## Analysis of present states and future prospects



## ROUND ONE Corporation

## C.E.O. and President and Executive Officer

Masahiko Sugino

## Tokyo Stock Exchange Prime

Code Number : 4680

## August 5,2022

(Unit $¥ b n$ ) ※Figures below $¥ 10$ million are truncated. Percentage is rounded off to one decimal place.

|  | Unit | FY 2020.3 Actual <br> $(2019.4 \sim 2019.6)$ | FY 2023.3 Actual <br> $(2022.4 \sim 2022.6)$ | Dif.(\%) |
| :--- | ---: | ---: | ---: | ---: |
| Total at the end of the term $(1)$ | Store | 136 | 149 | +9.6 |


| P/L | Bowling | 5.91 | 5.61 | (5.1) |
| :---: | :---: | :---: | :---: | :---: |
|  | Amusement | 12.85 | 18.56 | +44.4 |
|  | Karaoke, Food | 2.76 | 2.82 | +2.2 |
|  | Spo-cha | 3.25 | 3.16 | (2.8) |
|  | Cre-cha | - | 0.06 | - |
|  | Others | 0.76 | 0.68 | (10.6) |
|  | Total sales | 25.55 | 30.91 | +21.0 |
|  | Cost of sales | 22.39 | 27.48 | +22.8 |
|  | Gross profit | 3.16 | 3.42 | +8.3 |
|  | S.G.A. expenses | 0.80 | 1.06 | +32.7 |
|  | Operating profit | 2.36 | 2.35 | (0.0) |
|  | Non-operating income \& expenses | (0.01) | 0.22 | - |
|  | Ordinary profit (2) | 2.34 | 2.58 | +10.3 |
|  | Ordinary profit margin | 9.2\% | 8.4\% | - |
|  | Extraordinary income \& loss (3) | (0.24) | (0.02) | - |
|  | Profit before income taxes | 2.09 | 2.55 | +21.9 |
|  | Income taxes | 0.65 | 0.52 | (19.2) |
|  | Profit | 1.44 | 2.02 | +40.5 |

(1) [Number of stores]

Japan : 99 stores ( $\mathbf{1}$ store opened, 6 stores closed) The USA : 47 stores ( 17 stores opened, 2 stores closed) China : 3 stores ( 3 stores opened)

## (2) [Ordinary profit]

| FY 2020.3 1st Q Actual Ordinary profit | ¥2.34bn |
| :---: | :---: |
| -Japan Ordinary profit \& loss | ¥ 1.45 ) bn |
| ${ }_{\text {[Breakdown] }}$ Decrease in Sales | $¥(1.14) \mathrm{bn}$ |
| Increase in Promotion exp. (Amusement prize exp., etc.) | ¥(0.72) bn |
| Increase in Lease Fee | ¥(0.39) bn |
| Decrease in Advertising exp. | + 70.36 bn |
| COVID-19 Subsidy income | + $\ddagger 0.12 \mathrm{bn}$ |
| Decrease in Communication exp. (For amusement machines, etc.) | + $\ddagger 0.12 \mathrm{bn}$ |
| Decrease in Other exp. | + $¥ 0.20 \mathrm{bn}$ |
| -The USA Ordinary profit \& loss ※ | +¥2.00 bn |
| -China and Other | ¥(0.31) bn |
| FY 2023.3 1st Q Actual Ordinary profit | $¥ 2.58$ bn |

※Profit \& loss in comparison per a store
FY 2020.3 1st Q Actual (Operating months : 96) Sales $¥ 0.15 \mathrm{bn}$, Gross profit $¥ 0.02 \mathrm{bn}$
FY 2023.3 1st Q Actual (Operating months : 138) Sales $¥ 0.24 \mathrm{bn}$, Gross profit $¥ 0.06 \mathrm{bn}$
(3) [Extraordinary income \& loss breakdown]

FY 2020.3 1st Q Actual Extraordinary income \& loss $¥(0.24)$ bn

- Loss on retirement of non-current assets, etc. $\quad ¥(0.24)$ bn

FY 2023.3 1st Q Actual Extraordinary income \& loss $¥(0.02)$ bn

- Loss on retirement of non-current assets, etc. $\quad ¥(0.02)$ bn

Analysis of consolidated operating results Apr. 2022~Jun. 2022 Actual [with Plan]
(Unit $¥ b n$ ) ※Figures below $¥ 10$ million are truncated. Percentage is rounded off to one decimal place.

|  | Unit | FY 2023.3 Plan <br> $(2022.4 \sim 2022.6)$ | FY 2023.3 Actual <br> $(2022.4 \sim 2022.6)$ | Dif.(\%) |
| :--- | ---: | ---: | ---: | ---: |
| Total at the end of the term | Store | 149 | 149 | - |

## (1) [Ordinary profit]

| P/L | Bowling | 5.16 | 5.61 | +8.6 |
| :---: | :---: | :---: | :---: | :---: |
|  | Amusement | 16.54 | 18.56 | +12.2 |
|  | Karaoke, Food | 2.46 | 2.82 | +14.9 |
|  | Spo-cha | 3.05 | 3.16 | +3.5 |
|  | Cre-cha | 0.08 | 0.06 | (26.1) |
|  | Others | 0.65 | 0.68 | +4.8 |
|  | Total sales | 27.96 | 30.91 | +10.6 |
|  | Cost of sales | 26.51 | 27.48 | +3.7 |
|  | Gross profit | 1.44 | 3.42 | +136.5 |
|  | S.G.A. expenses | 1.06 | 1.06 | (0.2) |
|  | Operating profit | 0.38 | 2.35 | +518.8 |
|  | Non-operating income \& expenses | (0.17) | 0.22 | - |
|  | Ordinary profit (1) | 0.20 | 2.58 | - |
|  | Ordinary profit margin | 0.7\% | 8.4\% | - |
|  | Extraordinary income \& loss | (0.02) | (0.02) | - |
|  | Profit before income taxes | 0.17 | 2.55 | - |
|  | Income taxes | 0.35 | 0.52 | +48.1 |
|  | Profit | (0.17) | 2.02 | - |


| FY 2023.3 1st Q Plan | Ordinary profit | $¥ 0.20$ bn |
| :---: | :---: | :---: |
| -Japan Ordinary profit \& loss |  | +¥0.64bn |
| [Breakdown] Increase in Sales |  | +¥0.87bn |
| Increase in Promotion exp. (Amusement prize exp., etc.) |  | $¥(0.28) \mathrm{bn}$ |
| Increase in Personnel exp. |  | $\ddagger(0.20) \mathrm{bn}$ |
| COVID-19 Subsidy income ※1 |  | +¥0.12bn |
| Decrease in Other exp. ※2 |  | +¥0.13bn |
| - The USA Ordinary profit \& loss |  | + $¥ 1.67 \mathrm{bn}$ |
| [Breakdown] Increase in Sales |  | +¥1.71 bn |
| Increase in Personnel exp. |  | $¥(0.19) \mathrm{bn}$ |
| Increase in transportation exp. (For amusement machines, etc.) |  | ¥(0.11) bn |
| Decrease in Other exp. ※2 |  | +¥0.26bn |
| China and Other |  | $¥ 0.07 \mathrm{bn}$ |
| FY 2023.3 1st Q Actual | Ordinary profit | ¥2.58bn |

※1 Difference of COVID-19 subsidy income from Plan is amount which had not been received since previous period.
※2 Other exp. includes increased profits due to exchange rate fluctuations.

## FY 2023.03 Revised consolidated plan (Store openings and closings, $\mathrm{P} / \mathrm{L}$ )

Original Plan is the figures disclosed on May 11, 2022.
※Figures below $¥ \mathbf{1 0}$ million are truncated. Percentage is rounded off to one decimal place.
The plan is revised by reflecting the actual figures for the 1 st $\mathbf{Q}$.
The planned figures after 2nd $\mathbf{Q}$ are not revised from Original Plan.

