## Analysis of present states and future prospects



Crystal Run Galleria shop (Middletown, New York) September 30, 2017 open!

## ROUND ONE Corporation

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

Tokyo Stock Exchange FirstSection Code Number: 4680

November 10,2017

Analysis of consolidated operating results (1) Apr. 2017~Sep. 2017 Actual [Year-on-year]
(Unit $¥ b n$ ) ※figures are rounded down to the nearest 10 million

|  |  | Unit | Term 2017.3 Actual <br> $(2016.4 \sim 2016.9)$ |
| :--- | :--- | :---: | ---: |
| Shops | Total shops at the end of the term | Shop | 120 |
|  | No. of months total shops <br> operation | Month | 734 |


| Term 2018.3 Actual <br> $(2017.4 \sim 2017.9)$ |
| ---: |
| 125 |
| 734 |


| Differ |
| ---: |
| $(1+5$ |
| $\pm 0$ |


| P/L | Bowling | 10.90 | 11.58 | +0.67 |
| :---: | :---: | :---: | :---: | :---: |
|  | Amusement | 20.02 | 22.12 | +2.09 |
|  | Karaoke <br> (including the USA shops other sales) | 4.42 | 4.66 | +0.24 |
|  | Spo-cha | 5.83 | 6.41 | +0.57 |
|  | Others | 1.47 | 1.45 | (0.01) |
|  | Total sales | 42.67 | 46.24 | +3.57 |
|  | Cost of sales | 38.90 | 40.84 | +1.94 |
|  | Gross margin | 3.77 | 5.39 | +1.62 |
|  | S.G.A. expenses | 1.07 | 1.12 | +0.04 |
|  | Operating income | 2.69 | 4.26 | +1.57 |
|  | Non-operating income \& expenses | (0.63) | (0.19) | +0.43 |
|  | Ordinary income (2) | 2.06 | 4.07 | +2.01 |
|  | Ordinary income margin | 4.8\% | 8.8\% | +4.0\% |
|  | Extraordinary income \& loss (3) | (0.52) | (0.26) | +0.26 |
|  | Net income before tax | 1.53 | 3.81 | +2.27 |
|  | Corporate tax | 0.56 | 1.35 | +0.78 |
|  | Net income | 0.96 | 2.45 | +1.48 |



## (3) [Extraordinary income \& loss breakdown]

 Term 2017.3 2nd Q Actual Extraordinary loss $¥(0.52)$ bn$$
\longrightarrow \text { Loss on shops closings (8 shops) } \quad ¥(0.35) \text { bn }
$$

$$
\longrightarrow \text { Loss on disposal of fixed assets, etc. } \quad ¥(0.17) \text { bn }
$$

Term 2018.3 2nd Q Actual Extraordinary loss $¥(0.26)$ bn $\longrightarrow$ Loss on disposal of fixed assets, etc. $\quad ¥(0.26)$ bn

## Analysis of consolidated operating results (2) <br> Apr. 2017~Sep. 2017 Actual [Actual and Plan]

(Unit $¥ b n$ ) ※figures are rounded down to the nearest 10 million

|  |  | Unit | Term 2017.3 <br> Original Plan <br> $(2017.4 \sim 2017.9)$ | Term 2017.3 <br> (2017.4~201. <br> Actual.9) | Differ |
| :--- | :--- | :---: | ---: | ---: | ---: |
| Shops | Total shops at the end of the term | Shop | $\mathbf{1 2 3}$ | $\mathbf{1 2 5}$ | (1)+2 |
|  | No. of months total shops <br> operation | Month | $\mathbf{7 3 5}$ | $\mathbf{7 3 4}$ | (1)(1) |


| P/L | Bowling | 11.16 | 11.58 | +0.42 |
| :---: | :---: | :---: | :---: | :---: |
|  | Amusement | 21.33 | 22.12 | +0.79 |
|  | Karaoke <br> (including the USA shops other sales) | 4.66 | 4.66 | +0.00 |
|  | Spo-cha | 5.95 | 6.41 | +0.46 |
|  | Others | 1.45 | 1.45 | +0.00 |
|  | Total sales | 44.55 | 46.24 | +1.69 |
|  | Cost of sales | 40.12 | 40.84 | +0.72 |
|  | Gross margin | 4.42 | 5.39 | +0.96 |
|  | S.G.A. expenses | 1.09 | 1.12 | +0.03 |
|  | Operating income | 3.33 | 4.26 | +0.93 |
|  | Non-operating income \& expenses | (0.23) | (0.19) | +0.03 |
|  | Ordinary income (1) | 3.10 | 4.07 | +0.97 |
|  | Ordinary income margin | 7.0\% | 8.8\% | +1.9\% |
|  | Extraordinary income \& loss | (0.20) | (3)(0.26) | (0.06) |
|  | Net income before tax | 2.90 | 3.81 | +0.91 |
|  | Corporate tax | 1.12 | 1.35 | +0.23 |
|  | Net income | 1.78 | 2.45 | +0.67 |

(1) [Differ]

Japan: shop openings +2 shops (bring forward), the USA: 1 month for 1 shop reduction
(2) [Ordinary income]

| Term 2018.3 2nd Q Plan | Ordinary income | ¥3.10bn |
| :---: | :---: | :---: |
|  | n sales | + $¥ 1.53 \mathrm{bn}$ |
|  | in communication exp. ement communication machines sales decrease) | + $¥ 0.20 \mathrm{bn}$ |
|  | in utility exp. icity usage decrease) | + $¥ 0.09 \mathrm{bn}$ |
|  | in personnel exp. <br> ng hours and hourly rate increase) | $¥(0.35)$ bn |
|  | n promotion exp. ement sales increase) | $¥(0.19)$ bn |
|  | n repairing exp. | $\begin{aligned} & ¥(0.17) \mathrm{bn} \\ & ¥(0.09) \mathrm{bn} \end{aligned}$ |
| [The USA] P/L ( (T) | le below) | $¥(0.05)$ bn |
| Term 2018.3 2nd Q Actual | Ordinary income | ¥4.07bn |

※[The USA P/L status]

|  | Term 2018.3 <br> 2nd Q Plan | Term 2018.3 <br> 2nd Q Actual | Differ |
| :---: | ---: | ---: | ---: |
| Sales | $¥ 4.95 \mathrm{bn}$ | $¥ 5.10 \mathrm{bn}$ | $¥ 0.15 \mathrm{bn}$ increase |
| Expenses | $¥ 4.60 \mathrm{bn}$ | $¥ 4.80 \mathrm{bn}$ | (Note) $¥ 0.20 \mathrm{bn}$ increase |
| Qrdinary <br> income | $¥ 0.35 \mathrm{bn}$ | $¥ 0.29 \mathrm{bn}$ | $¥ 0.05 \mathrm{bn}$ decrease |

(Note) Expenses increase breakdown

- Increase in personnel exp.
$¥(0.09)$ bn
$\begin{array}{ll}-2 \text { shop openings expenses bring forward } & \begin{array}{l}¥(0.0) \text { bb } \\ \text { - Unplanned corporate tax appropriation }\end{array} \\ ¥(0.03) \mathrm{bn}\end{array}$
(3) [Extraordinary income \& loss breakdown]

Term 2018.3 2nd Q Actual Extraordinary loss $¥(0.26)$ bn
$\longrightarrow$ Loss on disposal of fixed assets, etc. $¥(0.26)$ bn

