(11.06)	(3.30)	(14.37)				
	Corporate tax	(2.50)	(0.66)	(3.17)				
	Net income	(8.55)	(2.63)	(11.19)				
Total depreciation		3.62	3.69	7.32				
Lease depreciation		1.97	2.03	4.00				

※Breakdown of extraordinary income & loss ¥(0.19)bn: Impairment loss ¥(0.18)bn, Loss on disposal of amusement substrates, etc. ¥(0.01)bn.

< Supplementary data >

Term 2021.3 Actual ②



Term 2021.3 (Apr. 2020~ Sep. 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	1.27	3.77	5.04				
	Amusement	2.76	8.57	11.33				
	Karaoke	0.36	1.14	1.50				
	Spo-cha	0.48	1.80	2.28				
	Others	0.35	0.72	1.08				
	Total sales	5.23	16.01	21.25				
	Cost of sales	13.07	16.41	29.49				
	Gross profit	(7.84)	(0.40)	(8.24)				
	S.G.A. expenses	0.45	0.56	1.02				
	Operating income	(8.29)	(0.96)	(9.26)				
	Non-operating income & expenses	0.10	0.21	0.32				
	Ordinary income	(8.19)	(0.74)	(8.94)				
	Ordinary income margin	—	—	—				
	Extraordinary income & loss and Royalty※	(0.01)	(0.00)	(0.01)				
	Net income before tax	(8.20)	(0.75)	(8.95)				
		(1.83)	0.01	(1.81)				
		(6.37)	(0.76)	(7.14)				
Total depreciation		2.40	2.48	4.89				
Lease depreciation		1.78	1.86	3.65				

※ 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~ Sep. 2020) actual
The USA (In calculation of sales actual exchange rate \$1 = ¥106.93 is used)

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

※① Karaoke sales is mostly food & beverage sales.

※② Breakdown of extraordinary income & loss ¥(0.18)bn: Impairment loss of 1 store ¥(0.18)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	2.37
		Net income	1.44	2.26	3.70	(0.17)	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 (In calculation of sales actual exchange rate \$1 = ¥108.72 is used)

(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	0.64	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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