|  |  |  | Unit | FY 2023.3 Original Plan |  |  |  | FY 2023.3 Revised Plan |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Consolidated | Japan | The USA | China | Consolidated | Japan | The USA | China |
| Stores |  | Opening |  | Store | 7 | 1 | 4 | 2 | 7 | 1 | 4 | 2 |
|  |  | Closing | Store | 1 | - | - | - | 1 | - | - | - |
|  |  | Total (at the end of term) | Store | 155 | 100 | 50 | 5 | 155 | 100 | 50 | 5 |
| P/L |  |  | ¥bn | 24.54 | 18.84 | 5.49 | 0.21 | 24.98 | 19.07 | 5.70 | 0.20 |
|  |  |  | ¥bn | 75.56 | 46.24 | 28.02 | 1.28 | 77.58 | 46.70 | 29.63 | 1.23 |
|  |  |  | ¥bn | 11.85 | 6.04 | 5.74 | 0.07 | 12.22 | 6.14 | 6.00 | 0.07 |
|  |  |  | ¥bn | 14.62 | 13.25 | 0.92 | 0.44 | 14.73 | 13.32 | 0.96 | 0.44 |
|  |  |  | ¥bn | 0.32 | 0.32 | - | - | 0.30 | 0.30 | - | - |
|  |  |  | ¥bn | 2.75 | 2.75 | - | 0.00 | 2.79 | 2.78 | - | 0.00 |
|  |  |  | ¥bn | 129.67 | 87.46 | 40.18 | 2.01 | 132.62 | 88.33 | 42.31 | 1.95 |
|  | Cost of sales |  | ¥bn | 14.07 | 9.37 | 5.34 | (0.64) | 16.05 | 9.64 | 7.01 | (0.58) |
|  | Gross profit |  | ¥bn | 13.40 | 9.00 | 5.15 | (0.75) | 15.78 | 9.64 | 6.83 | (0.68) |
|  | S.G.A. expenses |  | \% | 10.3\% | 10.3\% | 12.8\% | - | 11.9\% | 10.9\% | 16.1\% | - |
|  | Extraordinary income \& loss |  | ¥bn | (0.73) | (0.10) | - | (0.63) | ※(0.74) | (0.09) | (0.00) | (0.63) |
|  | Profit before income taxes |  | ¥bn | 12.66 | 8.90 | 5.15 | (1.39) | 15.03 | 9.54 | 6.82 | (1.32) |
|  | Income taxes |  | ¥bn | 3.65 | 2.82 | 0.82 | - | 3.82 | 2.60 | 1.21 | - |
|  | Profit |  | ¥bn | 9.00 | 6.07 | 4.33 | (1.39) | 11.20 | 6.93 | 5.60 | (1.32) |

(Note) Forex : 1 USD=125.00 JPY, 1 CNY=19.20 JPY
※ Extraordinary income \& loss $¥(0.74)$ bn : Impairment loss $¥(0.63)$ bn
Loss on retirement of non-current assets, etc. $¥(0.11)$ bn

## (Japan) Sales and Comparison with FY 2020.3 (before COVID-19) of existing stores

Planned figures for the 1st half and the term are revised by reflecting the actual figures for the 1st $\mathbf{Q}$.

| (Japan】Sales (Actual and Plan) | $\begin{array}{c}\text { * Figures below } ¥ 10 \text { million have been truncated. } \\ \text { ※ Percentage is rounded off to one decimal place. }\end{array}$ |
| :--- | :--- |


|  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unit |  | 1st Q |  | 2nd Q | 1st half | 3rd Q | 4th Q | 2nd half | Term |
|  |  | Plan | Actual | Dif.(\%) | Plan | Revised Plan | Plan | Plan | Plan | $\begin{gathered} \hline \text { Revised } \\ \text { Plan } \\ \hline \end{gathered}$ |
| Bowling | ¥bn | 4.09 | 4.32 | +5.7 | 4.65 | 8.97 | 4.37 | 5.72 | 10.09 | 19.07 |
| Amusement | ¥bn | 9.72 | 10.18 | +4.7 | 12.44 | 22.62 | 11.31 | 12.76 | 24.07 | 46.70 |
| Karaoke | ¥bn | 1.33 | 1.43 | +7.7 | 1.57 | 3.00 | 1.43 | 1.70 | 3.13 | 6.14 |
| Spo-cha | ¥bn | 2.79 | 2.86 | +2.4 | 3.51 | 6.37 | 2.70 | 4.24 | 6.94 | 13.32 |
| Cre-cha | ¥bn | 0.08 | 0.06 | (26.1) | 0.08 | 0.14 | 0.07 | 0.08 | 0.15 | 0.30 |
| Others | ¥bn | 0.65 | 0.68 | +4.9 | 0.70 | 1.39 | 0.67 | 0.71 | 1.39 | 2.78 |
| Total sales | ¥bn | 18.68 | 19.55 | +4.7 | 22.97 | 42.53 | 20.57 | 25.22 | 45.80 | 88.33 |
| Total stores at the end of each term |  | 99 | 99 | - | 99 | 99 | 99 | 100 | 100 | 100 |


| $\begin{array}{l}\text { (Japan Comparison with FY 2020,3 (before COVID-19) } \\ \text { of existing stores (Actual and Plan) }\end{array}$ | $*$ Percentage is rounded off to one decimal place. |
| :--- | :--- | :--- |


※ Compared period: January and February in 2020 and March in 2019 -4-

## (The USA】 Sales and Comparison with FY 2020.3 (before COVID-19) of existing stores <br> RQUNDD

Planned figures for the 1st half and the term are revised by reflecting the actual figures for the 1st $\mathbf{Q}$.
(The USA】 Sales (Actual and Plan) $\quad \begin{aligned} & \text { Figures below } ¥ 10 \text { million have been truncated. }\end{aligned}$

|  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unit |  | 1st Q |  | 2nd Q | 1st half | 3rd Q | 4th Q | 2nd half | Term |
|  |  | Plan | Actual | Dif.(\%) | Plan | $\begin{gathered} \text { Revised } \\ \text { Plan } \\ \hline \end{gathered}$ | Plan | Plan | Plan | $\begin{gathered} \text { Revised } \\ \text { Plan } \\ \hline \end{gathered}$ |
| Bowling | ¥bn | 1.05 | 1.27 | +20.5 | 1.46 | 2.73 | 1.28 | 1.68 | 2.97 | 5.70 |
| Amusement | ¥bn | 6.68 | 8.29 | +24.1 | 7.27 | 15.57 | 6.21 | 7.84 | 14.05 | 29.63 |
| Food, Party, etc. | ¥bn | 1.12 | 1.38 | +23.3 | 1.32 | 2.70 | 1.31 | 1.98 | 3.30 | 6.00 |
| Spo-cha | ¥bn | 0.21 | 0.24 | +17.2 | 0.24 | 0.48 | 0.21 | 0.26 | 0.47 | 0.96 |
| Total sales | ¥bn | 9.07 | 11.20 | +23.4 | 10.30 | 21.50 | 9.02 | 11.78 | 20.80 | 42.31 |
| Total stores at the end of each term |  | 47 | 47 | - | 49 | 49 | 49 | 50 | 50 | 50 |

※ Forex : Plan 1 USD = 125.00 JPY
Actual 1 USD $=129.73 \mathrm{JPY}$
(The USA) Comparison with FY 2020.3 (before COVID-19) of existing stores (Actual and Plan)
※Figures are calculated in USD.
※Percentage is rounded off to one decimal place.

※ Compared period: January and February in 2020 and March in 2019

## Adoption of the new leases standard in FY 2023.3

We will adopt the new leases standard (ASC Topic 842) from the end of FY 2023.3 in the USA.
The amount of impact by starting to adopt ASC Topic 842 is now calculated, and will be disclosed as soon as it confirmed. The main impacts expected at this time are as follows.

## The impact on the balance sheet

Right-of-use assets and lease obligations will increase by recognizing the rights to use stores based on lease agreements of each store as right-of-use assets and the rent payments in the future as lease obligations.

## The impact on the income statement and the cash flow

Rent payments will decrease and depreciation and interest expenses will increase.
The cash flows from operating activities will increase, and the cash flows from financing activities will decrease.
The adjustment of cumulative-effects will recognize to the opening balance of retained earnings.


## FY 2023.3 Consolidated cash flow of Revised Plan

Planned figures are revised by reflecting the actual figures for the 1st $\mathbf{Q}$.
※Figures below $¥ 10$ million have been truncated.

|  |  | Unit | FY 2022.3 Actual | FY 2023.3 Revised Plan |
| :---: | :---: | :---: | :---: | :---: |
| Cash | Profit before income taxes | ¥bn | 4.27 | 15.03 |
|  | Payment for income taxes | ¥bn | +0.15 | (1.52) |
|  | Increase/Decrease in others | ¥bn | +6.42 | +0.73 |
|  | Dividends paid | ¥bn | (1.84) | (2.09) |
|  | Depreciation | ¥bn | +16.44 | +19.07 |
|  | Payment for lease obligations | ¥bn | (9.60) | (11.31) |
|  | Simplified cash flow | ¥bn | +15.85 | +19.91 |
|  | Equipment investment (excluding finance lease) (1) | ¥bn | (5.37) | (8.66) |
|  | Simplified free cash flow | ¥bn | +10.47 | +11.24 |
|  | Cash reserve (2) | ¥bn | 46.31 | 51.00 |
|  | Interest-bearing debt (excluding lease obligations) | ¥bn | 49.50 | 42.95 |
|  | Net interest-bearing debt | ¥bn | 3.19 | (8.05) |

(Note)(1) Breakdown of equipment investment Actual in FY 2022.3 ¥(5.37)bn

- New stores : $¥(4.23)$ bn (Japan : $¥(0.83)$ bn, International : $¥(3.40) \mathrm{bn})$
$\checkmark$ Existing stores : $¥(1.14)$ bn (Japan : $¥(0.68)$ bn, International : $¥(0.46) b n)$
Breakdown of equipment investment Plan in FY $2023.3 \neq(8.66)$ bn
- New stores : $¥(3.88)$ bn (Japan : $¥(0.80)$ bn, International : $¥(3.08)$ bn)
$\checkmark$ Existing stores : $¥(4.78)$ bn (Japan : $¥(1.18)$ bn, International : $¥(3.60) b n)$
(2) The term of the commitment line agreements for $¥ 16.00$ bn disclosed on May 1, 2020 is extended to the end of April, 2023.