## Term 2018.3 Original plan and Plan after revision Consolidated - Japan - The USA

※ Term Plan after revision = 1st Q~2nd Q Actual + 3rd Q~4th Q Original plan Plan for 3rd $\mathbf{Q} \sim 4$ th $Q$ is not revised due to future uncertain elements.

|  |  | Consolidated |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Q~2nd Q |  |  | ${ }_{4}^{3 \mathrm{rag}} \mathrm{C}^{\text {a }}$ | Term |
|  |  | $\begin{aligned} & \hline \text { Original } \\ & \text { Planal } \end{aligned}$ | Actual | Differ | $\begin{array}{\|l\|l\|} \hline \text { Original } \\ \text { Planan } \end{array}$ | Plan after revision |
| PL | Bowling | 11.16 | 11.58 | +0.42 | 12.56 | 24.14 |
|  | Amusement | 21.33 | 22.12 | +0.79 | 22.08 | 44.20 |
|  | Karaoke <br> (including the USA shops other ales) | 4.66 | 4.66 | +0.00 | 5.11 | 9.77 |
|  | Spo-cha | 5.95 | 6.41 | +0.46 | 6.45 | 12.86 |
|  | Others | 1.45 | 1.45 | +0.00 | 1.45 | 2.90 |
|  | Total sales | 44.55 | 46.24 | +1.69 | 47.65 | 93.89 |
|  | Cost of sales | 40.12 | 40.84 | +0.72 | 42.69 | 83.54 |
|  | Gross margin | 4.42 | 5.39 | +0.96 | 4.95 | 10.34 |
|  | S.G.A. expenses | 1.09 | 1.12 | +0.03 | 1.11 | 2.24 |
|  | Operating income | 3.33 | 4.26 | +0.93 | 3.83 | 8.10 |
|  | Non-operating income \& expenses | (0.23) | (0.19) | +0.03 | (0.23) | (0.43) |
|  | Ordinary income | 3.10 | 4.07 | +0.97 | 3.60 | 7.67 |
|  | Ordinary income margin | 7.0\% | 8.8\% | +1.9\% | 7.6\% | 8.2\% |
|  | Extraordinary income \& loss | (0.20) | (0.26) | (0.06) | (1.50) | (1.76) |
|  | Net income before tax | 2.90 | 3.81 | +0.91 | 2.10 | 5.91 |
|  | Corporate tax | 1.12 | 1.35 | +0.23 | 0.28 | 1.63 |
|  | Net income | 1.78 | 2.45 | +0.67 | 1.82 | 4.27 |
| ※ Original plan is plan announced on May 9, 2017. |  |  |  |  |  |  |


| Japan |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 1st Q~2nd Q |  |  | ${ }_{4 \text { ch }}$ | Term |
| $\begin{gathered} \hline \text { Original } \\ \text { Plan } \end{gathered}$ | Actual | Differ | $\begin{array}{\|c\|} \hline \text { Original } \\ \text { Plan } \end{array}$ | $\begin{array}{\|l\|} \hline \text { Plan after } \\ \text { revision } \end{array}$ |
| 10.35 | 10.75 | +0.40 | 11.50 | 22.25 |
| 18.10 | 18.76 | +0.66 | 17.90 | 36.66 |
| 3.75 | 3.74 | (0.00) | 3.90 | 7.64 |
| 5.95 | 6.41 | +0.46 | 6.45 | 12.86 |
| 1.45 | 1.45 | +0.00 | 1.45 | 2.90 |
| 39.60 | 41.13 | +1.53 | 41.20 | 82.33 |
| 35.62 | 36.17 | +0.55 | 36.70 | 72.87 |
| 3.98 | 4.96 | +0.98 | 4.50 | 9.46 |
| 1.03 | 1.03 | +0.00 | 1.05 | 2.08 |
| 2.95 | 3.92 | +0.97 | 3.45 | 7.37 |
| (0.20) | (0.14) | +0.05 | (0.20) | (0.34) |
| 2.75 | 3.78 | +1.03 | 3.25 | 7.03 |
| 6.9\% | 9.2\% | +2.2\% | 7.9\% | 8.5\% |
| (0.20) | (0.26) | (0.06) | (1.10) | (1.36) |
| 2.55 | 3.51 | +0.96 | 2.15 | 5.66 |
| 1.10 | 1.19 | +0.09 | 0.13 | 1.32 |
| 1.45 | 2.32 | +0.87 | 2.02 | 4.34 |


| The USA |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 1st Q ~ 2nd Q |  |  | 3rdio | Term |
| $\begin{array}{\|c} \hline \text { Original } \\ \text { Plan } \end{array}$ | Actual | Differ | $\begin{array}{\|l\|} \hline \begin{array}{c} \text { Original } \\ \text { Plan } \end{array} \end{array}$ | Plan after revision |
| 0.81 | 0.82 | 0.01 | 1.06 | 1.88 |
| 3.23 | 3.36 | 0.13 | 4.18 | 7.54 |
| 0.91 | 0.91 | 0.00 | 1.21 | 2.12 |
| - | - | - | - | - |
| - | - | - | - | - |
| 4.95 | 5.10 | 0.15 | 6.45 | 11.55 |
| 4.50 | 4.66 | 0.16 | 5.99 | 10.66 |
| 0.44 | 0.43 | (0.01) | 0.45 | 0.88 |
| 0.06 | 0.08 | 0.02 | 0.06 | 0.15 |
| 0.38 | 0.34 | (0.03) | 0.38 | 0.73 |
| (0.03) | (0.05) | (0.02) | (0.03) | (0.09) |
| 0.35 | 0.29 | (0.05) | 0.35 | 0.64 |
| 7.1\% | 5.7\% | (1.3)\% | 5.4\% | 5.6\% |
| - | - | - | (0.40) | (0.40) |
| 0.35 | 0.29 | (0.05) | (0.05) | 0.24 |
| 0.02 | 0.16 | 0.14 | 0.15 | 0.31 |
| 0.33 | 0.12 | (0.20) | (0.20) | (0.07) |

## Term 2018.3 Consolidated plan Shop openings and closings, P / L

Plan after revision is revision for 1st Q~2nd Q plan applied to term plan, there is no plan revision for 3rd Q~4th Q