## Trend in assets (Consolidated)

Planned figures are revised by reflecting the actual figures for the 1 st $\mathbf{Q}$.
※Figures below $¥ 100$ million are truncated.

| ※Percentage is rounded off to one decimal place. |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\sim^{\text {PY }}$ | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 2020.3 | 2021.3 | 2022.3 | $2023.3$ <br> Revised Plan |
| Total assets | ¥111.5bn | ¥104.5bn | ¥101.7bn | $¥ 106.8$ bn | ¥117.3bn | ¥135.8bn | ¥150.5bn | ¥157.6bn | $¥ 163.0$ bn |
| Net assets | ¥51.6bn | $¥ 49.7$ bn | $¥ 50.8 \mathrm{bn}$ | ¥56.7bn | ¥62.6bn | ¥65.1bn | $¥ 40.8 \mathrm{bn}$ | ¥54.6bn | ¥63.7 bn |
| Equity ratio | 46.3\% | 47.6\% | 50.0\% | 53.0\% | 53.3\% | 47.8\% | 27.0\% | 34.4\% | 39.1\% |
| Cash reserve | ¥27.7 bn | ¥23.1 ${ }^{\text {bn }}$ | ¥20.1 bn | ¥23.4bn | ¥22.5bn | ¥34.5bn | $¥ 44.8 \mathrm{bn}$ | ¥46.3bn | ¥51.0bn |
| Interest-bearing debt | ¥27.0bn | ¥22.8bn | $¥ 16.4$ bn | $¥ 13.7$ bn | $¥ 13.5$ bn | ¥27.4bn | $¥ 67.2 \mathrm{bn}$ | $¥ 49.5$ bn | ¥42.9bn |
| Net interest-bearing debt (1) | $¥(0.6)$ bn | ¥(0.3) bn | ¥(3.7) bn | ¥(9.7) bn | $¥(9.0)$ bn | ¥ 7.1 ) bn | ¥22.3bn | ¥3.1bn | ¥(8.0) bn |
| Lease obligations | ¥16.3bn | $¥ 16.0$ bn | $¥ 17.9$ bn | $¥ 15.5$ bn | $¥ 19.0$ bn | ¥18.2bn | $¥ 16.9$ bn | ¥21.0bn | ¥23.8bn |
| Net interests-bearing debt (2) including lease obligations | ¥15.6bn | ¥15.6bn | $¥ 14.2 \mathrm{bn}$ | ¥5.8bn | $¥ 10.0$ bn | ¥11.1bn | ¥39.3bn | ¥24.2bn | ¥15.7bn |
| New lease contract amount | ¥7.1bn | ¥8.8bn | $¥ 10.9 \mathrm{bn}$ | ¥8.0bn | $¥ 13.0$ bn | ¥9.4bn | ¥5.9bn | ¥12.5bn | ¥14.1bn |

(Note) (1) "Net interest-bearing debt" ... "Interest-bearing debt" - "Cash reserve"
(2) "Net interest-bearing debt including lease obligations" . . . "Net interest-bearing debt" + "Lease obligations"
※ The lease above indicates finance lease for amusement machines and karaoke machines.

## Trend in P/L status

[Consolidated] Trend in P/L
Planned figures are revised by reflecting the actual figures for the 1st $\mathbf{Q}$. (Unit $¥ b n$ ) ※Figures below $¥ 100$ million are truncated. Percentage is rounded off to one decimal place.

| FY | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 2020.3 | 2021.3 | 2022.3 | $\begin{gathered} 2023.3 \\ \text { Revised Plan } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total stores (at the end of term) | 114 | 118 | 122 | 122 | 129 | 137 | 144 | 145 | 149 | 155 |
| Total sales | 84.2 | 83.9 | 83.5 | 87.7 | 95.9 | 101.3 | 104.7 | 60.9 | 96.4 | 132.6 |
| Ordinary profit | 7.8 | 6.1 | 5.4 | 5.8 | 10.2 | 11.2 | 8.7 | (19.8) | 5.3 | 15.7 |
| Ordinary profit margin | 9.3\% | 7.3\% | 6.5\% | 6.7\% | 10.7\% | 11.1\% | 8.3\% | - | 5.6\% | 11.9\% |
| Profit | (19.7) | (4.5) | 0.4 | 2.7 | 8.4 | 7.1 | 4.7 | (17.9) | 3.9 | 11.2 |
| ROI (Return on investment) (1) | 5.1\% | 5.9\% | 5.9\% | 6.8\% | 12.0\% | 12.4\% | 8.5\% | - | 4.7\% | 15.0\% |
| ROE (Return on equity) ${ }^{2}$ ) | - | - | 0.9\% | 5.4\% | 15.6\% | 12.0\% | 7.5\% | - | 8.3\% | 18.9\% |
| ROA (Return on assets) (3) | - | - | 0.4\% | 2.7\% | 8.1\% | 6.4\% | 3.8\% | - | 2.6\% | 7.0\% |

(1) ROI calculation: Ordinary profit $\div[\{($ Net assets at the beginning of term + Net assets at the end of term $) \div 2\}+\{($ Interest-bearing debt including lease obligations at the beginning of term + Interest-bearing debt including lease obligations at the end of term) $\div 2\}$ ]
(2) ROE calculation: Profit $\div\{$ (Shareholder equity at the beginning of term + Shareholder equity at the end of term) $\div 2\}$
(3) ROA calculation: Profit $\div\{$ (Total assets at the beginning of term + Total assets at the end of term) $\div 2\}$

## (Japan) Trend in P/L

| - FY | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 2020.3 | 2021.3 | 2022.3 | $\begin{gathered} 2023.3 \\ \text { Revised Plan } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total stores (at the end of term) | 111 | 113 | 113 | 107 | 108 | 105 | 103 | 100 | 99 | 100 |
| Total sales | 82.9 | 81.9 | 78.3 | 80.5 | 84.3 | 84.9 | 84.2 | 53.3 | 63.7 | 88.3 |
| Ordinary profit | 7.8 | 6.2 | 5.0 | 5.3 | 9.2 | 9.6 | 8.8 | (11.4) | 2.1 | 9.6 |
| Ordinary profit margin | 9.4\% | 7.6\% | 6.5\% | 6.6\% | 11.0\% | 11.4\% | 10.5\% | - | 3.4\% | 10.9\% |
| Profit | (19.6) | (4.4) | 0.2 | 2.8 | 7.5 | 6.4 | 5.3 | (9.8) | 1.3 | 6.9 |

## (The USA】 Trend in P/L

| FY | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 2020.3 | 2021.3 | 2022.3 | 2023.3 <br> Revised Plan |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total stores (at the end of term) | 3 | 5 | 9 | 15 | 21 | 32 | 41 | 44 | 46 | 50 |
| Total sales | 1.2 | 1.9 | 5.1 | 7.2 | 11.5 | 16.3 | 20.5 | 7.6 | 32.1 | 42.3 |
| Ordinary profit | 0.0 | (0.0) | 0.3 | 0.5 | 0.9 | 1.5 | 0.0 | (7.6) | 4.5 | 6.8 |
| Ordinary profit margin | 1.0\% | - | 6.7\% | 7.1\% | 8.7\% | 9.4\% | 0.2\% | - | 14.1\% | 16.1\% |
| Profit | (0.0) | (0.0) | 0.2 | (0.1) | 0.8 | 0.7 | (0.4) | (7.4) | 3.0 | 5.6 |

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

Planned figures are revised by reflecting the actual figures for the 1 st $\mathbf{Q}$.
(Unit : \%)

|  | 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 | 2021.3 | 2022.3 | 2023.3 <br> Revised Plan |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bowling | (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 | (42.2) | +14.5 | +36.0 |
| Amusement | (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 | (27.2) | +21.2 | +36.6 |
| 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) | (52.0) | +6.1 | +68.6 |
| 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) | (49.6) | +41.3 | +39.9 |
| Cre-cha | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | (5.5) |
| Others | (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 | (22.5) | +0.3 | +17.9 |
| Total sales | (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) | (36.6) | +20.2 | +37.7 |
| No. of existing stores | 40 | 46 | 57 | 69 | 79 | 89 | 104 | 106 | 108 | 111 | 111 | 112 | 105 | 107 | 104 | 103 | 103 | 98 | 99 |




$$
\longrightarrow \text { Bowling } \longrightarrow \text { Amusement } \longrightarrow \text { Total }
$$

※Karaoke sales until FY 2005.3 are included to "Others".
-10-

## Measures taken for existing stores

## Measures taken in Japan

$\diamond$ Implementation of price revision

- We raised prices in each department except Amusement from July 2022. Approximate increased prices : 4\% for Bowling, 6\% for Karaoke, 5\% for Spo-cha, and 5\% for others.
- Collaboration campaigns
- We host the limited-time collaboration campaigns with artists, anime, and others at Bowling and Karaoke. Customers get original items by purchase collaboration drinks or collaboration packages. We plan to hold more campaigns in the future.
- "Bowling for Health" lessons
- 160 bowlers in each store $\times 99$ stores $=$ approx. 16 thousand bowlers were participate.