|  |  | Unit | Term 2017.3 Actual |  |  | Term 2018.3 Plan after revision |  |  | Differ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Consolidated | Japan | The USA | Consolidated | Japan | The USA ${ }^{\text {3 }}$ | Consolidated | Japan | The USA |
| Shops | Shop openings and closings (1) |  | Shop | $\pm 0$ | (6) | +6 | +10 | +1 | +9 | +10 | +7 | +3 |
|  | No. of total shops (at the end of term) TBreak $\overline{\text { down }}$ Town shops (land \& building and building structure) Leased shops (interior structure only) | Shop | 122 | 107 | 15 | 132 | 108 | 24 | +10 | +1 | +9 |
|  |  | Shop | 24 | 24 | - | 24 | 24 | - | - | - | - |
|  |  | Shop | 98 | 83 | 15 | 108 | 84 | 24 | +10 | +1 | +9 |
|  | No. of months total shops operation | Month | 1,452 | 1,322 | 130 | 1,497 | 1,289 | 208 | +45 | (33) | +78 |
| P/L | Bowling <br> Amusement <br> Kasement <br> Karaoke <br> Kincluaing the Us <br> Spo-cha <br> Others <br> Others <br> Total sales | ¥bn | 22.91 | 21.68 | 1.22 | 24.14 | 22.25 | 1.88 | +1.22 | +0.57 | +0.65 |
|  |  | \#bn | 40.53 | 35.90 | 4.62 | 44.20 | 36.66 | 7.54 | +3.67 | +0.75 | +2.91 |
|  |  | \#bn | 9.13 | 7.73 | 1.39 | 9.77 | 7.64 | 2.12 | +0.63 | (0.09) | +0.73 |
|  |  | ¥bn | 12.27 | 12.27 | - | 12.86 | 12.86 | - | +0.58 | +0.58 | - |
|  |  | ¥bn | 2.92 | 2.92 | - | 2.90 | 2.90 | - | (0.01) | (0.01) | - |
|  |  | \#bn | 87.77 | 80.52 | 7.25 | 93.89 | 82.33 | 11.55 | +6.11 | +1.81 | +4.30 |
|  | Operating income | \#bn | 6.68 | 6.18 | 0.49 | 8.10 | 7.37 | 0.73 | +1.42 | +1.18 | +0.24 |
|  | Ordinary income | \#bn | 5.85 | 5.41 | 0.44 | 7.67 | 7.03 | 0.64 | +1.81 | +1.61 | +0.20 |
|  | Ordinary income margin | \% | 6.7\% | 6.7\% | 6.1\% | 8.2\% | 8.5\% | 5.6\% | +1.5\% | +1.8\% | (0.5)\% |
|  | Net income (2) | \#bn | 2.73 | 2.85 | (0.11) | 4.27 | 4.34 | (0.07) | +1.54 | +1.49 | +0.04 |

(Note) (1) Term 2017.3 Actual: Shop openings (2 shops in Japan, 6 shops in the USA), shop closings ( 8 shops in Japan)
Term 2018.3 Plan after revision: Shop openings (1 shop in Japan, 9 shops in the USA)
Term 2017.3 Actual: Shop openings ( 2 shops in Japan, 6 shops in the USA), shop closings
Term 2018.3 Plan after revision : Shop openings ( 1 shop in Japan, 9 shops in the USA)
(2) Net income calculation formula:
[Term 2017.3 Actual] Ordinary income $¥ 5.85 \mathrm{bn}$ - Impairment loss $¥ 1.90 \mathrm{bn} \approx 1$ - Loss on disposal of amusement substrates, etc. $¥ 0.36 \mathrm{bn}$ - Corporate tax $¥ 0.85 \mathrm{bn}=$ Net income $¥ 2.73 \mathrm{bn}$

[Term 2018.3 Plan after revision] Ordinary income ¥7.67bn - Impairment loss $¥ 1.30 \mathrm{bn} \% 2$ - Loss on disposal of amusement substrates, etc. $¥ 0.46 \mathrm{bn}-$ Corporate tax $¥ 1.63 \mathrm{bn}=$ ※ 2 : including estimated $¥ 4.27 \mathrm{bn}$.
(3) In calculation of the USA Plan exchange rate $\$ 1=\neq 110$ is used. ( $F$ in Actual 1 st Q $\mathrm{Q} \sim 2 \mathrm{nd} \mathrm{Q}$ exchange rate $\$ 1=\neq 111.0$ is used).
※ Term Plan after revision = 1st $\mathbf{Q} \sim 2$ nd $Q$ Actual + 3rd $Q \sim 4$ th $Q$ Original plan to the nearest 10 million

## Japan Sales and Year-on-year existing shop sales (Actual and plan)

Plan after revision is revision for 1 st $Q \sim 2 n d Q$ plan applied to term plan, there is no plan revision for 3rd $Q \sim 4$ th $Q$
Japan sales Actual and plan
※figures are rounded down to the nearest 10 million

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unit |  | 1st Q |  |  | 2nd Q |  |  | t Q $\sim$ 2nd |  | 3rd Q | 4th Q | 3rd Q ~4th Q | Term |
|  |  | Plan | Actual | Differ | Plan | Actual | Differ | Plan | Actual | Differ | Plan | Plan | Plan | Plan after revision* |
| Bowling | ¥bn | 5.08 | 5.13 | +0.04 | 5.26 | 5.62 | +0.36 | 10.35 | 10.75 | +0.40 | 4.74 | 6.75 | 11.50 | 22.25 |
| Amusement | ¥bn | 8.59 | 8.48 | (0.11) | 9.50 | 10.28 | +0.77 | 18.10 | 18.76 | +0.66 | 8.25 | 9.64 | 17.90 | 36.66 |
| Karaoke | ¥bn | 1.77 | 1.72 | (0.05) | 1.97 | 2.02 | +0.04 | 3.75 | 3.74 | (0.00) | 1.80 | 2.09 | 3.90 | 7.64 |
| Spo-cha | ¥bn | 2.74 | 2.95 | +0.20 | 3.20 | 3.46 | +0.25 | 5.95 | 6.41 | +0.46 | 2.51 | 3.93 | 6.45 | 12.86 |
| Others | ¥bn | 0.71 | 0.70 | (0.01) | 0.73 | 0.75 | +0.01 | 1.45 | 1.45 | +0.00 | 0.67 | 0.77 | 1.45 | 2.90 |
| Total sales | ¥bn | 18.91 | 18.98 | +0.07 | 20.68 | 22.15 | +1.46 | 39.60 | 41.13 | +1.53 | 17.99 | 23.20 | 41.20 | 82.33 |
| No. of total shops in Japan(at the end of every term) |  | 107 | 107 | - | 107 | 108 | +1 | 107 | 108 | +1 | 108 | 108 | 108 | 108 |

※ Term Plan after revision = 1st Q~2nd Q Actual + 3rd Q~4th Q Plan (there is no plan revision for 3rd Q~4th Q).

## Japan year-on-year existing shop sales Actual and plan

※figures are rounded to the nearest 1st decimal

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unit |  | 1st Q |  |  | 2nd Q |  |  | t Q ${ }^{\text {2nd }}$ |  | 3rd Q | 4th Q | 3rd Q $\sim 4$ th Q | Term |
|  |  | Plan | Actual | Differ | Plan | Actual | Differ | Plan | Actual | Differ | Plan | Plan | Plan | Plan after revision |
| Bowling | \% | +4.0 | +5.0 | +1.0 | +2.8 | +9.8 | +7.0 | +3.4 | +7.4 | +4.0 | (0.5) | +1.5 | +0.7 | +3.8 |
| Amusement | \% | +2.2 | +0.6 | (1.6) | (0.3) | +7.4 | +7.7 | +0.9 | +4.2 | +3.3 | (1.3) | +1.2 | +0.1 | +2.1 |
| Karaoke | \% | +1.1 | (2.0) | (3.1) | +1.9 | +4.3 | +2.4 | +1.5 | +1.3 | (0.2) | (0.6) | +0.5 | +0.0 | +0.7 |
| Spo-cha | \% | +1.6 | +9.4 | +7.8 | +1.4 | +9.5 | +8.1 | +1.5 | +9.4 | +7.9 | (1.3) | +1.2 | +0.2 | +4.6 |
| Others | \% | +2.2 | +0.6 | (1.6) | +1.7 | +4.3 | +2.6 | +2.0 | +2.4 | +0.4 | (0.3) | +0.2 | +0.0 | +1.2 |
| Total sales | \% | +2.5 | +2.8 | +0.3 | +1.0 | +7.9 | +6.9 | +1.7 | +5.5 | +3.8 | (1.0) | +1.2 | +0.2 | +2.8 |
| Number of Sat/Sun/Hol vs pre year | Days | (1) | (1) | - | $\pm 0$ | $\pm 0$ | - | (1) | (1) | - | (1) | +1 | $\pm 0$ | (1) |
| No. of existing shops in Japan (at the end of every term) |  | 106 | 106 | - | 106 | 106 | - | 106 | 106 | - | 107 | 107 | 107 | 107 |