## B Bowling•Karaoke ONLINE Koshien for students

- We host Student Koshien to determine the best student at Bowling and Karaoke in Japan respectively.
 The final game with highly ranked teams of 2 or 3 individuals who challenged in preliminary term will be streamed via "ROUND1 LIVE".
- Online events with "ROUND1 LIVE" $>$
. "Special Challenge", "ROUND1 Challenge" ... Online bowling competitions with famous professional bowlers.
- "Remote Practice"... Online bowling lessons with themes by professional bowlers on the weekdays.
- "Fan Event"... Online events at Bowling and Karaoke by idols and influencers.
- Campaigns for kids, elementary/junior high school students
. "Complimentary Campaign for elementary/junior high school students" ... We host the campaigns for junior high school students or younger at Bowling, Karaoke and Amusement (Medal) areas.
- "KIDS Remote Practice" ... We host complimentary bowling remote lesson for elementary/junior high school students. We plan to hold the lessons during school vacation include this summer.
- "Kids Birthday Party" ... We host All-you-can-play Bowling, Karaoke and Spo-cha plans applies as a birthday party plan with party foods and birthday benefits.


## Measures taken in The USA

## Implementation of price revision

- We will raise prices in each department from July to September 2022.


Approximate increased prices : 7\% for Bowling, $7 \%$ for Amusement to play, $7 \%$ for Foods, $9 \%$ for Party, and $4 \%$ for others.

## Giga Crane Game Stadium

## What is "Giga Crane Game Stadium"?

It is about refurbished stores with approx. $\mathbf{3 0 0}$ to $\mathbf{6 0 0}$ crane game machines by renovating the existing stores.
We offer wide variety of prizes, including the limited edition prizes only available at our stores, the local sweets, and the trendy retro products.

| Refurbished store |  |  |
| :--- | :--- | :---: |
| Renovate <br> date | Store name / Prefecture | No. of crane <br> gacme <br> machines |
| Jun-21 | Fuji / Shizuoka | 573 |
| Aug-21 | Kanazawa / Ishikawa | 368 |
| Aug-21 | Sakai Ekimae / Osaka | 394 |
| Sep-21 | Ageo / Saitama | 290 |
| Oct-21 | iias Kasugai / Aichi | 394 |
| Nov-21 | Niigata / Niigata | 331 |
| Nov-21 | Sapporo Shiroisi Hondori / Hokkaido | 279 |
| Nov-21 | Sapporo Kita 21jyou / Hokkaido | 330 |
| Nov-21 | Nagano / Nagano | 311 |
| Dec-21 | Nakagawa Ichigousen / Aichi | 337 |
| Dec-21 | Asahikawa / Hokkaido | 296 |
| Dec-21 | Handa / Aichi | 338 |
| Dec-21 | Hakodate / Hokkaido | 293 |
| Jan-22 | Ario Kashiwa / Chiba | 370 |
| Jan-22 | Diver City Tokyo Plaza / Tokyo | 301 |
| Feb-22 | Hakata Hanmichibashi / Fukuoka | 349 |
| Feb-22 | Saga / Saga | 340 |
| Feb-22 | Lalaport Shinmisato / Saitama |  |
| Feb-22 | Kokura / Fukuoka | 310 |
| Feb-22 | Wakayama / Wakayama | 334 |
| Feb-22 | Akita / Akita | 319 |
| Feb-22 | Iruma / Saitama | 328 |
| Feb-22 | Asaka / Saitama | 332 |
| Feb-22 | Takatsuki / Osaka | 315 |
| Mar-22 | Koriyama / Fukushima | 353 |
| Mar-22 | Kyoto Fushimi / Kyoto | 312 |
|  | 341 |  |
|  |  |  |
|  |  |  |


| Renovate <br> date | Store name / Prefecture | No. of crane <br> mamene <br> machines |
| :--- | :--- | :---: |
| Mar-22 | Kumamoto / Kumamoto | 336 |
| Mar-22 | Fukushima / Fukushima | 351 |
| Mar-22 | Morioka / Iwate | 308 |
| Mar-22 | Himeji Shikama / Hyogo | 352 |
| Mar-22 | Maebashi / Gunma | 317 |
| Mar-22 | Saitama Kurihashi / Saitama | 322 |
| Mar-22 | Utsunomiya / Tochigi | 329 |
| Mar-22 | Miyazaki / Miyazaki | 333 |
| Apr-22 | Lalaport Shonan Hiratsuka / Kanagawa | 299 |
| Apr-22 | Sakai Chuo Kanjyo / Osaka | 353 |
| Apr-22 | Kawasaki Daishi / Kanagawa | 284 |
| May-22 | Yamanashi Isawa / Yamanashi | 284 |
| May-22 | Nagoya Nishiharu / Aichi | 299 |
| Jun-22 | Kagoshima / Kagoshima | 318 |
| Jun-22 | Okayama Senoh / Okayama | 302 |
| Jun-22 | Saitama Kamisato / Saitama | 299 |
| Jun-22 | Shizuoka Suruga / Shizuoka | 299 |
| Jun-22 | Oita / Oita | 299 |
| Jun-22 | Kishiwada / Osaka | 301 |
| Jun-22 | Fukuyama / Hiroshima | 298 |
| Jun-22 | Sendai Nigatake / Miyagi | 300 |
| Jul-22 | Hirakata / Osaka | 281 |
| Jul-22 | Ichihara / Chiba | 298 |
| Jul-22 | Tokushima Bandai / Tokushima | 280 |
| Jul-22 | Souka / Saitama | 268 |
| Jul-22 | Takamatsu / Kagawa | 298 |

Schedule to refurbish 13stores

| Renovate <br> date | Store name / Prefecture | No. of crane <br> gaame <br> gachines |
| :--- | :--- | :---: |
| 2Q 2022 | Mie Kawagoe IC / Mie | 320 |
| 2Q 2022 | Malera Gifu / Gifu | 400 |
| 2Q 2022 | Toyohashi / Aichi | 300 |
| 2Q 2022 | Hamamatsu / Shizuoka | 300 |
| 2Q 2022 | Fuchuhonmachi Ekimae / Tokyo | 320 |
| 2Q 2022 | Moriguchi / Osaka | 300 |
| 2Q 2022 | Minamisuna / Tokyo | 300 |
| 2Q 2022 | Higashi Osaka / Osaka | 320 |
| 2Q 2022~ | Okinawa Ginowan / Okinawa | 350 |
| 2Q 2022~ | Okinawa Haebaru / Okinawa | 350 |
| 2Q 2022~ | Lalaport Izumi / Osaka | 300 |
| 2Q 2022~ | Kochi / Kochi | 300 |
| 2Q 2022~ | Jotohanaten / Osaka | 300 |



## New stores scheduled

New stores planned after April 2022

| Nation | Store name / region | Operating floor area | SP | Opening date |
| :---: | :---: | :---: | :---: | :---: |
| Japan | Kanto area | - | $\bigcirc$ | Scheduled to open in FY 2023.3 |
| The USA | Pembroke / Pembroke Pines, Florida | 9,442 $\mathrm{m}^{2}$ | $\bigcirc$ | Opened in June 2022 |
|  | South Hill / Puyallup, Washington | 4,834 $\mathrm{m}^{2}$ |  | Scheduled to open in August 2022 |
|  | Roseville / Roseville, California | 4,164 $\mathrm{m}^{2}$ |  | Scheduled to open in August 2022 |
|  | North Star / San Antonio, Texas | 5,193 $\mathrm{m}^{2}$ |  | Scheduled to open in 4th Q of FY 2023.3 |
|  | Danbury Fair / Danbury, Connecticut | 5,703 $\mathrm{m}^{2}$ |  | Scheduled to open in FY 2024.3 |
|  | Arrowhead / Glendale, Arizona | 7,722 ${ }^{2}$ | $\bigcirc$ | Scheduled to open in FY 2024.3 |
| China | Nanjing Jiangning Jinying/ Nanjing city, Jiangsu Province | 6,176 $\mathrm{m}^{2}$ | $\bigcirc$ | Opened in July 2022 |
|  | No. 5 | - |  | Scheduled to open after 2nd half of FY 2023.3 |