$-5-$

## The USA Sales and Year-on-year existing shop sales (Actual and plan)

Plan after revision is revision for 1st Q~2nd Q plan applied to term plan, there is no plan revision for 3rd Q~4th Q
The USA sales Actual and plan
※figures are rounded down to the nearest 10 million

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unit |  | 1st Q |  |  | 2nd Q |  |  | 1st Q ~ 2 n |  | 3rd Q | 4th Q | 3rd Q ~ 4th Q | Term |
|  |  | Plan | Actual | Differ | Plan | Actual | Differ | Plan | Actual (2) | Differ | Plan | Plan | Plan | Plan after revision $\%$ |
| Bowling | ¥bn | 0.39 | 0.39 | +0.00 | 0.41 | 0.42 | +0.00 | 0.81 | 0.82 | +0.01 | 0.44 | 0.61 | 1.06 | 1.88 |
| Amusement | ¥bn | 1.55 | 1.54 | (0.00) | 1.67 | 1.81 | +0.14 | 3.23 | 3.36 | +0.13 | 1.62 | 2.55 | 4.18 | 7.54 |
| Karaoke, etc. ※(1) | ¥bn | 0.45 | 0.44 | (0.00) | 0.45 | 0.47 | +0.01 | 0.91 | 0.91 | +0.00 | 0.51 | 0.69 | 1.21 | 2.12 |
| Total sales | ¥bn | 2.40 | 2.39 | (0.01) | 2.54 | 2.71 | +0.16 | 4.95 | 5.10 | +0.15 | 2.58 | 3.86 | 6.45 | 11.55 |
| No. of total shops in the USA (at the end of every term) |  | 15 | 15 | - | 16 | 17 | +1 | 16 | 17 | +1 | 18 | 24 | 24 | 24 |
| Exchange rate | ¥ | 110.0 | 111.0 | +1.0 | 110.0 | 111.0 | +1.0 | 110.0 | 111.0 | +1.0 | 110.0 | 110.0 | 110.0 | 110.0 |

※(1) Karaoke sales is mostly food \& beverage sales. ※(2) Compared to plan existing shops sales increased $¥ 0.32 \mathrm{bn}$ and new shops sales decreased $¥ 0.17 \mathrm{bn}$.
※ Term Plan after revision = 1st Q~2nd Q Actual + 3rd Q~4th Q Plan (there is no plan revision for 3rd Q~4th Q).

The USA year-on-year existing shop sales Actual and plan
※figures are rounded to the nearest 1st decimal

|  | Unit |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1st Q |  |  | 2nd Q |  |  | ( Q ~ 2nd |  | 3rd Q | 4th Q | 3rd Q ${ }^{\text {ath Q }}$ | Term |
|  |  | Plan | Actual | Differ | Plan | Actual | Differ | Plan | Actual | Differ | Plan | Plan | Plan | Plan after revision |
| Bowling | \% | (0.8) | +3.5 | +4.3 | (1.4) | +6.8 | +8.2 | (1.1) | +5.2 | +6.3 | (2.0) | (1.1) | (1.5) | +1.5 |
| Amusement | \% | (2.0) | +6.9 | +8.9 | (3.6) | +8.9 | +12.5 | (2.9) | +8.0 | +10.9 | (4.4) | (0.8) | (2.3) | +2.2 |
| Karaoke, etc. ※(1) | \% | +3.8 | +8.3 | +4.5 | +6.3 | +15.0 | +8.7 | +5.1 | +11.8 | +6.7 | +2.5 | +1.4 | +1.9 | +6.0 |
| Total sales | \% | (0.7) | +6.6 | +7.3 | (1.5) | +9.6 | +11.1 | (1.1) | +8.2 | +9.3 | (2.6) | (0.4) | (1.3) | +2.8 |
| $\begin{array}{l}\text { No. of existing shops in } \\ \text { (at the end of every te }\end{array}$ | $\begin{aligned} & \text { the USA } \\ & \text { n) } \end{aligned}$ | 10 | 10 | - | 11 | 11 | - | 11 | 11 | - | 11 | 13 | 13 | 13 |

※(1) Karaoke etc. sales is mostly food \& beverage sales.

Term 2018.3 Quarterly consolidated
Actual and plan
Plan after revision is revision for 1st Q~2nd Q plan applied to term plan, there is no plan revision for 3rd Q~4th Q
(Unit ¥bn) ※figures are rounded down to the nearest 10 million

※ Term Plan after revision = 1st Q~2nd Q Actual + 3rd Q~4th Q Plan (there is no plan revision for 3rd Q~4th Q).
Plan revision is based on Actual results for 1st $\mathrm{Q} \sim 2$ 2nd $Q$, there is no plan revision for 3rd $\mathrm{Q} \sim 4$ th Q .
Please refer to page $\mathbf{2}$ for plan and actual figures difference for 1st $\mathbf{Q \sim 2 n d} \mathbf{Q}$.

## Term 2018.3 Consolidated plan Cash flow

Plan after revision is revision for 1st Q~2nd Q plan applied to term plan, there is no plan revision for 3rd Q~4th Q
※figures are rounded down to the nearest 10 million

|  |  | Unit | Term 2017.3 Actual | Term 2018.3 <br> Plan after revision |
| :---: | :---: | :---: | :---: | :---: |
| Cash | Net income | ¥bn | 2.73 | 4.27 |
|  | Income tax adjustment (1) (provision / payment / refund / refund receivable in total) | ¥bn | +1.19 | +1.80 |
|  | Non-cash loss (impairment loss, etc.) | ¥bn | +2.27 | +1.76 |
|  | Dividend | ¥bn | (1.90) | (1.90) |
|  | Depreciation (excluded lease depreciation) (2) | ¥bn | +3.76 | +4.05 |
|  | Simplified cash flow | ¥bn | +8.05 | +9.99 |
|  | Equipment investment (excluded finance lease)(3) | ¥bn | (5.12) | (6.70) |
|  | Expenditure for security deposit | ¥bn | +0.52 | +0.20 |
|  | Increase in cash due to sale of existing shops (4) | ¥bn | +1.46 | - |
|  | Simplified free cash flow | ¥bn | +4.91 | +3.49 |
|  | Cash reserve | ¥bn | 20.19 | 20.69 |
|  | Interest-bearing liabilities | ¥bn | 16.44 | 13.44 |
|  | Net interest-bearing liabilities | ¥bn | (3.75) | (7.24) |

(Note) Term 2017.3 Actual:
(1) Breakdown of income tax adjustment $+¥ 1.19 \mathrm{bn}$ $\rightarrow$ Provision $+¥ 0.85 \mathrm{bn}$, refund $+¥ 0.34 \mathrm{bn}$
(2) Breakdown of depreciation …Japan: $¥ 2.87 \mathrm{bn} /$ The USA: $¥ 0.88 \mathrm{bn}$
(3) Breakdown of equipment investment $+¥ 5.12 \mathrm{bn}$
$\checkmark$ New shops: $¥ 3.82 \mathrm{bn}$ (Japan: 2 shops / $¥ 0.65 \mathrm{bn}$, the USA: 6 shops / $¥ 3.16 \mathrm{bn}$ ) Existing shops: $¥ 1.30 \mathrm{bn}$ (Japan: $¥ 1.24 \mathrm{bn}$, the USA: $¥ 0.06 \mathrm{bn}$ ) remodeling, etc.
(4) Sale-and-leaseback of $\mathbf{2}$ shops is implemented in Term 2017.3.