[^0]
## Current status for existing stores and future prospect for new opening in abroad

## Principles of new store opening

【The USA】 Since we confirmed the economic recovery，we actively promote opening new stores．
【China】 Immediate goal is opening approx． 10 stores and further plan will be considered with our business conditions and the situation in the country．

## The USA Profit status

No change since the disclosure data on May 11， 2022.

| Classification by profitability |  | High profitability store | Average profitability store | Low profitability store |
| :---: | :---: | :---: | :---: | :---: |
| Annual profit | Total sales | $\$ 8.60 \mathrm{mn}$ （Approx．$¥ 1.08 \mathrm{bn}$ ） | $\begin{gathered} \$ 6.60 \mathrm{mn} \\ \text { (Approx. } ¥ 0.82 \mathrm{bn} \text { ) } \\ \hline \end{gathered}$ | $\$ 4.50 \mathrm{mn}$ （Approx．$¥ 0.56 \mathrm{bn}$ ） |
|  | Gross profit （1st year） | $\$ 1.60 \mathrm{mn}$ （Approx．$¥ 0.20 \mathrm{bn}$ ） | $\begin{gathered} \$ 0.20 \mathrm{mn} \\ \text { (Approx. } ¥ 0.03 \mathrm{bn} \text { ) } \end{gathered}$ | $\begin{gathered} \$(1.20) \mathrm{mn} \\ \text { (Approx. } ¥(0.15) \mathrm{bn}) \\ \hline \end{gathered}$ |
|  | Gross profit （2nd year～） | $\begin{gathered} \$ 2.60 \mathrm{mn} \\ \text { (Approx. } ¥ 0.33 \mathrm{bn} \text { ) } \\ \hline \end{gathered}$ | $\begin{gathered} \$ 1.20 \mathrm{mn} \\ \text { (Approx. } ¥ 0.15 \mathrm{bn} \text { ) } \\ \hline \end{gathered}$ | $\begin{gathered} \$(0.20) \mathrm{mn} \\ \text { (Approx. } ¥(0.03) \mathrm{bn}) \end{gathered}$ |
|  | Gross profit rate （2nd year～） | 30．2\％ | 18．1\％ | － |

※ Initial year＇s gross profit includes opening expenses and rent allocated for construction period．
※ Average profitability store figures are average of all stores．
※ The figures are created based on the FY 2023．3 Plan．
※ The status and classification by color are updated every end of the financial year．

## Present status of existing stores in the USA

【47 stores as of the end of July 2022】

| Opening date | Store name / region | Operating floor area | SP |
| :---: | :---: | :---: | :---: |
| August 2010 | Puente Hills / City of Industry, California | 9,717 m ${ }^{2}$ | $\bigcirc$ |
| September 2012 | Moreno Valley / Moreno Valley, California | 4,060 $\mathrm{m}^{2}$ |  |
| August 2013 | Lakewood / Lakewood, California | 3,976 $\mathrm{m}^{2}$ |  |
| December 2014 | Arlington Parks / Arlington, Texas | 5,933 $\mathrm{m}^{2}$ |  |
| May 2015 | Main Place / Santa Ana, California | 3,716m ${ }^{2}$ |  |
| July 2015 | Southcenter / Tukwila, Washington | 3,973 $\mathrm{m}^{2}$ |  |
| September 2015 | Eastridge / San Jose, California | 4,759 ${ }^{2}$ |  |
| May 2016 | Grapevine Mills / Grapevine, Texas | 7,493 $\mathrm{m}^{2}$ |  |
| August 2016 | Sunvalley / Concord, California | 4,891 $\mathrm{m}^{2}$ |  |
| December 2016 | Exton / Exton, Pennsylvania | 5,423 $\mathrm{m}^{2}$ |  |
| January 2017 | Southwest / Littleton, Colorado | 5,811 $\mathrm{m}^{2}$ |  |
| March 2017 | Stonecrest /Lithonia, Georgia | 4,645 $\mathrm{m}^{2}$ |  |
| March 2017 | Fox Valley / Aurora, Illinois | 4,724 $\mathrm{m}^{2}$ |  |
| July 2017 | Broadway / Hicksville, New York | 5,092 ${ }^{2}$ |  |
| September 2017 | Crystal Run / Middletown, New York | 4,212 $\mathrm{m}^{2}$ |  |
| October 2017 | Great Lakes Crossing / Auburn Hills, Michigan | 5,488 ${ }^{2}$ |  |
| November 2017 | Northwoods / Peoria, Illinois | 5,110 ${ }^{2}$ |  |
| January 2018 | Four Seasons / Greensboro, North Carolina | 5,649 ${ }^{2}$ |  |
| March 2018 | Great Lakes / Mentor, Ohio | 4,659 ${ }^{2}$ |  |
| June 2018 | Maine / South Portland, Maine | 4,025m ${ }^{2}$ |  |
| June 2018 | Coronado Center / Albuquerque, New Mexico | 4,891 $\mathrm{m}^{2}$ |  |
| August 2018 | South Town Center / Sandy, Utah | 4,645 $\mathrm{m}^{2}$ |  |
| September 2018 | Millcreek / Erie, Pennsylvania | 4,649 ${ }^{2}$ |  |
| November 2018 | Jefferson / Louisville, Kentucky | 4,645 $\mathrm{m}^{2}$ |  |


| Opening date | Store name / region | Operating floor area | SP |
| :---: | :---: | :---: | :---: |
| December 2018 | Gateway / Lincoln, Nebraska | 4,462 $\mathrm{m}^{2}$ |  |
| December 2018 | North Riverside Park / North Riverside, Illinois | 4,189 $\mathrm{m}^{2}$ |  |
| February 2019 | Southridge / Greendale, Wisconsin | 4,191 $\mathrm{m}^{2}$ |  |
| March 2019 | Northridge / Salinas, California | 4,789 ${ }^{2}$ |  |
| March 2019 | Holyoke / Holyoke, Massachusetts | 4,793 $\mathrm{m}^{2}$ |  |
| March 2019 | Promenade Temecula / Temecula, California | $4,520 \mathrm{~m}^{2}$ |  |
| July 2019 | Southland / Hayward, California | $4,540 \mathrm{~m}^{2}$ |  |
| August 2019 | Meadowood / Reno, Nevada | 3,836 $\mathrm{m}^{2}$ |  |
| October 2019 | Park Place / Tucson, Arizona | 4,696 $\mathrm{m}^{2}$ |  |
| November 2019 | Meadows / Las Vegas, Nevada | 3,948 $\mathrm{m}^{2}$ |  |
| November 2019 | Fairfield Commons / Beavercreek, Ohio | 4,805 $\mathrm{m}^{2}$ |  |
| December 2019 | Towson Town Center / Towson, Maryland | 4,907 $\mathrm{m}^{2}$ |  |
| December 2019 | Fashion District / Philadelphia, Pennsylvania | 5,396 $\mathrm{m}^{2}$ |  |
| February 2020 | Valley River Center / Eugene, Oregon | 5,653 $\mathrm{m}^{2}$ |  |
| March 2020 | Burbank Town Center / Burbank, Califormia | 3,981 $\mathrm{m}^{2}$ |  |
| July 2020 | Town East Square / Wichita, Kansas | 3,781 $\mathrm{m}^{2}$ |  |
| September 2020 | Potomac Mills / Woodbridge, Virginia | $4,583 \mathrm{~m}^{2}$ |  |
| October 2020 | Deptford / Deptford, New Jersey | 4,568 ${ }^{2}$ |  |
| February 2021 | Cumberland / Atlanta, Georgia | 7,767 $\mathrm{m}^{2}$ | $\bigcirc$ |
| March 2021 | Park City Center / Lancaster, Pennsylvania | 4,645 $\mathrm{m}^{2}$ | $\bigcirc$ |
| April 2021 | Vancouver / Vancouver, Washington | $4,493 \mathrm{~m}^{2}$ |  |
| June 2021 | Quail Springs / Oklahoma City, Oklahoma | 4,020 ${ }^{2}$ |  |
| June 2022 | Pembroke Lakes / Pembroke Pines, Florida | 9,442 ${ }^{2}$ | $\bigcirc$ |

※ Classification by color refers to "High profitability (yellow)", "Average profitability (green)" and "Low profitability (pink)" stores.