Term 2018.3 Plan after revision:
(1) Breakdown of income tax adjustment $+¥ 1.80$ bn
$\rightarrow$ Provision $+¥ 1.63 \mathrm{bn}$, payment $+¥ 0.16 \mathrm{bn}$
(2) Breakdown of depreciation $\cdots$ Japan: $¥ 2.61 \mathrm{bn} /$ The USA: $¥ 1.44 \mathrm{bn}$
(3) Breakdown of equipment investment $+¥ 6.70 \mathrm{bn}$

- New shops: $\quad ¥ 4.70 \mathrm{bn}$ (Japan: 1 shop / $¥ 0.40 \mathrm{bn}$, the USA: 9 shops / $¥ 4.30 \mathrm{bn}$ )

Existing shops: $¥ 2.00 \mathrm{bn}$ (Japan: $¥ 1.95 \mathrm{bn}$, the USA: $¥ 0.05 \mathrm{bn}$ ) ) remodeling, etc.

## Trend in P/L status

Trend in P / L (Consolidated)
(Figures below indicated are ignored)

| Term | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 Plan after revision |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| No. of shops at the end of term | 94 | 105 | 109 | 110 | 113 | 114 | 118 | 122 | 122 | 132 |
| Total sales | ¥77.9bn | ¥82.1bn | ¥84.3bn | ¥89.5bn | $¥ 85.9 \mathrm{bn}$ | ¥84.2bn | $¥ 83.9 \mathrm{bn}$ | ¥83.5bn | ¥87.7bn | $\ddagger 93.8 \mathrm{bn}$ |
| Operating income | ¥13.6bn | $¥ 12.0 \mathrm{bn}$ | $¥ 11.4 \mathrm{bn}$ | $¥ 16.0 \mathrm{bn}$ | ¥11.5bn | $¥ 10.0 \mathrm{bn}$ | ¥6.6bn | $¥ 6.3 \mathrm{bn}$ | $¥ 6.6 \mathrm{bn}$ | $¥ 8.1$ bn |
| Ordinary income | ¥9.7bn | $¥ 7.8 \mathrm{bn}$ | ¥6.9bn | ¥11.4bn | ¥8.2bn | ¥7.8bn | ¥6.1bn | ¥5.4bn | $¥ 5.8 \mathrm{bn}$ | $¥ 7.6 \mathrm{bn}$ |
| Ordinary income margin | 12.6\% | 9.6\% | 8.2\% | 12.8\% | 9.6\% | 9.3\% | 7.3\% | 6.5\% | 6.7\% | 8.2\% |
| Net income | $¥ 3.9$ bn | ¥3.3bn | ¥(12.6) bn | ¥2.7bn | ¥0.6bn | $\geq(19.7)$ bn | ¥(4.5) bn | ¥0.4bn | ¥2.7bn | ¥4.2bn |

Trend in P / L (Japan)

| - Term | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 <br> Plan after revision <br> 108 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| No. of shops at the end of term | 94 | 105 | 108 | 109 | 111 | 111 | 113 | 113 | 107 | 108 |
| Total sales | ¥77.9bn | ¥82.1bn | $¥ 83.9$ bn | $¥ 89.0 \mathrm{bn}$ | $¥ 85.1$ bn | $¥ 82.9$ bn | $¥ 81.9$ bn | ¥78.3bn | ¥80.5bn | $\ddagger 82.3$ bn |
| Operating income | ¥13.6bn | $¥ 12.0$ bn | $¥ 11.4$ bn | $¥ 16.0 \mathrm{bn}$ | $¥ 11.5$ bn | $¥ 10.0 \mathrm{bn}$ | $¥ 6.7 \mathrm{bn}$ | $¥ 6.0$ bn | ¥6.1bn | ¥7.3bn |
| Ordinary income | ¥9.7bn | $¥ 7.8 \mathrm{bn}$ | $¥ 7.0 \mathrm{bn}$ | $¥ 11.4 \mathrm{bn}$ | $¥ 8.2 \mathrm{bn}$ | $¥ 7.8 \mathrm{bn}$ | $¥ 6.2 \mathrm{bn}$ | ¥5.1bn | $¥ 5.4 \mathrm{bn}$ | $¥ 7.0$ bn |
| Ordinary income margin | 12.6\% | 9.6\% | 8.3\% | 12.8\% | 9.7\% | 9.4\% | 7.6\% | 6.6\% | 6.7\% | 8.5\% |
| Net income | $¥ 3.9 \mathrm{bn}$ | $¥ 3.3 \mathrm{bn}$ | $\ddagger(12.5)$ bn | ¥2.7bn | $\ddagger 0.6$ bn | $\ddagger(19.6)$ bn | ¥(4.4) bn | ¥0.2bn | ¥2.8bn | ¥4.3bn |

Trend in P / L (The USA)

| - Term | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 <br> Plan after revision |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| No. of shops at the end of term |  |  | 1 | 1 | 2 | 3 | 5 | 9 | 15 | 24 |
| Total sales |  |  | $¥ 0.3 \mathrm{bn}$ | $¥ 0.5$ bn | $¥ 0.7 \mathrm{bn}$ | $¥ 1.2$ bn | $¥ 1.9$ bn | $¥ 5.1$ bn | $¥ 7.2 \mathrm{bn}$ | $¥ 11.5$ bn |
| Operating income |  |  | $¥(0.0)$ bn | $¥ 0.0$ bn | $\ddagger 0.0 \mathrm{bn}$ | $¥(0.0)$ bn | $¥(0.0)$ bn | $¥ 0.2 \mathrm{bn}$ | $¥ 0.4 \mathrm{bn}$ | $¥ 0.7 \mathrm{bn}$ |
| Ordinary income |  |  | $¥(0.0)$ bn | $¥ 0.0$ bn | ¥(0.0) bn | $¥(0.0)$ bn | $¥(0.0)$ bn | $¥ 0.2 \mathrm{bn}$ | $¥ 0.4 \mathrm{bn}$ | $\ddagger 0.6 \mathrm{bn}$ |
| Ordinary income margin |  |  | - | 2.6\% | - | - | - | 4.7\% | 6.1\% | 5.6\% |
| Net income |  |  | $¥(0.0)$ bn | $\ddagger 0.0$ bn | ¥(0.0) bn | ¥(0.0) bn | $¥(0.0)$ bn | $¥ 0.2$ bn | ¥(0.1)bn | $¥(0.0)$ bn |