## Statistical snapshot of stores

## Trend in number of stores

| Japan | ~FY 2013.3 | FY 2014.3 | FY 2015.3 | FY 2016.3 | FY 2017.3 | FY 2018.3 | FY 2019.3 | FY 2020.3 | FY 2021.3 | FY 2022.3 | $\begin{gathered} \hline \text { FY } 2023.3 \\ \quad \text { Plan } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Opening | 119 | - | 2 | 1 | 2 | 1 | 1 | - | - | 1 | 1 |
| Closing | 8 | - | - | 1 | 8 | - | 4 | 2 | 3 | 2 | - |
| Total | 111 | 111 | 113 | 113 | 107 | 108 | 105 | 103 | 100 | 99 | 100 |


| The USA | ~FY 2013.3 | FY 2014.3 | FY 2015.3 | FY 2016.3 | FY 2017.3 | FY 2018.3 | FY 2019.3 | FY 2020.3 | FY 2021.3 | FY 2022.3 | $\begin{gathered} \hline \text { FY } 2023.3 \\ \text { Plan } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Opening | 2 | 1 | 2 | 4 | 6 | 6 | 11 | 9 | 5 | 2 | 4 |
| Closing | - | - | - | - | - | - | - | - | 2 | - | - |
| Total | 2 | 3 | 5 | 9 | 15 | 21 | 32 | 41 | 44 | 46 | 50 |


| China | ~FY 2013.3 | FY 2014.3 | FY 2015.3 | FY 2016.3 | FY 2017.3 | FY 2018.3 | FY 2019.3 | FY 2020.3 | FY 2021.3 | FY 2022.3 | $\begin{gathered} \hline \text { FY } 2023.3 \\ \text { Plan } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Opening | - | - | - | - | - | - | - | - | 1 | 3 | 2 |
| Closing | - | - | - | - | - | - | - | - | - | - | - |
| Total | - | - | - | - | - | - | - | - | 1 | 4 | 5 |


| Consolidated | ~FY 2013.3 | FY 2014.3 | FY 2015.3 | FY 2016.3 | FY 2017.3 | FY 2018.3 | FY 2019.3 | FY 2020.3 | FY 2021.3 | FY 2022.3 | $\begin{gathered} \text { FY } 2023.3 \\ \text { Plan } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 113 | 114 | 118 | 122 | 122 | 129 | 137 | 144 | 145 | 149 | 155 |

## Breakdown of 99 stores in Japan (at the end of Jul. 2022)

| Store type |  |  |  | Total |
| :---: | :---: | :---: | :---: | :---: |
| Standard |  | Stadium |  |  |
| Downtown | Roadside | Downtown | Roadside |  |
| 9 | 37 | 1 | 52 | 99 |


| Ownership |  | Total |
| ---: | ---: | :--- |
| Leased stores | Own stores |  |
| 77 | 22 |  |
| 99 |  |  |

※Own stores include 8 stores with owning right for land \& building, and 14 stores with owning right for building with tenants.

| Area | Japan |  |  |  |  |  |  |  | The USA | China | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Hokkaido / Tohoku | Hokuriku / Koshinetsu | Kanto | Chubu / Tokai | Kansai | Chugoku / Shikoku | Kyushu / Okinawa | Subtotal |  |  |  |
| No. of stores | 11 | 4 | 30 | 13 | 23 | 7 | 11 | 99 | 47 | 4 | 150 |
| Share | 7.3\% | 2.7\% | 20.0\% | 8.7\% | 15.3\% | 4.7\% | 7.3\% | 66.0\% | 31.3\% | 2.7\% | 100\% |

## Actions to achieve SDGs

We set up Sustainability Advisory Committee which independent from management. Also set up the cross-organizational sustainability team comprising of members from each divisions to intend actively consider the achievement of the SDGs.

## - Actions for energy / water resource issues

- Replaced fluorescent lights of the store lighting, the bowling equipment and crane game machines with LED lights.
- Set up water saving devices to the kitchens in Karaoke and the food counters.


## Awarded prize for our actions

- "Agency for Natural Resources and Energy Commissioner's Award" for "Sustainable Energy Conservation Practice that Maintains Comfort in Multi-store Amusement Facilities" shared with Daikin Industries., Ltd. at the 2019 Energy Conservation Grand Prize awards organized by the Energy Conservation Center, Japan.


The Special Prize for "Osaka Climate Change Countermeasures award" organized by Osaka prefecture on March 2022.


Trend in water and electricity usage (based on amount used in FY 2015.3)
Actual usage for FY 2020.3(per total floor area, per day) Electricity: $0.72 \mathrm{kwh} / \mathrm{m}^{3}$. Water:1.631/m
※ FY 2021.3 and FY 2022.3 are excluded from the comparison because of the temporarily closure and the limited opening hours due to the COVID-19.

## - Other actions

- SDGs lease "MIRAI 2030 ${ }^{\text {tm" }}$

A program which donate a portion of the lease payments to the public interest incorporated foundations or the incorporated non-profitable organizations helping to achieving the SGDs through the lease contracts with Sumitomo Mitsui Finance and Leasing Co., Ltd.
We donated to NPO Kidsdoor through the lease contracts in FY 2020.3 and FY 2021.3.

※NPO Kidsdoor is an organization which aims to create "society where all children could have dreams and hopes" providing the learning supports widely from elementary school students to young people to cut the chain of poverty.

For the other SDGs initiatives, please refer to the website below.
https://www.round1.co.jp/company/company/sdgs.html

## < Supplementary data

(Consolidated) FY 2023.3 (Apr. 2022~ Mar. 2023) Revised Plan
※Figures below $¥ 10$ million have been truncated. Percentage is rounded off to one decimal place.

|  |  |  |  | 1st half Revised Plan |  |  | 2nd half Plan | Term <br> Revised Plan |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Q Actual | 2nd Q Plan |  | $\begin{gathered} \text { 3rd Q } \\ \text { Plan } \\ \hline \end{gathered}$ | $\begin{gathered} \text { 4th Q } \\ \text { Plan } \end{gathered}$ |  |  |
| P/L | Bowling | 5.61 | 6.18 | 11.79 | 5.71 | 7.48 | 13.19 | 24.98 |
|  | Amusement | 18.56 | 20.08 | 38.64 | 17.84 | 21.08 | 38.93 | 77.58 |
|  | Karaoke, Food | 2.82 | 2.91 | 5.73 | 2.76 | 3.71 | 6.48 | 12.22 |
|  | Spo-cha | 3.16 | 3.87 | 7.03 | 3.02 | 4.67 | 7.69 | 14.73 |
|  | Cre-cha | 0.06 | 0.08 | 0.14 | 0.07 | 0.08 | 0.15 | 0.30 |
|  | Others | 0.68 | 0.71 | 1.39 | 0.67 | 0.72 | 1.39 | 2.79 |
|  | Total sales | 30.91 | 33.84 | 64.76 | 30.09 | 37.76 | 67.86 | 132.62 |
|  | Cost of sales | 27.48 | 28.46 | 55.95 | 27.24 | 28.86 | 56.11 | 112.07 |
|  | Gross profit | 3.42 | 5.37 | 8.80 | 2.84 | 8.90 | 11.74 | 20.55 |
|  | S.G.A. expenses | 1.06 | 1.09 | 2.15 | 1.14 | 1.18 | 2.33 | 4.49 |
|  | Operating profit | 2.35 | 4.28 | 6.64 | 1.70 | 7.71 | 9.41 | 16.05 |
|  | Non-operating income \& expenses | 0.22 | (0.17) | 0.04 | (0.17) | (0.14) | (0.32) | (0.27) |
|  | Ordinary profit | 2.58 | 4.10 | 6.68 | 1.52 | 7.56 | 9.09 | 15.78 |
|  | Ordinary profit margin | 8.4\% | 12.1\% | 10.3\% | 5.1\% | 20.0\% | 13.4\% | 11.9\% |
|  | Extraordinary income \& loss | (0.02) | (0.02) | (0.05) | (0.02) | (0.66) | (0.68) | ※(0.74) |
|  | Profit before income taxes | 2.55 | 4.08 | 6.63 | 1.50 | 6.89 | 8.40 | 15.03 |
|  | Income taxes | 0.52 | 1.24 | 1.77 | 0.68 | 1.37 | 2.05 | 3.82 |
|  | Profit | 2.02 | 2.83 | 4.86 | 0.82 | 5.52 | 6.34 | 11.20 |
| Total depreciation |  | 4.63 | 4.71 | 9.35 | 4.82 | 4.90 | 9.72 | 19.07 |
| Lease depreciation |  | 2.37 | 2.38 | 4.76 | 2.44 | 2.46 | 4.90 | 9.67 |