## Trend in year-on-year existing shop sales (Japan)

|  | 1999.3 | 2000.3 | 2001.3 | 2002.3 | 2003.3 | 2004.3 | 2005.3 | 2006.3 | 2007.3 | 2008.3 | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 Plan after revision |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bowling | (0.5) | (10.2) | (7.8) | (6.1) | +7.0 | +3.1 | (10.7) | +19.4 | +7.1 | +1.4 | (6.5) | (4.0) | (3.7) | +0.4 | (11.3) | (10.5) | (11.2) | (9.4) | (0.7) | +3.8 |
| Amusement | (5.2) | (6.3) | (6.6) | (18.3) | +46.6 | +12.0 | (6.2) | +11.5 | +0.1 | (6.8) | (10.8) | (9.8) | +0.0 | (1.1) | (10.7) | (1.7) | +2.2 | (7.2) | +5.5 | +2.1 |
| 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 | +0.7 |
| Spo-cha | - | - | - | - | - | - | - | - | - | (16.1) | (9.8) | (9.2) | (4.5) | +7.5 | +0.2 | +5.1 | +3.7 | +5.0 | (2.5) | +4.6 |
| Others | (2.5) | +13.9 | +37.3 | +7.8 | +21.5 | +13.7 | (14.3) | (11.3) | (9.2) | +13.2 | +11.4 | (3.9) | (14.5) | +1.3 | (6.6) | (9.9) | (1.8) | +9.9 | +1.2 | +1.2 |
| Total sales | (2.5) | (7.6) | (5.0) | (9.5) | +23.1 | +8.3 | (9.1) | +11.6 | +2.0 | (4.0) | (8.5) | (7.7) | (2.2) | +1.7 | (9.0) | (4.2) | (2.3) | (5.6) | +1.9 | +2.8 |
| No. of existing shops | 6 | 10 | 19 | 25 | 38 | 39 | 40 | 46 | 57 | 69 | 79 | 89 | 104 | 106 | 108 | 111 | 111 | 112 | 105 | 107 |

> | (Unit: \%) | Trend in year-on-year existing shop sales Japan (Term 2018.3 is $\mathbf{1 0 0}$ basis) |
| :--- | :--- |


[Note] The USA shops are excluded.

## Trend in assets, etc. (consolidated)

(Figures below indicated measurement unit are ignored)

|  | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 <br> Plan after revision |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total assets | ¥216.0bn | ¥251.2bn | ¥252.1bn | ¥228.2bn | ¥206.2 ${ }^{\text {bn }}$ | ¥127.1bn | ¥111.5bn | ¥104.5bn | ¥101.7bn | ¥102.2bn |
| Net assets | ¥72.3bn | ¥85.6bn | ¥79.0bn | ¥79.8bn | ¥78.7 bn | ¥57.5bn | ¥51.6bn | $¥ 49.7$ bn | $¥ 50.8 \mathrm{bn}$ | $¥ 53.2 \mathrm{bn}$ |
| Net assets ratio | 33.5\% | 34.1\% | 31.3\% | 35.0\% | 38.2\% | 45.3\% | 46.3\% | 47.6\% | 50.0\% | 52.0\% |
| Cash reserve | ¥21.5bn | $¥ 30.8 \mathrm{bn}$ | $¥ 22.7$ bn | ¥29.4bn | $¥ 25.3$ bn | ¥25.1 ${ }^{\text {bn }}$ | ¥27.7bn | ¥23.1 bn | ¥20.1 bn | ¥20.6 bn |
| Interest-bearing liabilities | ¥117.9bn | ¥138.8bn | ¥136.1bn | $¥ 110.9$ bn | ¥90.2bn | ¥36.8bn | ¥27.0bn | ¥22.8bn | $¥ 16.4$ bn | $¥ 13.4$ bn |
| Guarantee debts (1) | ¥41.9bn | ¥31.8bn | ¥8.2bn | - | - | - | - | - | - | - |
| Net interest-bearing liabilities [2) | $¥ 138.3 \mathrm{bn}$ | $¥ 139.8 \mathrm{bn}$ | ¥121.6bn | ¥81.4bn | $¥ 64.9$ bn | ¥11.6bn | $¥(0.6) \mathrm{bn}$ | ¥(0.3) bn | ¥(3.7) bn | $¥(7.2)$ bn |
| Lease liabilities | ¥27.1 bn | ¥25.9bn | ¥28.4bn | ¥27.3bn | $¥ 24.6$ bn | $¥ 19.6$ bn | $¥ 16.3$ bn | $¥ 16.0 \mathrm{bn}$ | $¥ 17.9$ bn | $¥ 19.1$ bn |
| Net interests-bearing liabilities (3) including balance lease liabilities | $¥ 165.4 \mathrm{bn}$ | ¥165.8bn | ¥150.1bn | ¥108.8bn | ¥89.5bn | ¥31.2bn | $¥ 15.6$ bn | ¥15.6bn | ¥14.2bn | ¥11.9bn |
| New lease contract amount | $¥ 14.5$ bn | $¥ 12.2 \mathrm{bn}$ | $¥ 13.7$ bn | ¥10.6bn | $¥ 9.1$ bn | ¥8.1bn | ¥7.1bn | $¥ 8.8 \mathrm{bb}$ | $¥ 10.9$ bn | $¥ 10.5$ bn |

(Note) (1) Guarantee debts …loans made by subsidiaries during development periods for which ROUND ONE Corporation is jointly and severally liable. These loans will be repaid after shop openings, etc. and guarantee debts will eliminate. However, these loans are classified as interest-bearing liabilities because they are switched to long-term loans.
(2) "Net interest-bearing liabilities". . ("Interest-bearing liabilities" + "Guarantee debts") - "Cash reserve".
(3) "Net interest-bearing liabilities including balance lease liabilities" $\cdot$. •"Net interest-bearing liabilities" + "Lease liabilities".
※ The lease above indicates finance lease for amusement machines and karaoke machines.

## Measures taken for existing shops

-Free campaign expansion

- Now in Amusement too: every elementary school age or under child accompanied by one fee-paying adult gets medals for free (started October, 1)
- Bowling, Karaoke, Amusement (medals): user target expansion from elementary or under to junior school age or under (planed to start December, 1)
$\checkmark$ Events implementation
- Giveaway of original straps using popular "Golden Bomber" image (Visual kei "air" band) involved in TV commercial
(only to the groups of 8 or more bowling, karaoke, spo-cha users)
- Cash-back to event achievers $(¥ 1,000)$

Bowling: Same score 7 times challenge, Perfect score 300 challenge Karaoke: Match score digits challenge
$\checkmark$ "Bowling for Health" lessons (Bringing up 150 league bowlers in every shop)

- 150 bowlers in every shop $\times 104$ shops = 16 thousand bowlers is a target (At the present time 14 thousand bowlers)
- Installment of new amusement machines
- 【UFO CATCHER TRIPLE】 (SEGA), TRYPOD (Marvelous Inc.) and other crane machines broad wide installment

Spo-sha Airpolin introduction in all shops with Spo-cha area

- Already in 31 shops at the present time, planned to be introduced in all shops with Spo-cha area ( 47 shops) by the end of November
-Improvement of internal software system to optimize operation efficiency
- Reduction of working hours by implementation of a single integrate system managing morning meetings, communication, operation related requests (starting November)