[^1]
## 〈 Supplementary data 〉

## FY 2023.3 Revised Performance Plan (2)

R®UND
(Unit ¥bn)
[Japan] FY 2023.3 (Apr. 2022~ Mar. 2023) Revised Plan
※Figures below $¥ 10$ million are truncated
※Percentage is rounded off to one decimal place.

|  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Q Actual | 2nd Q Plan | 1st half Revised Plan | 3rd Q Plan | 4th Q Plan | 2nd half Plan | Term <br> Revised Plan |
| P/L | Bowling | 4.32 | 4.65 | 8.97 | 4.37 | 5.72 | 10.09 | 19.07 |
|  | Amusement | 10.18 | 12.44 | 22.62 | 11.31 | 12.76 | 24.07 | 46.70 |
|  | Karaoke | 1.43 | 1.57 | 3.00 | 1.43 | 1.70 | 3.13 | 6.14 |
|  | Spo-cha | 2.86 | 3.51 | 6.37 | 2.70 | 4.24 | 6.94 | 13.32 |
|  | Cre-cha | 0.06 | 0.08 | 0.14 | 0.07 | 0.08 | 0.15 | 0.30 |
|  | Others | 0.68 | 0.70 | 1.39 | 0.67 | 0.71 | 1.39 | 2.78 |
|  | Total sales | 19.55 | 22.97 | 42.53 | 20.57 | 25.22 | 45.80 | 88.33 |
|  | Cost of sales | 18.73 | 19.57 | 38.31 | 18.77 | 19.24 | 38.02 | 76.33 |
|  | Gross profit | 0.81 | 3.40 | 4.22 | 1.79 | 5.98 | 7.78 | 12.00 |
|  | S.G.A. expenses | 0.59 | 0.54 | 1.13 | 0.60 | 0.62 | 1.22 | 2.35 |
|  | Operating profit | 0.22 | 2.86 | 3.09 | 1.19 | 5.35 | 6.55 | 9.64 |
|  | Non-operating income \& expenses | 0.26 | (0.09) | 0.17 | (0.08) | (0.08) | (0.17) | (0.00) |
|  | Ordinary profit | 0.49 | 2.77 | 3.26 | 1.10 | 5.26 | 6.37 | 9.64 |
|  | Ordinary profit margin | 2.5\% | 12.1\% | 7.7\% | 5.4\% | 20.9\% | 13.9\% | 10.9\% |
|  | Extraordinary income \& loss | (0.02) | (0.02) | (0.04) | (0.02) | (0.02) | (0.05) | ※(0.09) |
|  | Profit before income taxes | 0.47 | 2.74 | 3.21 | 1.08 | 5.24 | 6.32 | 9.54 |
|  | Income taxes | 0.06 | 1.00 | 1.06 | 0.61 | 0.92 | 1.54 | 2.60 |
|  | Profit | 0.40 | 1.74 | 2.15 | 0.46 | 4.31 | 4.78 | 6.93 |
| Total depreciation |  | 2.82 | 2.81 | 5.63 | 2.89 | 2.93 | 5.82 | 11.45 |
| Lease depreciation |  | 2.24 | 2.21 | 4.46 | 2.27 | 2.29 | 4.57 | 9.03 |

[^2]
## 〈 Supplementary data 〉

（The USA】 FY 2023．3（Apr．2022～Mar．2023）Revised Plan
（Unit ¥bn）
（Forex ：Actual 1 USD＝129．73 JPY，Plan 1 USD＝125．00 JPY）
※Figures below $¥ 10$ million have been truncated Percentage is rounded off to one decimal place

|  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Q Actual | 2nd Q Plan | 1st half Revised Plan | 3rd Q Plan | 4th Q Plan | 2nd half Plan | Term Revised Plan |
| $\mathbf{P} / \mathbf{L}$ | Bowling | 1.27 | 1.46 | 2.73 | 1.28 | 1.68 | 2.97 | 5.70 |
|  | Amusement | 8.29 | 7.27 | 15.57 | 6.21 | 7.84 | 14.05 | 29.63 |
|  | Food，Party，etc． | 1.38 | 1.32 | 2.70 | 1.31 | 1.98 | 3.30 | 6.00 |
|  | Spo－cha | 0.24 | 0.24 | 0.48 | 0.21 | 0.26 | 0.47 | 0.96 |
|  | Total sales | 11.20 | 10.30 | 21.50 | 9.02 | 11.78 | 20.80 | 42.31 |
|  | Cost of sales | 8.37 | 8.33 | 16.71 | 7.81 | 8.93 | 16.75 | 33.46 |
|  | Gross profit | 2.82 | 1.97 | 4.79 | 1.21 | 2.84 | 4.05 | 8.84 |
|  | S．G．A．expenses | 0.38 | 0.48 | 0.86 | 0.47 | 0.49 | 0.97 | 1.83 |
|  | Operating profit | 2.44 | 1.48 | 3.93 | 0.73 | 2.34 | 3.08 | 7.01 |
|  | Non－operating income \＆ expenses | （0．03） | （0．05） | （0．08） | （0．04） | （0．04） | （0．09） | （0．18） |
|  | Ordinary profit | 2.40 | 1.43 | 3.84 | 0.68 | 2.30 | 2.99 | 6.83 |
|  | Ordinary profit margin | 21．4\％ | 14．0\％ | 17．9\％ | 7．6\％ | 19．6\％ | 14．4\％ | 16．1\％ |
|  | Extraordinary income \＆loss | （0．00） | － | （0．00） | － | － | － | ※（0．00） |
|  | Profit before income taxes | 2.39 | 1.43 | 3.83 | 0.68 | 2.30 | 2.99 | 6.82 |
|  | Income taxes | 0.45 | 0.24 | 0.70 | 0.06 | 0.45 | 0.51 | 1.21 |
|  | Profit | 1.93 | 1.19 | 3.13 | 0.62 | 1.85 | 2.47 | 5.60 |
| Total depreciation |  | 1.61 | 1.65 | 3.27 | 1.67 | 1.69 | 3.36 | 6.64 |
| Lease depreciation |  | 0.04 | 0.04 | 0.08 | 0.04 | 0.04 | 0.08 | 0.16 |

[^3](Unit ¥bn) ※Figures below $¥ 10$ million have been truncated. Percentage is rounded off to one decimal place.

|  |  |  |  | 1st half |  |  | 2nd half | Term |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Q | 2nd Q |  | 3rd Q | 4th Q |  |  |
| P/L | Bowling | 3.27 | 3.97 | 7.24 | 4.75 | 5.76 | 10.52 | 17.76 |
|  | Amusement | 11.44 | 14.76 | 26.20 | 14.96 | 17.35 | 32.31 | 58.51 |
|  | Karaoke, Food | 1.22 | 1.40 | 2.63 | 2.26 | 2.31 | 4.58 | 7.21 |
|  | Spo-cha | 1.72 | 2.32 | 4.04 | 2.55 | 3.62 | 6.17 | 10.22 |
|  | Cre-cha | 0.07 | 0.08 | 0.16 | 0.07 | 0.07 | 0.15 | 0.31 |
|  | Others | 0.49 | 0.55 | 1.04 | 0.62 | 0.70 | 1.33 | 2.37 |
|  | Total sales | 18.24 | 23.10 | 41.34 | 25.23 | 29.84 | 55.07 | 96.42 |
|  | Cost of sales | 20.96 | 23.29 | 44.26 | 24.29 | 25.84 | 50.14 | 94.40 |
|  | Gross profit | (2.72) | (0.19) | (2.91) | 0.93 | 4.00 | 4.93 | 2.01 |
|  | S.G.A. expenses | 0.84 | 0.90 | 1.75 | 0.97 | 1.01 | 1.98 | 3.74 |
|  | Operating profit | (3.57) | (1.10) | (4.67) | (0.04) | 2.98 | 2.94 | (1.72) |
|  | Non-operating income \& expenses | (0.00) | 2.13 | 2.12 | 2.77 | 2.18 | 4.95 | 7.08 |
|  | Ordinary profit | (3.57) | 1.03 | (2.54) | 2.73 | 5.17 | 7.90 | 5.36 |
|  | Ordinary profit margin | - | 4.5\% | - | 10.8\% | 17.3\% | 14.4\% | 5.6\% |
|  | Extraordinary income \& loss | (0.02) | 0.90 | 0.87 | (0.17) | (1.78) | (1.96) | ※(1.08) |
|  | Profit before income taxes | (3.60) | 1.93 | (1.66) | 2.55 | 3.38 | 5.93 | 4.27 |
|  | Income taxes | 0.32 | 0.12 | 0.45 | (0.66) | 0.54 | (0.11) | 0.33 |
|  | Profit | (3.92) | 1.80 | (2.11) | 3.21 | 2.84 | 6.05 | 3.93 |
|  |  |  |  |  |  |  |  |  |
| Total depreciation |  | 3.89 | 4.04 | 7.93 | 4.05 | 4.36 | 8.42 | 16.36 |
| Lease depreciation |  | 2.06 | 2.13 | 4.20 | 2.03 | 2.31 | 4.35 | 8.55 |