## New shops scheduled

New shop openings planned in term 2018.3
(The USA: $\mathbf{1 0}$ or more shop openings per year is a target)

|  | Opening date | Nation | Shop name / region | Shop type |  |
| :---: | :--- | :--- | :--- | :--- | :--- |
| $\mathbf{1}$ | July 2017 (opened) | The USA | Broadway / Hicksville, New York |  |  |
| $\mathbf{2}$ | September 2017 (opened) | Japan | Kichijoji / Musashino, Tokyo | Standard, Roadside (Within mega shopping center) | 50,604sq. ft. |
| $\mathbf{3}$ | September 2017 (opened) | The USA | Crystal Run Galleria / Middletown, New York | Standard, Station front |  |
| $\mathbf{4}$ | October 2017 (opened) | The USA | Great Lakes Crossings / Auburn Hills, Michigan | Standard, Roadside (Within mega shopping center) | 46,085sq.ft. |
| $\mathbf{5}$ | November 18, 2017 | The USA | (Tentative name) Northwoods / Peoria, Illinois | Standard, Roadside (Within mega shopping center) | 51,743sq.ft. |
| $\mathbf{6}$ | Around February 2018 | The USA | (Tentative name) Four Seasons / Greensboro, North Carolina | Standard, Roadside (Within mega shopping center) | 61,708sq.ft. |
| $\mathbf{7}$ | End of March 2018 | The USA | (Tentative name) South Towne Center / Sandy, Utah | Standard, Roadside (Within mega shopping center) | 47,900sq. ft. |
| $\mathbf{8}$ | End of March 2018 | The USA | (Tentative name) Great Lakes Mall / Mentor, Ohio | Standard, Roadside (Within mega shopping center) | 50,996sq.ft. |

## New shop openings planned in term 2019.3 and after

|  | Opening date | Nation | Shop name / region | Operating <br> floor area |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| $\mathbf{1}$ | Spring 2018 | The USA | (Tentative name) Coronado Center / Albuquerque, New Mexico | Standard, Roadside (Within mega shopping center) | 48,505sq.ft. |
| $\mathbf{2}$ | Spring 2018 | The USA | (Tentative name) Northridge/ Salinas, California | Standard, Roadside (Within mega shopping center) | 45,836sq.ft. |
| $\mathbf{3}$ | Summer 2018 | The USA | (Tentative name) Millcreek Mall / Erie, Pennsylvania | Standard, Roadside (Within mega shopping center) | 50,747sq.ft. |
| $\mathbf{4}$ | Summer 2018 | The USA | (Tentative name) Square One ※ 1 / Saugus, Massachusetts | Standard, Roadside (Within mega shopping center) | 44,590sq.ft. |
| $\mathbf{5}$ | Autumn 2018 | The USA | (Tentative name) Maine Mall / Portland, Maine | Standard, Roadside (Within mega shopping center) | 44,056sq.ft. |
| $\mathbf{6}$ | Autumn 2018 | The USA | (Tentative name) North Riverside / North Riverside, Illinois | Standard, Roadside (Within mega shopping center) | 45,836sq.ft. |
| $\mathbf{7}$ | Autumn 2018 | The USA | (Tentative name) Promenade Temecula / Temecula, California | Standard, Roadside (Within mega shopping center) | 50,071sq.ft. |

※(1)Square Mall opening may be reconsidered due to use permit issuance.
※ Lease agreement of 8 shops (opening Autumn 2018 and after) is under negotiation at present time.
※ Information in this New Shops Schedule concerns only shops with concluded lease agreements as of release date, number of shop openings in performance plan may differ.

## Existing shops and principles of conditions <br> for future shops openings in the USA

[Operating 18 shops as of the end of October, 2017]

|  | Opening date | Shop name / region | Shop type | Operating floor area | Classification by profitability |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | August 2010 | Puente Hills / Los Angeles, California | Standard, Roadside (In Puente Hills Mall) http://www.puentehills-mall.com/ | 60,000sq.ft. | $\begin{gathered} \text { High } \\ \text { profitability shop } \end{gathered}$ |
| 2 | September 2012 | Moreno Valley / Riverside, California | Standard, Roadside (In Moreno Valley Mall) http://www.morenovalleymall.com/ | 44,448sq.ft. | Average profitability shop |
| 3 | August 2013 | Lakewood / Lakewood, California | Standard, Roadside (In Lakewood Center Mall) http://www.shoplakewoodcenter.com/ | 43,523sq.ft. | High profitability shop |
| 4 | October 2014 | Stratford / Chicago, Illinois | Standard, Roadside (In Stratford Square Mall) http://www.stratfordmall.com/ | 39,893sq.ft. | $\begin{gathered} \text { Low } \\ \text { profitability shop } \end{gathered}$ |
| 5 | December 2014 | Arlington Parks / Arlington, Texas | Standard, Roadside (In The Parks at Arlington) http://www.theparksatarlington.com/ | 64,911sq.ft. | Average profitability shop |
| 6 | May 2015 | Mainplace / Santa Ana, California | Standard, Roadside (In Westfield Mainplace) http://www.shopmainplacemall.com/ | 40,676sq.ft. | $\begin{gathered} \text { High } \\ \text { profitability shop } \end{gathered}$ |
| 7 | July 2015 | Southcenter / Seattle, Washington | Standard Roadside (In Westfield Southcenter) http://www.westfield.com/southcenter/ | 41,672sq.ft | Average profitability shop |
| 8 | September 2015 | Eastridge / San Jose, California | Standard Roadside (In Eastridge Shopping Center) http://www.eastridgecenter.com/ | 52,064sq. ft. | Average profitability shop |
| 9 | December 2015 | Silver City / Taunton, Massachusetts ※ | Standard Roadside (In Silver City Galleria) http://www.silvercitygalleria.com/ | 64,697sq. ft. | Low |
| 10 | May 2016 | Grapevine Mills / Dallas, Texas ※ | Standard Roadside (In Grapevine Mills) http://www.simon.com/mall/grapevine-mills/ | 81,316sq.ft. | Average profitability shop |
| 11 | August 2016 | Sunvalley / Concord, California | Standard Roadside (In Sunvalley Shopping Center) http://www.shopsunvalley.com/ | 47,295sq. ft. | High profitability shop |
| 12 | December 2016 | Exton / Exton, Pennsylvania | Standard Roadside (In Exton Square Mall) https://www.extonsquare.com/ | 59,537sq.ft. | Average profitability shop |
| 13 | January 2017 | Southwest Plaza / Littleton, Colorado | Standard Roadside (In Southwest Plaza Mall) https://www.southwestplaza.com/ | 66,085sq. ft. | Average profitability shop |
| 14 | March 2017 | Stonecrest /Lithonia, Georgia | Standard Roadside (In The Mall At Stonecrest) http://www.mallatstonecrest.com/ | 50,533sq.ft. | High profitability shop |
| 15 | March 2017 | Fox Valley / Aurora, Illinois | Standard Roadside (In Fox Valley Mall) http://www.shopfoxvalleymall.com/ | 51,708sq.ft. | Average profitability shop |
| 16 | July 2017 | Broadway / Hicksville, New York | Standard Roadside (In Broadway Commons Center) http://atbroadwaycommons.com/ | 50,604sq.ft. | High profitability shop |
| 17 | September 2017 | Crystal Run Galleria / Middletown, New York | Standard Roadside (In Galleria at Crystal Run) https://www.galleriacrystalrun.com/ | 46,085sq.ft. | High profitability shop |
| 18 | October 2017 | Great Lakes Crossings / Auburn Hills, Michigan | Standard Roadside (Great Lakes Crossings Outlets) http://www.greatlakescrossingoutlets.com/ | 51,743sq.ft. | Average profitability shop |

Classification by color in the table on the next page refers to "High", "Average" and "Low" profitability shop.
Classification by color is updated once a year during settlement of accounts.
※Kids Play Zone is operated in some areas. Opened in Grapevine Mills in October, 2016 and in Silver City in March, 2017.