※Breakdown of extraordinary income \& loss $¥(1.08)$ bn : Impairment loss $¥(1.67) b n$, Penalty of changing lease agreement + $¥ 0.90 \mathrm{bn}$,
Loss on store closings $¥(0.19)$ bn, Loss on retirement of non-current assets, etc. $¥(0.12)$ bn

## (Japan] FY 2022.3 (Apr. 2021 ~ Mar. 2022) Actual

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

|  |  |  |  | 1st half |  |  |  | Term |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Q | 2nd $Q$ |  | 3rd Q | 4th Q | 2nd half |  |
| P/L | Bowling | 2.56 | 3.02 | 5.59 | 3.79 | 4.63 | 8.42 | 14.02 |
|  | Amusement | 6.01 | 8.25 | 14.27 | 9.50 | 10.17 | 19.68 | 33.95 |
|  | Karaoke | 0.59 | 0.55 | 1.15 | 1.28 | 1.20 | 2.48 | 3.64 |
|  | Spo-cha | 1.57 | 2.11 | 3.68 | 2.35 | 3.37 | 5.72 | 9.41 |
|  | Cre-cha | 0.07 | 0.08 | 0.16 | 0.07 | 0.07 | 0.15 | 0.31 |
|  | Others | 0.49 | 0.55 | 1.04 | 0.61 | 0.70 | 1.32 | 2.37 |
|  | Total sales | 11.33 | 14.59 | 25.92 | 17.63 | 20.17 | 37.80 | 63.72 |
|  | Cost of sales | 15.09 | 16.16 | 31.26 | 17.31 | 18.11 | 35.42 | 66.68 |
|  | Gross profit | (3.76) | (1.57) | (5.33) | 0.31 | 2.05 | 2.37 | (2.96) |
|  | S.G.A. expenses | 0.49 | 0.54 | 1.03 | 0.60 | 0.62 | 1.22 | 2.26 |
|  | Operating profit | (4.26) | (2.11) | (6.37) | (0.28) | 1.43 | 1.15 | (5.22) |
|  | Non-operating income \& expenses | 0.14 | 2.18 | 2.32 | 2.88 | 2.20 | 5.09 | 7.42 |
|  | Ordinary profit | (4.11) | 0.06 | (4.04) | 2.60 | 3.64 | 6.24 | 2.19 |
|  | Ordinary profit margin | - | 0.5\% | - | 14.8\% | 18.1\% | 16.5\% | 3.4\% |
|  | Extraordinary income \& loss | (0.02) | 0.90 | 0.87 | (0.01) | (1.84) | (1.86) | ※(0.98) |
|  | Profit before income taxes | (4.14) | 0.97 | (3.16) | 2.58 | 1.79 | 4.37 | 1.20 |
|  | Income taxes | 0.17 | (0.08) | 0.09 | (0.67) | 0.43 | (0.24) | (0.14) |
|  | Profit | (4.32) | 1.05 | (3.26) | 3.26 | 1.35 | 4.61 | 1.35 |
| Total depreciation |  | 2.44 | 2.50 | 4.95 | 2.50 | 2.69 | 5.19 | 10.15 |
| Lease depreciation |  | 1.88 | 1.93 | 3.82 | 1.90 | 2.07 | 3.98 | 7.80 |

[^4](The USA] FY 2022.3 (Apr. 2021 ~ Mar. 2022) Actual
(Forex : 1 USD = 112.40 JPY)

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

|  |  |  |  | 1st half |  |  |  | Term |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Q | 2nd Q |  | 3rd Q | 4th Q | 2nd half |  |
| P/L | Bowling | 0.70 | 0.93 | 1.64 | 0.94 | 1.09 | 2.03 | 3.67 |
|  | Amusement | 5.40 | 6.46 | 11.87 | 5.35 | 6.99 | 12.34 | 24.22 |
|  | Food, Party, etc. | 0.62 | 0.84 | 1.47 | 0.97 | 1.09 | 2.07 | 3.54 |
|  | Spo-cha | 0.13 | 0.19 | 0.33 | 0.16 | 0.18 | 0.34 | 0.68 |
|  | Total sales | 6.88 | 8.44 | 15.32 | 7.43 | 9.36 | 16.80 | 32.13 |
|  | Cost of sales | 5.66 | 6.87 | 12.53 | 6.65 | 7.15 | 13.81 | 26.34 |
|  | Gross profit | 1.21 | 1.57 | 2.79 | 0.78 | 2.20 | 2.99 | 5.78 |
|  | S.G.A. expenses | 0.30 | 0.25 | 0.56 | 0.31 | 0.32 | 0.63 | 1.20 |
|  | Operating profit | 0.91 | 1.31 | 2.22 | 0.46 | 1.88 | 2.35 | 4.58 |
|  | Non-operating income \& expenses | (0.06) | 0.01 | (0.04) | (0.03) | 0.00 | (0.02) | (0.07) |
|  | Ordinary profit | 0.84 | 1.33 | 2.18 | 0.43 | 1.89 | 2.33 | 4.51 |
|  | Ordinary profit margin | 12.3\% | 15.8\% | 14.3\% | 5.9\% | 20.2\% | 13.9\% | 14.1\% |
|  | Extraordinary income \& loss | (0.00) | (0.00) | (0.00) | (0.01) | (0.96) | (0.98) | ※(0.98) |
|  | Profit before income taxes | 0.84 | 1.33 | 2.18 | 0.42 | 0.92 | 1.34 | 3.53 |
|  | Income taxes | 0.14 | 0.20 | 0.35 | 0.01 | 0.10 | 0.12 | 0.47 |
|  | Profit | 0.70 | 1.12 | 1.82 | 0.41 | 0.81 | 1.22 | 3.05 |
| Total depreciation |  | 1.33 | 1.36 | 2.70 | 1.41 | 1.44 | 2.85 | 5.56 |
| Lease depreciation |  | 0.10 | 0.08 | 0.18 | 0.06 | 0.04 | 0.11 | 0.30 |

※ Breakdown of extraordinary income \& loss $¥(0.98)$ bn: Impairment loss $¥(0.95)$ bn, Loss on retirement of non-current assets, etc. $¥(0.03)$ bn.

## Notices and contact for inquiries regarding IR

## Notices regarding this material

This material is not provided for the purpose of soliciting investors. If any damage to users or third parties occurs due to the information, the company do not take any responsibility. This material has been made with the utmost care based on the information as of the date of preparation, however the company do not guarantee the realization of the contents. If incorrect figures or other misinformation should come to our attention, the company will announce corrections on our website.
ROUND ONE Corporation reserves all rights to all contents in this material, and it cannot be reproduced, transmitted, etc. for any purpose without the permission of the company.

## IR policy (Quiet period)

In order to ensure fairness in disclosing important information such as financial results, the company observe a "quiet period" with respect to IR activities commencing on the date two weeks prior to the announcement of financial results for each quarter in principle. However, the company will respond to inquiries regarding fundamental description of business, information that has already been disclosed, and ongoing events or projects. Thank you for your cooperation and understanding.

Website address (Japanese only)
https://www.round1.co.jp/ or
round one



[^0]:    ※ Store names are tentative.
    ※ Stores with " ${ }^{-1}$ " in the "SP" column above will be opened in the Spo-cha type.
    ※ In addition to the above, $\mathbf{6}$ stores are under negotiation in the USA.
    ※ No. 5 is under negotiation in China.

[^1]:    ※Breakdown of extraordinary income \& loss $¥(0.74)$ bn: Impairment loss $¥(0.63)$ bn, Loss on retirement of non-current assets, etc. $\mathbf{¥ ( 0 . 1 1 ) b n}$
    -18-

[^2]:    ※Breakdown of extraordinary income \& loss $¥(0.09)$ bn: Loss on retirement of non-current assets, etc. $¥(0.09)$ bn

[^3]:    ※Breakdown of extraordinary income \＆loss $¥(0.00)$ bn：Loss on retirement of non－current assets，etc．$¥(0.00)$ bn

[^4]:    ※Breakdown of extraordinary income \& loss $¥(0.98)$ bn : Penalty of changing lease agreement $+¥ 0.90 \mathrm{bn}$,
    Loss on valuation of investments in capital of subsidiaries and associates $¥(1.79) \mathrm{bn}$, Loss on retirement of non-current assets, etc. $¥(0.09)$ bn