Existing shops and principles of conditions for future shops openings in the USA
[Principles of conditions for future shops openings]
No change since announcement on May 9, 2017 has been made.

| Expansion candidates | Opening in large shopping malls throughout the USA (There are approximately 900 malls that apply to our conditions) |
| :---: | :---: |
| Operating floor area | 42,000sq.ft. $\sim 64,000$ sq.ft. |
| Demographics | Over 150,000 withị 5 miles, Over 400,000 within 10 miles |
| Target customers | Shopping mall customers (young adults at night, mainly college students) / Projected male - female rate is $50-50$ |
| Avg. spending / customer | About \$14 |
| Sales share | Amusement 60\%, Bowling 18\%, Food \& beverage 17\%, Karaoke (excluding Food \& Beverage) 2\%, Other 3\% |
| Investment amount | About \$6 million Breakdown: Facility related \$2.4 million, Amusement machines \$2.2 million, Other facilities (bowling, etc.) $\mathbf{\$ 1 . 0}$ million, Opening expenses $\mathbf{\$ 0 . 4}$ million |
| Lease fee conditions | Amusement machines depreciation in 3 years, Other facilities (Bowling) depreciation in 7 years $\Rightarrow$ after 4th year lease fees become less which helps the profitability |

[Present state: facility investment and budget for different operating floor area] (Note 1) $\begin{aligned} & \text { ※ Figures are updated once a year } \\ & \text { during settlement of accounts }\end{aligned}$

| Classification by profitability |  | High profitability shop | Average profitability shop (Note2) | Low profitability shop |
| :---: | :---: | :---: | :---: | :---: |
| Investment | Initial investment amount | \$6.00mn | \$6.00mn | \$5.50mn |
| buaget | Total sales | \$7.30mn | \$5.95mn | \$3.60mn |
|  | Operating income (1st year) | \$1.10mn | \$0.20mn | \$(0.70)mn |
|  | Operating income (2nd~3rd year) | \$1.50mn | \$0.55mn | \$(0.35)mn |
|  | Operating income (4th year~) | \$2.00mn | \$1.00mn | \$0.10mn |
|  | Operating income rate (4th year~) | 27.4\% | 16.8\% | 2.8\% |

(Note 1) Operating income includes opening expenses occurred in initial year. Except head office expenses.
(Note 2) Average profitability shop figures are average of all shops. (Note 2) Average profitability shop figures are average of all shops.

## Statistical snapshot of shops

## Trend in number of shops

| Japan | $\sim$ Term 2008.3 | Term 2009.3 | Term 2010.3 | Term 2011.3 | Term 2012.3 | Term 2013.3 | Term 2014.3 | Term 2015.3 | Term 2016.3 | Term 2017.3 | Term 2018.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| No. of Shop | 88 | 13 | 11 | 3 | 1 | 3 | - | 2 | 1 | 2 | 1 |
| NO.ofshop | ※ 5 | ※ 2 | - | - | - | ※ 1 | - | - | ※ 1 | ※ 8 | - |
| No. of shops at | 83 | 94 | 105 | 108 | 109 | 111 | 111 | 113 | 113 | 107 | 108 |
| The USA | $\sim$ Term 2008.3 | Term 2009.3 | Term 2010.3 | Term 2011.3 | Term 2012.3 | Term 2013.3 | Term 2014.3 | Term 2015.3 | Term 2016.3 | Term 2017.3 | Term 2018.3 |
| No. of Shop | - | - | - | 1 | - | 1 | 1 | 2 | 4 | 6 | 7 |
| NO.oostingop | - | - | - | - | - | - | - | - | - | - | - |
| No. orshops at | - | - | - | 1 | 1 | 2 | 3 | 5 | 9 | 15 | 22 |
| Consolidated | $\sim$ Term 2008.3 | Term 2009.3 | Term 2010.3 | Term 2011.3 | Term 2012.3 | Term 2013.3 | Term 2014.3 | Term 2015.3 | Term 2016.3 | Term 2017.3 | Term 2018.3 |
| No. of shors at | 83 | 94 | 105 | 109 | 110 | 113 | 114 | 118 | 122 | 122 | 130 |

 reconstruction: 1 shop, closure of trial shop (trial period about 2 years): 1 shop).

## Japan 108 shops (at the end of September 2017) <br> Number of shops breakdown

| Shops by shop type |  |  |  | No. of shops at <br> the end of term |
| :---: | :---: | :---: | :---: | :---: |
| Standard |  | Stadium |  |  |
| Downtown | Roadside | Downtown | Roadside |  |
| 10 | 51 | 1 | 46 | 108 |

## Consolidated 125 shops (at the end of September 2017) Number of shops breakdown

(Note) All the USA shops are standard roadside type, leased shops only.

| Shops by ownership |  | No. of shops at <br> the end of term |
| ---: | ---: | ---: |
| Leased shops | Own shops |  |
| 84 | 108 |  |

(Note) Own shops include 8 shops with owning right for land \& building, and 16 shops with owning right for building with tenants.

|  | Japan |  |  |  |  |  |  |  | The USA | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Area | Hokkaido / Tohoku | Hokuriku / Koshinetsu | Kanto | Chubu / Tokai | Kansai | Chugoku / Shikoku | Kyushu / Okinawa | Total |  |  |
| No. of shops | 11 | 4 | 33 | 12 | 29 | 8 | 11 | 108 | 17 | 125 |
| Share | 8.8\% | 3.2\% | 26.4\% | 9.6\% | 23.2\% | 6.4\% | 8.8\% | 86.4\% | 13.6\% | 100.0\% |

-16-

## Notices and contact for inquiries regarding IR

## Notices regarding this material

This material is not provided for the purpose of soliciting investors. No responsibility is accepted by company or its information providers for any loss or damage that may occur as a result of use of this material. Information contained in this material is current as of the date of preparation. While utmost care has been taken in the preparation of this material, no warranty is given as to the realization of its contests. Should it contain any errors, no responsibility is accepted by company or its information providers. If incorrect figures or other misinformation should come to our attention, we will announce corrections through our website.
ROUND ONE Corporation reserves all rights to all content in this material, and it can not be reproduced, transmitted, etc. for any purpose without the permission of the company.

## IR polices (Silent period)

In order to ensure fairness to investors, the company will, in principle, withhold answers to any questions regarding IR for about two weeks before the announcement of financial results (including quarterly results).
Even during this period, however, company will respond to inquiries and questions regarding fundamental facts about its operations, information that has already been disclosed, and ongoing events or projects.
Thank you for your cooperation and understanding.

## Website addresses (Japanese only)

© [Website for PC / Smartphone]
http://www.round1.co.jp/ or

## round1

Search
© [Website for cell phone] (For customers / IR information, etc. are not available) docomo, Soft Bank, au
http://www.round1.co.jp/mobile/
※ Please note that you are responsible for connection fees and communication fees (packet fees) when accessing our website for cell phone, and that you may not be able to access it with some types of cell phones.


For inquiries, please contact Administrative Division of ROUND ONE Corporation. Tel:+72-224-5115 (Japanese only)

